

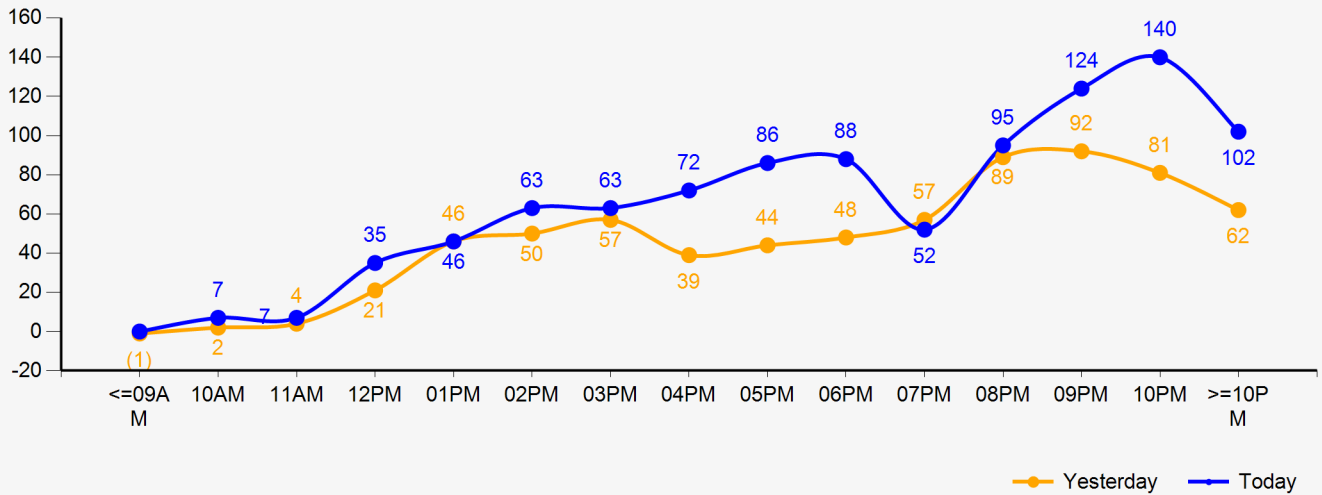
YD Sales : 691

YD GP%: 3.54%

TD Sales : 980

TD GP%: 2.48%

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      | 87       | 187      | 100         | 0.50%  | 2.40%  | 1.90%     |
| SOUTH-03      | 66       | 107      | 41          | 4.03%  | 3.08%  | -0.95%    |
| TRICHY-01     | 71       | 106      | 35          | 4.25%  | 2.54%  | -1.71%    |
| CHENNAI-01    | 70       | 103      | 33          | 4.45%  | 2.79%  | -1.65%    |
| CHENNAI-02    | 64       | 103      | 39          | 6.29%  | 3.73%  | -2.56%    |
| WEST-01       | 43       | 82       | 39          | 4.89%  | 1.71%  | -3.19%    |
| WEST-02       | 64       | 74       | 10          | 4.20%  | 4.16%  | -0.04%    |
| SOUTH ARCOT   | 72       | 64       | (8)         | 2.57%  | 1.43%  | -1.14%    |
| VIJAYAWADA-01 | 38       | 56       | 18          | 2.10%  | 2.85%  | 0.76%     |
| TIRUPATI-01   | 40       | 47       | 7           | 3.50%  | -3.59% | -7.09%    |
| NORTH ARCOT   | 72       | 45       | (27)        | 3.51%  | 4.38%  | 0.87%     |
| KL-SOUTH      | 4        | 6        | 2           | -9.00% | 5.49%  | 14.48%    |
| Total         | 691      | 980      | 289         | 3.54%  | 2.48%  | -1.07%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | TVL1   | 4        | 18       | 14          | -4.18% | 0.72%  | 4.89%     |
|            | TUT1   | 1        | 13       | 12          | 10.25% | 4.32%  | -5.93%    |
|            | NGR1   | 3        | 12       | 9           | 1.97%  | 3.11%  | 1.14%     |
|            | S2SD   |          | 11       | 11          | #Error | 7.03%  | #Error    |
|            | VNR2   | 4        | 11       | 7           | -0.29% | 7.85%  | 8.14%     |
|            | KVT1   | 9        | 10       | 1           | 6.22%  | -2.83% | -9.06%    |
|            | VLY1   | (1)      | 8        | 9           | 42.97% | 3.96%  | -39.02%   |
|            | ARM1   | 2        | 6        | 4           | 3.46%  | -1.67% | -5.13%    |
|            | MAR1   | 2        | 6        | 4           | 9.35%  | 2.20%  | -7.15%    |
|            | STU2   | 3        | 6        | 3           | -9.18% | 0.86%  | 10.04%    |
|            | VNR1   | 3        | 6        | 3           | 5.58%  | 4.39%  | -1.18%    |
|            | KGL1   | 1        | 5        | 4           | 5.10%  | -1.42% | -6.52%    |
|            | RND1   | 3        | 5        | 2           | 9.40%  | 6.92%  | -2.48%    |
|            | SVK1   | 10       | 5        | (5)         | 4.48%  | 1.02%  | -3.46%    |
|            | TKS2   | 1        | 5        | 4           | -3.77% | 1.48%  | 5.24%     |
|            | APK1   |          | 4        | 4           | #Error | 5.29%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%   | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|----------|--------|-----------|
| SOUTH-01   | ASM1   |          | 4        | 4           | #Error   | 1.15%  | #Error    |
|            | ERL2   | 3        | 4        | 1           | 1.41%    | 10.87% | 9.46%     |
|            | RPM1   | 6        | 4        | (2)         | 6.07%    | 13.11% | 7.04%     |
|            | SDI1   | 2        | 4        | 2           | 2.11%    | 1.67%  | -0.44%    |
|            | SNL1   | 4        | 4        |             | 6.25%    | 4.42%  | -1.83%    |
|            | TKS1   | 4        | 4        |             | 8.17%    | -5.32% | -13.49%   |
|            | TUT2   | 4        | 4        |             | 6.72%    | 1.69%  | -5.02%    |
|            | APK2   | 1        | 3        | 2           | 8.09%    | 3.78%  | -4.31%    |
|            | PDI1   | 1        | 3        | 2           | 1.27%    | 14.71% | 13.44%    |
|            | PKD1   | 1        | 3        | 2           | 0.26%    | 5.64%  | 5.39%     |
|            | TCN1   |          | 3        | 3           | #Error   | 6.27%  | #Error    |
|            | TYI1   |          | 3        | 3           | #Error   | 5.50%  | #Error    |
|            | UDN1   |          | 3        | 3           | -118.39% | -4.59% | 113.80%   |
|            | VKM1   | 2        | 3        | 1           | 9.30%    | 6.63%  | -2.67%    |
|            | MMT1   | 1        | 2        | 1           | 8.14%    | 17.10% | 8.97%     |
|            | SGT1   | 1        | 2        | 1           | 1.28%    | 6.69%  | 5.41%     |
|            | TKY1   | 1        | 2        | 1           | 0.26%    | 3.95%  | 3.69%     |
|            | KSM1   |          | 1        | 1           | #Error   | 6.33%  | #Error    |
|            | SKD1   | 5        | 1        | (4)         | 5.66%    | 15.48% | 9.82%     |
|            | COL1   | 1        |          | (1)         | 18.75%   | #Error | #Error    |
|            | KYR1   | 2        |          | (2)         | 3.06%    | #Error | #Error    |
|            | TVL2   | 3        |          | (3)         | 2.31%    | #Error | #Error    |
|            | WHTV   |          | (1)      | (1)         | #Error   | -3.80% | #Error    |
|            | Total  | 87       | 187      | 100         | 0.50%    | 2.40%  | 1.90%     |
|            |        |          |          |             |          |        |           |
| SOUTH-03   | MDU1   | 3        | 11       | 8           | 4.62%    | -1.31% | -5.93%    |
|            | ATG1   | 2        | 9        | 7           | 11.86%   | 6.30%  | -5.56%    |
|            | CMR1   |          | 8        | 8           | 44.80%   | 3.17%  | -41.63%   |
|            | MDU6   | 2        | 6        | 4           | 3.59%    | 8.64%  | 5.05%     |
|            | DGL1   | 9        | 5        | (4)         | 2.79%    | 0.73%  | -2.06%    |
|            | DKI1   | 1        | 5        | 4           | 2.36%    | -1.49% | -3.85%    |
|            | KKD3   | 1        | 4        | 3           | 2.39%    | 4.56%  | 2.17%     |
|            | MDU2   | 7        | 4        | (3)         | 1.52%    | 10.43% | 8.91%     |
|            | MDU3   | 3        | 4        | 1           | 4.66%    | 0.86%  | -3.80%    |
|            | MDU4   | 1        | 4        | 3           | 5.55%    | 0.88%  | -4.67%    |
|            | SZSD   |          | 4        | 4           | #Error   | -7.24% | #Error    |
|            | ADP1   | 1        | 3        | 2           | -6.51%   | 0.73%  | 7.24%     |
|            | DGL2   | 1        | 3        | 2           | 16.61%   | 1.57%  | -15.04%   |
|            | MPA1   | 2        | 3        | 1           | 8.40%    | 4.95%  | -3.45%    |
|            | SVG1   | 1        | 3        | 2           | 10.25%   | 2.45%  | -7.80%    |
|            | TDI1   | 5        | 3        | (2)         | 5.17%    | 6.05%  | 0.89%     |
|            | TEN1   | 2        | 3        | 1           | 2.83%    | 2.50%  | -0.33%    |
|            | BNR1   |          | 2        | 2           | #Error   | 0.64%  | #Error    |
|            | CBM1   | 2        | 2        |             | 6.15%    | 1.70%  | -4.45%    |
|            | KPT1   | 1        | 2        | 1           | 5.10%    | 19.38% | 14.28%    |
|            | MLR1   |          | 2        | 2           | #Error   | 4.15%  | #Error    |
|            | MNM1   |          | 2        | 2           | #Error   | 2.98%  | #Error    |
|            | NTM1   | 2        | 2        |             | 11.01%   | 7.05%  | -3.96%    |
|            | PNV1   | 1        | 2        | 1           | 2.06%    | 5.98%  | 3.93%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH-03   | TMM1   | 5        | 2        | (3)         | 0.52%  | 4.74%   | 4.22%     |
|            | USL1   | 1        | 2        | 1           | 8.63%  | 5.89%   | -2.74%    |
|            | BTU1   | 1        | 1        |             | -2.34% | 2.36%   | 4.70%     |
|            | KRR1   | 1        | 1        |             | 14.73% | 7.03%   | -7.70%    |
|            | NKI1   |          | 1        | 1           | #Error | 1.28%   | #Error    |
|            | PKM1   | 1        | 1        |             | -6.51% | 5.55%   | 12.06%    |
|            | PNI1   | 1        | 1        |             | 5.44%  | 5.21%   | -0.23%    |
|            | PVI1   | 1        | 1        |             | 2.36%  | 7.59%   | 5.23%     |
|            | TEN2   |          | 1        | 1           | #Error | 14.49%  | #Error    |
|            | KKD2   |          |          |             | #Error | #Error  | #Error    |
|            | KYK1   | 2        |          | (2)         | 3.66%  | #Error  | #Error    |
|            | MDU5   | 1        |          | (1)         | 10.25% | #Error  | #Error    |
|            | ODM1   | 2        |          | (2)         | 2.36%  | #Error  | #Error    |
|            | SGP1   | 3        |          | (3)         | 8.27%  | 5.30%   | -2.97%    |
|            | TPT1   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 66       | 107      | 41          | 4.03%  | 3.08%   | -0.95%    |
| TRICHY-01  |        |          |          |             |        |         |           |
|            | TRY1   | 5        | 11       | 6           | -2.05% | 2.64%   | 4.68%     |
|            | TVR2   | 1        | 11       | 10          | 5.43%  | -7.00%  | -12.43%   |
|            | KUM1   | 12       | 9        | (3)         | 1.86%  | 8.64%   | 6.78%     |
|            | TNJ1   | 3        | 9        | 6           | 2.25%  | -2.74%  | -4.99%    |
|            | TNJ2   | 3        | 7        | 4           | 1.40%  | 5.73%   | 4.33%     |
|            | JKM1   | 3        | 6        | 3           | -0.67% | 8.72%   | 9.38%     |
|            | MVM1   | 3        | 5        | 2           | 5.86%  | 6.82%   | 0.95%     |
|            | PBR2   | 7        | 5        | (2)         | 4.28%  | 1.27%   | -3.01%    |
|            | PTK1   | 3        | 5        | 2           | 5.34%  | 9.75%   | 4.41%     |
|            | KIK1   | 3        | 4        | 1           | 5.28%  | 10.06%  | 4.79%     |
|            | MSI1   |          | 4        | 4           | #Error | 6.43%   | #Error    |
|            | NGT1   | 4        | 4        |             | 6.32%  | 9.31%   | 2.99%     |
|            | TZSD   |          | 4        | 4           | #Error | -46.47% | #Error    |
|            | PBR1   | 2        | 3        | 1           | 9.25%  | 5.07%   | -4.18%    |
|            | TTP1   | 3        | 3        |             | 15.45% | 10.35%  | -5.10%    |
|            | AYR1   | 2        | 2        |             | 4.55%  | -3.98%  | -8.53%    |
|            | KRN1   | 1        | 2        | 1           | 0.49%  | 8.09%   | 7.60%     |
|            | MDI1   | 5        | 2        | (3)         | 5.93%  | 7.50%   | 1.57%     |
|            | NCK1   | 2        | 2        |             | 6.63%  | 6.64%   | 0.01%     |
|            | NMM1   | 2        | 2        |             | 4.88%  | 8.62%   | 3.74%     |
|            | PDK1   |          | 2        | 2           | #Error | 0.43%   | #Error    |
|            | TRY2   | 1        | 2        | 1           | 6.11%  | 11.71%  | 5.61%     |
|            | TRY4   | 1        | 2        | 1           | 8.00%  | 9.62%   | 1.62%     |
|            | TYR1   | 2        | 2        |             | 0.72%  | 8.09%   | 7.37%     |
|            | APM1   |          | 1        | 1           | #Error | 11.05%  | #Error    |
|            | ORU1   |          | 1        | 1           | #Error | 2.54%   | #Error    |
|            | TRY3   | 3        |          | (3)         | 9.83%  | #Error  | #Error    |
|            | TVR1   | 2        | (1)      | (3)         | 5.55%  | 13.62%  | 8.07%     |
|            | WTRZ   | (2)      | (3)      | (1)         | 11.42% | 0.85%   | -10.56%   |
|            | Total  | 71       | 106      | 35          | 4.25%  | 2.54%   | -1.71%    |
| CHENNAI-01 |        |          |          |             |        |         |           |
|            | CH11   | 3        | 9        | 6           | 4.92%  | 4.25%   | -0.67%    |
|            | CH22   | 3        | 8        | 5           | 4.63%  | 7.22%   | 2.59%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-01 | CH07   | 4        | 7        | 3           | 2.17%  | -3.94%  | -6.11%    |
|            | CH08   | 4        | 7        | 3           | 9.34%  | 6.81%   | -2.52%    |
|            | CH14   | 4        | 7        | 3           | 0.67%  | -0.88%  | -1.55%    |
|            | CH45   |          | 7        | 7           | #Error | 4.79%   | #Error    |
|            | CH05   | 8        | 6        | (2)         | 13.13% | -0.90%  | -14.03%   |
|            | CH42   | 4        | 6        | 2           | 4.95%  | 1.83%   | -3.12%    |
|            | MRM1   | 1        | 5        | 4           | 11.76% | 7.84%   | -3.92%    |
|            | SKL1   | 3        | 5        | 2           | 18.90% | 4.05%   | -14.85%   |
|            | AVD1   | 3        | 4        | 1           | -3.98% | 5.66%   | 9.64%     |
|            | CH28   | 1        | 4        | 3           | 5.93%  | 12.52%  | 6.59%     |
|            | CH35   |          | 4        | 4           | #Error | 1.93%   | #Error    |
|            | CH48   | 5        | 4        | (1)         | 8.07%  | 2.34%   | -5.73%    |
|            | GUD2   | 4        | 4        |             | 6.38%  | 5.42%   | -0.96%    |
|            | CH39   | 1        | 3        | 2           | 11.04% | 3.45%   | -7.58%    |
|            | CH30   | 2        | 2        |             | 11.00% | 8.60%   | -2.40%    |
|            | GUD1   | 1        | 2        | 1           | 16.93% | 4.37%   | -12.56%   |
|            | KNR1   |          | 2        | 2           | #Error | 1.70%   | #Error    |
|            | TKM1   | 1        | 2        | 1           | 1.27%  | 6.06%   | 4.79%     |
|            | CGL1   | 1        | 1        |             | 10.25% | -11.67% | -21.92%   |
|            | CH16   | 7        | 1        | (6)         | 4.60%  | 11.60%  | 7.00%     |
|            | CH19   | 6        | 1        | (5)         | 0.43%  | -21.64% | -22.07%   |
|            | CH37   | 3        | 1        | (2)         | 3.40%  | 5.55%   | 2.15%     |
|            | CH38   | 1        | 1        |             | 1.27%  | 4.04%   | 2.76%     |
|            | CH26   |          |          |             | #Error | #Error  | #Error    |
|            | CH29   |          |          |             | #Error | #Error  | #Error    |
|            | CH40   | 1        |          | (1)         | 4.33%  | #Error  | #Error    |
|            | CZWH   | 2        |          | (2)         | -9.21% | #Error  | #Error    |
|            | MC02   |          |          |             | #Error | #Error  | #Error    |
|            | MC09   |          |          |             | #Error | #Error  | #Error    |
|            | MC10   |          |          |             | #Error | #Error  | #Error    |
|            | WCHN   | (3)      |          | 3           | 14.63% | #Error  | #Error    |
|            | Total  | 70       | 103      | 33          | 4.45%  | 2.79%   | -1.65%    |
| CHENNAI-02 |        |          |          |             |        |         |           |
|            | CH03   | 5        | 12       | 7           | 1.73%  | 1.80%   | 0.07%     |
|            | CH44   | 3        | 11       | 8           | 6.78%  | 4.93%   | -1.85%    |
|            | CH15   | 4        | 10       | 6           | 8.73%  | 0.43%   | -8.30%    |
|            | CH06   | 3        | 8        | 5           | 5.49%  | 11.35%  | 5.86%     |
|            | CH12   | 4        | 6        | 2           | 5.98%  | 6.99%   | 1.01%     |
|            | CH20   | 2        | 6        | 4           | -2.00% | 0.83%   | 2.83%     |
|            | CH21   | 8        | 6        | (2)         | 6.83%  | 1.41%   | -5.42%    |
|            | MJR1   | 6        | 6        |             | 6.36%  | 2.82%   | -3.53%    |
|            | CH09   | 8        | 4        | (4)         | 12.38% | 6.52%   | -5.86%    |
|            | CH18   | 1        | 4        | 3           | 14.32% | 9.97%   | -4.35%    |
|            | CH33   |          | 4        | 4           | #Error | 5.65%   | #Error    |
|            | CH34   | 2        | 4        | 2           | 54.21% | 5.12%   | -49.09%   |
|            | CH41   | 4        | 4        |             | 2.60%  | 4.85%   | 2.25%     |
|            | CH17   |          | 3        | 3           | #Error | 4.08%   | #Error    |
|            | CH23   |          | 3        | 3           | #Error | 1.92%   | #Error    |
|            | CH24   | 3        | 3        |             | 6.59%  | 1.78%   | -4.82%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02 | CH46   |          | 3        | 3           | #Error | 4.11%  | #Error    |
|            | UKI1   | 3        | 2        | (1)         | 4.72%  | 5.26%  | 0.54%     |
|            | CH27   |          | 1        | 1           | #Error | -0.94% | #Error    |
|            | CH36   | 1        | 1        |             | 5.20%  | 9.07%  | 3.87%     |
|            | CH43   | 3        | 1        | (2)         | 3.31%  | 5.33%  | 2.02%     |
|            | GPD1   | 2        | 1        | (1)         | 1.29%  | -0.94% | -2.23%    |
|            | CH01   |          |          |             | #Error | #Error | #Error    |
|            | CH31   | 1        |          | (1)         | 1.27%  | #Error | #Error    |
|            | CH32   |          |          |             | #Error | #Error | #Error    |
|            | MC05   |          |          |             | #Error | #Error | #Error    |
|            | MC06   |          |          |             | #Error | #Error | #Error    |
|            | PON1   | 1        |          | (1)         | 5.55%  | -2.30% | -7.85%    |
|            | Total  | 64       | 103      | 39          | 6.29%  | 3.73%  | -2.56%    |
|            |        |          |          |             |        |        |           |
| WEST-01    | WZSD   |          | 11       | 11          | #Error | -2.46% | #Error    |
|            | DPM2   | 3        | 8        | 5           | 0.19%  | 5.13%  | 4.94%     |
|            | CBE2   | 8        | 7        | (1)         | 6.36%  | -5.15% | -11.50%   |
|            | TPR1   | 3        | 4        | 1           | 7.49%  | 3.53%  | -3.96%    |
|            | TPR2   | 3        | 4        | 1           | 1.44%  | 7.09%  | 5.65%     |
|            | AVI1   |          | 3        | 3           | #Error | 1.86%  | #Error    |
|            | CBE4   | 2        | 3        | 1           | 7.40%  | -1.15% | -8.55%    |
|            | CBE5   | 1        | 3        | 2           | 8.09%  | 8.86%  | 0.78%     |
|            | CNR1   | 1        | 3        | 2           | 5.55%  | 10.43% | 4.88%     |
|            | KGM1   | 1        | 3        | 2           | 19.01% | 1.13%  | -17.87%   |
|            | PPI1   |          | 3        | 3           | #Error | 2.10%  | #Error    |
|            | UAM1   | 1        | 3        | 2           | 11.96% | 1.64%  | -10.33%   |
|            | ANR1   | 1        | 2        | 1           | 5.55%  | 3.96%  | -1.59%    |
|            | CBE1   |          | 2        | 2           | #Error | 4.20%  | #Error    |
|            | CBE6   | 1        | 2        | 1           | 11.72% | 5.55%  | -6.17%    |
|            | GBM1   | 2        | 2        |             | 10.00% | -4.58% | -14.58%   |
|            | GDR1   | 1        | 2        | 1           | 5.55%  | 7.40%  | 1.85%     |
|            | KMD1   | 1        | 2        | 1           | 9.58%  | 4.38%  | -5.20%    |
|            | MPM1   | 1        | 2        | 1           | 8.09%  | 6.59%  | -1.50%    |
|            | PLI1   | 3        | 2        | (1)         | 12.43% | 5.55%  | -6.88%    |
|            | SNR1   | 2        | 2        |             | 3.92%  | 1.27%  | -2.65%    |
|            | SYM2   |          | 2        | 2           | #Error | -0.56% | #Error    |
|            | TPR3   | (1)      | 2        | 3           | 10.25% | 4.89%  | -5.36%    |
|            | CBE3   |          | 1        | 1           | #Error | 2.36%  | #Error    |
|            | KGI1   | 2        | 1        | (1)         | 7.19%  | 2.07%  | -5.12%    |
|            | KMR1   | 5        | 1        | (4)         | 2.06%  | 3.60%  | 1.54%     |
|            | SUL1   |          | 1        | 1           | #Error | 5.55%  | #Error    |
|            | TPR4   | 1        | 1        |             | -1.61% | 8.09%  | 9.69%     |
|            | PDM1   |          |          |             | #Error | #Error | #Error    |
|            | UMP1   | 1        |          | (1)         | 2.36%  | #Error | #Error    |
|            | Total  | 43       | 82       | 39          | 4.89%  | 1.71%  | -3.19%    |
|            |        |          |          |             |        |        |           |
| WEST-02    | ERD2   | 8        | 7        | (1)         | 3.30%  | 3.63%  | 0.33%     |
|            | SLM1   | 3        | 7        | 4           | 0.21%  | 0.58%  | 0.37%     |
|            | ERD1   | 4        | 6        | 2           | 7.52%  | 3.01%  | -4.51%    |
|            | NKL2   | 3        | 6        | 3           | 0.02%  | 7.81%  | 7.80%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| WEST-02     | WZWH   |          | 5        | 5           | #Error | -11.64% | #Error    |
|             | BMD1   |          | 4        | 4           | #Error | 1.09%   | #Error    |
|             | DPR2   | 1        | 4        | 3           | 17.34% | 9.64%   | -7.70%    |
|             | MTR1   | 5        | 4        | (1)         | 3.87%  | 12.68%  | 8.81%     |
|             | EPI1   |          | 3        | 3           | #Error | 5.87%   | #Error    |
|             | SLM2   | 2        | 3        | 1           | 3.29%  | 4.86%   | 1.57%     |
|             | SLM3   | 2        | 3        | 1           | -3.08% | -10.11% | -7.03%    |
|             | DPR1   | 1        | 2        | 1           | 2.36%  | 5.11%   | 2.75%     |
|             | HRR1   | 3        | 2        | (1)         | 2.57%  | 5.55%   | 2.98%     |
|             | HSR1   | 7        | 2        | (5)         | 7.18%  | 3.72%   | -3.46%    |
|             | HSR2   | 1        | 2        | 1           | 5.93%  | 3.51%   | -2.42%    |
|             | KRI1   | 2        | 2        |             | 5.62%  | 13.10%  | 7.47%     |
|             | TRM1   | 2        | 2        |             | 2.17%  | 5.62%   | 3.45%     |
|             | VPD1   | 5        | 2        | (3)         | 5.90%  | 8.09%   | 2.18%     |
|             | APN1   | 2        | 1        | (1)         | 9.65%  | 5.55%   | -4.10%    |
|             | CMI1   | 1        | 1        |             | 6.13%  | 2.36%   | -3.77%    |
|             | EDP1   | 1        | 1        |             | 5.55%  | 5.55%   | 0.00%     |
|             | OML1   | 1        | 1        |             | 6.21%  | 8.63%   | 2.42%     |
|             | PLC1   |          | 1        | 1           | #Error | 6.21%   | #Error    |
|             | PMP1   |          | 1        | 1           | #Error | 23.10%  | #Error    |
|             | RSP1   |          | 1        | 1           | #Error | 14.74%  | #Error    |
|             | TCG1   | 1        | 1        |             | 2.36%  | 1.09%   | -1.27%    |
|             | ATU1   | 1        |          | (1)         | 5.55%  | #Error  | #Error    |
|             | KMM1   | 2        |          | (2)         | 4.71%  | #Error  | #Error    |
|             | KVP1   |          |          |             | #Error | #Error  | #Error    |
|             | MCR1   | 1        |          | (1)         | 4.64%  | #Error  | #Error    |
|             | PDR1   | 1        |          | (1)         | 6.28%  | #Error  | #Error    |
|             | SGG1   | 1        |          | (1)         | 7.41%  | #Error  | #Error    |
|             | SGI1   | 2        |          | (2)         | 13.52% | #Error  | #Error    |
|             | VKL1   | 1        |          | (1)         | 5.55%  | #Error  | #Error    |
|             | Total  | 64       | 74       | 10          | 4.20%  | 4.16%   | -0.04%    |
| SOUTH ARCOT |        |          |          |             |        |         |           |
|             | TRK1   | 4        | 8        | 4           | 7.17%  | 3.57%   | -3.59%    |
|             | VPM2   | 3        | 7        | 4           | 1.68%  | 1.90%   | 0.22%     |
|             | ULP1   | 3        | 6        | 3           | 5.62%  | 2.55%   | -3.07%    |
|             | CDM1   | 4        | 5        | 1           | 1.01%  | 4.66%   | 3.65%     |
|             | NVL2   | 7        | 5        | (2)         | -2.19% | 2.81%   | 5.00%     |
|             | CUD1   | 9        | 3        | (6)         | 2.17%  | 6.73%   | 4.55%     |
|             | KLM1   | 4        | 3        | (1)         | 0.82%  | 1.06%   | 0.23%     |
|             | KML1   | 1        | 3        | 2           | 10.91% | 4.02%   | -6.89%    |
|             | POY2   | 8        | 3        | (5)         | -1.25% | -6.53%  | -5.28%    |
|             | SJI2   | 5        | 3        | (2)         | 3.17%  | 0.68%   | -2.49%    |
|             | VCM1   | 2        | 3        | 1           | -0.23% | 1.88%   | 2.11%     |
|             | KKI2   | 3        | 2        | (1)         | 3.07%  | -0.69%  | -3.77%    |
|             | MKM1   | 2        | 2        |             | 17.31% | 12.76%  | -4.55%    |
|             | PRT1   | 3        | 2        | (1)         | 6.79%  | -1.99%  | -8.78%    |
|             | TDM1   | 4        | 2        | (2)         | 6.94%  | -4.00%  | -10.95%   |
|             | TVM1   | 3        | 2        | (1)         | 3.38%  | 3.35%   | -0.03%    |
|             | VPM1   |          | 2        | 2           | #Error | 1.22%   | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH ARCOT   | POY1   | 5        | 1        | (4)         | 3.93%   | 10.25% | 6.32%     |
|               | STP1   | 2        | 1        | (1)         | 7.05%   | 12.16% | 5.11%     |
|               | TVM2   | 1        | 1        |             | 2.36%   | -2.00% | -4.36%    |
|               | WHUT   | (1)      |          | 1           | 2.36%   | #Error | #Error    |
|               | Total  | 72       | 64       | (8)         | 2.57%   | 1.43%  | -1.14%    |
| VIJAYAWADA-01 |        |          |          |             |         |        |           |
|               | GNT1   | 1        | 7        | 6           | -11.43% | -0.29% | 11.14%    |
|               | TNK1   | 1        | 4        | 3           | 11.25%  | 4.38%  | -6.87%    |
|               | BPP1   | 2        | 3        | 1           | 0.00%   | 4.96%  | 4.96%     |
|               | BVR1   | 1        | 3        | 2           | 14.79%  | 4.03%  | -10.75%   |
|               | JGG1   | 1        | 3        | 2           | -5.13%  | 5.11%  | 10.25%    |
|               | KDR1   | 1        | 3        | 2           | 14.74%  | 8.00%  | -6.74%    |
|               | RMV1   | 1        | 3        | 2           | 8.09%   | 1.36%  | -6.72%    |
|               | VJW5   |          | 3        | 3           | #Error  | 6.19%  | #Error    |
|               | CKT1   |          | 2        | 2           | #Error  | -3.36% | #Error    |
|               | CRL1   | 2        | 2        |             | 4.62%   | 11.36% | 6.74%     |
|               | ELU1   |          | 2        | 2           | #Error  | -5.08% | #Error    |
|               | JPT1   | 2        | 2        |             | 1.03%   | 2.88%  | 1.85%     |
|               | KND1   | 1        | 2        | 1           | 5.39%   | 8.68%  | 3.28%     |
|               | TDD1   | 1        | 2        | 1           | 5.87%   | -2.06% | -7.92%    |
|               | TNI1   | 2        | 2        |             | 7.05%   | 8.64%  | 1.60%     |
|               | TVU1   | 2        | 2        |             | 8.46%   | 10.88% | 2.42%     |
|               | VJW1   |          | 2        | 2           | #Error  | 7.84%  | #Error    |
|               | GVM1   | 1        | 1        |             | 7.96%   | -0.13% | -8.09%    |
|               | MTM1   |          | 1        | 1           | #Error  | 0.26%  | #Error    |
|               | NPR1   | 1        | 1        |             | -2.66%  | 3.76%  | 6.42%     |
|               | NRT1   | 1        | 1        |             | 0.69%   | 3.09%  | 2.39%     |
|               | PNR1   | 2        | 1        | (1)         | 11.70%  | -3.98% | -15.67%   |
|               | PPM1   |          | 1        | 1           | #Error  | 0.26%  | #Error    |
|               | PRL1   | 3        | 1        | (2)         | 3.90%   | 8.01%  | 4.11%     |
|               | TEL1   | 1        | 1        |             | 8.09%   | -1.57% | -9.66%    |
|               | VKN1   | 1        | 1        |             | 23.10%  | -3.65% | -26.75%   |
|               | AMP1   |          |          |             | #Error  | #Error | #Error    |
|               | DPE1   | 2        |          | (2)         | 1.10%   | #Error | #Error    |
|               | GDV1   |          |          |             | #Error  | #Error | #Error    |
|               | GNT2   |          |          |             | #Error  | #Error | #Error    |
|               | OGL1   | 1        |          | (1)         | -0.47%  | #Error | #Error    |
|               | PAP1   | 3        |          | (3)         | -0.54%  | #Error | #Error    |
|               | RAL1   | 4        |          | (4)         | 3.09%   | #Error | #Error    |
|               | VJW2   |          |          |             | #Error  | #Error | #Error    |
|               | VJW3   |          |          |             | #Error  | #Error | #Error    |
|               | VJW4   |          |          |             | #Error  | #Error | #Error    |
|               | VUY1   |          |          |             | #Error  | #Error | #Error    |
|               | Total  | 38       | 56       | 18          | 2.10%   | 2.85%  | 0.76%     |
| TIRUPATI-01   |        |          |          |             |         |        |           |
|               | ADI1   | 2        | 5        | 3           | 10.30%  | 0.65%  | -9.65%    |
|               | CTO1   | 4        | 5        | 1           | 5.29%   | -5.76% | -11.05%   |
|               | DHN1   | 1        | 4        | 3           | 4.64%   | 1.94%  | -2.70%    |
|               | KHT1   | 1        | 3        | 2           | 2.21%   | -7.73% | -9.94%    |
|               | NLR1   | 1        | 3        | 2           | 0.13%   | -5.43% | -5.55%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|---------|-----------|
| TIRUPATI-01 | TPY1   |          | 3        | 3           | #Error  | -10.03% | #Error    |
|             | TPY2   | 3        | 3        |             | 0.61%   | -10.52% | -11.13%   |
|             | BVL1   |          | 2        | 2           | #Error  | 5.13%   | #Error    |
|             | NDL1   | 1        | 2        | 1           | 5.22%   | 5.71%   | 0.50%     |
|             | PIL1   | 2        | 2        |             | -0.81%  | -30.43% | -29.63%   |
|             | PMR1   | 4        | 2        | (2)         | 1.47%   | 3.64%   | 2.17%     |
|             | PUT1   | 2        | 2        |             | 14.75%  | 6.84%   | -7.91%    |
|             | TPI1   |          | 2        | 2           | #Error  | -2.29%  | #Error    |
|             | ATP1   | 1        | 1        |             | 6.76%   | -5.31%  | -12.06%   |
|             | KNL2   | 4        | 1        | (3)         | 2.00%   | -1.85%  | -3.85%    |
|             | KOU1   | 3        | 1        | (2)         | 5.54%   | -15.84% | -21.38%   |
|             | KVL1   |          | 1        | 1           | #Error  | -9.33%  | #Error    |
|             | NYP1   | 1        | 1        |             | -1.22%  | 8.17%   | 9.39%     |
|             | PDT1   | 1        | 1        |             | 10.57%  | 1.72%   | -8.85%    |
|             | PGR1   | 3        | 1        | (2)         | -0.93%  | 4.64%   | 5.57%     |
|             | RJP1   | 2        | 1        | (1)         | 6.21%   | -6.24%  | -12.46%   |
|             | VKI1   | 1        | 1        |             | 0.97%   | 0.41%   | -0.56%    |
|             | GTL1   |          |          |             | #Error  | #Error  | #Error    |
|             | KDA1   | 2        |          | (2)         | 3.00%   | #Error  | #Error    |
|             | KNL1   |          |          |             | #Error  | #Error  | #Error    |
|             | MPL1   | 1        |          | (1)         | 10.18%  | #Error  | #Error    |
|             | RCY1   |          |          |             | #Error  | #Error  | #Error    |
|             | SPE1   |          |          |             | #Error  | #Error  | #Error    |
|             | Total  | 40       | 47       | 7           | 3.50%   | -3.59%  | -7.09%    |
| NORTH ARCOT | VSI1   | 7        | 5        | (2)         | 7.42%   | 7.71%   | 0.29%     |
|             | ARC2   | 2        | 4        | 2           | 192.63% | 1.74%   | -190.88%  |
|             | TRL1   | 5        | 4        | (1)         | 1.89%   | 1.88%   | -0.01%    |
|             | VEL2   | 5        | 4        | (1)         | 14.70%  | 11.92%  | -2.78%    |
|             | ABR1   | 4        | 3        | (1)         | 4.34%   | 3.89%   | -0.45%    |
|             | AKM1   | 3        | 3        |             | 8.82%   | -2.53%  | -11.35%   |
|             | CPT1   | 1        | 3        | 2           | 8.09%   | 4.74%   | -3.35%    |
|             | GDM1   |          | 3        | 3           | #Error  | 6.92%   | #Error    |
|             | SBR1   | 2        | 3        | 1           | -2.69%  | 2.71%   | 5.41%     |
|             | CYR1   | 1        | 2        | 1           | 12.94%  | 9.55%   | -3.38%    |
|             | KPM1   | 1        | 2        | 1           | 11.95%  | 5.29%   | -6.66%    |
|             | KPM2   | 9        | 2        | (7)         | -1.23%  | 4.76%   | 5.99%     |
|             | TRT1   | 1        | 2        | 1           | 5.93%   | 4.43%   | -1.50%    |
|             | WJP1   | 2        | 2        |             | -6.38%  | 3.29%   | 9.67%     |
|             | BGR1   | 1        | 1        |             | 5.55%   | 5.55%   | 0.00%     |
|             | SLG1   |          | 1        | 1           | #Error  | 2.36%   | #Error    |
|             | TRR1   | 14       | 1        | (13)        | 5.56%   | 1.97%   | -3.60%    |
|             | ANI1   | 1        |          | (1)         | 4.82%   | #Error  | #Error    |
|             | CGM1   | 2        |          | (2)         | 3.84%   | #Error  | #Error    |
|             | PLR1   | 3        |          | (3)         | 3.65%   | #Error  | #Error    |
|             | PTU1   |          |          |             | #Error  | #Error  | #Error    |
|             | UGI1   | 1        |          | (1)         | -77.91% | #Error  | #Error    |
|             | VEL1   | 1        |          | (1)         | 5.55%   | #Error  | #Error    |
|             | VNB1   |          |          |             | #Error  | #Error  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | WJD1   | 6        |          | (6)         | 2.98%  | #Error | #Error    |
|             | Total  | 72       | 45       | (27)        | 3.51%  | 4.38%  | 0.87%     |
| KL-SOUTH    |        |          |          |             |        |        |           |
|             | PAS1   | 2        | 3        | 1           | -2.44% | 7.37%  | 9.81%     |
|             | TVP1   | 1        | 2        | 1           | 53.44% | 4.95%  | -48.50%   |
|             | KLR1   | 1        | 1        |             | 5.82%  | 4.44%  | -1.38%    |
|             | Total  | 4        | 6        | 2           | -9.00% | 5.49%  | 14.48%    |
|             | Total  | 691      | 980      | 289         | 3.54%  | 2.48%  | -1.07%    |