

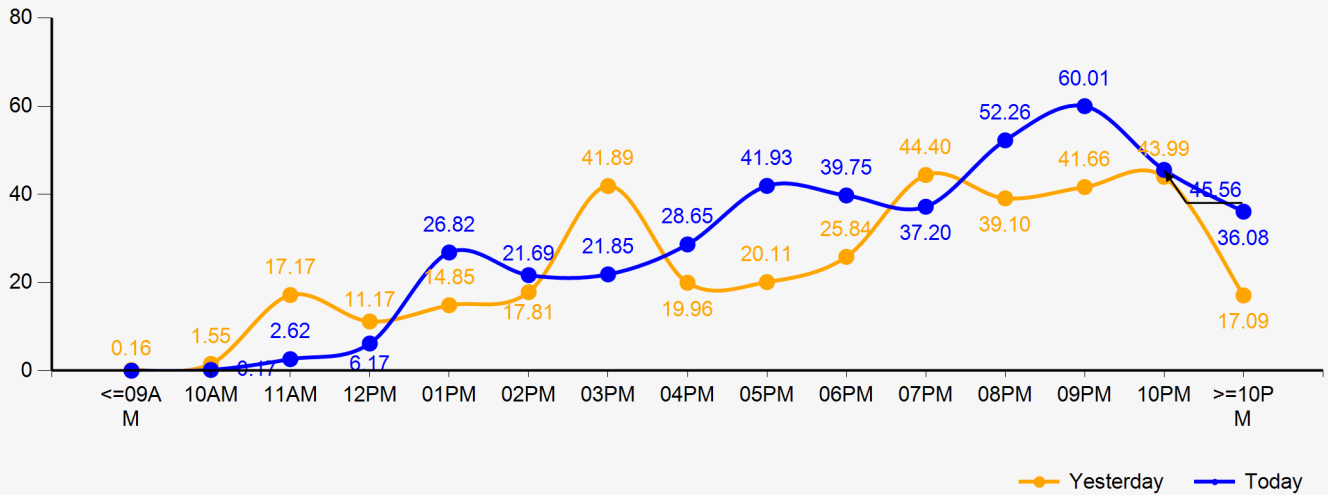
YD Sales : 356.76

YD GP%: 3.95%

TD Sales : 420.77

TD GP%: 5.11%

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    | 47.15    | 75.97    | 28.83       | 4.47%  | 5.50%  | 1.03%     |
| CHENNAI-01    | 27.36    | 51.52    | 24.16       | 5.02%  | 5.37%  | 0.35%     |
| NORTH ARCOT   | 34.92    | 46.21    | 11.29       | 4.20%  | 4.84%  | 0.64%     |
| SOUTH-01      | 45.99    | 40.56    | (5.43)      | 4.26%  | 5.70%  | 1.44%     |
| TRICHY-01     | 22.68    | 36.82    | 14.14       | 4.51%  | 4.98%  | 0.47%     |
| VIJAYAWADA-01 | 14.72    | 32.79    | 18.07       | 3.34%  | 5.48%  | 2.14%     |
| WEST-02       | 18.97    | 29.19    | 10.23       | 4.49%  | 5.12%  | 0.63%     |
| SOUTH ARCOT   | 40.60    | 27.91    | (12.68)     | 3.19%  | 3.53%  | 0.34%     |
| SOUTH-03      | 21.01    | 20.72    | (0.29)      | 3.81%  | 4.55%  | 0.74%     |
| TIRUPATI-01   | 11.00    | 15.08    | 4.08        | 4.24%  | 4.18%  | -0.05%    |
| KL-NORTH      | 12.92    | 14.57    | 1.65        | 3.66%  | 5.58%  | 1.92%     |
| WEST-01       | 14.19    | 13.82    | (0.36)      | 5.12%  | 6.18%  | 1.06%     |
| WEST-03       | 9.60     | 10.02    | 0.43        | 5.46%  | 4.14%  | -1.33%    |
| KL-SOUTH      | 5.66     | 4.68     | (0.99)      | 6.16%  | 4.46%  | -1.71%    |
| KL-CENTRAL    | 0.49     | 0.90     | 0.41        | 7.09%  | 5.36%  | -1.74%    |
| HO01          | 29.51    | 0.00     | (29.51)     | 0.52%  | #Error | #Error    |
| HYDERABAD-01  | 0.00     | 0.00     |             | #Error | #Error | #Error    |
| Total         | 356.76   | 420.77   | 64          | 3.95%  | 5.11%  | 1.16%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02 | CH03   | 4.82     | 9.53     | 4.72        | 5.51%  | 5.18%  | -0.33%    |
|            | CH15   | 2.52     | 9.19     | 6.67        | 4.55%  | 6.66%  | 2.11%     |
|            | CH21   | 5.88     | 7.90     | 2.02        | 2.86%  | 6.50%  | 3.64%     |
|            | CH36   | 0.18     | 5.18     | 5.01        | 4.42%  | 6.81%  | 2.39%     |
|            | CH17   | 0.68     | 4.69     | 4.01        | 3.78%  | 4.67%  | 0.89%     |
|            | MC05   | 0.24     | 4.32     | 4.08        | 5.40%  | 7.00%  | 1.60%     |
|            | CH51   | 2.37     | 3.83     | 1.46        | 4.46%  | 6.51%  | 2.05%     |
|            | CH06   | 0.48     | 3.37     | 2.90        | 5.01%  | 4.67%  | -0.33%    |
|            | CH34   | 0.53     | 3.27     | 2.74        | 3.16%  | 1.28%  | -1.88%    |
|            | CH33   | 5.76     | 2.62     | (3.14)      | 4.07%  | 4.58%  | 0.52%     |
|            | CH37   | 1.64     | 2.44     | 0.80        | 5.35%  | 6.46%  | 1.12%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02 | CH12   | 3.04     | 2.26     | (0.78)      | 5.80%  | 8.24%  | 2.45%     |
|            | CH41   | 1.46     | 2.16     | 0.70        | 3.37%  | 5.36%  | 1.99%     |
|            | CH20   | 1.38     | 2.05     | 0.67        | 5.39%  | 7.17%  | 1.78%     |
|            | CH46   | 1.18     | 1.95     | 0.77        | 0.77%  | -3.04% | -3.81%    |
|            | UKI1   | 1.22     | 1.65     | 0.43        | 5.61%  | 5.01%  | -0.60%    |
|            | CH50   | 2.59     | 1.63     | (0.96)      | 6.47%  | 5.25%  | -1.22%    |
|            | CH27   | 0.00     | 1.55     | 1.55        | #Error | 4.67%  | #Error    |
|            | MC06   | 0.60     | 1.41     | 0.80        | 7.21%  | 5.14%  | -2.07%    |
|            | GPD1   | 2.80     | 1.10     | (1.70)      | 4.00%  | 0.71%  | -3.29%    |
|            | CH18   | 0.37     | 0.97     | 0.60        | 4.33%  | 6.60%  | 2.27%     |
|            | CH43   | 0.22     | 0.67     | 0.45        | 7.83%  | 8.02%  | 0.19%     |
|            | CH35   | 1.11     | 0.54     | (0.56)      | 5.72%  | 8.24%  | 2.52%     |
|            | CH44   | 1.73     | 0.50     | (1.24)      | 1.67%  | 1.04%  | -0.63%    |
|            | CH31   | 0.70     | 0.42     | (0.28)      | 5.13%  | 6.97%  | 1.84%     |
|            | CH24   | 0.49     | 0.41     | (0.08)      | 2.51%  | -0.84% | -3.35%    |
|            | MJR1   | 2.89     | 0.34     | (2.55)      | 5.81%  | 13.19% | 7.38%     |
|            | PON1   | 0.27     | 0.02     | (0.25)      | 1.19%  | 51.81% | 50.62%    |
|            | CH01   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | CH23   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | CH32   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | Total  | 47.15    | 75.97    | 28.83       | 4.47%  | 5.50%  | 1.03%     |
| CHENNAI-01 |        |          |          |             |        |        |           |
|            | CH30   | 2.38     | 6.42     | 4.04        | 4.86%  | 6.36%  | 1.50%     |
|            | CH16   | 2.42     | 5.73     | 3.31        | 5.29%  | 6.39%  | 1.09%     |
|            | CH47   | 1.34     | 5.02     | 3.68        | 5.16%  | 4.89%  | -0.27%    |
|            | CH19   | 1.67     | 3.46     | 1.79        | 4.63%  | 5.77%  | 1.15%     |
|            | AVD1   | 0.69     | 3.31     | 2.62        | 5.23%  | 3.95%  | -1.29%    |
|            | CH48   | 2.38     | 3.13     | 0.75        | 5.93%  | 5.89%  | -0.04%    |
|            | CH25   | 0.55     | 2.82     | 2.27        | 5.47%  | 6.10%  | 0.63%     |
|            | GUD1   | 0.00     | 2.33     | 2.33        | #Error | 5.60%  | #Error    |
|            | CH49   | 1.17     | 2.30     | 1.13        | 4.99%  | 5.29%  | 0.30%     |
|            | CH07   | 0.00     | 2.27     | 2.27        | #Error | 6.40%  | #Error    |
|            | MRM1   | 0.39     | 2.18     | 1.79        | 6.86%  | 3.17%  | -3.69%    |
|            | CH14   | 0.70     | 1.72     | 1.02        | 4.97%  | 5.61%  | 0.64%     |
|            | CH45   | 2.97     | 1.58     | (1.39)      | 5.33%  | 0.15%  | -5.18%    |
|            | CH22   | 0.00     | 1.57     | 1.57        | #Error | 6.60%  | #Error    |
|            | CH05   | 1.98     | 1.23     | (0.74)      | 4.69%  | 2.72%  | -1.98%    |
|            | KNR1   | 1.24     | 1.23     | (0.01)      | 6.40%  | 5.35%  | -1.05%    |
|            | CH42   | 0.89     | 1.11     | 0.22        | 3.69%  | 8.14%  | 4.45%     |
|            | CH28   | 0.82     | 0.92     | 0.09        | 4.65%  | 2.86%  | -1.79%    |
|            | TKM1   | 1.30     | 0.85     | (0.45)      | 3.81%  | 5.03%  | 1.21%     |
|            | MC09   | 0.42     | 0.75     | 0.33        | 7.46%  | 7.93%  | 0.47%     |
|            | CH38   | 2.49     | 0.73     | (1.76)      | 2.68%  | 5.64%  | 2.95%     |
|            | CH40   | 0.00     | 0.20     | 0.20        | #Error | 6.86%  | #Error    |
|            | GUD2   | 0.32     | 0.19     | (0.13)      | 0.17%  | 4.48%  | 4.32%     |
|            | CH29   | 0.00     | 0.17     | 0.17        | #Error | 2.29%  | #Error    |
|            | SKL1   | 0.00     | 0.15     | 0.15        | #Error | 2.43%  | #Error    |
|            | CGL1   | 0.52     | 0.14     | (0.37)      | 12.33% | 0.14%  | -12.19%   |
|            | CH08   | 0.00     | 0.00     |             | #Error | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01  | CH26   | 0.71     | 0.00     | (0.71)      | 5.64%  | #Error | #Error    |
|             | CH39   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | Total  | 27.36    | 51.52    | 24.16       | 5.02%  | 5.37%  | 0.35%     |
| NORTH ARCOT |        |          |          |             |        |        |           |
|             | KPM2   | 2.94     | 6.53     | 3.59        | 1.34%  | 5.09%  | 3.75%     |
|             | VEL2   | 1.41     | 4.14     | 2.73        | 2.34%  | 3.71%  | 1.38%     |
|             | SBR1   | 0.97     | 3.10     | 2.14        | 2.79%  | 5.43%  | 2.64%     |
|             | AKM1   | 0.90     | 2.84     | 1.94        | 6.99%  | 7.22%  | 0.23%     |
|             | VEL3   | 1.59     | 2.51     | 0.92        | 4.66%  | 5.71%  | 1.05%     |
|             | TRR1   | 1.03     | 2.48     | 1.46        | 0.35%  | 7.00%  | 6.65%     |
|             | ABR1   | 0.96     | 2.47     | 1.51        | -0.73% | 4.51%  | 5.24%     |
|             | WJD1   | 0.80     | 2.02     | 1.22        | 5.35%  | 2.49%  | -2.86%    |
|             | CYR1   | 0.19     | 1.84     | 1.64        | 5.52%  | 3.03%  | -2.49%    |
|             | VNB1   | 2.77     | 1.71     | (1.06)      | 5.03%  | 2.29%  | -2.74%    |
|             | ARC2   | 0.15     | 1.62     | 1.47        | 2.26%  | 4.49%  | 2.23%     |
|             | CGM1   | 2.30     | 1.55     | (0.75)      | 6.10%  | 4.12%  | -1.97%    |
|             | VEL1   | 3.06     | 1.50     | (1.56)      | 6.14%  | 3.32%  | -2.82%    |
|             | WJP1   | 0.56     | 1.41     | 0.85        | 4.17%  | 5.03%  | 0.85%     |
|             | ANI1   | 0.51     | 1.36     | 0.86        | 5.14%  | 5.36%  | 0.22%     |
|             | TRL1   | 0.63     | 1.28     | 0.65        | -0.88% | 5.47%  | 6.35%     |
|             | CPT1   | 0.16     | 1.28     | 1.12        | 3.05%  | 5.90%  | 2.84%     |
|             | UGI1   | 0.36     | 1.12     | 0.75        | 1.08%  | 4.94%  | 3.86%     |
|             | VEL4   | 3.90     | 1.09     | (2.81)      | 5.48%  | 8.07%  | 2.59%     |
|             | SLG1   | 0.38     | 1.00     | 0.62        | 1.34%  | 2.03%  | 0.69%     |
|             | GDM1   | 1.10     | 0.78     | (0.31)      | 3.86%  | 4.52%  | 0.66%     |
|             | KPM1   | 2.69     | 0.69     | (2.00)      | 6.04%  | 7.50%  | 1.45%     |
|             | BGR1   | 1.68     | 0.62     | (1.06)      | 3.53%  | 2.12%  | -1.41%    |
|             | TRT1   | 0.70     | 0.50     | (0.21)      | 5.14%  | 6.09%  | 0.95%     |
|             | PLR1   | 0.63     | 0.48     | (0.15)      | 7.35%  | 3.27%  | -4.08%    |
|             | VSI1   | 1.94     | 0.29     | (1.65)      | 3.74%  | 6.42%  | 2.68%     |
|             | PTU1   | 0.59     | 0.00     | (0.59)      | 3.25%  | #Error | #Error    |
|             | Total  | 34.92    | 46.21    | 11.29       | 4.20%  | 4.84%  | 0.64%     |
| SOUTH-01    |        |          |          |             |        |        |           |
|             | TVL1   | 2.12     | 6.28     | 4.16        | 4.66%  | 5.75%  | 1.09%     |
|             | TUT1   | 4.02     | 4.51     | 0.49        | 5.57%  | 6.67%  | 1.10%     |
|             | VNR2   | 5.32     | 4.28     | (1.04)      | 5.02%  | 6.55%  | 1.53%     |
|             | TUT2   | 2.50     | 2.71     | 0.21        | 5.60%  | 5.96%  | 0.35%     |
|             | KVT1   | 5.69     | 2.56     | (3.12)      | 1.37%  | 4.09%  | 2.71%     |
|             | VLY1   | 0.87     | 1.87     | 1.00        | 5.23%  | 3.03%  | -2.20%    |
|             | NGR1   | 1.65     | 1.80     | 0.16        | 1.46%  | 11.02% | 9.56%     |
|             | UDN1   | 0.75     | 1.64     | 0.88        | 7.32%  | 6.71%  | -0.61%    |
|             | TYI1   | 0.22     | 1.40     | 1.18        | 6.86%  | 7.00%  | 0.14%     |
|             | APK1   | 0.57     | 1.26     | 0.68        | 1.26%  | 5.73%  | 4.47%     |
|             | TKS2   | 2.40     | 1.09     | (1.31)      | 3.90%  | 1.65%  | -2.25%    |
|             | MAR1   | 0.45     | 1.06     | 0.61        | 3.94%  | 3.92%  | -0.02%    |
|             | APK2   | 1.73     | 1.01     | (0.72)      | 7.54%  | 3.55%  | -3.99%    |
|             | TCN1   | 0.68     | 0.98     | 0.30        | 1.23%  | 6.49%  | 5.26%     |
|             | MMT1   | 1.82     | 0.93     | (0.89)      | 3.01%  | -0.91% | -3.91%    |
|             | VKM1   | 0.84     | 0.71     | (0.12)      | 3.98%  | 5.29%  | 1.31%     |
|             | VNR1   | 1.32     | 0.70     | (0.62)      | 6.65%  | 5.14%  | -1.51%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | KYR1   | 0.23     | 0.61     | 0.37        | 0.78%  | 9.55%  | 8.77%     |
|            | PKD1   | 0.35     | 0.60     | 0.26        | 2.71%  | 10.14% | 7.43%     |
|            | RND2   | 1.07     | 0.54     | (0.53)      | 4.15%  | 4.84%  | 0.69%     |
|            | RND1   | 0.36     | 0.54     | 0.19        | 16.26% | 6.99%  | -9.27%    |
|            | TKY1   | 0.50     | 0.44     | (0.06)      | 11.09% | 7.69%  | -3.40%    |
|            | PDI1   | 1.35     | 0.42     | (0.93)      | 2.72%  | 1.52%  | -1.20%    |
|            | SDI1   | 1.41     | 0.39     | (1.02)      | 3.56%  | 0.74%  | -2.82%    |
|            | KGL1   | 0.63     | 0.36     | (0.27)      | 9.31%  | 4.63%  | -4.68%    |
|            | KSM1   | 0.35     | 0.35     |             | 3.93%  | 9.53%  | 5.61%     |
|            | ASM1   | 0.40     | 0.30     | (0.10)      | 4.67%  | 5.95%  | 1.28%     |
|            | SVK1   | 1.02     | 0.26     | (0.76)      | 3.49%  | 0.82%  | -2.66%    |
|            | ERL2   | 1.16     | 0.24     | (0.93)      | 3.57%  | 15.35% | 11.78%    |
|            | TKS1   | 2.05     | 0.23     | (1.82)      | 3.84%  | 1.88%  | -1.96%    |
|            | STU2   | 0.00     | 0.18     | 0.18        | #Error | 1.88%  | #Error    |
|            | COL1   | 0.29     | 0.15     | (0.14)      | 1.29%  | 2.42%  | 1.13%     |
|            | SGT1   | 0.20     | 0.15     | (0.05)      | 6.86%  | 0.26%  | -6.60%    |
|            | SKD1   | 0.74     | 0.01     | (0.73)      | 4.26%  | 7.82%  | 3.56%     |
|            | ARM1   | 0.21     | 0.00     | (0.21)      | 2.85%  | #Error | #Error    |
|            | SNL1   | 0.14     | 0.00     | (0.14)      | -0.93% | #Error | #Error    |
|            | RPM1   | 0.57     | -0.01    | (0.58)      | 3.86%  | 12.35% | 8.49%     |
|            | Total  | 45.99    | 40.56    | (5.43)      | 4.26%  | 5.70%  | 1.44%     |
| TRICHY-01  |        |          |          |             |        |        |           |
|            | TRY1   | 4.10     | 9.14     | 5.04        | 3.39%  | 5.05%  | 1.66%     |
|            | KUM1   | 0.83     | 3.21     | 2.38        | 2.92%  | 4.56%  | 1.64%     |
|            | TVR2   | 0.62     | 2.75     | 2.13        | 4.46%  | 4.39%  | -0.08%    |
|            | PBR2   | 1.15     | 2.27     | 1.12        | 6.82%  | 3.60%  | -3.22%    |
|            | MSI1   | 0.73     | 2.19     | 1.46        | 6.07%  | 3.92%  | -2.14%    |
|            | KUM2   | 0.83     | 1.66     | 0.83        | 14.24% | 6.53%  | -7.71%    |
|            | TRY4   | 1.49     | 1.46     | (0.02)      | 4.94%  | 5.14%  | 0.20%     |
|            | TYR1   | 0.78     | 1.43     | 0.65        | 6.55%  | 3.10%  | -3.45%    |
|            | TTP1   | 0.18     | 1.34     | 1.17        | 2.91%  | 5.19%  | 2.28%     |
|            | NCK1   | 1.15     | 1.29     | 0.14        | 0.82%  | 5.19%  | 4.37%     |
|            | KRN1   | 0.69     | 1.24     | 0.55        | 6.05%  | 5.30%  | -0.75%    |
|            | NMM1   | 0.66     | 1.19     | 0.53        | 5.42%  | 6.51%  | 1.09%     |
|            | MVM1   | 0.16     | 1.13     | 0.98        | 2.81%  | 13.44% | 10.63%    |
|            | TVR1   | 0.00     | 0.87     | 0.87        | #Error | 3.95%  | #Error    |
|            | TNJ2   | 1.82     | 0.69     | (1.13)      | 5.09%  | 10.12% | 5.03%     |
|            | NGT1   | 0.00     | 0.67     | 0.67        | #Error | 1.97%  | #Error    |
|            | PBR1   | 0.54     | 0.61     | 0.08        | 5.05%  | 3.13%  | -1.92%    |
|            | ORU1   | 0.49     | 0.60     | 0.11        | 5.42%  | 6.79%  | 1.37%     |
|            | PDK2   | 0.51     | 0.59     | 0.08        | 8.21%  | 4.98%  | -3.23%    |
|            | TNJ1   | 0.67     | 0.49     | (0.17)      | 1.69%  | 7.93%  | 6.24%     |
|            | AYR1   | 1.14     | 0.49     | (0.66)      | 5.32%  | 3.10%  | -2.22%    |
|            | MDI1   | 0.00     | 0.46     | 0.46        | #Error | 1.43%  | #Error    |
|            | JKM1   | 2.84     | 0.40     | (2.45)      | 2.56%  | 1.16%  | -1.39%    |
|            | PTK1   | 0.51     | 0.35     | (0.16)      | 3.19%  | 3.34%  | 0.15%     |
|            | KIK1   | 0.17     | 0.31     | 0.14        | 2.57%  | -1.41% | -3.99%    |
|            | APM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | PDK1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01     | TRY2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | TRY3   | 0.63     | 0.00     | (0.63)      | 2.57%  | #Error | #Error    |
|               | Total  | 22.68    | 36.82    | 14.14       | 4.51%  | 4.98%  | 0.47%     |
| VIJAYAWADA-01 |        |          |          |             |        |        |           |
|               | VSK1   | 0.85     | 17.45    | 16.60       | 1.83%  | 6.54%  | 4.71%     |
|               | VJW1   | 1.58     | 2.11     | 0.53        | 5.36%  | 5.14%  | -0.22%    |
|               | TEL1   | 1.41     | 1.58     | 0.17        | 7.61%  | 4.79%  | -2.82%    |
|               | GNT1   | 0.22     | 1.41     | 1.18        | 11.69% | 5.14%  | -6.55%    |
|               | VJW4   | 0.15     | 0.97     | 0.82        | -0.42% | 5.18%  | 5.60%     |
|               | GVM1   | 0.93     | 0.86     | (0.06)      | 0.49%  | 3.16%  | 2.67%     |
|               | NPR1   | 0.14     | 0.81     | 0.66        | 0.14%  | 3.76%  | 3.62%     |
|               | VJW5   | 0.70     | 0.74     | 0.04        | 5.13%  | 3.42%  | -1.71%    |
|               | TVU1   | 0.00     | 0.73     | 0.73        | #Error | 7.90%  | #Error    |
|               | VKN1   | 1.80     | 0.70     | (1.10)      | -6.04% | 5.14%  | 11.18%    |
|               | BPP1   | 0.00     | 0.66     | 0.66        | #Error | 4.32%  | #Error    |
|               | NRT1   | 0.00     | 0.61     | 0.61        | #Error | -4.57% | #Error    |
|               | VUY1   | 0.51     | 0.51     |             | 5.14%  | 5.14%  | 0.00%     |
|               | CRL1   | 0.21     | 0.45     | 0.24        | 21.27% | 2.02%  | -19.25%   |
|               | JPT1   | 0.46     | 0.36     | (0.10)      | -0.43% | 0.83%  | 1.26%     |
|               | PNR1   | 0.00     | 0.35     | 0.35        | #Error | -0.24% | #Error    |
|               | OGL1   | 0.00     | 0.34     | 0.34        | #Error | 11.27% | #Error    |
|               | TNK1   | 0.02     | 0.32     | 0.30        | 13.17% | 5.78%  | -7.39%    |
|               | RAL1   | 0.00     | 0.27     | 0.27        | #Error | 2.91%  | #Error    |
|               | VJW3   | 0.18     | 0.25     | 0.07        | 5.08%  | -0.76% | -5.85%    |
|               | BVR1   | 1.10     | 0.24     | (0.86)      | 4.56%  | 1.88%  | -2.69%    |
|               | GNT2   | 1.01     | 0.21     | (0.80)      | 2.83%  | 3.75%  | 0.91%     |
|               | PRL1   | 0.43     | 0.21     | (0.22)      | 4.43%  | -1.51% | -5.94%    |
|               | TDD1   | 0.20     | 0.20     |             | 18.45% | 19.30% | 0.85%     |
|               | PPM1   | 0.26     | 0.16     | (0.10)      | 5.66%  | 9.93%  | 4.27%     |
|               | ELU1   | 0.13     | 0.12     |             | 5.12%  | 2.19%  | -2.93%    |
|               | MTM1   | 0.35     | 0.12     | (0.23)      | 7.77%  | -0.93% | -8.69%    |
|               | JGG1   | 0.17     | 0.03     | (0.14)      | 0.34%  | 12.41% | 12.07%    |
|               | NZV1   | 0.00     | 0.01     | 0.01        | #Error | 12.41% | #Error    |
|               | AMP1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | CKT1   | 0.30     | 0.00     | (0.30)      | -5.93% | #Error | #Error    |
|               | DPE1   | 0.13     | 0.00     | (0.13)      | 0.19%  | #Error | #Error    |
|               | GDV1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | KND1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | PAP1   | 0.61     | 0.00     | (0.61)      | 10.41% | #Error | #Error    |
|               | RMV1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | TNI1   | 0.01     | 0.00     | (0.01)      | 15.04% | #Error | #Error    |
|               | VJW2   | 0.88     | 0.00     | (0.88)      | 1.95%  | #Error | #Error    |
|               | Total  | 14.72    | 32.79    | 18.07       | 3.34%  | 5.48%  | 2.14%     |
| WEST-02       |        |          |          |             |        |        |           |
|               | HSR2   | 1.81     | 6.41     | 4.60        | 5.40%  | 6.95%  | 1.55%     |
|               | TRM1   | 2.44     | 2.68     | 0.24        | 2.91%  | 6.05%  | 3.14%     |
|               | MTR1   | 0.92     | 2.21     | 1.28        | 5.55%  | 3.54%  | -2.01%    |
|               | MCR1   | 1.01     | 1.98     | 0.97        | 1.47%  | 4.96%  | 3.50%     |
|               | SLM1   | 0.70     | 1.81     | 1.12        | 1.09%  | 8.01%  | 6.92%     |
|               | KRI1   | 0.00     | 1.59     | 1.59        | #Error | 4.57%  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02     | SLM3   | 0.46     | 1.55     | 1.09        | 1.70%  | 3.94%  | 2.24%     |
|             | EPI1   | 1.40     | 1.51     | 0.11        | 3.70%  | 3.16%  | -0.55%    |
|             | BMD1   | 0.60     | 1.19     | 0.58        | 4.83%  | 4.93%  | 0.10%     |
|             | KVP1   | 0.60     | 1.16     | 0.56        | 7.12%  | 4.25%  | -2.87%    |
|             | SLM2   | 0.01     | 1.05     | 1.04        | 15.22% | -0.96% | -16.19%   |
|             | DPR2   | 0.36     | 0.85     | 0.49        | 0.83%  | 4.77%  | 3.94%     |
|             | APN1   | 1.52     | 0.72     | (0.79)      | 4.39%  | 7.85%  | 3.46%     |
|             | HSR1   | 0.93     | 0.71     | (0.21)      | 12.33% | 5.26%  | -7.06%    |
|             | DPR1   | 0.19     | 0.70     | 0.52        | 2.56%  | 8.31%  | 5.75%     |
|             | PLC1   | 0.72     | 0.67     | (0.05)      | 5.30%  | 3.82%  | -1.48%    |
|             | VPD1   | 1.47     | 0.60     | (0.87)      | 3.71%  | 1.97%  | -1.74%    |
|             | PMP1   | 0.65     | 0.51     | (0.14)      | 8.03%  | 2.99%  | -5.04%    |
|             | HRR1   | 0.42     | 0.47     | 0.05        | 6.26%  | 0.70%  | -5.56%    |
|             | ATU1   | 0.89     | 0.46     | (0.44)      | 1.74%  | 6.57%  | 4.84%     |
|             | EDP1   | 0.00     | 0.20     | 0.20        | #Error | 1.88%  | #Error    |
|             | PNG1   | 0.70     | 0.15     | (0.55)      | 5.14%  | 2.42%  | -2.72%    |
|             | KAM1   | 0.00     | 0.01     | 0.01        | #Error | 10.75% | #Error    |
|             | OML1   | 0.78     | 0.00     | (0.78)      | 5.97%  | #Error | #Error    |
|             | SGI1   | 0.39     | 0.00     | (0.39)      | 4.94%  | #Error | #Error    |
|             | Total  | 18.97    | 29.19    | 10.23       | 4.49%  | 5.12%  | 0.63%     |
| SOUTH ARCOT |        |          |          |             |        |        |           |
|             | TRK1   | 6.81     | 4.86     | (1.95)      | 1.13%  | 2.85%  | 1.72%     |
|             | CUD1   | 2.32     | 2.80     | 0.48        | 4.24%  | 4.71%  | 0.47%     |
|             | PRT1   | 0.85     | 2.25     | 1.40        | 3.72%  | 0.64%  | -3.08%    |
|             | ULP1   | 4.33     | 2.17     | (2.16)      | 4.74%  | -1.66% | -6.40%    |
|             | VPM2   | 1.77     | 2.08     | 0.31        | 0.64%  | 4.75%  | 4.11%     |
|             | POY2   | 3.01     | 1.74     | (1.28)      | 5.19%  | 7.00%  | 1.81%     |
|             | KLM1   | 0.74     | 1.73     | 1.00        | 2.08%  | 5.88%  | 3.80%     |
|             | NVL2   | 0.40     | 1.57     | 1.17        | 3.09%  | 5.87%  | 2.78%     |
|             | SJI2   | 1.97     | 1.45     | (0.52)      | 2.34%  | 0.73%  | -1.61%    |
|             | STP1   | 1.08     | 1.43     | 0.35        | 0.15%  | 2.80%  | 2.65%     |
|             | VPM1   | 0.00     | 1.32     | 1.32        | #Error | 3.99%  | #Error    |
|             | TDM1   | 9.54     | 1.18     | (8.36)      | 3.59%  | 3.70%  | 0.10%     |
|             | KML1   | 0.54     | 0.75     | 0.22        | 2.07%  | 5.00%  | 2.93%     |
|             | CDM1   | 1.93     | 0.72     | (1.21)      | 5.62%  | 3.57%  | -2.05%    |
|             | KKI2   | 0.70     | 0.65     | (0.05)      | -1.41% | 2.40%  | 3.81%     |
|             | MKM1   | 0.00     | 0.60     | 0.60        | #Error | 6.65%  | #Error    |
|             | TVM1   | 0.54     | 0.42     | (0.12)      | 4.47%  | 8.69%  | 4.23%     |
|             | TVM2   | 0.52     | 0.17     | (0.35)      | 0.83%  | 11.31% | 10.48%    |
|             | POY1   | 3.31     | 0.01     | (3.30)      | 4.22%  | 15.04% | 10.81%    |
|             | VCM1   | 0.23     | 0.00     | (0.23)      | 8.81%  | #Error | #Error    |
|             | VCM2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | Total  | 40.60    | 27.91    | (12.68)     | 3.19%  | 3.53%  | 0.34%     |
| SOUTH-03    |        |          |          |             |        |        |           |
|             | PNV2   | 0.00     | 1.74     | 1.74        | #Error | 7.00%  | #Error    |
|             | TDI1   | 0.87     | 1.72     | 0.85        | 4.27%  | 3.29%  | -0.97%    |
|             | MDU1   | 0.83     | 1.66     | 0.84        | 0.74%  | 5.89%  | 5.14%     |
|             | DGL1   | 1.30     | 1.41     | 0.10        | 3.07%  | 5.14%  | 2.07%     |
|             | ATG1   | 0.00     | 1.18     | 1.18        | #Error | 7.76%  | #Error    |
|             | MDU3   | 0.15     | 1.14     | 0.99        | -0.79% | 2.67%  | 3.45%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03    | KPT1   | 0.67     | 0.98     | 0.31        | 4.44%  | 7.69%  | 3.25%     |
|             | NTM1   | 1.61     | 0.95     | (0.66)      | 4.17%  | 0.07%  | -4.10%    |
|             | PVI1   | 0.60     | 0.88     | 0.28        | 2.81%  | 4.33%  | 1.53%     |
|             | ODM1   | 0.15     | 0.83     | 0.68        | -0.77% | 6.47%  | 7.25%     |
|             | KKD3   | 0.17     | 0.75     | 0.58        | 1.34%  | 6.81%  | 5.47%     |
|             | SGP1   | 0.28     | 0.72     | 0.44        | 1.90%  | 0.18%  | -1.72%    |
|             | MDU7   | 0.29     | 0.71     | 0.43        | 9.67%  | 5.18%  | -4.50%    |
|             | TEN1   | 0.31     | 0.70     | 0.39        | 4.76%  | 5.14%  | 0.38%     |
|             | KRR1   | 0.48     | 0.53     | 0.05        | 2.72%  | 2.46%  | -0.26%    |
|             | MPA1   | 0.89     | 0.52     | (0.37)      | 4.77%  | 9.11%  | 4.35%     |
|             | MDU2   | 1.07     | 0.51     | (0.57)      | 3.32%  | 2.95%  | -0.37%    |
|             | MDU4   | 0.30     | 0.49     | 0.20        | 2.45%  | 3.59%  | 1.14%     |
|             | BNR1   | 0.63     | 0.47     | (0.17)      | 3.89%  | 1.77%  | -2.13%    |
|             | DGL2   | 0.00     | 0.41     | 0.41        | #Error | 0.33%  | #Error    |
|             | MDU5   | 0.00     | 0.38     | 0.38        | #Error | 2.50%  | #Error    |
|             | CBM1   | 0.53     | 0.35     | (0.18)      | 0.93%  | -0.24% | -1.16%    |
|             | CMR1   | 0.70     | 0.35     | (0.35)      | 2.05%  | 6.95%  | 4.90%     |
|             | TPT1   | 0.62     | 0.30     | (0.31)      | 6.61%  | 2.06%  | -4.54%    |
|             | PNI1   | 0.74     | 0.29     | (0.45)      | 5.17%  | 9.52%  | 4.34%     |
|             | DKI1   | 0.63     | 0.24     | (0.39)      | -0.71% | 1.88%  | 2.59%     |
|             | KYK1   | 0.00     | 0.19     | 0.19        | #Error | 3.41%  | #Error    |
|             | MLR1   | 0.43     | 0.17     | (0.26)      | 9.15%  | -0.98% | -10.12%   |
|             | TEN2   | 0.97     | 0.14     | (0.83)      | 1.43%  | -0.92% | -2.35%    |
|             | BTU1   | 0.21     | 0.01     | (0.20)      | -0.20% | 12.69% | 12.89%    |
|             | ADP1   | 0.99     | 0.00     | (0.99)      | 8.38%  | #Error | #Error    |
|             | MDU6   | 1.51     | 0.00     | (1.51)      | 3.89%  | #Error | #Error    |
|             | MNM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | NKI1   | 0.57     | 0.00     | (0.57)      | 1.08%  | #Error | #Error    |
|             | PKM1   | 1.18     | 0.00     | (1.18)      | 7.38%  | #Error | #Error    |
|             | SVG1   | 0.61     | 0.00     | (0.61)      | 0.60%  | #Error | #Error    |
|             | TMM1   | 0.23     | 0.00     | (0.23)      | 3.09%  | #Error | #Error    |
|             | USL1   | 0.49     | 0.00     | (0.49)      | 8.32%  | #Error | #Error    |
|             | Total  | 21.01    | 20.72    | (0.29)      | 3.81%  | 4.55%  | 0.74%     |
| TIRUPATI-01 |        |          |          |             |        |        |           |
|             | KNL2   | 0.51     | 2.45     | 1.93        | -1.89% | 4.99%  | 6.88%     |
|             | PDT1   | 1.42     | 2.36     | 0.94        | 5.20%  | 6.22%  | 1.01%     |
|             | BVL1   | 0.39     | 1.93     | 1.54        | 4.66%  | 3.47%  | -1.19%    |
|             | TPY2   | 0.33     | 1.47     | 1.14        | 0.00%  | 3.54%  | 3.54%     |
|             | PMR1   | 0.18     | 1.09     | 0.91        | 3.38%  | 3.92%  | 0.54%     |
|             | KAR1   | 0.52     | 0.70     | 0.18        | 8.33%  | 2.41%  | -5.92%    |
|             | MPL1   | 0.83     | 0.59     | (0.23)      | 1.20%  | 5.14%  | 3.94%     |
|             | ATP1   | 0.27     | 0.53     | 0.27        | 7.93%  | 2.82%  | -5.11%    |
|             | NLR1   | 0.24     | 0.49     | 0.25        | 1.87%  | 7.67%  | 5.80%     |
|             | PIL1   | 0.00     | 0.47     | 0.47        | #Error | 6.17%  | #Error    |
|             | PGR1   | 0.35     | 0.46     | 0.10        | -0.48% | -1.09% | -0.61%    |
|             | CTO1   | 0.92     | 0.45     | (0.46)      | 6.96%  | -2.51% | -9.47%    |
|             | NYP1   | 0.00     | 0.43     | 0.43        | #Error | 2.15%  | #Error    |
|             | ADI1   | 0.23     | 0.30     | 0.07        | 2.91%  | 10.17% | 7.25%     |
|             | NDL1   | 0.00     | 0.26     | 0.26        | #Error | 5.17%  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | KOU1   | 0.30     | 0.25     | (0.05)      | 2.25%  | 3.90%  | 1.65%     |
|             | KHT1   | 0.00     | 0.24     | 0.24        | #Error | 13.36% | #Error    |
|             | DHN1   | 0.26     | 0.23     | (0.02)      | 5.61%  | -1.33% | -6.93%    |
|             | TPY1   | 0.00     | 0.21     | 0.21        | #Error | -2.38% | #Error    |
|             | TPI1   | 0.00     | 0.14     | 0.14        | #Error | -3.11% | #Error    |
|             | VKI1   | 0.00     | 0.02     | 0.02        | #Error | 12.90% | #Error    |
|             | RCY1   | 1.35     | 0.01     | (1.34)      | 4.87%  | 14.27% | 9.40%     |
|             | RJP1   | 0.44     | 0.01     | (0.44)      | 10.47% | 12.41% | 1.94%     |
|             | GTL1   | 0.43     | 0.00     | (0.43)      | 7.58%  | #Error | #Error    |
|             | KDA1   | 0.15     | 0.00     | (0.15)      | 8.73%  | #Error | #Error    |
|             | KDR1   | 0.51     | 0.00     | (0.51)      | 5.12%  | #Error | #Error    |
|             | KNL1   | 0.26     | 0.00     | (0.26)      | 1.47%  | #Error | #Error    |
|             | KVL1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | PUT1   | 0.87     | 0.00     | (0.87)      | 1.60%  | #Error | #Error    |
|             | SPE1   | 0.24     | 0.00     | (0.24)      | 2.89%  | #Error | #Error    |
|             | Total  | 11.00    | 15.08    | 4.08        | 4.24%  | 4.18%  | -0.05%    |
|             |        |          |          |             |        |        |           |
| KL-NORTH    | KZD1   | 5.96     | 9.36     | 3.40        | 4.48%  | 5.94%  | 1.45%     |
|             | KNU1   | 1.62     | 2.17     | 0.55        | -1.91% | 6.47%  | 8.38%     |
|             | VLC1   | 0.22     | 1.66     | 1.43        | 17.10% | 3.85%  | -13.25%   |
|             | BSY1   | 5.11     | 1.38     | (3.73)      | 3.89%  | 3.86%  | -0.03%    |
|             | Total  | 12.92    | 14.57    | 1.65        | 3.66%  | 5.58%  | 1.92%     |
|             |        |          |          |             |        |        |           |
| WEST-01     | UAM1   | 1.61     | 3.28     | 1.67        | 4.90%  | 6.98%  | 2.08%     |
|             | CNR1   | 1.22     | 2.83     | 1.61        | 4.86%  | 5.98%  | 1.12%     |
|             | SUL1   | 0.70     | 1.80     | 1.10        | 5.14%  | 5.70%  | 0.56%     |
|             | CBE2   | 2.04     | 1.74     | (0.30)      | 7.07%  | 7.33%  | 0.27%     |
|             | GDR1   | 2.11     | 1.10     | (1.01)      | 5.14%  | 6.06%  | 0.92%     |
|             | KGI1   | 1.00     | 0.94     | (0.06)      | 3.17%  | 5.58%  | 2.40%     |
|             | KMR1   | 0.54     | 0.72     | 0.18        | 3.41%  | 9.27%  | 5.86%     |
|             | SNR1   | 0.36     | 0.49     | 0.13        | 1.87%  | 6.78%  | 4.90%     |
|             | CBE5   | 0.00     | 0.46     | 0.46        | #Error | -5.47% | #Error    |
|             | DPM2   | 0.00     | 0.31     | 0.31        | #Error | 4.76%  | #Error    |
|             | CBE4   | 0.30     | 0.15     | (0.14)      | 11.51% | 10.64% | -0.87%    |
|             | ANR1   | 0.18     | 0.00     | (0.18)      | 1.88%  | #Error | #Error    |
|             | CBE1   | 0.70     | 0.00     | (0.70)      | 5.14%  | #Error | #Error    |
|             | CBE3   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | CBE6   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | KMD1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | MPM1   | 1.98     | 0.00     | (1.98)      | 4.77%  | #Error | #Error    |
|             | PDM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | PLI1   | 0.70     | 0.00     | (0.70)      | 5.14%  | #Error | #Error    |
|             | PPI1   | 0.60     | 0.00     | (0.60)      | 5.83%  | #Error | #Error    |
|             | UMP1   | 0.15     | 0.00     | (0.15)      | 2.42%  | #Error | #Error    |
|             | Total  | 14.19    | 13.82    | (0.36)      | 5.12%  | 6.18%  | 1.06%     |
|             |        |          |          |             |        |        |           |
| WEST-03     | NKL2   | 1.41     | 1.77     | 0.37        | 5.14%  | 4.20%  | -0.94%    |
|             | CMI1   | 1.10     | 1.54     | 0.44        | 4.49%  | 1.19%  | -3.30%    |
|             | KMM1   | 0.42     | 1.37     | 0.95        | 6.86%  | 4.44%  | -2.42%    |
|             | GBM1   | 0.97     | 1.32     | 0.36        | 3.73%  | 4.80%  | 1.07%     |
|             | ERD1   | 0.19     | 0.89     | 0.69        | 2.62%  | 4.55%  | 1.93%     |

| Sales Zone   | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|--------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-03      | KGM1   | 0.45     | 0.68     | 0.23        | 11.04% | 7.51%  | -3.52%    |
|              | SYM2   | 1.20     | 0.51     | (0.70)      | 5.69%  | 5.12%  | -0.56%    |
|              | SGG1   | 0.59     | 0.44     | (0.16)      | 5.14%  | 3.31%  | -1.83%    |
|              | TPR1   | 0.20     | 0.41     | 0.21        | 6.35%  | 3.11%  | -3.24%    |
|              | PDR1   | 0.00     | 0.41     | 0.41        | #Error | 4.90%  | #Error    |
|              | RSP1   | 0.61     | 0.20     | (0.41)      | 8.62%  | 9.65%  | 1.03%     |
|              | TPR2   | 0.15     | 0.18     | 0.03        | 2.42%  | 5.63%  | 3.20%     |
|              | TPR3   | 0.70     | 0.15     | (0.55)      | 5.13%  | -0.51% | -5.64%    |
|              | AVI1   | 0.00     | 0.15     | 0.15        | #Error | 2.42%  | #Error    |
|              | ERD2   | 0.16     | 0.00     | (0.16)      | 9.32%  | #Error | #Error    |
|              | TCG1   | 0.25     | 0.00     | (0.25)      | 4.89%  | #Error | #Error    |
|              | TPR4   | 1.20     | 0.00     | (1.20)      | 4.37%  | #Error | #Error    |
|              | VKL1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|              | Total  | 9.60     | 10.02    | 0.43        | 5.46%  | 4.14%  | -1.33%    |
|              |        |          |          |             |        |        |           |
| KL-SOUTH     | KOM1   | 2.14     | 1.96     | (0.19)      | 4.82%  | 4.24%  | -0.58%    |
|              | TVP1   | 0.15     | 1.50     | 1.35        | -1.58% | 4.80%  | 6.37%     |
|              | PNL1   | 1.67     | 0.51     | (1.16)      | 4.74%  | 5.14%  | 0.40%     |
|              | PAS1   | 0.82     | 0.42     | (0.41)      | 9.83%  | 4.73%  | -5.10%    |
|              | KLR1   | 0.88     | 0.30     | (0.58)      | 10.05% | 2.62%  | -7.43%    |
|              | Total  | 5.66     | 4.68     | (0.99)      | 6.16%  | 4.46%  | -1.71%    |
| KL-CENTRAL   |        |          |          |             |        |        |           |
|              | KOC1   | 0.49     | 0.90     | 0.41        | 7.09%  | 5.36%  | -1.74%    |
|              | Total  | 0.49     | 0.90     | 0.41        | 7.09%  | 5.36%  | -1.74%    |
| HO01         |        |          |          |             |        |        |           |
|              | GHUB   | 29.48    | 0.00     | (29.48)     | 0.52%  | #Error | #Error    |
|              | MSWH   | 0.03     | 0.00     | (0.03)      | 0.97%  | #Error | #Error    |
|              | Total  | 29.51    | 0.00     | (29.51)     | 0.52%  | #Error | #Error    |
| HYDERABAD-01 |        |          |          |             |        |        |           |
|              | HYD1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|              | Total  | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|              | Total  | 356.76   | 420.77   | 64.01       | 3.95%  | 5.11%  | 1.16%     |