

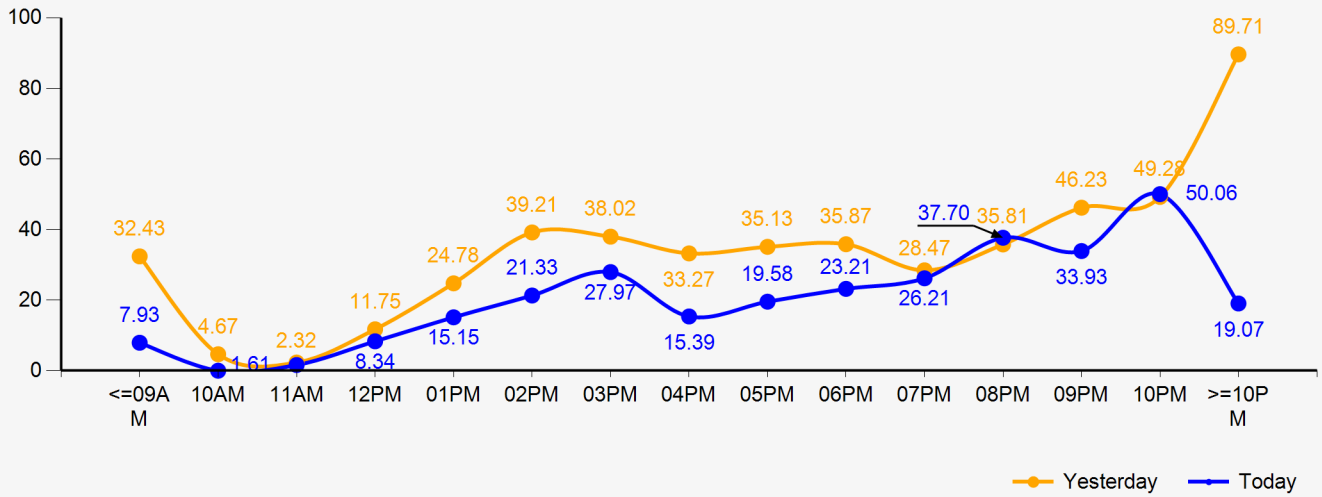
YD Sales : 506.94

YD GP%: 2.57%

TD Sales : 307.48

TD GP%: 2.38%

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    | 94.51    | 48.04    | (46.47)     | 2.54%  | 2.60%  | 0.06%     |
| SOUTH-01      | 52.22    | 43.41    | (8.81)      | 2.57%  | 1.88%  | -0.69%    |
| WEST-02       | 47.13    | 36.71    | (10.42)     | 2.26%  | 2.20%  | -0.06%    |
| CHENNAI-02    | 103.00   | 34.62    | (68.38)     | 2.60%  | 2.13%  | -0.46%    |
| TRICHY-01     | 29.81    | 28.97    | (0.83)      | 3.02%  | 2.32%  | -0.70%    |
| NORTH ARCOT   | 56.66    | 27.83    | (28.83)     | 2.71%  | 2.51%  | -0.19%    |
| SOUTH-03      | 34.76    | 25.27    | (9.48)      | 2.86%  | 3.23%  | 0.36%     |
| SOUTH ARCOT   | 26.71    | 19.65    | (7.05)      | 1.92%  | 2.54%  | 0.62%     |
| WEST-01       | 38.04    | 14.64    | (23.40)     | 2.89%  | 3.05%  | 0.15%     |
| VIJAYAWADA-01 | 8.64     | 14.11    | 5.47        | 2.59%  | 1.96%  | -0.64%    |
| TIRUPATI-01   | 13.46    | 12.19    | (1.27)      | 2.06%  | 2.48%  | 0.41%     |
| KL-SOUTH      | 2.02     | 2.03     | 0.01        | 1.38%  | -0.10% | -1.48%    |
| Total         | 506.94   | 307.48   | (199)       | 2.57%  | 2.38%  | -0.19%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | AVD1   | 31.88    | 9.58     | (22.29)     | 2.04%  | 2.43%  | 0.39%     |
|            | CH40   | 2.91     | 3.64     | 0.73        | 4.20%  | 3.93%  | -0.27%    |
|            | CH19   | 1.96     | 3.11     | 1.15        | 2.91%  | 2.30%  | -0.61%    |
|            | CH14   | 3.91     | 3.03     | (0.88)      | 3.05%  | 2.96%  | -0.09%    |
|            | CH08   | 0.97     | 2.93     | 1.95        | 5.61%  | 2.19%  | -3.42%    |
|            | CH42   | 1.39     | 2.72     | 1.33        | 4.44%  | 3.07%  | -1.36%    |
|            | KNR1   | 13.28    | 2.39     | (10.89)     | 3.07%  | 3.42%  | 0.35%     |
|            | CH16   | 1.78     | 2.20     | 0.42        | 3.44%  | 3.17%  | -0.26%    |
|            | CH29   | 0.36     | 1.78     | 1.42        | 5.98%  | 2.43%  | -3.55%    |
|            | CH30   | 0.32     | 1.71     | 1.39        | 4.41%  | 1.83%  | -2.59%    |
|            | CH38   | 2.40     | 1.56     | (0.84)      | 3.03%  | 1.10%  | -1.93%    |
|            | CH45   | 1.38     | 1.26     | (0.12)      | 2.92%  | 1.38%  | -1.54%    |
|            | MC10   | 1.96     | 1.24     | (0.71)      | 0.79%  | 1.21%  | 0.41%     |
|            | CGL1   | 1.27     | 1.17     | (0.10)      | 3.35%  | 1.08%  | -2.26%    |
|            | CH48   | 2.31     | 1.15     | (1.15)      | 3.03%  | 5.42%  | 2.39%     |
|            | CH11   | 0.50     | 1.15     | 0.65        | 2.89%  | 1.34%  | -1.55%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|---------|-----------|
| CHENNAI-01 | CH35   | 1.61     | 1.12     | (0.49)      | 2.31%   | 4.29%   | 1.98%     |
|            | CH28   | 2.61     | 0.88     | (1.72)      | 4.31%   | 5.66%   | 1.34%     |
|            | CH22   | 0.22     | 0.83     | 0.61        | 4.45%   | 1.47%   | -2.98%    |
|            | CH05   | 1.72     | 0.81     | (0.91)      | 3.33%   | 3.92%   | 0.59%     |
|            | MRM1   | 1.24     | 0.75     | (0.50)      | -2.66%  | -0.98%  | 1.68%     |
|            | GUD2   | 3.52     | 0.65     | (2.87)      | 0.33%   | 5.01%   | 4.69%     |
|            | SKL1   | 1.87     | 0.64     | (1.23)      | 2.64%   | 5.04%   | 2.39%     |
|            | TKM1   | 1.91     | 0.59     | (1.32)      | 3.82%   | 3.87%   | 0.05%     |
|            | GUD1   | 1.58     | 0.34     | (1.23)      | 3.12%   | -16.98% | -20.09%   |
|            | CH26   | 0.46     | 0.30     | (0.17)      | 2.78%   | 5.10%   | 2.32%     |
|            | MC09   | 0.60     | 0.20     | (0.40)      | 6.33%   | 2.91%   | -3.41%    |
|            | CH07   | 1.63     | 0.19     | (1.43)      | 2.36%   | 6.14%   | 3.78%     |
|            | MC02   | 0.65     | 0.09     | (0.56)      | 4.85%   | -1.99%  | -6.85%    |
|            | CH37   | 0.16     | 0.01     | (0.15)      | -12.75% | 22.56%  | 35.31%    |
|            | CH39   | 6.14     | 0.00     | (6.14)      | 1.71%   | #Error  | #Error    |
|            | Total  | 94.51    | 48.04    | (46.47)     | 2.54%   | 2.60%   | 0.06%     |
|            |        |          |          |             |         |         |           |
| SOUTH-01   | TVL1   | 5.86     | 8.17     | 2.31        | 1.71%   | 2.64%   | 0.93%     |
|            | NGR1   | 2.85     | 3.55     | 0.70        | 0.67%   | -0.15%  | -0.81%    |
|            | TUT1   | 7.96     | 3.27     | (4.69)      | 3.21%   | -0.72%  | -3.93%    |
|            | VNR2   | 6.18     | 2.95     | (3.22)      | 3.92%   | 2.18%   | -1.73%    |
|            | SVK1   | 1.15     | 2.14     | 0.99        | 3.97%   | 1.95%   | -2.03%    |
|            | TYI1   | 0.77     | 2.05     | 1.28        | 1.55%   | 1.89%   | 0.33%     |
|            | TKS2   | 1.39     | 1.94     | 0.55        | 3.89%   | 4.69%   | 0.80%     |
|            | SNL1   | 0.73     | 1.93     | 1.20        | 0.78%   | 0.26%   | -0.52%    |
|            | KVT1   | 2.52     | 1.84     | (0.68)      | 2.93%   | 2.72%   | -0.21%    |
|            | RND1   | 1.33     | 1.36     | 0.03        | 1.81%   | 3.22%   | 1.40%     |
|            | TKY1   | 0.62     | 1.28     | 0.65        | 4.61%   | 2.84%   | -1.77%    |
|            | TUT2   | 2.31     | 1.27     | (1.04)      | 0.45%   | 0.49%   | 0.04%     |
|            | UDN1   | 1.39     | 1.23     | (0.16)      | 3.04%   | -0.41%  | -3.45%    |
|            | MAR1   | 1.71     | 1.23     | (0.48)      | 2.69%   | 2.76%   | 0.07%     |
|            | MMT1   | 0.47     | 1.18     | 0.71        | 3.77%   | 1.36%   | -2.41%    |
|            | VLV1   | 0.84     | 1.04     | 0.21        | 4.72%   | 0.23%   | -4.49%    |
|            | SGT1   | 0.33     | 0.72     | 0.39        | 4.58%   | 3.22%   | -1.36%    |
|            | RPM1   | 1.16     | 0.67     | (0.49)      | 2.49%   | 2.56%   | 0.06%     |
|            | TCN1   | 1.23     | 0.66     | (0.57)      | 1.66%   | 3.86%   | 2.20%     |
|            | SDI1   | 0.50     | 0.58     | 0.08        | 2.55%   | 1.71%   | -0.84%    |
|            | SKD1   | 0.24     | 0.57     | 0.32        | 4.02%   | 3.85%   | -0.16%    |
|            | VNR1   | 0.18     | 0.56     | 0.38        | -0.88%  | 2.52%   | 3.40%     |
|            | PKD1   | 1.43     | 0.54     | (0.89)      | 3.41%   | 4.60%   | 1.19%     |
|            | ASM1   | 1.19     | 0.51     | (0.68)      | -1.09%  | 4.89%   | 5.97%     |
|            | TKS1   | 1.21     | 0.45     | (0.76)      | 3.57%   | 4.26%   | 0.69%     |
|            | ERL2   | 0.83     | 0.40     | (0.43)      | 3.48%   | 2.66%   | -0.82%    |
|            | KYR1   | 2.68     | 0.36     | (2.32)      | 1.49%   | -4.47%  | -5.96%    |
|            | PDI1   | 0.56     | 0.26     | (0.30)      | 4.85%   | 5.77%   | 0.92%     |
|            | COL1   | 0.28     | 0.25     | (0.03)      | 5.17%   | 2.79%   | -2.38%    |
|            | STU2   | 0.09     | 0.15     | 0.06        | 7.65%   | -1.39%  | -9.04%    |
|            | APK2   | 0.66     | 0.13     | (0.53)      | -1.83%  | 6.76%   | 8.59%     |
|            | ARM1   | 0.45     | 0.11     | (0.34)      | 2.90%   | 1.82%   | -1.08%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | KSM1   | 0.63     | 0.06     | (0.57)      | 4.21%  | 0.03%  | -4.18%    |
|            | APK1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | KGL1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TVL2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | VKM1   | 0.47     | 0.00     | (0.47)      | 3.43%  | #Error | #Error    |
|            | Total  | 52.22    | 43.41    | (8.81)      | 2.57%  | 1.88%  | -0.69%    |
|            |        |          |          |             |        |        |           |
| WEST-02    | EPI1   | 0.26     | 3.19     | 2.93        | 2.71%  | 0.60%  | -2.12%    |
|            | SGI1   | 3.25     | 3.00     | (0.25)      | 0.46%  | 2.06%  | 1.60%     |
|            | HSR2   | 4.36     | 2.93     | (1.43)      | 3.80%  | 4.49%  | 0.69%     |
|            | NKL2   | 1.29     | 2.55     | 1.26        | 4.66%  | 3.69%  | -0.97%    |
|            | ERD1   | 0.61     | 1.99     | 1.39        | 2.65%  | 4.09%  | 1.44%     |
|            | SLM1   | 6.81     | 1.97     | (4.83)      | 1.47%  | 1.08%  | -0.39%    |
|            | VPD1   | 2.58     | 1.60     | (0.98)      | 4.18%  | 4.30%  | 0.11%     |
|            | PMP1   | 1.61     | 1.50     | (0.11)      | 2.38%  | -1.55% | -3.92%    |
|            | APN1   | 1.14     | 1.47     | 0.34        | 3.22%  | 3.69%  | 0.47%     |
|            | DPR1   | 0.44     | 1.21     | 0.77        | 4.00%  | 0.89%  | -3.12%    |
|            | VKL1   | 0.85     | 1.20     | 0.35        | 2.62%  | 0.71%  | -1.90%    |
|            | HSR1   | 0.17     | 1.13     | 0.95        | 3.72%  | 0.15%  | -3.57%    |
|            | SLM2   | 3.71     | 1.12     | (2.59)      | 1.28%  | 0.96%  | -0.32%    |
|            | OML1   | 1.87     | 1.11     | (0.76)      | 1.24%  | 3.39%  | 2.15%     |
|            | DPR2   | 0.49     | 1.03     | 0.54        | -0.64% | 1.75%  | 2.39%     |
|            | ERD2   | 0.73     | 0.93     | 0.20        | 1.92%  | 3.51%  | 1.58%     |
|            | SLM3   | 0.99     | 0.92     | (0.07)      | 4.18%  | 0.79%  | -3.39%    |
|            | ATU1   | 1.02     | 0.84     | (0.18)      | 2.22%  | 2.77%  | 0.55%     |
|            | EDP1   | 0.13     | 0.80     | 0.67        | 0.87%  | -0.26% | -1.13%    |
|            | BMD1   | 0.91     | 0.78     | (0.13)      | 4.76%  | 3.79%  | -0.97%    |
|            | MCR1   | 2.05     | 0.77     | (1.28)      | 0.68%  | 1.90%  | 1.22%     |
|            | CMI1   | 0.36     | 0.74     | 0.38        | 4.55%  | 3.84%  | -0.71%    |
|            | TRM1   | 3.23     | 0.62     | (2.61)      | 1.78%  | 3.16%  | 1.38%     |
|            | TCG1   | 0.47     | 0.61     | 0.14        | 3.25%  | -1.27% | -4.52%    |
|            | MTR1   | 1.57     | 0.57     | (1.00)      | 0.01%  | 2.42%  | 2.41%     |
|            | PLC1   | 1.17     | 0.48     | (0.69)      | 4.23%  | 3.15%  | -1.08%    |
|            | KRI1   | 0.62     | 0.45     | (0.17)      | 3.70%  | 1.23%  | -2.47%    |
|            | KVP1   | 0.72     | 0.40     | (0.33)      | 1.30%  | 3.67%  | 2.37%     |
|            | RSP1   | 0.85     | 0.38     | (0.47)      | 3.69%  | 0.83%  | -2.86%    |
|            | SGG1   | 0.25     | 0.22     | (0.04)      | 2.91%  | 2.91%  | 0.00%     |
|            | HRR1   | 1.82     | 0.11     | (1.71)      | 2.34%  | 2.91%  | 0.57%     |
|            | PDR1   | 0.40     | 0.09     | (0.31)      | 4.24%  | 3.25%  | -0.99%    |
|            | KMM1   | 0.40     | 0.00     | (0.40)      | -0.43% | #Error | #Error    |
|            | Total  | 47.13    | 36.71    | (10.42)     | 2.26%  | 2.20%  | -0.06%    |
|            |        |          |          |             |        |        |           |
| CHENNAI-02 | CH34   | 2.93     | 3.46     | 0.53        | 2.35%  | 3.03%  | 0.68%     |
|            | CH15   | 18.19    | 3.27     | (14.92)     | 3.99%  | 0.42%  | -3.56%    |
|            | CH03   | 9.97     | 3.24     | (6.73)      | 3.15%  | 2.30%  | -0.86%    |
|            | CH36   | 0.80     | 3.12     | 2.32        | 1.43%  | 2.40%  | 0.97%     |
|            | CH44   | 6.43     | 3.05     | (3.38)      | 1.55%  | 2.25%  | 0.69%     |
|            | CH21   | 16.09    | 2.21     | (13.88)     | 2.37%  | 2.14%  | -0.23%    |
|            | CH20   | 5.63     | 2.02     | (3.61)      | 3.75%  | 2.19%  | -1.56%    |
|            | CH24   | 4.96     | 1.38     | (3.58)      | 1.03%  | 2.83%  | 1.81%     |
|            |        |          |          |             |        |        |           |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-02 | CH18   | 2.66     | 1.28     | (1.38)      | 3.42%  | -10.21% | -13.63%   |
|            | CH46   | 0.53     | 1.24     | 0.71        | 1.48%  | 4.40%   | 2.91%     |
|            | MC05   | 4.94     | 1.22     | (3.72)      | 2.01%  | 3.29%   | 1.29%     |
|            | CH31   | 0.15     | 1.21     | 1.06        | 6.81%  | 5.24%   | -1.57%    |
|            | CH32   | 0.74     | 1.11     | 0.37        | 2.67%  | 2.21%   | -0.46%    |
|            | CH33   | 5.85     | 1.01     | (4.84)      | 2.12%  | 5.51%   | 3.38%     |
|            | CH09   | 1.26     | 0.98     | (0.28)      | 2.13%  | 2.53%   | 0.40%     |
|            | CH27   | 0.49     | 0.80     | 0.31        | 3.25%  | 0.41%   | -2.85%    |
|            | CH43   | 5.69     | 0.56     | (5.12)      | 0.43%  | 4.93%   | 4.50%     |
|            | PON1   | 0.83     | 0.56     | (0.27)      | 1.13%  | 0.69%   | -0.44%    |
|            | MC06   | 3.32     | 0.48     | (2.84)      | 3.06%  | -1.73%  | -4.79%    |
|            | CH23   | 2.63     | 0.47     | (2.16)      | 1.85%  | 3.97%   | 2.12%     |
|            | CH41   | 1.98     | 0.44     | (1.54)      | 3.07%  | 5.90%   | 2.83%     |
|            | UKI1   | 0.51     | 0.36     | (0.15)      | 4.99%  | 4.48%   | -0.51%    |
|            | CH12   | 3.69     | 0.31     | (3.38)      | 1.52%  | 4.50%   | 2.98%     |
|            | CH06   | 1.43     | 0.29     | (1.15)      | 3.41%  | 5.58%   | 2.17%     |
|            | GPD1   | 0.48     | 0.26     | (0.22)      | -0.91% | 4.01%   | 4.92%     |
|            | CH17   | 0.35     | 0.20     | (0.15)      | 3.51%  | 3.47%   | -0.04%    |
|            | MJR1   | 0.36     | 0.12     | (0.25)      | 6.84%  | 4.36%   | -2.48%    |
|            | CH01   | 0.12     | 0.00     | (0.12)      | 7.77%  | #Error  | #Error    |
|            | Total  | 103.00   | 34.62    | (68.38)     | 2.60%  | 2.13%   | -0.46%    |
| TRICHY-01  |        |          |          |             |        |         |           |
|            | TRY4   | 0.00     | 6.19     | 6.19        | #Error | 0.76%   | #Error    |
|            | TTP1   | 1.06     | 2.57     | 1.51        | 5.48%  | 3.76%   | -1.72%    |
|            | TNJ2   | 1.40     | 1.57     | 0.17        | 3.04%  | 4.82%   | 1.79%     |
|            | MSI1   | 0.28     | 1.52     | 1.25        | 4.10%  | 3.54%   | -0.56%    |
|            | MDI1   | 0.95     | 1.40     | 0.46        | 3.22%  | 0.64%   | -2.58%    |
|            | TRY1   | 5.35     | 1.34     | (4.01)      | 1.65%  | 3.08%   | 1.44%     |
|            | JKM1   | 1.11     | 1.28     | 0.17        | 2.28%  | 2.36%   | 0.08%     |
|            | TRY3   | 1.71     | 1.18     | (0.53)      | 3.47%  | 0.22%   | -3.25%    |
|            | PBR1   | 0.42     | 1.10     | 0.69        | 3.09%  | 3.37%   | 0.28%     |
|            | KRN1   | 1.73     | 1.08     | (0.65)      | 4.99%  | 1.01%   | -3.98%    |
|            | NMM1   | 0.60     | 1.04     | 0.44        | 4.72%  | 2.63%   | -2.09%    |
|            | TNJ1   | 2.35     | 0.99     | (1.37)      | 3.12%  | 2.16%   | -0.95%    |
|            | TYR1   | 4.09     | 0.97     | (3.12)      | 2.16%  | 0.80%   | -1.36%    |
|            | KUM1   | 1.21     | 0.92     | (0.29)      | 3.22%  | 2.60%   | -0.62%    |
|            | NGT1   | 0.44     | 0.83     | 0.39        | 3.51%  | 3.87%   | 0.36%     |
|            | TVR1   | 0.82     | 0.71     | (0.11)      | 0.66%  | 4.25%   | 3.60%     |
|            | PBR2   | 1.74     | 0.71     | (1.03)      | 3.70%  | 4.86%   | 1.16%     |
|            | ORU1   | 0.83     | 0.62     | (0.21)      | 1.77%  | 3.78%   | 2.01%     |
|            | PTK1   | 0.65     | 0.61     | (0.04)      | 4.98%  | 3.20%   | -1.78%    |
|            | TVR2   | 0.47     | 0.44     | (0.03)      | 2.26%  | 2.94%   | 0.68%     |
|            | MVM1   | 0.48     | 0.40     | (0.09)      | 5.77%  | 2.79%   | -2.98%    |
|            | AYR1   | 0.88     | 0.37     | (0.52)      | 5.42%  | 1.46%   | -3.96%    |
|            | TRY2   | 0.38     | 0.35     | (0.03)      | 1.63%  | 1.75%   | 0.12%     |
|            | KIK1   | 0.13     | 0.34     | 0.21        | -0.46% | 1.49%   | 1.95%     |
|            | NCK1   | 0.25     | 0.21     | (0.04)      | 4.25%  | 2.20%   | -2.04%    |
|            | PDK1   | 0.41     | 0.15     | (0.27)      | 4.93%  | -1.51%  | -6.45%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01   | APM1   | 0.07     | 0.10     | 0.03        | 2.60%  | 5.01%  | 2.41%     |
|             | Total  | 29.81    | 28.97    | (0.83)      | 3.02%  | 2.32%  | -0.70%    |
| NORTH ARCOT |        |          |          |             |        |        |           |
|             | ARC2   | 2.02     | 3.12     | 1.10        | 3.15%  | 1.55%  | -1.60%    |
|             | TRL1   | 1.72     | 2.56     | 0.84        | 4.17%  | 2.80%  | -1.37%    |
|             | VEL2   | 3.06     | 2.44     | (0.62)      | 3.83%  | 3.32%  | -0.52%    |
|             | AKM1   | 9.70     | 2.24     | (7.45)      | 2.30%  | 2.68%  | 0.38%     |
|             | WJP1   | 2.52     | 2.03     | (0.50)      | 2.60%  | 3.38%  | 0.78%     |
|             | WJD1   | 3.09     | 1.78     | (1.31)      | 4.31%  | 3.33%  | -0.98%    |
|             | SLG1   | 1.70     | 1.76     | 0.06        | 2.07%  | 2.84%  | 0.77%     |
|             | ABR1   | 0.61     | 1.28     | 0.67        | 2.64%  | 3.19%  | 0.56%     |
|             | TRT1   | 2.78     | 1.21     | (1.57)      | 0.67%  | 1.81%  | 1.14%     |
|             | PLR1   | 0.53     | 1.17     | 0.64        | 4.29%  | 0.67%  | -3.62%    |
|             | KPM2   | 1.96     | 1.16     | (0.80)      | 1.99%  | 2.90%  | 0.91%     |
|             | VEL1   | 10.68    | 1.12     | (9.56)      | 3.30%  | 1.73%  | -1.57%    |
|             | SBR1   | 3.77     | 1.00     | (2.77)      | 3.28%  | 1.68%  | -1.60%    |
|             | VNB1   | 0.02     | 0.77     | 0.76        | 13.92% | 3.16%  | -10.76%   |
|             | GDM1   | 1.60     | 0.75     | (0.86)      | 2.65%  | 4.91%  | 2.26%     |
|             | CGM1   | 1.38     | 0.63     | (0.75)      | 2.61%  | 3.95%  | 1.34%     |
|             | BGR1   | 1.68     | 0.61     | (1.07)      | 2.87%  | -0.42% | -3.29%    |
|             | VSI1   | 2.51     | 0.45     | (2.06)      | 0.07%  | 0.32%  | 0.25%     |
|             | KPM1   | 0.82     | 0.35     | (0.47)      | 3.25%  | 3.73%  | 0.47%     |
|             | TRR1   | 1.70     | 0.35     | (1.35)      | 2.23%  | 0.96%  | -1.27%    |
|             | PTU1   | 0.33     | 0.30     | (0.04)      | 2.43%  | 2.29%  | -0.15%    |
|             | CPT1   | 1.14     | 0.25     | (0.88)      | -0.19% | 0.65%  | 0.84%     |
|             | ANI1   | 0.00     | 0.24     | 0.24        | #Error | 0.83%  | #Error    |
|             | CYR1   | 0.68     | 0.15     | (0.53)      | 4.99%  | 4.92%  | -0.06%    |
|             | UGI1   | 0.66     | 0.10     | (0.56)      | 2.41%  | 0.87%  | -1.53%    |
|             | Total  | 56.66    | 27.83    | (28.83)     | 2.71%  | 2.51%  | -0.19%    |
| SOUTH-03    |        |          |          |             |        |        |           |
|             | MDU6   | 2.76     | 2.67     | (0.09)      | 2.42%  | 3.95%  | 1.53%     |
|             | DGL1   | 0.80     | 1.90     | 1.10        | 3.70%  | 2.50%  | -1.20%    |
|             | TEN1   | 1.08     | 1.58     | 0.51        | 3.96%  | 3.09%  | -0.88%    |
|             | TMM1   | 4.01     | 1.58     | (2.43)      | 2.01%  | 0.49%  | -1.53%    |
|             | KYK1   | 0.12     | 1.28     | 1.16        | 4.71%  | -1.54% | -6.24%    |
|             | KPT1   | 0.64     | 1.05     | 0.41        | 2.86%  | 5.62%  | 2.76%     |
|             | NTM1   | 0.46     | 1.02     | 0.56        | 2.41%  | 3.48%  | 1.07%     |
|             | CMR1   | 1.15     | 0.99     | (0.16)      | 4.04%  | 3.65%  | -0.39%    |
|             | ODM1   | 1.35     | 0.94     | (0.41)      | 1.96%  | 2.54%  | 0.58%     |
|             | CBM1   | 1.83     | 0.94     | (0.90)      | 4.96%  | 5.29%  | 0.32%     |
|             | DGL2   | 0.00     | 0.86     | 0.86        | #Error | 5.53%  | #Error    |
|             | TEN2   | 0.91     | 0.83     | (0.07)      | -6.39% | 2.86%  | 9.26%     |
|             | MPA1   | 1.08     | 0.79     | (0.28)      | 2.84%  | 4.75%  | 1.90%     |
|             | MDU2   | 1.87     | 0.75     | (1.12)      | 2.67%  | 3.43%  | 0.76%     |
|             | BNR1   | 1.23     | 0.71     | (0.52)      | 2.08%  | 4.58%  | 2.50%     |
|             | SVG1   | 0.66     | 0.69     | 0.03        | 3.21%  | 4.47%  | 1.26%     |
|             | TPT1   | 0.31     | 0.62     | 0.31        | 2.41%  | 3.43%  | 1.03%     |
|             | PKM1   | 0.80     | 0.55     | (0.25)      | 0.41%  | 1.85%  | 1.43%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03    | ADP1   | 1.53     | 0.55     | (0.98)      | 6.26%  | 4.86%  | -1.40%    |
|             | BTU1   | 0.36     | 0.51     | 0.15        | 2.22%  | 1.88%  | -0.34%    |
|             | USL1   | 0.79     | 0.41     | (0.38)      | 2.71%  | 5.21%  | 2.50%     |
|             | KRR1   | 0.58     | 0.41     | (0.17)      | 3.17%  | 2.20%  | -0.97%    |
|             | PVI1   | 1.04     | 0.40     | (0.64)      | 2.90%  | 3.18%  | 0.28%     |
|             | SGP1   | 0.36     | 0.39     | 0.03        | 0.55%  | 1.88%  | 1.33%     |
|             | MNM1   | 0.00     | 0.35     | 0.35        | #Error | 4.91%  | #Error    |
|             | MLR1   | 0.69     | 0.32     | (0.38)      | 1.80%  | 3.57%  | 1.77%     |
|             | MDU1   | 1.46     | 0.31     | (1.15)      | 1.78%  | 0.70%  | -1.08%    |
|             | NKI1   | 0.60     | 0.29     | (0.31)      | 3.73%  | 4.19%  | 0.45%     |
|             | ATG1   | 0.16     | 0.28     | 0.12        | 3.85%  | 9.33%  | 5.48%     |
|             | MDU5   | 0.41     | 0.28     | (0.14)      | 4.70%  | 3.05%  | -1.65%    |
|             | MDU4   | 0.23     | 0.26     | 0.03        | 5.76%  | 1.01%  | -4.75%    |
|             | DKI1   | 0.98     | 0.25     | (0.72)      | 4.23%  | 1.18%  | -3.05%    |
|             | TDI1   | 2.41     | 0.12     | (2.29)      | 4.61%  | 5.15%  | 0.53%     |
|             | PNI1   | 0.56     | 0.12     | (0.44)      | 4.60%  | 4.92%  | 0.32%     |
|             | KKD2   | 0.00     | 0.09     | 0.09        | #Error | 7.65%  | #Error    |
|             | KKD3   | 0.06     | 0.08     | 0.02        | 6.15%  | 2.79%  | -3.36%    |
|             | MDU3   | 1.46     | 0.07     | (1.39)      | 2.63%  | 0.52%  | -2.11%    |
|             | PNV1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | Total  | 34.76    | 25.27    | (9.48)      | 2.86%  | 3.23%  | 0.36%     |
| SOUTH ARCOT |        |          |          |             |        |        |           |
|             | ULP1   | 1.04     | 2.63     | 1.59        | 2.77%  | 2.19%  | -0.58%    |
|             | KKI2   | 1.53     | 2.23     | 0.70        | 1.88%  | 0.75%  | -1.13%    |
|             | CUD1   | 2.63     | 2.00     | (0.63)      | 2.21%  | 3.43%  | 1.21%     |
|             | SJI2   | 1.60     | 1.90     | 0.30        | 3.00%  | 4.03%  | 1.04%     |
|             | TVM2   | 0.94     | 1.50     | 0.56        | 0.66%  | 2.60%  | 1.94%     |
|             | POY2   | 2.21     | 1.43     | (0.78)      | 1.60%  | 1.09%  | -0.51%    |
|             | TRK1   | 3.05     | 1.29     | (1.77)      | 1.50%  | 2.85%  | 1.35%     |
|             | TVM1   | 1.06     | 1.23     | 0.17        | 2.56%  | 2.34%  | -0.21%    |
|             | VPM2   | 1.28     | 1.11     | (0.17)      | -3.69% | 3.71%  | 7.39%     |
|             | NVL2   | 1.42     | 0.95     | (0.47)      | 1.63%  | 0.81%  | -0.82%    |
|             | TDM1   | 2.33     | 0.82     | (1.51)      | 1.92%  | 4.72%  | 2.80%     |
|             | STP1   | 0.64     | 0.60     | (0.03)      | 2.15%  | 2.95%  | 0.79%     |
|             | PRT1   | 1.41     | 0.37     | (1.04)      | 2.70%  | 3.21%  | 0.51%     |
|             | POY1   | 1.26     | 0.34     | (0.92)      | 2.86%  | 1.35%  | -1.51%    |
|             | KLM1   | 1.70     | 0.34     | (1.36)      | 3.07%  | 5.24%  | 2.17%     |
|             | MKM1   | 0.32     | 0.27     | (0.06)      | 7.79%  | -2.61% | -10.41%   |
|             | CDM1   | 0.89     | 0.24     | (0.65)      | 0.66%  | 3.79%  | 3.14%     |
|             | KML1   | 0.38     | 0.20     | (0.18)      | 3.82%  | 5.46%  | 1.64%     |
|             | VCM1   | 0.27     | 0.20     | (0.07)      | 3.14%  | 3.77%  | 0.63%     |
|             | VPM1   | 0.72     | 0.00     | (0.72)      | 2.62%  | #Error | #Error    |
|             | Total  | 26.71    | 19.65    | (7.05)      | 1.92%  | 2.54%  | 0.62%     |
| WEST-01     |        |          |          |             |        |        |           |
|             | CBE2   | 2.57     | 2.20     | (0.37)      | 1.48%  | 1.54%  | 0.07%     |
|             | KMR1   | 1.46     | 1.86     | 0.40        | 1.99%  | 0.65%  | -1.34%    |
|             | PPI1   | 1.44     | 1.30     | (0.14)      | 5.93%  | 5.31%  | -0.62%    |
|             | SUL1   | 4.40     | 1.27     | (3.13)      | 2.41%  | 4.80%  | 2.38%     |
|             | UAM1   | 2.73     | 0.94     | (1.78)      | 2.18%  | 5.05%  | 2.87%     |
|             | DPM2   | 1.75     | 0.69     | (1.06)      | 3.72%  | 0.44%  | -3.28%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| WEST-01       | TPR4   | 0.84     | 0.69     | (0.15)      | 3.35%   | 1.70%  | -1.64%    |
|               | PDM1   | 0.33     | 0.62     | 0.29        | -4.22%  | 1.47%  | 5.69%     |
|               | TPR2   | 2.60     | 0.49     | (2.12)      | 2.30%   | 6.20%  | 3.90%     |
|               | SNR1   | 0.00     | 0.47     | 0.47        | #Error  | 3.67%  | #Error    |
|               | TPR3   | 2.14     | 0.46     | (1.68)      | 5.96%   | 5.85%  | -0.11%    |
|               | KGI1   | 4.59     | 0.40     | (4.18)      | 2.70%   | 4.48%  | 1.78%     |
|               | GBM1   | 0.99     | 0.37     | (0.63)      | 2.51%   | 3.32%  | 0.81%     |
|               | AVI1   | 1.30     | 0.35     | (0.95)      | 1.55%   | 2.34%  | 0.80%     |
|               | CNR1   | 1.22     | 0.32     | (0.90)      | 1.10%   | 2.09%  | 0.99%     |
|               | GDR1   | 0.80     | 0.31     | (0.49)      | 4.81%   | -2.27% | -7.08%    |
|               | KMD1   | 1.05     | 0.31     | (0.74)      | 6.48%   | 5.89%  | -0.58%    |
|               | MPM1   | 0.60     | 0.29     | (0.30)      | 2.65%   | 3.13%  | 0.49%     |
|               | CBE4   | 0.48     | 0.29     | (0.19)      | 5.07%   | 4.17%  | -0.90%    |
|               | SYM2   | 0.92     | 0.24     | (0.68)      | 2.60%   | 4.91%  | 2.31%     |
|               | CBE6   | 1.11     | 0.23     | (0.88)      | 1.01%   | 2.85%  | 1.84%     |
|               | CBE5   | 0.01     | 0.23     | 0.22        | 10.85%  | 6.61%  | -4.24%    |
|               | KGM1   | 0.25     | 0.15     | (0.11)      | 4.91%   | 4.92%  | 0.00%     |
|               | CBE1   | 0.41     | 0.15     | (0.26)      | 2.74%   | 3.61%  | 0.87%     |
|               | ANR1   | 1.02     | 0.00     | (1.02)      | 4.16%   | #Error | #Error    |
|               | CBE3   | 0.17     | 0.00     | (0.17)      | 4.26%   | #Error | #Error    |
|               | PLI1   | 0.46     | 0.00     | (0.46)      | 5.82%   | #Error | #Error    |
|               | TPR1   | 2.37     | 0.00     | (2.37)      | 2.03%   | #Error | #Error    |
|               | UMP1   | 0.00     | 0.00     |             | #Error  | #Error | #Error    |
|               | Total  | 38.04    | 14.64    | (23.40)     | 2.89%   | 3.05%  | 0.15%     |
| VIJAYAWADA-01 |        |          |          |             |         |        |           |
|               | VJW1   | 0.39     | 3.01     | 2.62        | 5.23%   | -0.09% | -5.33%    |
|               | TNK1   | 0.07     | 1.12     | 1.05        | 2.98%   | 0.24%  | -2.74%    |
|               | CKT1   | 0.07     | 0.94     | 0.86        | 3.25%   | -0.01% | -3.26%    |
|               | NRT1   | 0.48     | 0.93     | 0.45        | 4.87%   | 0.47%  | -4.41%    |
|               | PNR1   | 0.26     | 0.87     | 0.61        | 3.73%   | 2.25%  | -1.48%    |
|               | VJW3   | 0.00     | 0.77     | 0.77        | #Error  | 2.85%  | #Error    |
|               | TVU1   | 0.00     | 0.56     | 0.56        | #Error  | 0.15%  | #Error    |
|               | GVM1   | 0.34     | 0.55     | 0.21        | 0.08%   | 4.66%  | 4.57%     |
|               | GNT2   | 0.21     | 0.51     | 0.29        | 0.01%   | 0.34%  | 0.33%     |
|               | JGG1   | 0.36     | 0.45     | 0.09        | -1.04%  | 3.56%  | 4.61%     |
|               | CRL1   | 0.55     | 0.40     | (0.15)      | 4.54%   | 5.46%  | 0.92%     |
|               | TDD1   | 0.07     | 0.31     | 0.25        | 2.01%   | 0.13%  | -1.88%    |
|               | PAP1   | 0.15     | 0.31     | 0.16        | 6.93%   | 3.27%  | -3.66%    |
|               | PRL1   | 0.17     | 0.29     | 0.12        | -17.75% | 4.69%  | 22.44%    |
|               | KDR1   | 0.07     | 0.27     | 0.19        | 1.81%   | 4.81%  | 2.99%     |
|               | ELU1   | 0.00     | 0.26     | 0.26        | #Error  | 3.72%  | #Error    |
|               | RAL1   | 0.00     | 0.26     | 0.26        | #Error  | 3.72%  | #Error    |
|               | JPT1   | 1.00     | 0.26     | (0.74)      | 3.79%   | 6.97%  | 3.19%     |
|               | VKN1   | 0.00     | 0.22     | 0.22        | #Error  | 1.89%  | #Error    |
|               | TEL1   | 0.14     | 0.19     | 0.06        | 4.98%   | 7.77%  | 2.79%     |
|               | MTM1   | 0.15     | 0.19     | 0.04        | 0.90%   | 2.51%  | 1.61%     |
|               | VJW5   | 0.22     | 0.19     | (0.03)      | 3.72%   | 2.63%  | -1.09%    |
|               | BVR1   | 0.73     | 0.19     | (0.54)      | 3.31%   | 5.46%  | 2.15%     |
|               | KND1   | 0.00     | 0.18     | 0.18        | #Error  | 1.90%  | #Error    |



| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|---------|-----------|
| VIJAYAWADA-01 | AMP1   | 0.00     | 0.17     | 0.17        | #Error  | 2.71%   | #Error    |
|               | OGL1   | 0.00     | 0.16     | 0.16        | #Error  | 6.61%   | #Error    |
|               | VUY1   | 0.00     | 0.13     | 0.13        | #Error  | 10.99%  | #Error    |
|               | VJW4   | 0.86     | 0.12     | (0.73)      | 2.07%   | 3.78%   | 1.71%     |
|               | DPE1   | 0.49     | 0.12     | (0.37)      | 1.95%   | 5.82%   | 3.87%     |
|               | VJW2   | 0.76     | 0.09     | (0.67)      | 2.32%   | 4.80%   | 2.48%     |
|               | BPP1   | 0.20     | 0.07     | (0.13)      | 5.37%   | 2.09%   | -3.28%    |
|               | GDV1   | 0.11     | 0.00     | (0.11)      | 2.92%   | #Error  | #Error    |
|               | GNT1   | 0.14     | 0.00     | (0.14)      | 3.75%   | #Error  | #Error    |
|               | NPR1   | 0.00     | 0.00     |             | #Error  | #Error  | #Error    |
|               | PPM1   | 0.22     | 0.00     | (0.22)      | 1.52%   | #Error  | #Error    |
|               | RMV1   | 0.00     | 0.00     |             | #Error  | #Error  | #Error    |
|               | TNI1   | 0.42     | 0.00     | (0.42)      | 3.54%   | #Error  | #Error    |
|               | Total  | 8.64     | 14.11    | 5.47        | 2.59%   | 1.96%   | -0.64%    |
|               |        |          |          |             |         |         |           |
| TIRUPATI-01   | KNL2   | 0.54     | 2.04     | 1.51        | 1.33%   | 2.21%   | 0.87%     |
|               | PUT1   | 1.33     | 1.25     | (0.09)      | 2.48%   | 3.09%   | 0.61%     |
|               | CTO1   | 1.08     | 1.13     | 0.05        | 2.15%   | 4.96%   | 2.81%     |
|               | KOU1   | 0.00     | 1.13     | 1.13        | #Error  | 4.70%   | #Error    |
|               | PIL1   | 0.34     | 0.98     | 0.64        | 2.39%   | 0.61%   | -1.78%    |
|               | ADI1   | 0.39     | 0.93     | 0.53        | 4.19%   | 1.16%   | -3.04%    |
|               | ATP1   | 1.28     | 0.66     | (0.62)      | 3.45%   | 5.08%   | 1.62%     |
|               | PMR1   | 1.00     | 0.63     | (0.38)      | 2.64%   | 4.56%   | 1.92%     |
|               | NDL1   | 0.49     | 0.53     | 0.05        | 3.65%   | 0.52%   | -3.12%    |
|               | DHN1   | 0.00     | 0.51     | 0.51        | #Error  | 5.06%   | #Error    |
|               | KNL1   | 0.55     | 0.49     | (0.06)      | 3.54%   | 2.87%   | -0.67%    |
|               | NYP1   | 0.37     | 0.44     | 0.06        | 2.54%   | 2.22%   | -0.32%    |
|               | RCY1   | 0.09     | 0.30     | 0.21        | 6.13%   | 3.73%   | -2.41%    |
|               | MPL1   | 0.00     | 0.21     | 0.21        | #Error  | 3.72%   | #Error    |
|               | RJP1   | 0.33     | 0.17     | (0.16)      | 4.33%   | 3.72%   | -0.61%    |
|               | SPE1   | 0.90     | 0.15     | (0.74)      | 2.46%   | -21.56% | -24.02%   |
|               | TPY1   | 0.37     | 0.15     | (0.22)      | 0.70%   | 5.23%   | 4.52%     |
|               | NLR1   | 0.56     | 0.13     | (0.42)      | 0.82%   | -10.83% | -11.65%   |
|               | KVL1   | 0.07     | 0.13     | 0.06        | -21.95% | -8.54%  | 13.40%    |
|               | KHT1   | 0.44     | 0.10     | (0.34)      | 4.59%   | 1.62%   | -2.97%    |
|               | GTL1   | 0.37     | 0.10     | (0.27)      | 2.58%   | 1.57%   | -1.01%    |
|               | BVL1   | 0.13     | 0.00     | (0.13)      | 6.63%   | #Error  | #Error    |
|               | KDA1   | 0.13     | 0.00     | (0.13)      | 2.42%   | #Error  | #Error    |
|               | PDT1   | 0.00     | 0.00     |             | #Error  | #Error  | #Error    |
|               | PGR1   | 0.00     | 0.00     |             | #Error  | #Error  | #Error    |
|               | TPI1   | 0.08     | 0.00     | (0.08)      | -22.00% | #Error  | #Error    |
|               | TPY2   | 2.45     | 0.00     | (2.45)      | 0.98%   | #Error  | #Error    |
|               | VKI1   | 0.14     | 0.00     | (0.14)      | -7.46%  | #Error  | #Error    |
|               | Total  | 13.46    | 12.19    | (1.27)      | 2.06%   | 2.48%   | 0.41%     |
|               |        |          |          |             |         |         |           |
| KL-SOUTH      | TVP1   | 0.67     | 1.26     | 0.58        | 4.64%   | 3.04%   | -1.60%    |
|               | PAS1   | 0.46     | 0.62     | 0.16        | 3.91%   | -1.15%  | -5.05%    |
|               | KLR1   | 0.89     | 0.15     | (0.73)      | -2.43%  | -21.56% | -19.13%   |
|               | Total  | 2.02     | 2.03     | 0.01        | 1.38%   | -0.10%  | -1.48%    |
|               | Total  | 506.94   | 307.48   | (199.46)    | 2.57%   | 2.38%   | -0.19%    |



