

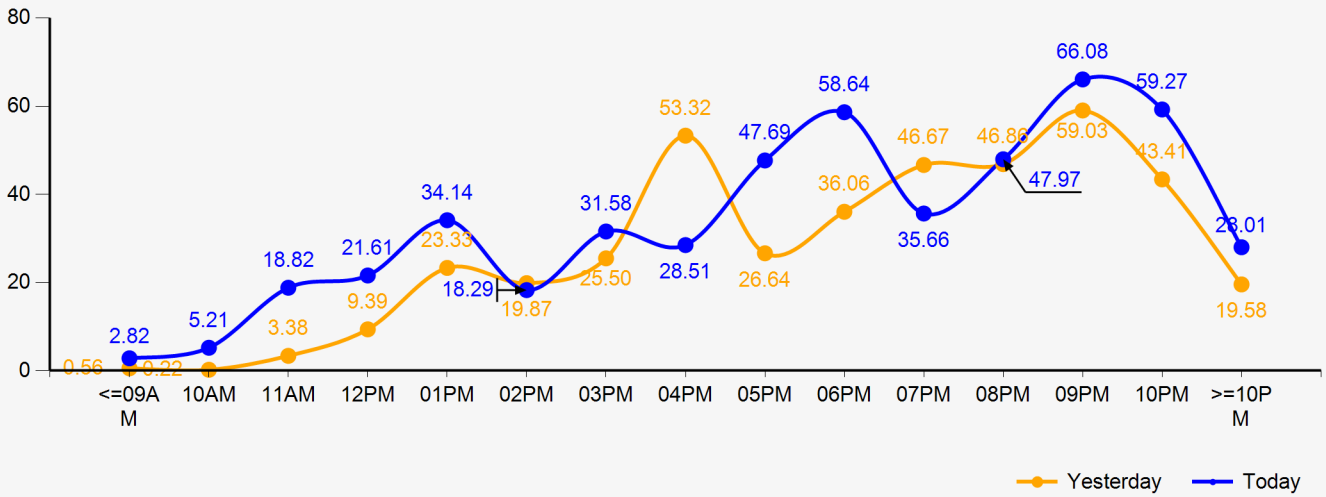
YD Sales : 413.80

YD GP%: 4.31%

TD Sales : 504.31

TD GP%: 3.93%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01    | 29.85    | 62.51    | 32.66       | 4.90%  | 4.02%  | -0.88%    |
| CHENNAI-02    | 34.23    | 58.66    | 24.43       | 4.09%  | 3.43%  | -0.66%    |
| SOUTH-01      | 45.49    | 55.34    | 9.85        | 5.69%  | 3.63%  | -2.05%    |
| NORTH ARCOT   | 46.45    | 51.61    | 5.16        | 5.17%  | 4.17%  | -0.99%    |
| TRICHY-01     | 37.37    | 41.71    | 4.34        | 5.41%  | 5.78%  | 0.37%     |
| WEST-02       | 23.45    | 33.84    | 10.40       | 5.25%  | 4.82%  | -0.43%    |
| SOUTH ARCOT   | 27.08    | 32.54    | 5.46        | 4.03%  | 3.53%  | -0.50%    |
| TIRUPATI-01   | 21.47    | 31.16    | 9.68        | 3.97%  | 4.47%  | 0.50%     |
| SOUTH-03      | 36.44    | 27.98    | (8.45)      | 5.94%  | 3.98%  | -1.96%    |
| HO01          | 32.60    | 27.82    | (4.78)      | -2.20% | -0.99% | 1.21%     |
| VIJAYAWADA-01 | 22.50    | 26.19    | 3.70        | 4.60%  | 4.99%  | 0.39%     |
| WEST-01       | 13.54    | 20.83    | 7.29        | 3.84%  | 4.51%  | 0.67%     |
| WEST-03       | 9.54     | 20.54    | 11.01       | 5.26%  | 4.09%  | -1.17%    |
| KL-NORTH      | 22.77    | 7.11     | (15.66)     | 4.14%  | 2.64%  | -1.51%    |
| KL-SOUTH      | 6.93     | 5.25     | (1.68)      | 3.93%  | 6.62%  | 2.69%     |
| HYDERABAD-01  | 4.09     | 0.70     | (3.38)      | 2.14%  | 5.14%  | 3.00%     |
| KL-CENTRAL    | 0.01     | 0.50     | 0.49        | 20.82% | 7.85%  | -12.97%   |
| Total         | 413.80   | 504.31   | 91          | 4.31%  | 3.93%  | -0.39%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | CH16   | 0.56     | 5.11     | 4.56        | 12.09% | 4.83%  | -7.26%    |
|            | CH25   | 0.65     | 5.08     | 4.43        | 4.25%  | 4.29%  | 0.04%     |
|            | CH19   | 1.96     | 4.70     | 2.73        | 1.08%  | 5.14%  | 4.06%     |
|            | CH05   | 0.02     | 4.04     | 4.02        | 15.51% | 3.60%  | -11.91%   |
|            | CH47   | 1.38     | 3.86     | 2.49        | 3.00%  | 4.79%  | 1.78%     |
|            | CH48   | 0.31     | 3.64     | 3.32        | 5.69%  | 4.21%  | -1.48%    |
|            | KNR1   | 2.29     | 2.98     | 0.69        | 2.97%  | 5.54%  | 2.57%     |
|            | CH14   | 4.88     | 2.94     | (1.94)      | 7.86%  | 2.11%  | -5.75%    |
|            | CH49   | 0.85     | 2.87     | 2.03        | 3.98%  | 4.84%  | 0.86%     |
|            | CH07   | 3.30     | 2.62     | (0.69)      | 4.55%  | 3.68%  | -0.87%    |
|            | CH42   | -0.25    | 2.53     | 2.78        | 3.63%  | 4.52%  | 0.88%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-01 | GUD2   | 0.41     | 2.42     | 2.01        | 8.34%  | 1.89%   | -6.45%    |
|            | CH40   | 0.34     | 2.30     | 1.97        | 1.86%  | 4.53%   | 2.67%     |
|            | GUD1   | 0.30     | 1.91     | 1.62        | 5.44%  | 4.58%   | -0.86%    |
|            | MRM1   | 1.47     | 1.91     | 0.44        | 3.81%  | 4.97%   | 1.16%     |
|            | CH28   | 2.72     | 1.76     | (0.96)      | 5.26%  | 4.58%   | -0.68%    |
|            | CH38   | 1.09     | 1.57     | 0.48        | 9.20%  | 8.11%   | -1.09%    |
|            | CH30   | 0.96     | 1.51     | 0.55        | -0.45% | 2.80%   | 3.24%     |
|            | CGL1   | 1.48     | 1.44     | (0.04)      | 4.84%  | 5.30%   | 0.47%     |
|            | SKL1   | 0.81     | 1.29     | 0.47        | 0.49%  | 1.58%   | 1.09%     |
|            | AVD1   | 0.89     | 1.28     | 0.39        | 6.36%  | 1.06%   | -5.30%    |
|            | CH45   | 0.30     | 1.24     | 0.94        | 5.44%  | 2.70%   | -2.74%    |
|            | CH08   | 0.96     | 1.20     | 0.24        | 7.80%  | 0.01%   | -7.79%    |
|            | TKM1   | 0.17     | 1.07     | 0.91        | 6.96%  | -1.30%  | -8.26%    |
|            | MC09   | 0.47     | 0.56     | 0.09        | 5.32%  | 0.04%   | -5.28%    |
|            | CH39   | 0.00     | 0.40     | 0.40        | #Error | 1.16%   | #Error    |
|            | CH22   | 1.55     | 0.27     | (1.28)      | 3.02%  | 9.81%   | 6.79%     |
|            | CH26   | 0.00     | 0.00     |             | #Error | #Error  | #Error    |
|            | CH29   | 0.00     | 0.00     |             | #Error | #Error  | #Error    |
|            | Total  | 29.85    | 62.51    | 32.66       | 4.90%  | 4.02%   | -0.88%    |
|            |        |          |          |             |        |         |           |
| CHENNAI-02 | CH35   | 0.19     | 4.55     | 4.36        | 0.01%  | 3.98%   | 3.97%     |
|            | CH15   | 4.24     | 4.11     | (0.13)      | 5.13%  | 4.49%   | -0.64%    |
|            | CH18   | 0.80     | 4.03     | 3.23        | 2.48%  | 4.01%   | 1.53%     |
|            | CH34   | 1.04     | 3.81     | 2.77        | 5.55%  | 2.34%   | -3.21%    |
|            | CH33   | 0.97     | 3.20     | 2.23        | 1.51%  | 3.06%   | 1.55%     |
|            | CH50   | 4.16     | 3.14     | (1.02)      | 3.21%  | 6.27%   | 3.06%     |
|            | MJR1   | 1.39     | 2.86     | 1.47        | 5.14%  | 5.41%   | 0.27%     |
|            | CH46   | 0.98     | 2.74     | 1.75        | 8.33%  | 5.53%   | -2.80%    |
|            | CH21   | 1.69     | 2.69     | 1.01        | 4.54%  | -12.55% | -17.09%   |
|            | GPD1   | 3.83     | 2.64     | (1.19)      | 1.80%  | 1.74%   | -0.06%    |
|            | CH41   | 1.05     | 2.41     | 1.36        | 6.57%  | 5.33%   | -1.23%    |
|            | CH03   | 1.26     | 2.37     | 1.11        | 6.25%  | 2.18%   | -4.07%    |
|            | MC06   | 0.00     | 2.32     | 2.32        | #Error | 4.48%   | #Error    |
|            | PON1   | 0.54     | 2.13     | 1.58        | 10.62% | 5.11%   | -5.52%    |
|            | CH27   | 0.25     | 1.91     | 1.66        | 6.78%  | 5.14%   | -1.64%    |
|            | UKI1   | 1.40     | 1.86     | 0.46        | 3.77%  | 5.71%   | 1.94%     |
|            | CH12   | 0.79     | 1.68     | 0.89        | 2.42%  | 7.22%   | 4.80%     |
|            | CH17   | 1.26     | 1.49     | 0.23        | 5.77%  | 6.75%   | 0.98%     |
|            | CH51   | 0.57     | 1.41     | 0.84        | 6.15%  | 1.77%   | -4.39%    |
|            | CH06   | 0.44     | 1.28     | 0.84        | 3.52%  | 5.83%   | 2.31%     |
|            | CH23   | 0.91     | 1.08     | 0.18        | 3.24%  | 3.62%   | 0.38%     |
|            | CH36   | 0.00     | 0.93     | 0.93        | #Error | 5.90%   | #Error    |
|            | CH43   | 0.56     | 0.92     | 0.36        | 6.06%  | 3.19%   | -2.87%    |
|            | CH20   | 1.05     | 0.91     | (0.14)      | 2.75%  | -0.16%  | -2.90%    |
|            | MC05   | 0.61     | 0.72     | 0.11        | 3.83%  | 5.32%   | 1.49%     |
|            | CH31   | 0.30     | 0.58     | 0.29        | 5.44%  | 1.80%   | -3.64%    |
|            | CH44   | 0.97     | 0.56     | (0.41)      | 0.16%  | -1.91%  | -2.07%    |
|            | CH32   | 0.48     | 0.19     | (0.29)      | -0.91% | 2.30%   | 3.21%     |
|            | CH37   | 1.13     | 0.15     | (0.98)      | 5.48%  | 3.77%   | -1.71%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02  | CH01   | 0.21     | 0.00     | (0.21)      | 13.06% | #Error | #Error    |
|             | CH24   | 1.17     | 0.00     | (1.17)      | 1.95%  | #Error | #Error    |
|             | Total  | 34.23    | 58.66    | 24.43       | 4.09%  | 3.43%  | -0.66%    |
| SOUTH-01    | TUT1   | 3.83     | 7.64     | 3.81        | 3.26%  | 0.33%  | -2.94%    |
|             | RND2   | 0.67     | 4.42     | 3.76        | 8.88%  | 3.97%  | -4.91%    |
|             | TVL1   | 3.25     | 4.25     | 1.00        | 7.72%  | 4.44%  | -3.29%    |
|             | VNR2   | 2.54     | 3.36     | 0.82        | 3.78%  | 5.10%  | 1.32%     |
|             | NGR1   | 1.62     | 2.15     | 0.53        | 8.37%  | 7.41%  | -0.96%    |
|             | KVT1   | 1.19     | 2.09     | 0.90        | 3.39%  | 5.19%  | 1.80%     |
|             | RND1   | 1.10     | 2.04     | 0.94        | 8.30%  | 4.94%  | -3.36%    |
|             | TKS2   | 3.29     | 2.01     | (1.27)      | 4.99%  | 0.95%  | -4.04%    |
|             | TYI1   | 0.62     | 1.66     | 1.04        | 11.74% | 3.20%  | -8.53%    |
|             | SNL1   | 0.44     | 1.56     | 1.12        | 7.58%  | 5.01%  | -2.57%    |
|             | VLY1   | 2.30     | 1.51     | (0.79)      | 4.63%  | 6.53%  | 1.91%     |
|             | TKY1   | 1.23     | 1.45     | 0.23        | 5.12%  | 0.15%  | -4.97%    |
|             | SGT1   | 0.64     | 1.45     | 0.81        | 7.50%  | 5.58%  | -1.92%    |
|             | APK2   | 0.61     | 1.43     | 0.82        | 13.00% | 4.86%  | -8.13%    |
|             | MAR1   | 2.17     | 1.35     | (0.82)      | 4.60%  | 9.02%  | 4.42%     |
|             | ERL2   | 0.63     | 1.32     | 0.69        | 9.75%  | 1.79%  | -7.95%    |
|             | TCN1   | 0.81     | 1.21     | 0.41        | 11.25% | 5.22%  | -6.03%    |
|             | TKS1   | 0.44     | 1.21     | 0.77        | 3.37%  | -0.81% | -4.17%    |
|             | VNR1   | 0.35     | 1.20     | 0.85        | 5.25%  | 3.74%  | -1.51%    |
|             | APK1   | 0.44     | 1.16     | 0.72        | 4.23%  | 2.52%  | -1.71%    |
|             | SVK1   | 1.13     | 1.15     | 0.02        | 11.33% | 9.23%  | -2.09%    |
|             | KGL1   | 1.00     | 1.13     | 0.13        | 5.23%  | 1.02%  | -4.20%    |
|             | TUT2   | 4.30     | 1.07     | (3.24)      | 8.25%  | 0.77%  | -7.48%    |
|             | KYR1   | 0.81     | 0.95     | 0.14        | 5.59%  | 2.38%  | -3.22%    |
|             | SKD1   | 1.35     | 0.90     | (0.45)      | 3.62%  | 0.56%  | -3.06%    |
|             | PKD1   | 1.60     | 0.85     | (0.75)      | 5.84%  | 4.67%  | -1.17%    |
|             | VKM1   | 1.04     | 0.84     | (0.20)      | 1.67%  | 3.42%  | 1.75%     |
|             | MMT1   | 1.35     | 0.78     | (0.58)      | 2.97%  | 2.59%  | -0.38%    |
|             | STU2   | 0.00     | 0.74     | 0.74        | #Error | -1.90% | #Error    |
|             | PDI1   | 0.71     | 0.73     | 0.02        | 0.97%  | 8.59%  | 7.62%     |
|             | ASM1   | 0.92     | 0.72     | (0.20)      | 1.04%  | 4.33%  | 3.30%     |
|             | KSM1   | 0.37     | 0.41     | 0.04        | 10.53% | 6.86%  | -3.68%    |
|             | RPM1   | 0.44     | 0.36     | (0.08)      | 8.49%  | 0.84%  | -7.65%    |
|             | UDN1   | 0.00     | 0.24     | 0.24        | #Error | 22.46% | #Error    |
|             | ARM1   | 0.76     | 0.00     | (0.76)      | 4.28%  | #Error | #Error    |
|             | COL1   | 0.69     | 0.00     | (0.69)      | 3.20%  | #Error | #Error    |
|             | SDI1   | 0.87     | 0.00     | (0.87)      | -0.97% | #Error | #Error    |
|             | Total  | 45.49    | 55.34    | 9.85        | 5.69%  | 3.63%  | -2.05%    |
| NORTH ARCOT | WJD1   | 0.58     | 5.54     | 4.96        | 7.74%  | 4.67%  | -3.07%    |
|             | SBR1   | 5.22     | 4.74     | (0.48)      | 3.06%  | 5.28%  | 2.22%     |
|             | KPM2   | 6.02     | 4.30     | (1.72)      | 4.33%  | 2.54%  | -1.78%    |
|             | VEL3   | 0.79     | 4.25     | 3.46        | 8.07%  | 3.92%  | -4.15%    |
|             | VEL4   | 2.25     | 3.57     | 1.32        | 5.27%  | 1.63%  | -3.65%    |
|             | TRR1   | 1.96     | 3.47     | 1.51        | 2.34%  | 2.44%  | 0.10%     |
|             | TRL1   | 1.51     | 3.03     | 1.52        | 8.39%  | 3.73%  | -4.65%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | BGR1   | 0.84     | 2.75     | 1.91        | 8.63%  | 7.08%  | -1.55%    |
|             | VSI1   | 0.83     | 2.47     | 1.64        | 8.94%  | 7.69%  | -1.25%    |
|             | AKM1   | 3.25     | 2.14     | (1.11)      | 4.99%  | 3.26%  | -1.73%    |
|             | ABR1   | 1.56     | 1.81     | 0.25        | 6.03%  | 2.64%  | -3.38%    |
|             | SLG1   | 0.92     | 1.76     | 0.84        | 1.21%  | 5.31%  | 4.10%     |
|             | UGI1   | 1.32     | 1.68     | 0.36        | 7.52%  | 4.35%  | -3.16%    |
|             | WJP1   | 2.07     | 1.48     | (0.59)      | 3.31%  | 4.74%  | 1.44%     |
|             | CGM1   | 2.23     | 1.44     | (0.79)      | 7.36%  | 5.72%  | -1.64%    |
|             | VNB1   | 2.26     | 1.36     | (0.90)      | 4.66%  | 2.57%  | -2.09%    |
|             | CPT1   | 0.64     | 1.30     | 0.66        | 2.88%  | 0.29%  | -2.59%    |
|             | TRT1   | 0.38     | 1.28     | 0.91        | 17.00% | 3.91%  | -13.10%   |
|             | VEL2   | 2.35     | 0.79     | (1.56)      | 6.15%  | 5.21%  | -0.94%    |
|             | GDM1   | 1.41     | 0.52     | (0.89)      | 3.41%  | 14.64% | 11.23%    |
|             | ANI1   | 2.16     | 0.37     | (1.78)      | 2.87%  | -2.20% | -5.08%    |
|             | VEL1   | 0.40     | 0.36     | (0.03)      | 7.68%  | 9.00%  | 1.32%     |
|             | CYR1   | 0.98     | 0.34     | (0.64)      | 6.28%  | -1.35% | -7.63%    |
|             | ARC2   | 0.67     | 0.27     | (0.40)      | 13.11% | 12.04% | -1.08%    |
|             | PLR1   | 0.80     | 0.24     | (0.56)      | 5.40%  | 1.77%  | -3.63%    |
|             | PTU1   | 1.45     | 0.18     | (1.27)      | 5.39%  | 9.42%  | 4.03%     |
|             | KPM1   | 1.61     | 0.16     | (1.46)      | 5.64%  | 7.39%  | 1.75%     |
|             | Total  | 46.45    | 51.61    | 5.16        | 5.17%  | 4.17%  | -0.99%    |
| TRICHY-01   |        |          |          |             |        |        |           |
|             | TRY1   | 4.90     | 6.88     | 1.97        | 4.72%  | 6.17%  | 1.44%     |
|             | NGT1   | 0.97     | 3.00     | 2.03        | 4.41%  | 6.87%  | 2.46%     |
|             | TVR2   | 0.78     | 2.88     | 2.10        | 4.13%  | 4.76%  | 0.63%     |
|             | KUM2   | 0.00     | 2.67     | 2.67        | #Error | 4.33%  | #Error    |
|             | ORU1   | 0.00     | 2.59     | 2.59        | #Error | 7.49%  | #Error    |
|             | TRY4   | 1.74     | 2.43     | 0.69        | 3.90%  | 8.78%  | 4.88%     |
|             | KUM1   | 2.17     | 2.32     | 0.15        | 4.83%  | 5.56%  | 0.73%     |
|             | TTP1   | 2.21     | 2.22     | 0.01        | 4.94%  | 6.49%  | 1.55%     |
|             | TNJ1   | 4.11     | 1.57     | (2.54)      | 5.63%  | 6.80%  | 1.17%     |
|             | TYR1   | 1.03     | 1.36     | 0.33        | 3.65%  | 4.82%  | 1.17%     |
|             | TVR1   | 1.22     | 1.29     | 0.07        | 6.74%  | 7.48%  | 0.74%     |
|             | PBR2   | 1.57     | 1.27     | (0.30)      | 4.72%  | 5.53%  | 0.81%     |
|             | AYR1   | 1.91     | 1.25     | (0.66)      | 5.15%  | 3.51%  | -1.64%    |
|             | PTK1   | 1.38     | 1.22     | (0.15)      | 3.21%  | 4.50%  | 1.29%     |
|             | TNJ2   | 2.22     | 1.21     | (1.01)      | 6.94%  | 3.15%  | -3.79%    |
|             | NMM1   | 1.00     | 1.12     | 0.12        | 6.25%  | 4.23%  | -2.02%    |
|             | PDK2   | 0.82     | 0.98     | 0.16        | 10.38% | 2.51%  | -7.87%    |
|             | MVM1   | 0.44     | 0.98     | 0.53        | 4.43%  | 12.43% | 8.00%     |
|             | TRY3   | 1.58     | 0.85     | (0.73)      | 5.14%  | 5.78%  | 0.64%     |
|             | NCK1   | 0.29     | 0.71     | 0.42        | 0.40%  | 5.28%  | 4.88%     |
|             | KRN1   | 1.70     | 0.55     | (1.14)      | 3.88%  | -0.73% | -4.61%    |
|             | MDI1   | 0.40     | 0.53     | 0.13        | 7.21%  | 11.35% | 4.14%     |
|             | KIK1   | 0.21     | 0.51     | 0.30        | 4.90%  | 3.37%  | -1.53%    |
|             | APM1   | 0.00     | 0.34     | 0.34        | #Error | 5.05%  | #Error    |
|             | MSI1   | 1.54     | 0.34     | (1.20)      | 6.49%  | -2.79% | -9.28%    |
|             | PDK1   | 0.17     | 0.30     | 0.13        | 1.31%  | 5.44%  | 4.13%     |
|             | PBR1   | 0.93     | 0.21     | (0.73)      | 7.76%  | -2.90% | -10.65%   |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01   | JKM1   | 1.40     | 0.16     | (1.25)      | 11.40% | 0.46%  | -10.94%   |
|             | TRY2   | 0.69     | 0.00     | (0.69)      | 3.21%  | #Error | #Error    |
|             | Total  | 37.37    | 41.71    | 4.34        | 5.41%  | 5.78%  | 0.37%     |
| WEST-02     |        |          |          |             |        |        |           |
|             | ATU1   | 1.59     | 3.06     | 1.48        | 6.63%  | 4.68%  | -1.95%    |
|             | PMP1   | 1.14     | 3.02     | 1.88        | 8.49%  | 2.41%  | -6.08%    |
|             | OML1   | 1.41     | 2.60     | 1.19        | 4.85%  | 4.48%  | -0.38%    |
|             | SLM1   | 2.81     | 2.46     | (0.34)      | 4.31%  | 5.37%  | 1.07%     |
|             | TRM1   | 1.91     | 2.23     | 0.32        | 5.90%  | 8.28%  | 2.38%     |
|             | EPI1   | 0.00     | 2.03     | 2.03        | #Error | 3.10%  | #Error    |
|             | BMD1   | 0.43     | 2.02     | 1.59        | 3.75%  | 3.85%  | 0.10%     |
|             | SGI1   | 0.92     | 1.92     | 1.00        | 0.15%  | 6.93%  | 6.77%     |
|             | HSR2   | 0.39     | 1.70     | 1.31        | 9.79%  | 6.15%  | -3.65%    |
|             | MTR1   | 1.99     | 1.64     | (0.35)      | 4.47%  | 1.40%  | -3.08%    |
|             | HRR1   | 0.47     | 1.62     | 1.15        | 16.40% | 5.80%  | -10.60%   |
|             | KVP1   | 0.23     | 1.49     | 1.26        | 18.93% | 6.81%  | -12.12%   |
|             | PLC1   | 0.54     | 1.41     | 0.88        | 9.22%  | 2.86%  | -6.36%    |
|             | SLM3   | 1.24     | 1.07     | (0.17)      | 4.41%  | 3.67%  | -0.73%    |
|             | HSR1   | 0.92     | 1.06     | 0.13        | 6.34%  | 5.66%  | -0.68%    |
|             | MCR1   | 0.62     | 0.84     | 0.22        | -0.16% | 5.46%  | 5.61%     |
|             | VPD1   | 1.90     | 0.82     | (1.08)      | 4.85%  | 4.75%  | -0.10%    |
|             | KRI1   | 0.52     | 0.75     | 0.23        | 6.89%  | 4.67%  | -2.22%    |
|             | SLM2   | 1.36     | 0.59     | (0.77)      | 4.08%  | 3.74%  | -0.34%    |
|             | APN1   | 0.31     | 0.44     | 0.13        | 5.05%  | 11.49% | 6.44%     |
|             | DPR1   | 0.01     | 0.30     | 0.29        | 12.69% | 5.44%  | -7.25%    |
|             | DPR2   | 0.18     | 0.30     | 0.11        | 0.25%  | 5.44%  | 5.19%     |
|             | KAM1   | 1.87     | 0.30     | (1.58)      | 4.13%  | 5.44%  | 1.31%     |
|             | PNG1   | 0.01     | 0.19     | 0.18        | 9.55%  | 2.30%  | -7.25%    |
|             | EDP1   | 0.69     | 0.00     | (0.69)      | 3.20%  | #Error | #Error    |
|             | Total  | 23.45    | 33.84    | 10.40       | 5.25%  | 4.82%  | -0.43%    |
| SOUTH ARCOT |        |          |          |             |        |        |           |
|             | CUD1   | 6.86     | 5.20     | (1.65)      | 3.21%  | 3.47%  | 0.25%     |
|             | TRK1   | 1.33     | 2.94     | 1.60        | 2.21%  | 2.74%  | 0.53%     |
|             | VPM2   | 1.39     | 2.72     | 1.34        | 7.54%  | 2.44%  | -5.09%    |
|             | POY2   | 0.45     | 2.70     | 2.25        | 4.32%  | 3.43%  | -0.88%    |
|             | PRT1   | 2.34     | 2.47     | 0.13        | 4.26%  | 2.34%  | -1.92%    |
|             | POY1   | 0.65     | 2.34     | 1.69        | 1.78%  | 6.38%  | 4.61%     |
|             | KKI2   | 1.28     | 1.82     | 0.54        | 7.30%  | 3.24%  | -4.06%    |
|             | TVM2   | 2.53     | 1.80     | (0.73)      | 4.68%  | 1.93%  | -2.76%    |
|             | SJI2   | 2.10     | 1.77     | (0.34)      | 2.58%  | 2.46%  | -0.12%    |
|             | NVL2   | 0.44     | 1.64     | 1.20        | 3.33%  | 4.32%  | 0.99%     |
|             | KLM1   | 0.42     | 1.41     | 0.99        | 13.69% | 2.63%  | -11.06%   |
|             | CDM1   | 1.61     | 0.99     | (0.62)      | 3.91%  | 7.98%  | 4.07%     |
|             | MKM1   | 1.38     | 0.93     | (0.45)      | 3.21%  | 3.89%  | 0.68%     |
|             | TDM1   | 0.35     | 0.87     | 0.52        | 11.62% | 5.89%  | -5.73%    |
|             | ULP1   | 1.00     | 0.83     | (0.17)      | 3.90%  | 5.35%  | 1.45%     |
|             | VCM2   | 0.00     | 0.73     | 0.73        | #Error | 5.06%  | #Error    |
|             | VPM1   | 0.30     | 0.35     | 0.06        | 5.44%  | -0.24% | -5.68%    |
|             | STP1   | 1.67     | 0.32     | (1.34)      | 0.48%  | 3.01%  | 2.54%     |
|             | TVM1   | 0.69     | 0.32     | (0.37)      | 5.88%  | -1.65% | -7.53%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH ARCOT | KML1   | 0.30     | 0.21     | (0.08)      | 5.44%  | 7.77%  | 2.33%     |
|             | VCM1   | 0.00     | 0.15     | 0.15        | #Error | 4.52%  | #Error    |
|             | Total  | 27.08    | 32.54    | 5.46        | 4.03%  | 3.53%  | -0.50%    |
| TIRUPATI-01 |        |          |          |             |        |        |           |
|             | ATP1   | 2.05     | 4.62     | 2.57        | 8.61%  | 6.19%  | -2.41%    |
|             | KDA1   | 0.00     | 4.25     | 4.25        | #Error | 4.17%  | #Error    |
|             | RCY1   | 0.30     | 4.15     | 3.85        | 5.44%  | 3.54%  | -1.90%    |
|             | CTO1   | 2.77     | 3.10     | 0.32        | 5.30%  | 3.98%  | -1.33%    |
|             | PDT1   | 1.86     | 2.82     | 0.96        | 2.42%  | 2.51%  | 0.09%     |
|             | TPY2   | 1.05     | 2.37     | 1.32        | 2.79%  | 2.94%  | 0.14%     |
|             | BVL1   | 1.32     | 1.88     | 0.56        | 1.20%  | 5.36%  | 4.16%     |
|             | KNL2   | 0.71     | 1.15     | 0.44        | -1.05% | 2.27%  | 3.32%     |
|             | NDL1   | 0.78     | 1.14     | 0.36        | 4.32%  | 4.76%  | 0.44%     |
|             | DHN1   | 0.32     | 0.79     | 0.47        | -0.92% | 10.68% | 11.59%    |
|             | ADI1   | 0.63     | 0.68     | 0.04        | 8.52%  | 3.88%  | -4.64%    |
|             | SPE1   | 0.00     | 0.61     | 0.61        | #Error | 0.46%  | #Error    |
|             | KNL1   | 0.47     | 0.51     | 0.04        | 3.86%  | 5.14%  | 1.28%     |
|             | PUT1   | 1.08     | 0.51     | (0.58)      | 0.03%  | 5.12%  | 5.10%     |
|             | PGR1   | 1.64     | 0.48     | (1.15)      | 1.89%  | -0.12% | -2.01%    |
|             | PIL1   | 0.62     | 0.32     | (0.30)      | 3.78%  | 1.87%  | -1.91%    |
|             | TPY1   | 0.63     | 0.31     | (0.32)      | 2.27%  | 10.55% | 8.28%     |
|             | KOU1   | 0.65     | 0.30     | (0.35)      | 6.33%  | 5.44%  | -0.89%    |
|             | KVL1   | 0.01     | 0.30     | 0.28        | 15.25% | 5.44%  | -9.81%    |
|             | GTL1   | 0.50     | 0.28     | (0.22)      | 10.32% | 16.60% | 6.29%     |
|             | MPL1   | 1.22     | 0.24     | (0.98)      | 2.22%  | 21.44% | 19.23%    |
|             | NLR1   | 0.44     | 0.21     | (0.23)      | 4.25%  | 0.95%  | -3.30%    |
|             | VKI1   | 0.01     | 0.15     | 0.14        | 12.62% | 2.20%  | -10.43%   |
|             | KAR1   | 0.50     | 0.00     | (0.50)      | 9.26%  | #Error | #Error    |
|             | KDR1   | 0.24     | 0.00     | (0.24)      | 0.83%  | #Error | #Error    |
|             | KHT1   | 0.42     | 0.00     | (0.42)      | 9.93%  | #Error | #Error    |
|             | NYP1   | 0.47     | 0.00     | (0.47)      | 3.50%  | #Error | #Error    |
|             | PMR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | RJP1   | 0.30     | 0.00     | (0.30)      | 5.44%  | #Error | #Error    |
|             | TPI1   | 0.48     | 0.00     | (0.48)      | -0.91% | #Error | #Error    |
|             | Total  | 21.47    | 31.16    | 9.68        | 3.97%  | 4.47%  | 0.50%     |
| SOUTH-03    |        |          |          |             |        |        |           |
|             | MDU1   | 2.92     | 3.21     | 0.29        | 7.27%  | 2.78%  | -4.49%    |
|             | MDU2   | 1.49     | 2.75     | 1.26        | 9.72%  | 4.36%  | -5.36%    |
|             | KKD3   | 0.44     | 1.27     | 0.83        | 14.40% | 4.10%  | -10.31%   |
|             | TEN1   | 0.45     | 1.24     | 0.79        | 5.06%  | 4.37%  | -0.69%    |
|             | SVG1   | 0.99     | 1.17     | 0.19        | 3.88%  | 2.24%  | -1.65%    |
|             | MDU6   | 1.36     | 1.13     | (0.23)      | 3.03%  | 0.98%  | -2.05%    |
|             | TPT1   | 1.28     | 1.05     | (0.23)      | 13.69% | 4.03%  | -9.66%    |
|             | DKI1   | 1.15     | 0.97     | (0.18)      | 10.13% | 3.88%  | -6.25%    |
|             | KYK1   | 0.50     | 0.97     | 0.47        | 4.73%  | 6.06%  | 1.33%     |
|             | NTM1   | 1.28     | 0.95     | (0.33)      | 3.56%  | 4.07%  | 0.50%     |
|             | ADP1   | 0.18     | 0.94     | 0.77        | -0.70% | 13.43% | 14.13%    |
|             | MNM1   | 0.70     | 0.94     | 0.24        | 3.28%  | 1.30%  | -1.99%    |
|             | TDI1   | 0.85     | 0.93     | 0.08        | 4.65%  | 5.06%  | 0.41%     |
|             | MDU5   | 0.43     | 0.89     | 0.47        | 6.96%  | -1.63% | -8.60%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03      | USL1   | 1.12     | 0.88     | (0.24)      | 4.26%  | 1.60%  | -2.66%    |
|               | CBM1   | 1.27     | 0.76     | (0.50)      | 6.30%  | 8.94%  | 2.64%     |
|               | BTU1   | 0.36     | 0.76     | 0.40        | -0.21% | 2.33%  | 2.54%     |
|               | MDU4   | 0.68     | 0.75     | 0.06        | 10.86% | 2.06%  | -8.80%    |
|               | DGL2   | 0.69     | 0.67     | (0.02)      | 3.21%  | -1.58% | -4.79%    |
|               | TEN2   | 0.99     | 0.64     | (0.34)      | 3.88%  | 6.35%  | 2.48%     |
|               | DGL1   | 0.73     | 0.59     | (0.13)      | 1.77%  | -5.81% | -7.57%    |
|               | ODM1   | 1.46     | 0.58     | (0.88)      | 2.43%  | 13.58% | 11.15%    |
|               | MDU7   | 1.85     | 0.51     | (1.34)      | 3.49%  | 5.14%  | 1.65%     |
|               | KPT1   | 2.29     | 0.50     | (1.79)      | 6.36%  | 0.65%  | -5.71%    |
|               | BNR1   | 1.17     | 0.47     | (0.69)      | 4.96%  | 2.93%  | -2.03%    |
|               | ATG1   | 0.29     | 0.39     | 0.10        | 19.24% | 5.24%  | -13.99%   |
|               | KRR1   | 1.34     | 0.37     | (0.97)      | 2.93%  | 3.90%  | 0.97%     |
|               | TMM1   | 1.27     | 0.34     | (0.94)      | 7.77%  | -2.12% | -9.90%    |
|               | PVI1   | 0.00     | 0.30     | 0.30        | #Error | 5.44%  | #Error    |
|               | MLR1   | 0.67     | 0.25     | (0.42)      | 5.53%  | 20.44% | 14.92%    |
|               | MDU3   | 0.39     | 0.21     | (0.18)      | 10.43% | 12.59% | 2.16%     |
|               | PNI1   | 0.18     | 0.21     | 0.03        | -0.94% | 20.23% | 21.17%    |
|               | PKM1   | 0.66     | 0.19     | (0.46)      | 2.93%  | -4.16% | -7.09%    |
|               | NKI1   | 0.73     | 0.18     | (0.55)      | 4.07%  | 12.58% | 8.51%     |
|               | CMR1   | 1.20     | 0.00     | (1.20)      | 3.82%  | #Error | #Error    |
|               | MPA1   | 1.99     | 0.00     | (1.99)      | 6.93%  | #Error | #Error    |
|               | PNV2   | 0.39     | 0.00     | (0.39)      | 7.97%  | #Error | #Error    |
|               | SGP1   | 0.70     | 0.00     | (0.70)      | 10.99% | #Error | #Error    |
|               | Total  | 36.44    | 27.98    | (8.45)      | 5.94%  | 3.98%  | -1.96%    |
| HO01          |        |          |          |             |        |        |           |
|               | GHUB   | 32.60    | 27.82    | (4.78)      | -2.20% | -0.99% | 1.21%     |
|               | Total  | 32.60    | 27.82    | (4.78)      | -2.20% | -0.99% | 1.21%     |
| VIJAYAWADA-01 |        |          |          |             |        |        |           |
|               | VSK1   | 2.62     | 10.31    | 7.69        | 4.97%  | 5.51%  | 0.54%     |
|               | GVM1   | 0.40     | 1.86     | 1.46        | 4.06%  | 3.98%  | -0.08%    |
|               | TEL1   | 0.61     | 1.85     | 1.24        | 9.35%  | 4.01%  | -5.33%    |
|               | VJW1   | 0.96     | 1.81     | 0.85        | 0.15%  | 3.49%  | 3.35%     |
|               | OGL1   | 0.97     | 1.40     | 0.44        | 5.60%  | 5.13%  | -0.47%    |
|               | MTM1   | 0.61     | 1.38     | 0.77        | 3.43%  | 3.21%  | -0.22%    |
|               | VJW3   | 0.67     | 1.09     | 0.42        | 3.14%  | 3.83%  | 0.69%     |
|               | CRL1   | 2.19     | 0.95     | (1.24)      | 4.18%  | 9.97%  | 5.79%     |
|               | BVR1   | 1.71     | 0.88     | (0.84)      | 6.08%  | 6.64%  | 0.57%     |
|               | DPE1   | 0.48     | 0.82     | 0.34        | 5.55%  | 2.71%  | -2.83%    |
|               | PNR1   | 0.14     | 0.65     | 0.51        | -0.37% | 1.79%  | 2.16%     |
|               | VUY1   | 0.68     | 0.51     | (0.17)      | -1.75% | 5.14%  | 6.89%     |
|               | CKT1   | 0.00     | 0.51     | 0.51        | #Error | 5.12%  | #Error    |
|               | GNT1   | 0.31     | 0.42     | 0.11        | 5.75%  | 0.16%  | -5.60%    |
|               | VJW5   | 0.84     | 0.39     | (0.46)      | 0.89%  | 1.12%  | 0.23%     |
|               | PPM1   | 0.29     | 0.31     | 0.01        | 7.18%  | 5.78%  | -1.41%    |
|               | JPT1   | 0.30     | 0.27     | (0.02)      | 5.44%  | 7.57%  | 2.13%     |
|               | RAL1   | 0.30     | 0.23     | (0.06)      | 5.44%  | 19.78% | 14.35%    |
|               | NRT1   | 0.52     | 0.19     | (0.34)      | 10.25% | 6.34%  | -3.92%    |
|               | NZV1   | 0.34     | 0.18     | (0.16)      | 0.78%  | 12.66% | 11.87%    |
|               | VJW4   | 0.62     | 0.17     | (0.44)      | -2.78% | 2.29%  | 5.07%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | PAP1   | 0.31     | 0.01     | (0.30)      | -0.46% | 12.92% | 13.38%    |
|               | TDD1   | 0.00     | 0.01     | 0.01        | #Error | 12.92% | #Error    |
|               | AMP1   | 0.47     | 0.00     | (0.47)      | 4.28%  | #Error | #Error    |
|               | BPP1   | 0.24     | 0.00     | (0.24)      | 21.61% | #Error | #Error    |
|               | ELU1   | 0.22     | 0.00     | (0.22)      | 13.90% | #Error | #Error    |
|               | GDV1   | 0.69     | 0.00     | (0.69)      | 3.21%  | #Error | #Error    |
|               | GNT2   | 0.15     | 0.00     | (0.15)      | -3.36% | #Error | #Error    |
|               | JGG1   | 0.32     | 0.00     | (0.32)      | 6.68%  | #Error | #Error    |
|               | KND1   | 0.30     | 0.00     | (0.30)      | 5.44%  | #Error | #Error    |
|               | NPR1   | 0.33     | 0.00     | (0.33)      | 10.13% | #Error | #Error    |
|               | PRL1   | 0.79     | 0.00     | (0.79)      | 10.57% | #Error | #Error    |
|               | RMV1   | 0.80     | 0.00     | (0.80)      | 5.33%  | #Error | #Error    |
|               | TNI1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | TNK1   | 0.69     | 0.00     | (0.69)      | 11.30% | #Error | #Error    |
|               | TVU1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | VJW2   | 1.13     | 0.00     | (1.13)      | 0.15%  | #Error | #Error    |
|               | VKN1   | 0.51     | 0.00     | (0.51)      | 2.53%  | #Error | #Error    |
|               | Total  | 22.50    | 26.19    | 3.70        | 4.60%  | 4.99%  | 0.39%     |
|               |        |          |          |             |        |        |           |
| WEST-01       | CBE2   | 1.33     | 5.25     | 3.91        | 5.89%  | 4.59%  | -1.30%    |
|               | KMR1   | 1.80     | 2.30     | 0.51        | 4.59%  | 3.11%  | -1.49%    |
|               | CBE4   | 0.00     | 2.11     | 2.11        | #Error | 5.14%  | #Error    |
|               | CNR1   | 0.00     | 1.99     | 1.99        | #Error | 5.10%  | #Error    |
|               | UAM1   | 1.05     | 1.71     | 0.66        | 6.84%  | 2.15%  | -4.69%    |
|               | UMP1   | 0.00     | 1.55     | 1.55        | #Error | 4.88%  | #Error    |
|               | KGI1   | 1.95     | 1.37     | (0.58)      | 2.57%  | 5.24%  | 2.67%     |
|               | GDR1   | 3.20     | 1.17     | (2.04)      | 1.50%  | 5.01%  | 3.50%     |
|               | DPM2   | 0.36     | 0.87     | 0.51        | 11.36% | 4.96%  | -6.41%    |
|               | CBE6   | 0.18     | 0.84     | 0.67        | 10.80% | 5.04%  | -5.77%    |
|               | CBE1   | 0.00     | 0.70     | 0.70        | #Error | 5.14%  | #Error    |
|               | ANR1   | 0.00     | 0.68     | 0.68        | #Error | 6.68%  | #Error    |
|               | MPM1   | 1.48     | 0.15     | (1.33)      | 3.35%  | 2.42%  | -0.93%    |
|               | KMD1   | 1.24     | 0.15     | (1.09)      | 2.10%  | 2.15%  | 0.05%     |
|               | CBE3   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | CBE5   | 0.27     | 0.00     | (0.27)      | 8.62%  | #Error | #Error    |
|               | PDM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | PLI1   | 0.02     | 0.00     | (0.02)      | 12.39% | #Error | #Error    |
|               | PPI1   | 0.30     | 0.00     | (0.30)      | 5.44%  | #Error | #Error    |
|               | SNR1   | 0.37     | 0.00     | (0.37)      | 2.81%  | #Error | #Error    |
|               | SUL1   | 0.01     | 0.00     | (0.01)      | 13.05% | #Error | #Error    |
|               | Total  | 13.54    | 20.83    | 7.29        | 3.84%  | 4.51%  | 0.67%     |
|               |        |          |          |             |        |        |           |
| WEST-03       | GBM1   | 0.94     | 4.53     | 3.59        | 9.76%  | 3.18%  | -6.58%    |
|               | TPR2   | 0.69     | 3.00     | 2.31        | 3.21%  | 5.17%  | 1.96%     |
|               | TPR3   | 0.69     | 2.29     | 1.61        | 3.21%  | 4.96%  | 1.75%     |
|               | KGM1   | 0.55     | 1.82     | 1.27        | 9.20%  | 4.30%  | -4.89%    |
|               | AVI1   | 0.33     | 1.53     | 1.20        | 2.41%  | 5.00%  | 2.59%     |
|               | NKL2   | 0.65     | 1.21     | 0.56        | 7.71%  | -0.16% | -7.87%    |
|               | TPR4   | 0.47     | 1.07     | 0.60        | 5.18%  | 4.71%  | -0.47%    |
|               | CMI1   | 0.75     | 0.91     | 0.16        | 3.81%  | 8.01%  | 4.20%     |

| Sales Zone   | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|--------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-03      | SGG1   | 0.00     | 0.90     | 0.90        | #Error | 3.73%  | #Error    |
|              | SYM2   | 1.14     | 0.85     | (0.29)      | 6.69%  | 4.43%  | -2.26%    |
|              | ERD1   | 0.78     | 0.84     | 0.06        | 2.16%  | 0.43%  | -1.72%    |
|              | PDR1   | 0.37     | 0.70     | 0.33        | 0.70%  | 5.14%  | 4.44%     |
|              | TCG1   | 0.00     | 0.70     | 0.70        | #Error | 5.14%  | #Error    |
|              | KMM1   | 0.00     | 0.19     | 0.19        | #Error | 2.30%  | #Error    |
|              | ERD2   | 0.32     | 0.00     | (0.32)      | 0.57%  | #Error | #Error    |
|              | RSP1   | 0.62     | 0.00     | (0.62)      | 6.54%  | #Error | #Error    |
|              | TPR1   | 1.06     | 0.00     | (1.06)      | 6.42%  | #Error | #Error    |
|              | VKL1   | 0.18     | 0.00     | (0.18)      | -0.94% | #Error | #Error    |
|              | Total  | 9.54     | 20.54    | 11.01       | 5.26%  | 4.09%  | -1.17%    |
|              |        |          |          |             |        |        |           |
| KL-NORTH     | KZD1   | 18.00    | 3.18     | (14.82)     | 4.76%  | 2.81%  | -1.96%    |
|              | VLC1   | 0.95     | 1.71     | 0.76        | 2.50%  | 0.37%  | -2.13%    |
|              | BSY1   | 1.81     | 1.27     | (0.54)      | 1.03%  | 3.03%  | 2.00%     |
|              | KNU1   | 2.01     | 0.94     | (1.07)      | 2.16%  | 5.64%  | 3.48%     |
|              | Total  | 22.77    | 7.11     | (15.66)     | 4.14%  | 2.64%  | -1.51%    |
|              |        |          |          |             |        |        |           |
| KL-SOUTH     | TVP1   | 3.34     | 2.48     | (0.86)      | 4.26%  | 8.51%  | 4.25%     |
|              | PAS1   | 0.70     | 1.11     | 0.41        | 5.38%  | 4.80%  | -0.57%    |
|              | KLR1   | 0.96     | 0.93     | (0.03)      | 3.61%  | 5.30%  | 1.69%     |
|              | KOM1   | 1.23     | 0.73     | (0.50)      | 1.77%  | 4.66%  | 2.89%     |
|              | PNL1   | 0.70     | 0.00     | (0.70)      | 5.14%  | #Error | #Error    |
|              | Total  | 6.93     | 5.25     | (1.68)      | 3.93%  | 6.62%  | 2.69%     |
|              |        |          |          |             |        |        |           |
| HYDERABAD-01 | HYD1   | 4.09     | 0.70     | (3.38)      | 2.14%  | 5.14%  | 3.00%     |
|              | Total  | 4.09     | 0.70     | (3.38)      | 2.14%  | 5.14%  | 3.00%     |
|              |        |          |          |             |        |        |           |
| KL-CENTRAL   | KOC1   | 0.01     | 0.50     | 0.49        | 20.82% | 7.85%  | -12.97%   |
|              | Total  | 0.01     | 0.50     | 0.49        | 20.82% | 7.85%  | -12.97%   |
|              |        |          |          |             |        |        |           |
|              | Total  | 413.80   | 504.31   | 90.50       | 4.31%  | 3.93%  | -0.39%    |