

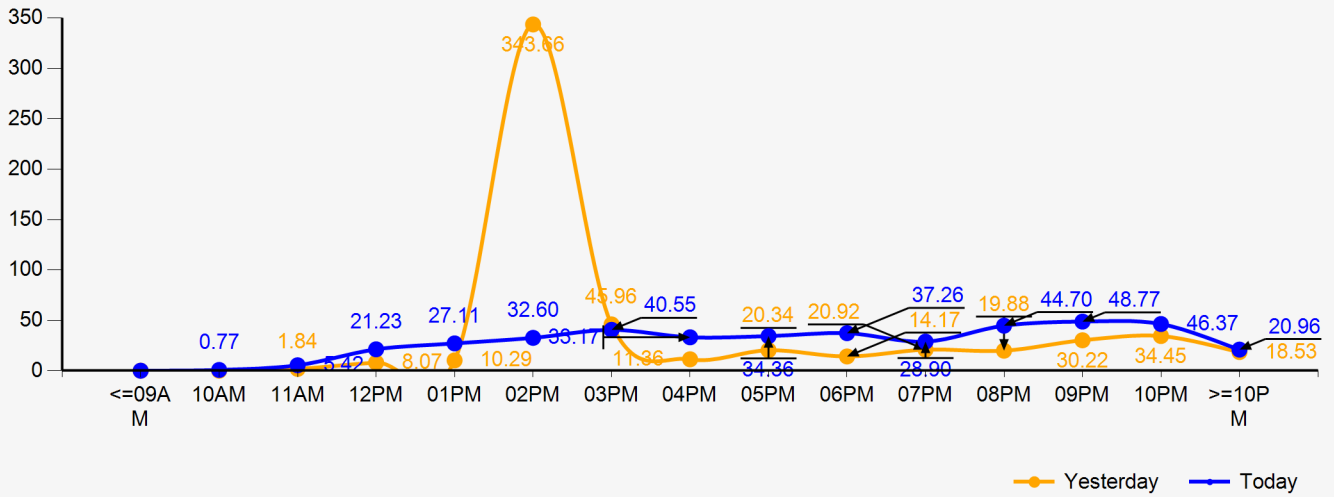
YD Sales : 579.68

YD GP%: 0.92%

TD Sales : 422.16

TD GP%: 3.01%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02    | 31.25    | 63.85    | 32.60       | 2.92%  | 2.83%  | -0.09%    |
| SOUTH-01      | 33.78    | 53.21    | 19.43       | 2.31%  | 2.55%  | 0.25%     |
| NORTH ARCOT   | 21.88    | 46.96    | 25.08       | 3.48%  | 2.85%  | -0.63%    |
| CHENNAI-01    | 22.33    | 46.32    | 23.99       | 3.28%  | 3.73%  | 0.45%     |
| WEST-02       | 18.07    | 40.06    | 21.99       | 3.17%  | 3.32%  | 0.15%     |
| TIRUPATI-01   | 22.05    | 36.27    | 14.22       | 2.56%  | 2.55%  | -0.01%    |
| TRICHY-01     | 10.38    | 31.31    | 20.93       | 2.11%  | 3.13%  | 1.02%     |
| SOUTH ARCOT   | 13.80    | 27.79    | 13.99       | 2.58%  | 2.86%  | 0.28%     |
| SOUTH-03      | 19.22    | 27.78    | 8.56        | 2.93%  | 3.30%  | 0.38%     |
| WEST-01       | 11.24    | 26.04    | 14.80       | 3.97%  | 3.16%  | -0.81%    |
| VIJAYAWADA-01 | 16.38    | 21.83    | 5.45        | 2.06%  | 3.06%  | 0.99%     |
| KL-SOUTH      | 3.77     | 0.75     | (3.01)      | 4.17%  | 4.85%  | 0.67%     |
| HO01          | 355.53   | 0.00     | (355.53)    | -0.31% | #Error | #Error    |
| Total         | 579.68   | 422.16   | (158)       | 0.92%  | 3.01%  | 2.09%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02 | CH03   | 4.37     | 8.73     | 4.35        | 2.63%  | 2.54%  | -0.10%    |
|            | CH15   | 1.38     | 7.67     | 6.30        | 5.81%  | 2.24%  | -3.57%    |
|            | CH34   | 0.70     | 5.25     | 4.54        | 5.33%  | 2.40%  | -2.93%    |
|            | CH21   | 1.24     | 4.43     | 3.20        | 1.86%  | 1.41%  | -0.45%    |
|            | CH18   | 1.41     | 3.61     | 2.20        | 5.32%  | 5.59%  | 0.27%     |
|            | MJR1   | 0.74     | 3.01     | 2.27        | 4.67%  | 3.58%  | -1.09%    |
|            | CH46   | 0.17     | 2.79     | 2.61        | 3.85%  | 1.92%  | -1.94%    |
|            | CH44   | 1.36     | 2.66     | 1.30        | 5.42%  | 3.85%  | -1.57%    |
|            | MC05   | 0.45     | 2.38     | 1.94        | 0.34%  | 3.46%  | 3.11%     |
|            | UKI1   | 2.61     | 2.36     | (0.25)      | 2.28%  | 3.32%  | 1.04%     |
|            | CH23   | 0.00     | 2.27     | 2.27        | #Error | 1.79%  | #Error    |
|            | GPD1   | 0.69     | 2.26     | 1.57        | -1.70% | 0.68%  | 2.38%     |
|            | CH20   | 1.59     | 1.93     | 0.34        | 3.01%  | 3.40%  | 0.39%     |
|            | CH06   | 1.30     | 1.66     | 0.35        | 1.97%  | 4.05%  | 2.08%     |
|            | CH12   | 3.92     | 1.59     | (2.33)      | 3.78%  | 3.71%  | -0.07%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| CHENNAI-02 | PON1   | 1.26     | 1.55     | 0.28        | 5.73%   | 1.87%  | -3.86%    |
|            | CH33   | 0.22     | 1.53     | 1.31        | 7.77%   | 5.60%  | -2.18%    |
|            | CH41   | 0.88     | 1.43     | 0.55        | 0.46%   | 2.53%  | 2.07%     |
|            | CH32   | 0.00     | 1.41     | 1.41        | #Error  | 2.74%  | #Error    |
|            | CH24   | 2.47     | 1.20     | (1.27)      | -0.50%  | 2.46%  | 2.96%     |
|            | MC06   | 1.69     | 1.19     | (0.50)      | 2.33%   | 2.18%  | -0.15%    |
|            | CH09   | 0.00     | 0.93     | 0.93        | #Error  | 0.57%  | #Error    |
|            | CH36   | 0.10     | 0.74     | 0.64        | 4.92%   | 4.97%  | 0.05%     |
|            | CH31   | 0.68     | 0.65     | (0.03)      | 2.31%   | 5.68%  | 3.37%     |
|            | CH43   | 1.12     | 0.26     | (0.86)      | 3.87%   | 2.81%  | -1.06%    |
|            | CH27   | 0.10     | 0.22     | 0.12        | 4.92%   | 5.03%  | 0.11%     |
|            | CH17   | 0.00     | 0.14     | 0.14        | #Error  | 5.25%  | #Error    |
|            | CH01   | 0.78     | 0.00     | (0.78)      | 0.74%   | #Error | #Error    |
|            | Total  | 31.25    | 63.85    | 32.60       | 2.92%   | 2.83%  | -0.09%    |
|            |        |          |          |             |         |        |           |
| SOUTH-01   | TVL1   | 1.89     | 7.84     | 5.95        | 5.03%   | 2.17%  | -2.87%    |
|            | TUT1   | 3.57     | 5.76     | 2.18        | 3.36%   | 3.41%  | 0.05%     |
|            | VNR2   | 0.76     | 3.89     | 3.13        | 4.43%   | 3.39%  | -1.05%    |
|            | NGR1   | 4.17     | 3.22     | (0.95)      | 3.46%   | 3.16%  | -0.30%    |
|            | RND1   | 1.63     | 3.01     | 1.37        | 1.78%   | 2.25%  | 0.48%     |
|            | TUT2   | 1.29     | 2.74     | 1.45        | -15.55% | 2.91%  | 18.46%    |
|            | TKS2   | 0.86     | 2.08     | 1.22        | 0.44%   | 2.18%  | 1.75%     |
|            | ERL2   | 0.64     | 1.73     | 1.09        | 2.66%   | 2.28%  | -0.37%    |
|            | ARM1   | 0.00     | 1.62     | 1.62        | #Error  | 3.80%  | #Error    |
|            | KVT1   | 1.84     | 1.59     | (0.24)      | 3.27%   | 4.48%  | 1.21%     |
|            | PKD1   | 0.34     | 1.47     | 1.12        | 3.86%   | 4.18%  | 0.32%     |
|            | SKD1   | 0.00     | 1.43     | 1.43        | #Error  | 2.14%  | #Error    |
|            | APK2   | 0.49     | 1.42     | 0.94        | 5.53%   | 0.11%  | -5.42%    |
|            | MMT1   | 0.37     | 1.40     | 1.03        | 3.12%   | 1.59%  | -1.52%    |
|            | SVK1   | 0.00     | 1.25     | 1.25        | #Error  | -0.22% | #Error    |
|            | STU2   | 0.10     | 1.22     | 1.12        | 4.92%   | 2.56%  | -2.36%    |
|            | TKY1   | 0.00     | 1.20     | 1.20        | #Error  | 4.08%  | #Error    |
|            | UDN1   | 0.41     | 1.15     | 0.74        | 2.74%   | 0.34%  | -2.40%    |
|            | RPM1   | 0.17     | 1.04     | 0.88        | 2.50%   | 0.66%  | -1.85%    |
|            | SDI1   | 0.19     | 0.79     | 0.60        | 1.65%   | 2.54%  | 0.89%     |
|            | TCN1   | 1.32     | 0.75     | (0.57)      | 1.17%   | 4.23%  | 3.05%     |
|            | KGL1   | 0.63     | 0.75     | 0.12        | -2.00%  | 0.30%  | 2.30%     |
|            | MAR1   | 1.26     | 0.70     | (0.56)      | 3.44%   | 3.13%  | -0.31%    |
|            | TKS1   | 1.20     | 0.60     | (0.60)      | 2.16%   | 3.70%  | 1.55%     |
|            | KYR1   | 0.99     | 0.58     | (0.41)      | 3.27%   | 3.53%  | 0.26%     |
|            | VKM1   | 0.30     | 0.50     | 0.20        | 1.07%   | 1.65%  | 0.59%     |
|            | ASM1   | 0.00     | 0.48     | 0.48        | #Error  | -2.34% | #Error    |
|            | PDI1   | 0.68     | 0.45     | (0.23)      | 2.43%   | 3.25%  | 0.82%     |
|            | SGT1   | 0.68     | 0.44     | (0.23)      | 1.45%   | 2.36%  | 0.92%     |
|            | COL1   | 0.24     | 0.42     | 0.19        | 5.53%   | -1.22% | -6.74%    |
|            | KSM1   | 1.37     | 0.41     | (0.96)      | 4.79%   | 5.90%  | 1.10%     |
|            | APK1   | 0.12     | 0.37     | 0.25        | 2.71%   | 4.17%  | 1.45%     |
|            | SNL1   | 0.86     | 0.31     | (0.55)      | 1.76%   | -1.21% | -2.97%    |
|            | VNR1   | 0.49     | 0.26     | (0.23)      | 3.34%   | 1.85%  | -1.49%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01    | VL1Y1  | 2.77     | 0.20     | (2.57)      | 3.64%  | 5.52%  | 1.88%     |
|             | TYI1   | 2.16     | 0.14     | (2.02)      | 2.45%  | 1.90%  | -0.54%    |
|             | TVL2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | Total  | 33.78    | 53.21    | 19.43       | 2.31%  | 2.55%  | 0.25%     |
| NORTH ARCOT | KPM2   | 3.86     | 4.97     | 1.12        | 2.94%  | 3.52%  | 0.59%     |
|             | WJP1   | 1.19     | 4.70     | 3.50        | 0.13%  | 3.02%  | 2.89%     |
|             | AKM1   | 0.56     | 3.51     | 2.95        | 7.23%  | 3.62%  | -3.61%    |
|             | KPM1   | 0.36     | 3.51     | 3.15        | 3.87%  | 3.26%  | -0.61%    |
|             | WJD1   | 1.71     | 3.25     | 1.55        | 5.59%  | 2.96%  | -2.63%    |
|             | VEL1   | 1.09     | 2.77     | 1.68        | 8.16%  | 3.16%  | -4.99%    |
|             | CGM1   | 0.58     | 2.68     | 2.10        | 3.19%  | 1.51%  | -1.68%    |
|             | VEL2   | 0.84     | 2.65     | 1.81        | 6.34%  | 1.94%  | -4.40%    |
|             | ARC2   | 0.40     | 2.15     | 1.75        | 4.54%  | 2.97%  | -1.57%    |
|             | PLR1   | 0.20     | 1.85     | 1.65        | 3.25%  | 2.02%  | -1.23%    |
|             | SBR1   | 2.32     | 1.82     | (0.50)      | 2.45%  | 1.78%  | -0.67%    |
|             | TRL1   | 1.04     | 1.82     | 0.78        | 2.56%  | 1.98%  | -0.58%    |
|             | ABR1   | 0.88     | 1.63     | 0.75        | 1.13%  | 3.05%  | 1.92%     |
|             | TRR1   | 0.44     | 1.46     | 1.01        | 1.31%  | 5.03%  | 3.72%     |
|             | UGI1   | 0.90     | 1.45     | 0.55        | 1.27%  | 3.96%  | 2.69%     |
|             | VNB1   | 0.82     | 1.41     | 0.59        | 4.45%  | 0.50%  | -3.95%    |
|             | VSI1   | 0.15     | 1.12     | 0.96        | 1.83%  | 1.68%  | -0.16%    |
|             | CYR1   | 0.77     | 0.95     | 0.18        | 8.55%  | 1.02%  | -7.53%    |
|             | SLG1   | 1.49     | 0.88     | (0.61)      | 1.86%  | 5.01%  | 3.16%     |
|             | BGR1   | 1.13     | 0.80     | (0.33)      | 3.93%  | 4.00%  | 0.07%     |
|             | GDM1   | 0.00     | 0.54     | 0.54        | #Error | 3.58%  | #Error    |
|             | TRT1   | 0.32     | 0.46     | 0.14        | 0.18%  | 3.09%  | 2.90%     |
|             | CPT1   | 0.18     | 0.45     | 0.28        | 1.37%  | 1.74%  | 0.37%     |
|             | ANI1   | 0.33     | 0.12     | (0.21)      | 1.60%  | 0.36%  | -1.24%    |
|             | PTU1   | 0.30     | 0.00     | (0.30)      | 4.67%  | #Error | #Error    |
|             | Total  | 21.88    | 46.96    | 25.08       | 3.48%  | 2.85%  | -0.63%    |
| CHENNAI-01  | CH16   | 0.80     | 5.13     | 4.33        | 0.94%  | 3.17%  | 2.23%     |
|             | CH40   | 2.89     | 3.49     | 0.60        | 3.34%  | 4.57%  | 1.23%     |
|             | CH08   | 1.03     | 3.12     | 2.10        | 6.15%  | 5.00%  | -1.15%    |
|             | AVD1   | 0.21     | 2.71     | 2.50        | 6.50%  | 4.81%  | -1.69%    |
|             | CH35   | 0.14     | 2.58     | 2.44        | 2.94%  | 5.28%  | 2.34%     |
|             | CH38   | 0.16     | 2.43     | 2.28        | 4.65%  | 0.74%  | -3.92%    |
|             | CH19   | 1.37     | 2.27     | 0.90        | 4.41%  | 4.16%  | -0.25%    |
|             | CH07   | 0.94     | 1.91     | 0.97        | 4.18%  | 3.02%  | -1.16%    |
|             | CH48   | 0.09     | 1.72     | 1.63        | 7.94%  | 3.99%  | -3.94%    |
|             | KNR1   | 0.20     | 1.64     | 1.44        | 6.02%  | 3.40%  | -2.61%    |
|             | CGL1   | 0.40     | 1.61     | 1.21        | 4.22%  | 3.09%  | -1.13%    |
|             | CH14   | 2.15     | 1.59     | (0.56)      | 4.23%  | 3.68%  | -0.55%    |
|             | CH05   | 0.71     | 1.59     | 0.88        | 1.11%  | 1.21%  | 0.10%     |
|             | GUD2   | 0.60     | 1.58     | 0.98        | 3.67%  | 1.01%  | -2.65%    |
|             | CH42   | 1.36     | 1.56     | 0.20        | 2.26%  | 4.23%  | 1.97%     |
|             | CH45   | 0.47     | 1.52     | 1.05        | 5.42%  | 3.80%  | -1.62%    |
|             | CH30   | 1.41     | 1.47     | 0.07        | 5.14%  | 2.70%  | -2.44%    |
|             | GUD1   | 1.48     | 1.38     | (0.10)      | 1.19%  | 4.47%  | 3.28%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | CH28   | 0.20     | 1.29     | 1.09        | 4.99%  | 4.40%  | -0.59%    |
|            | MRM1   | 1.06     | 1.29     | 0.23        | 4.41%  | 4.95%  | 0.54%     |
|            | MC09   | 0.44     | 0.71     | 0.27        | 6.45%  | 4.55%  | -1.90%    |
|            | CH11   | 1.14     | 0.71     | (0.43)      | -0.69% | 1.15%  | 1.84%     |
|            | CH22   | 0.22     | 0.69     | 0.47        | 6.14%  | 3.97%  | -2.17%    |
|            | MC10   | 0.90     | 0.68     | (0.21)      | -0.55% | 2.67%  | 3.22%     |
|            | TKM1   | 0.21     | 0.55     | 0.34        | 9.30%  | 7.54%  | -1.77%    |
|            | CH29   | 0.00     | 0.50     | 0.50        | #Error | 6.18%  | #Error    |
|            | CH37   | 0.38     | 0.24     | (0.14)      | 3.78%  | 7.44%  | 3.65%     |
|            | MC02   | 0.00     | 0.19     | 0.19        | #Error | 9.31%  | #Error    |
|            | CH39   | 0.07     | 0.14     | 0.07        | 0.88%  | 3.00%  | 2.12%     |
|            | CH26   | 0.48     | 0.00     | (0.48)      | 0.15%  | #Error | #Error    |
|            | SKL1   | 0.83     | 0.00     | (0.83)      | 2.14%  | #Error | #Error    |
|            | Total  | 22.33    | 46.32    | 23.99       | 3.28%  | 3.73%  | 0.45%     |
|            |        |          |          |             |        |        |           |
| WEST-02    | HSR2   | 2.11     | 4.43     | 2.32        | 1.65%  | 2.97%  | 1.32%     |
|            | SLM1   | 1.34     | 3.45     | 2.11        | 1.63%  | 2.98%  | 1.36%     |
|            | SLM2   | 0.08     | 2.88     | 2.80        | 1.81%  | 2.90%  | 1.09%     |
|            | TRM1   | 2.94     | 2.68     | (0.26)      | 3.18%  | 3.93%  | 0.75%     |
|            | EDP1   | 0.19     | 2.56     | 2.38        | 5.53%  | 2.39%  | -3.14%    |
|            | HRR1   | 0.34     | 2.06     | 1.71        | 3.34%  | 2.71%  | -0.62%    |
|            | OML1   | 0.36     | 1.83     | 1.46        | 6.62%  | 4.10%  | -2.52%    |
|            | ERD1   | 0.00     | 1.50     | 1.50        | #Error | 4.91%  | #Error    |
|            | HSR1   | 0.94     | 1.33     | 0.39        | 2.89%  | 2.56%  | -0.34%    |
|            | APN1   | 0.15     | 1.31     | 1.15        | 3.32%  | 2.35%  | -0.96%    |
|            | MCR1   | 1.61     | 1.19     | (0.42)      | 3.56%  | 4.64%  | 1.08%     |
|            | DPR2   | 0.00     | 1.16     | 1.16        | #Error | 1.42%  | #Error    |
|            | PMP1   | 1.12     | 1.16     | 0.04        | 3.99%  | 2.56%  | -1.43%    |
|            | SGI1   | 0.53     | 1.15     | 0.62        | 6.00%  | 3.75%  | -2.25%    |
|            | SLM3   | 1.30     | 1.04     | (0.26)      | 2.55%  | 3.80%  | 1.24%     |
|            | KRI1   | 0.00     | 0.96     | 0.96        | #Error | 5.12%  | #Error    |
|            | EPI1   | 0.80     | 0.93     | 0.13        | 4.29%  | 7.17%  | 2.88%     |
|            | TCG1   | 0.15     | 0.91     | 0.76        | 2.71%  | 1.17%  | -1.54%    |
|            | MTR1   | 0.60     | 0.90     | 0.30        | 5.09%  | 4.68%  | -0.42%    |
|            | BMD1   | 0.36     | 0.84     | 0.48        | 3.10%  | 4.39%  | 1.30%     |
|            | PLC1   | 0.41     | 0.82     | 0.41        | 3.26%  | 1.59%  | -1.67%    |
|            | VPD1   | 0.37     | 0.79     | 0.43        | 3.50%  | 4.86%  | 1.36%     |
|            | NKL2   | 0.52     | 0.78     | 0.26        | 2.13%  | 3.49%  | 1.36%     |
|            | KMM1   | 0.00     | 0.69     | 0.69        | #Error | 1.74%  | #Error    |
|            | ATU1   | 0.20     | 0.60     | 0.40        | 5.53%  | 4.14%  | -1.39%    |
|            | KVP1   | 0.11     | 0.55     | 0.43        | 1.90%  | 0.70%  | -1.20%    |
|            | PDR1   | 0.14     | 0.48     | 0.34        | 2.15%  | 3.74%  | 1.59%     |
|            | VKL1   | 0.15     | 0.39     | 0.23        | 2.83%  | 3.78%  | 0.95%     |
|            | CMI1   | 0.14     | 0.25     | 0.11        | -0.88% | 6.06%  | 6.93%     |
|            | DPR1   | 0.32     | 0.22     | (0.10)      | 4.37%  | 3.75%  | -0.61%    |
|            | ERD2   | 0.59     | 0.22     | (0.37)      | 3.05%  | 5.81%  | 2.76%     |
|            | RSP1   | 0.01     | 0.00     | (0.01)      | 5.18%  | #Error | #Error    |
|            | SGG1   | 0.15     | 0.00     | (0.15)      | 3.68%  | #Error | #Error    |
|            | Total  | 18.07    | 40.06    | 21.99       | 3.17%  | 3.32%  | 0.15%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| TIRUPATI-01 |        |          |          |             |         |        |           |
|             | TPY2   | 0.93     | 4.25     | 3.33        | 2.77%   | 2.60%  | -0.17%    |
|             | CTO1   | 1.08     | 2.65     | 1.56        | 3.59%   | 2.73%  | -0.86%    |
|             | KNL2   | 2.64     | 2.34     | (0.31)      | 0.48%   | 2.20%  | 1.73%     |
|             | GTL1   | 1.25     | 2.06     | 0.81        | 5.45%   | 3.92%  | -1.52%    |
|             | RJP1   | 1.01     | 1.97     | 0.96        | 1.42%   | 1.14%  | -0.28%    |
|             | ATP1   | 1.43     | 1.97     | 0.53        | 3.60%   | 1.96%  | -1.63%    |
|             | DHN1   | 0.97     | 1.75     | 0.79        | 2.78%   | 4.23%  | 1.45%     |
|             | KNL1   | 0.87     | 1.71     | 0.84        | 2.99%   | 1.12%  | -1.87%    |
|             | PMR1   | 0.42     | 1.69     | 1.27        | 2.77%   | 4.38%  | 1.61%     |
|             | PUT1   | 0.94     | 1.46     | 0.52        | 5.42%   | 2.83%  | -2.59%    |
|             | RCY1   | 0.00     | 1.35     | 1.35        | #Error  | 1.34%  | #Error    |
|             | NDL1   | 1.51     | 1.34     | (0.16)      | 1.40%   | 3.87%  | 2.47%     |
|             | KOU1   | 0.52     | 1.33     | 0.82        | 3.59%   | 1.91%  | -1.68%    |
|             | SPE1   | 0.67     | 1.32     | 0.66        | -0.03%  | 0.12%  | 0.16%     |
|             | TPY1   | 0.61     | 1.17     | 0.56        | 5.46%   | 0.23%  | -5.22%    |
|             | ADI1   | 1.21     | 1.10     | (0.11)      | 2.28%   | 2.79%  | 0.51%     |
|             | NLR1   | 1.27     | 1.09     | (0.18)      | 1.69%   | 2.30%  | 0.61%     |
|             | MPL1   | 0.50     | 0.93     | 0.43        | 2.87%   | 3.16%  | 0.30%     |
|             | PDT1   | 0.21     | 0.86     | 0.65        | 4.19%   | 2.45%  | -1.74%    |
|             | BVL1   | 0.92     | 0.81     | (0.11)      | 3.17%   | 4.64%  | 1.47%     |
|             | TPI1   | 0.91     | 0.76     | (0.15)      | 0.92%   | 3.67%  | 2.75%     |
|             | PIL1   | 0.00     | 0.74     | 0.74        | #Error  | 5.98%  | #Error    |
|             | KHT1   | 0.57     | 0.68     | 0.11        | 5.55%   | 2.21%  | -3.35%    |
|             | VKI1   | 0.58     | 0.48     | (0.09)      | 0.91%   | 0.15%  | -0.76%    |
|             | KDA1   | 0.48     | 0.32     | (0.16)      | 0.17%   | 0.78%  | 0.61%     |
|             | KVL1   | 0.27     | 0.12     | (0.16)      | 3.41%   | 4.99%  | 1.57%     |
|             | NYP1   | 0.00     | 0.00     |             | #Error  | #Error | #Error    |
|             | PGR1   | 0.27     | 0.00     | (0.27)      | 2.70%   | #Error | #Error    |
|             | Total  | 22.05    | 36.27    | 14.22       | 2.56%   | 2.55%  | -0.01%    |
| TRICHY-01   |        |          |          |             |         |        |           |
|             | TRY1   | 2.47     | 6.97     | 4.50        | -0.05%  | 2.23%  | 2.28%     |
|             | TTP1   | 0.90     | 2.55     | 1.65        | 3.71%   | 2.87%  | -0.84%    |
|             | TYR1   | 0.00     | 2.10     | 2.10        | #Error  | 3.71%  | #Error    |
|             | NMM1   | 0.00     | 2.09     | 2.09        | #Error  | 2.84%  | #Error    |
|             | TNJ2   | 0.26     | 1.65     | 1.38        | 6.87%   | 1.88%  | -5.00%    |
|             | MSI1   | 0.00     | 1.57     | 1.57        | #Error  | 4.72%  | #Error    |
|             | PBR2   | 0.21     | 1.52     | 1.31        | -33.13% | 1.82%  | 34.95%    |
|             | KRN1   | 0.38     | 1.48     | 1.10        | 6.69%   | 4.62%  | -2.07%    |
|             | KUM1   | 0.91     | 1.44     | 0.53        | 5.36%   | 2.68%  | -2.68%    |
|             | TVR2   | 1.06     | 1.44     | 0.37        | 1.51%   | 2.18%  | 0.68%     |
|             | NGT1   | 0.00     | 1.22     | 1.22        | #Error  | 3.27%  | #Error    |
|             | AYR1   | 0.50     | 1.09     | 0.58        | 4.30%   | 3.66%  | -0.64%    |
|             | TVR1   | 0.00     | 0.99     | 0.99        | #Error  | 2.34%  | #Error    |
|             | MDI1   | 0.22     | 0.97     | 0.75        | -1.41%  | 5.78%  | 7.20%     |
|             | PBR1   | 0.00     | 0.85     | 0.85        | #Error  | 5.34%  | #Error    |
|             | TNJ1   | 0.75     | 0.64     | (0.11)      | 5.66%   | 4.49%  | -1.16%    |
|             | MVM1   | 0.59     | 0.60     | 0.02        | 5.81%   | 3.69%  | -2.12%    |
|             | TRY3   | 0.00     | 0.41     | 0.41        | #Error  | 3.63%  | #Error    |
|             | ORU1   | 0.11     | 0.33     | 0.22        | 2.09%   | 4.67%  | 2.58%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| TRICHY-01   | JKM1   | 0.34     | 0.29     | (0.05)      | 5.41%   | 3.45%  | -1.96%    |
|             | NCK1   | 0.19     | 0.24     | 0.06        | 5.53%   | 3.62%  | -1.91%    |
|             | PTK1   | 1.17     | 0.24     | (0.93)      | 0.68%   | 2.60%  | 1.92%     |
|             | PDK1   | 0.00     | 0.20     | 0.20        | #Error  | 6.61%  | #Error    |
|             | TRY2   | 0.00     | 0.20     | 0.20        | #Error  | 3.84%  | #Error    |
|             | KIK1   | 0.22     | 0.13     | (0.09)      | 4.41%   | 4.69%  | 0.29%     |
|             | APM1   | 0.10     | 0.09     | (0.01)      | 5.04%   | 7.42%  | 2.39%     |
|             | Total  | 10.38    | 31.31    | 20.93       | 2.11%   | 3.13%  | 1.02%     |
| SOUTH ARCOT | CUD1   | 1.93     | 3.68     | 1.75        | 4.41%   | 3.04%  | -1.38%    |
|             | PRT1   | 0.00     | 3.49     | 3.49        | #Error  | 4.66%  | #Error    |
|             | VPM2   | 0.85     | 2.68     | 1.83        | 4.66%   | 1.60%  | -3.06%    |
|             | NVL2   | 0.37     | 2.36     | 1.99        | 2.29%   | -0.03% | -2.32%    |
|             | ULP1   | 1.23     | 2.17     | 0.94        | 5.25%   | 2.61%  | -2.64%    |
|             | KLM1   | 1.31     | 2.02     | 0.71        | 3.17%   | 3.79%  | 0.62%     |
|             | TDM1   | 1.07     | 1.91     | 0.84        | 3.15%   | 2.37%  | -0.78%    |
|             | TVM2   | 0.00     | 1.77     | 1.77        | #Error  | 4.63%  | #Error    |
|             | POY2   | 1.57     | 1.30     | (0.27)      | 3.28%   | 2.31%  | -0.97%    |
|             | KKI2   | 0.48     | 1.20     | 0.73        | -36.31% | 1.24%  | 37.55%    |
|             | STP1   | 1.31     | 1.00     | (0.31)      | 4.60%   | 1.84%  | -2.75%    |
|             | MKM1   | 0.21     | 0.99     | 0.78        | 9.38%   | 3.10%  | -6.29%    |
|             | POY1   | 0.57     | 0.92     | 0.35        | 2.96%   | 3.58%  | 0.62%     |
|             | TRK1   | 1.28     | 0.77     | (0.51)      | 5.01%   | 4.48%  | -0.53%    |
|             | TVM1   | 0.06     | 0.65     | 0.59        | 3.59%   | 1.96%  | -1.63%    |
|             | CDM1   | 0.85     | 0.48     | (0.37)      | 1.86%   | 6.05%  | 4.19%     |
|             | KML1   | 0.10     | 0.28     | 0.18        | 4.92%   | 3.24%  | -1.68%    |
|             | VCM1   | 0.01     | 0.12     | 0.10        | 3.93%   | 4.92%  | 0.99%     |
|             | SJI1   | 0.28     | 0.00     | (0.28)      | 3.27%   | #Error | #Error    |
|             | SJI2   | 0.00     | 0.00     |             | #Error  | #Error | #Error    |
|             | VPM1   | 0.33     | 0.00     | (0.33)      | 3.47%   | #Error | #Error    |
|             | Total  | 13.80    | 27.79    | 13.99       | 2.58%   | 2.86%  | 0.28%     |
| SOUTH-03    | MDU1   | 1.67     | 2.96     | 1.29        | 1.77%   | 3.54%  | 1.77%     |
|             | TEN1   | 1.94     | 2.34     | 0.39        | 0.68%   | 2.42%  | 1.74%     |
|             | TDI1   | 0.00     | 1.89     | 1.89        | #Error  | 2.16%  | #Error    |
|             | MDU2   | 1.14     | 1.73     | 0.59        | 2.72%   | 1.53%  | -1.18%    |
|             | BNR1   | 0.19     | 1.30     | 1.11        | 5.62%   | 5.39%  | -0.23%    |
|             | KYK1   | 0.00     | 1.26     | 1.26        | #Error  | 1.33%  | #Error    |
|             | KRR1   | 0.00     | 1.26     | 1.26        | #Error  | 1.27%  | #Error    |
|             | NKI1   | 0.75     | 1.26     | 0.51        | 4.56%   | 1.81%  | -2.75%    |
|             | MDU4   | 0.72     | 1.21     | 0.49        | 0.73%   | 2.75%  | 2.02%     |
|             | TPT1   | 1.63     | 1.02     | (0.61)      | 2.06%   | 2.14%  | 0.08%     |
|             | DKI1   | 0.50     | 1.00     | 0.50        | 4.52%   | 4.33%  | -0.19%    |
|             | TMM1   | 1.95     | 0.83     | (1.11)      | 2.49%   | 6.20%  | 3.71%     |
|             | DGL1   | 0.18     | 0.73     | 0.55        | 6.54%   | 4.51%  | -2.03%    |
|             | PNI1   | 0.00     | 0.70     | 0.70        | #Error  | 0.89%  | #Error    |
|             | ODM1   | 0.44     | 0.70     | 0.26        | 4.73%   | 5.11%  | 0.38%     |
|             | CMR1   | 0.14     | 0.64     | 0.51        | 1.79%   | 5.31%  | 3.52%     |
|             | KPT1   | 0.29     | 0.61     | 0.32        | 7.04%   | 4.83%  | -2.22%    |
|             | SGP1   | 0.20     | 0.61     | 0.40        | 4.73%   | 3.84%  | -0.89%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | MPA1   | 1.22     | 0.46     | (0.76)      | 4.34%  | 4.35%  | 0.00%     |
|            | NTM1   | 0.00     | 0.45     | 0.45        | #Error | 4.34%  | #Error    |
|            | MDU5   | 0.00     | 0.42     | 0.42        | #Error | 5.35%  | #Error    |
|            | TEN2   | 0.39     | 0.41     | 0.02        | 1.48%  | 4.36%  | 2.88%     |
|            | MDU6   | 0.90     | 0.41     | (0.49)      | 3.25%  | 6.85%  | 3.60%     |
|            | MNM1   | -0.09    | 0.40     | 0.49        | 4.79%  | 5.16%  | 0.37%     |
|            | ATG1   | 0.15     | 0.40     | 0.24        | 5.41%  | 4.35%  | -1.06%    |
|            | PKM1   | 0.44     | 0.37     | (0.08)      | 5.17%  | 2.09%  | -3.09%    |
|            | CBM1   | 1.50     | 0.36     | (1.14)      | 3.06%  | 2.13%  | -0.93%    |
|            | ADP1   | 0.51     | 0.33     | (0.19)      | 6.15%  | 5.10%  | -1.04%    |
|            | DGL2   | 0.14     | 0.33     | 0.19        | 2.02%  | 2.80%  | 0.77%     |
|            | MLR1   | 0.00     | 0.28     | 0.28        | #Error | 5.53%  | #Error    |
|            | PVI1   | 0.38     | 0.23     | (0.15)      | 6.21%  | 2.14%  | -4.07%    |
|            | KKD3   | 0.62     | 0.21     | (0.41)      | 3.34%  | 5.29%  | 1.95%     |
|            | BTU1   | 0.33     | 0.21     | (0.12)      | 3.60%  | 9.30%  | 5.71%     |
|            | PNV1   | 0.00     | 0.15     | 0.15        | #Error | -1.81% | #Error    |
|            | SVG1   | 0.49     | 0.14     | (0.36)      | 0.47%  | 4.74%  | 4.28%     |
|            | MDU3   | 0.29     | 0.10     | (0.18)      | 4.84%  | 5.99%  | 1.15%     |
|            | USL1   | 0.19     | 0.08     | (0.11)      | 0.65%  | 3.75%  | 3.10%     |
|            | KKD2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | Total  | 19.22    | 27.78    | 8.56        | 2.93%  | 3.30%  | 0.38%     |
| WEST-01    |        |          |          |             |        |        |           |
|            | CBE2   | 1.24     | 5.55     | 4.32        | 3.68%  | 1.77%  | -1.91%    |
|            | GBM1   | 0.43     | 2.04     | 1.61        | 2.37%  | 2.19%  | -0.18%    |
|            | UAM1   | 1.67     | 1.92     | 0.25        | 2.47%  | 5.42%  | 2.95%     |
|            | CNR1   | 0.88     | 1.51     | 0.62        | 3.57%  | 1.03%  | -2.54%    |
|            | KGI1   | 0.15     | 1.49     | 1.33        | 2.88%  | 3.20%  | 0.32%     |
|            | AVI1   | 0.01     | 1.32     | 1.31        | 10.85% | 1.92%  | -8.93%    |
|            | KGM1   | 1.82     | 1.13     | (0.69)      | 4.04%  | 2.02%  | -2.03%    |
|            | CBE4   | 0.14     | 1.12     | 0.98        | 3.75%  | 6.06%  | 2.30%     |
|            | TPR4   | 0.29     | 1.07     | 0.79        | 2.69%  | 3.74%  | 1.05%     |
|            | TPR1   | 0.95     | 1.05     | 0.10        | 2.37%  | 4.19%  | 1.82%     |
|            | GDR1   | 0.00     | 1.02     | 1.02        | #Error | 2.84%  | #Error    |
|            | PPI1   | 0.41     | 0.99     | 0.58        | 7.90%  | 4.15%  | -3.75%    |
|            | UMP1   | 0.18     | 0.84     | 0.66        | 2.16%  | 2.10%  | -0.07%    |
|            | TPR2   | 0.00     | 0.81     | 0.81        | #Error | 4.34%  | #Error    |
|            | KMR1   | 0.19     | 0.64     | 0.46        | 4.59%  | 4.69%  | 0.10%     |
|            | CBE6   | 0.00     | 0.64     | 0.64        | #Error | 3.94%  | #Error    |
|            | DPM2   | 0.67     | 0.54     | (0.13)      | 7.05%  | 4.17%  | -2.87%    |
|            | SYM2   | 0.13     | 0.48     | 0.36        | 6.10%  | 0.15%  | -5.95%    |
|            | MPM1   | 0.15     | 0.48     | 0.33        | 2.77%  | 4.79%  | 2.02%     |
|            | KMD1   | 0.00     | 0.42     | 0.42        | #Error | 9.30%  | #Error    |
|            | PDM1   | 0.13     | 0.25     | 0.12        | 3.93%  | 4.66%  | 0.73%     |
|            | TPR3   | 0.37     | 0.19     | (0.18)      | 5.98%  | 6.61%  | 0.62%     |
|            | PLI1   | 0.15     | 0.18     | 0.03        | 7.77%  | 3.45%  | -4.32%    |
|            | ANR1   | 0.00     | 0.16     | 0.16        | #Error | 6.61%  | #Error    |
|            | SUL1   | 1.04     | 0.12     | (0.92)      | 4.28%  | 4.92%  | 0.64%     |
|            | CBE5   | 0.11     | 0.08     | (0.03)      | 10.26% | 3.70%  | -6.56%    |
|            | CBE1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-01       | CBE3   | 0.14     | 0.00     | (0.14)      | 3.70%  | #Error | #Error    |
|               | SNR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | Total  | 11.24    | 26.04    | 14.80       | 3.97%  | 3.16%  | -0.81%    |
| VIJAYAWADA-01 |        |          |          |             |        |        |           |
|               | TNK1   | 0.76     | 1.65     | 0.89        | 3.08%  | 1.80%  | -1.28%    |
|               | VJW3   | 1.27     | 1.52     | 0.25        | 2.07%  | 5.31%  | 3.24%     |
|               | VJW1   | 0.85     | 1.26     | 0.41        | 1.38%  | 2.20%  | 0.81%     |
|               | ELU1   | 1.81     | 1.24     | (0.57)      | 3.73%  | 2.33%  | -1.40%    |
|               | RAL1   | 0.69     | 1.20     | 0.52        | 0.27%  | 4.72%  | 4.45%     |
|               | PAP1   | 0.28     | 1.20     | 0.92        | 3.87%  | 4.47%  | 0.61%     |
|               | GNT1   | 0.60     | 1.19     | 0.59        | 3.88%  | 1.41%  | -2.47%    |
|               | BVR1   | 1.32     | 1.09     | (0.23)      | 2.89%  | 1.69%  | -1.20%    |
|               | GVM1   | 1.15     | 0.97     | (0.19)      | 1.18%  | 3.48%  | 2.30%     |
|               | GNT2   | 0.19     | 0.94     | 0.74        | -1.07% | 0.66%  | 1.74%     |
|               | TEL1   | 1.47     | 0.88     | (0.59)      | 0.64%  | 2.79%  | 2.15%     |
|               | VJW5   | 0.00     | 0.75     | 0.75        | #Error | 5.46%  | #Error    |
|               | MTM1   | 0.37     | 0.72     | 0.35        | 4.88%  | 1.72%  | -3.16%    |
|               | PNR1   | 0.28     | 0.69     | 0.41        | 2.76%  | 1.74%  | -1.02%    |
|               | TDD1   | 0.11     | 0.67     | 0.56        | -0.33% | 2.91%  | 3.24%     |
|               | CKT1   | 0.00     | 0.59     | 0.59        | #Error | 3.22%  | #Error    |
|               | CRL1   | 0.19     | 0.58     | 0.39        | 5.53%  | 5.53%  | 0.00%     |
|               | KND1   | 0.41     | 0.52     | 0.12        | 2.64%  | 0.26%  | -2.38%    |
|               | PPM1   | 0.47     | 0.46     | (0.01)      | 1.00%  | 3.95%  | 2.95%     |
|               | JGG1   | 0.19     | 0.41     | 0.22        | 2.42%  | 5.29%  | 2.87%     |
|               | VJW2   | 0.00     | 0.40     | 0.40        | #Error | 5.07%  | #Error    |
|               | KDR1   | 0.13     | 0.40     | 0.26        | 2.71%  | 6.10%  | 3.39%     |
|               | NPR1   | 0.50     | 0.39     | (0.10)      | 1.51%  | 3.15%  | 1.64%     |
|               | PRL1   | 0.67     | 0.37     | (0.30)      | -0.36% | 2.71%  | 3.07%     |
|               | RMV1   | 0.24     | 0.33     | 0.09        | 2.54%  | 2.12%  | -0.42%    |
|               | NRT1   | 0.11     | 0.27     | 0.16        | 2.94%  | 3.11%  | 0.17%     |
|               | TVU1   | 0.00     | 0.27     | 0.27        | #Error | 1.84%  | #Error    |
|               | DPE1   | 0.19     | 0.23     | 0.04        | 2.08%  | -0.06% | -2.14%    |
|               | JPT1   | 0.15     | 0.19     | 0.04        | 2.33%  | 9.31%  | 6.97%     |
|               | VUY1   | 0.11     | 0.14     | 0.02        | 1.88%  | -0.19% | -2.07%    |
|               | AMP1   | 0.47     | 0.13     | (0.33)      | 0.81%  | 1.79%  | 0.98%     |
|               | GDV1   | 0.00     | 0.12     | 0.12        | #Error | 5.06%  | #Error    |
|               | OGL1   | 0.14     | 0.07     | (0.07)      | 3.63%  | 0.64%  | -3.00%    |
|               | BPP1   | 0.67     | 0.00     | (0.67)      | 1.03%  | #Error | #Error    |
|               | TNI1   | 0.38     | 0.00     | (0.38)      | 2.83%  | #Error | #Error    |
|               | VJW4   | 0.20     | 0.00     | (0.20)      | 1.82%  | #Error | #Error    |
|               | VKN1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | Total  | 16.38    | 21.83    | 5.45        | 2.06%  | 3.06%  | 0.99%     |
| KL-SOUTH      |        |          |          |             |        |        |           |
|               | TVP1   | 0.48     | 0.43     | (0.05)      | 5.37%  | 4.33%  | -1.04%    |
|               | PAS1   | 1.97     | 0.18     | (1.79)      | 4.87%  | 5.28%  | 0.42%     |
|               | KLR1   | 1.32     | 0.14     | (1.18)      | 2.71%  | 5.82%  | 3.11%     |
| HO01          | Total  | 3.77     | 0.75     | (3.01)      | 4.17%  | 4.85%  | 0.67%     |
|               |        |          |          |             |        |        |           |
| HO01          |        |          |          |             |        |        |           |
|               | GHUB   | 355.44   | 0.00     | (355.44)    | -0.31% | #Error | #Error    |



| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| HO01       | MSWH   | 0.09     | 0.00     | (0.09)      | -1.07% | #Error | #Error    |
|            | Total  | 355.53   | 0.00     | (355.53)    | -0.31% | #Error | #Error    |
|            | Total  | 579.68   | 422.16   | (157.52)    | 0.92%  | 3.01%  | 2.09%     |