

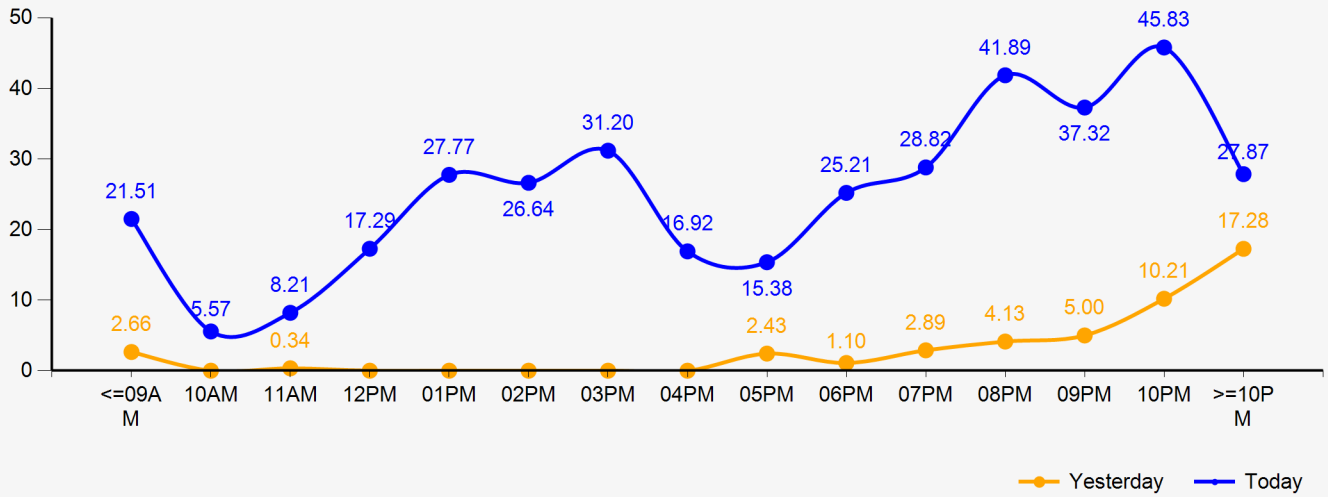
YD Sales : 46.04

YD GP%: 3.27%

TD Sales : 377.43

TD GP%: 2.97%

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    | 5.56     | 82.57    | 77.01       | 2.55%  | 1.53%  | -1.02%    |
| CHENNAI-01    | 14.99    | 64.18    | 49.20       | 1.87%  | 2.04%  | 0.17%     |
| NORTH ARCOT   | 5.43     | 50.01    | 44.57       | 3.63%  | 3.38%  | -0.25%    |
| WEST-02       | 2.04     | 37.30    | 35.26       | 4.69%  | 4.69%  | 0.00%     |
| SOUTH-01      | 3.66     | 26.54    | 22.87       | 6.07%  | 3.94%  | -2.14%    |
| TIRUPATI-01   | 1.58     | 25.65    | 24.07       | 3.44%  | 3.69%  | 0.24%     |
| VIJAYAWADA-01 | 1.24     | 24.76    | 23.52       | 4.32%  | 3.56%  | -0.76%    |
| WEST-01       | 0.00     | 20.79    | 20.79       | #Error | 4.01%  | #Error    |
| TRICHY-01     | 10.09    | 19.10    | 9.01        | 4.13%  | 4.06%  | -0.07%    |
| SOUTH ARCOT   | 0.77     | 17.02    | 16.25       | 0.91%  | 1.57%  | 0.66%     |
| SOUTH-03      | 0.22     | 7.07     | 6.85        | 2.48%  | 4.63%  | 2.15%     |
| KL-SOUTH      | 0.45     | 2.43     | 1.98        | 6.48%  | 5.06%  | -1.42%    |
| Total         | 46.04    | 377.43   | 331         | 3.27%  | 2.97%  | -0.30%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02 | CH03   | 0.00     | 11.61    | 11.61       | #Error | 0.97%  | #Error    |
|            | MC05   | 0.00     | 10.34    | 10.34       | #Error | 1.21%  | #Error    |
|            | CH44   | 0.00     | 7.85     | 7.85        | #Error | 1.43%  | #Error    |
|            | CH06   | 0.00     | 7.39     | 7.39        | #Error | 0.46%  | #Error    |
|            | CH24   | 0.00     | 5.67     | 5.67        | #Error | 0.72%  | #Error    |
|            | CH23   | 0.00     | 5.18     | 5.18        | #Error | 1.27%  | #Error    |
|            | CH15   | 3.16     | 3.60     | 0.45        | 2.58%  | 4.00%  | 1.42%     |
|            | CH12   | 0.00     | 3.22     | 3.22        | #Error | 1.71%  | #Error    |
|            | UKI1   | 0.08     | 3.21     | 3.13        | -0.72% | 4.63%  | 5.35%     |
|            | CH41   | 0.24     | 3.02     | 2.78        | 7.56%  | 1.06%  | -6.51%    |
|            | MJR1   | 0.00     | 2.97     | 2.97        | #Error | 1.76%  | #Error    |
|            | CH18   | 0.00     | 2.63     | 2.63        | #Error | 0.26%  | #Error    |
|            | CH31   | 0.00     | 2.36     | 2.36        | #Error | -0.29% | #Error    |
|            | CH21   | 0.00     | 2.20     | 2.20        | #Error | 0.52%  | #Error    |
|            | CH46   | 0.00     | 2.07     | 2.07        | #Error | 1.94%  | #Error    |
|            | CH09   | 0.00     | 1.37     | 1.37        | #Error | 0.79%  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-02  | CH20   | 0.00     | 1.25     | 1.25        | #Error | 1.34%   | #Error    |
|             | CH36   | 0.00     | 1.15     | 1.15        | #Error | 6.23%   | #Error    |
|             | CH33   | 2.08     | 1.11     | (0.97)      | 2.05%  | 2.60%   | 0.55%     |
|             | CH34   | 0.00     | 1.09     | 1.09        | #Error | 1.61%   | #Error    |
|             | MC08   | 0.00     | 0.78     | 0.78        | #Error | 0.64%   | #Error    |
|             | CH17   | 0.00     | 0.64     | 0.64        | #Error | 5.47%   | #Error    |
|             | CH43   | 0.00     | 0.60     | 0.60        | #Error | 4.74%   | #Error    |
|             | CH27   | 0.00     | 0.55     | 0.55        | #Error | 8.79%   | #Error    |
|             | MC06   | 0.00     | 0.31     | 0.31        | #Error | 3.00%   | #Error    |
|             | CH32   | 0.00     | 0.28     | 0.28        | #Error | 5.11%   | #Error    |
|             | PON1   | 0.00     | 0.13     | 0.13        | #Error | 4.32%   | #Error    |
|             | CH01   | 0.00     | 0.00     |             | #Error | #Error  | #Error    |
|             | GPD1   | 0.00     | 0.00     |             | #Error | #Error  | #Error    |
|             | Total  | 5.56     | 82.57    | 77.01       | 2.55%  | 1.53%   | -1.02%    |
|             |        |          |          |             |        |         |           |
| CHENNAI-01  | CH14   | 0.00     | 12.45    | 12.45       | #Error | 1.43%   | #Error    |
|             | AVD1   | 0.00     | 5.03     | 5.03        | #Error | 2.01%   | #Error    |
|             | TKM1   | 0.00     | 4.84     | 4.84        | #Error | 1.90%   | #Error    |
|             | CH48   | 0.00     | 4.18     | 4.18        | #Error | 2.40%   | #Error    |
|             | CH16   | 0.37     | 4.05     | 3.68        | -1.01% | 1.21%   | 2.21%     |
|             | CH35   | 0.00     | 3.98     | 3.98        | #Error | 2.03%   | #Error    |
|             | KNR1   | 0.00     | 3.86     | 3.86        | #Error | 1.86%   | #Error    |
|             | GUD1   | 1.71     | 2.86     | 1.15        | 4.04%  | 2.05%   | -1.99%    |
|             | CH30   | 0.00     | 2.84     | 2.84        | #Error | 0.91%   | #Error    |
|             | MC10   | 0.00     | 2.73     | 2.73        | #Error | 0.23%   | #Error    |
|             | CH08   | 0.00     | 2.22     | 2.22        | #Error | 4.85%   | #Error    |
|             | CH37   | 0.00     | 2.01     | 2.01        | #Error | 2.99%   | #Error    |
|             | CH05   | 0.00     | 1.59     | 1.59        | #Error | 5.88%   | #Error    |
|             | MC09   | 0.00     | 1.32     | 1.32        | #Error | 6.07%   | #Error    |
|             | CH11   | 0.00     | 1.28     | 1.28        | #Error | 4.97%   | #Error    |
|             | CH28   | 0.00     | 1.26     | 1.26        | #Error | 4.46%   | #Error    |
|             | CH45   | 0.34     | 1.18     | 0.84        | 5.86%  | 0.06%   | -5.80%    |
|             | CH40   | 1.85     | 1.10     | (0.75)      | 1.50%  | -1.01%  | -2.51%    |
|             | GUD2   | 5.54     | 0.85     | (4.70)      | 1.68%  | 1.98%   | 0.30%     |
|             | CH26   | 0.00     | 0.80     | 0.80        | #Error | 3.23%   | #Error    |
|             | SKL1   | 1.68     | 0.74     | (0.94)      | 0.75%  | 5.55%   | 4.80%     |
|             | CH39   | 0.00     | 0.67     | 0.67        | #Error | 4.21%   | #Error    |
|             | CH07   | 2.49     | 0.61     | (1.89)      | 0.76%  | -7.56%  | -8.32%    |
|             | MRM1   | 0.00     | 0.55     | 0.55        | #Error | 4.59%   | #Error    |
|             | CH29   | 0.00     | 0.51     | 0.51        | #Error | 8.42%   | #Error    |
|             | CH22   | 0.83     | 0.36     | (0.47)      | 4.07%  | -16.34% | -20.41%   |
|             | CH42   | 0.15     | 0.22     | 0.06        | 4.81%  | 8.16%   | 3.35%     |
|             | MC02   | 0.00     | 0.11     | 0.11        | #Error | 3.16%   | #Error    |
|             | CGL1   | 0.01     | 0.01     |             | 14.07% | 14.27%  | 0.20%     |
|             | CH19   | 0.00     | 0.00     |             | #Error | #Error  | #Error    |
|             | CH38   | 0.00     | 0.00     |             | #Error | #Error  | #Error    |
|             | Total  | 14.99    | 64.18    | 49.20       | 1.87%  | 2.04%   | 0.17%     |
|             |        |          |          |             |        |         |           |
| NORTH ARCOT | SBR1   | 0.00     | 4.50     | 4.50        | #Error | 1.88%   | #Error    |
|             | TRR1   | 1.20     | 4.10     | 2.91        | 2.98%  | 4.37%   | 1.39%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | WJP1   | 0.00     | 3.27     | 3.27        | #Error | 3.17%  | #Error    |
|             | VNB1   | 0.00     | 3.21     | 3.21        | #Error | 4.04%  | #Error    |
|             | KPM2   | 0.00     | 2.89     | 2.89        | #Error | 3.27%  | #Error    |
|             | CGM1   | 0.49     | 2.61     | 2.13        | 4.89%  | 3.97%  | -0.92%    |
|             | TRL1   | 0.00     | 2.56     | 2.56        | #Error | 1.61%  | #Error    |
|             | VEL1   | 1.61     | 2.47     | 0.86        | 2.91%  | 1.42%  | -1.49%    |
|             | ANI1   | 0.00     | 2.44     | 2.44        | #Error | 2.02%  | #Error    |
|             | BGR1   | 0.00     | 2.32     | 2.32        | #Error | 3.73%  | #Error    |
|             | CYR1   | 0.09     | 2.00     | 1.90        | 4.18%  | 3.08%  | -1.10%    |
|             | PTU1   | 0.00     | 1.89     | 1.89        | #Error | 3.20%  | #Error    |
|             | SLG1   | 0.00     | 1.82     | 1.82        | #Error | 4.10%  | #Error    |
|             | VSI1   | 0.00     | 1.70     | 1.70        | #Error | 4.45%  | #Error    |
|             | WJD1   | 0.00     | 1.65     | 1.65        | #Error | 3.59%  | #Error    |
|             | PLR1   | 0.13     | 1.62     | 1.49        | 8.62%  | 4.38%  | -4.24%    |
|             | TRT1   | 0.00     | 1.62     | 1.62        | #Error | 1.10%  | #Error    |
|             | ARC2   | 0.00     | 1.54     | 1.54        | #Error | 4.76%  | #Error    |
|             | UGI1   | 0.00     | 1.51     | 1.51        | #Error | 5.17%  | #Error    |
|             | AKM1   | 1.64     | 1.32     | (0.32)      | 3.75%  | 5.37%  | 1.62%     |
|             | CPT1   | 0.28     | 1.27     | 1.00        | 5.23%  | 5.04%  | -0.20%    |
|             | GDM1   | 0.00     | 0.72     | 0.72        | #Error | 5.37%  | #Error    |
|             | KPM1   | 0.00     | 0.70     | 0.70        | #Error | 3.89%  | #Error    |
|             | ABR1   | 0.00     | 0.26     | 0.26        | #Error | 4.39%  | #Error    |
|             | VEL2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | Total  | 5.43     | 50.01    | 44.57       | 3.63%  | 3.38%  | -0.25%    |
|             |        |          |          |             |        |        |           |
| WEST-02     | TRM1   | 0.00     | 6.33     | 6.33        | #Error | 4.40%  | #Error    |
|             | NKL2   | 0.00     | 2.94     | 2.94        | #Error | 5.01%  | #Error    |
|             | SLM1   | 0.00     | 2.44     | 2.44        | #Error | 1.22%  | #Error    |
|             | SGI1   | 0.00     | 2.20     | 2.20        | #Error | 4.68%  | #Error    |
|             | SLM3   | 0.00     | 1.95     | 1.95        | #Error | 5.88%  | #Error    |
|             | ERD1   | 2.04     | 1.82     | (0.22)      | 4.69%  | 5.35%  | 0.66%     |
|             | PMP1   | 0.00     | 1.68     | 1.68        | #Error | 6.06%  | #Error    |
|             | ERD2   | 0.00     | 1.55     | 1.55        | #Error | 3.99%  | #Error    |
|             | ATU1   | 0.00     | 1.46     | 1.46        | #Error | 6.66%  | #Error    |
|             | HRR1   | 0.00     | 1.44     | 1.44        | #Error | 4.06%  | #Error    |
|             | EPI1   | 0.00     | 1.43     | 1.43        | #Error | 6.51%  | #Error    |
|             | KRI1   | 0.00     | 1.33     | 1.33        | #Error | 4.74%  | #Error    |
|             | HSR2   | 0.00     | 1.20     | 1.20        | #Error | 6.90%  | #Error    |
|             | DPR2   | 0.00     | 1.03     | 1.03        | #Error | 5.14%  | #Error    |
|             | EDP1   | 0.00     | 0.93     | 0.93        | #Error | 1.93%  | #Error    |
|             | KVP1   | 0.00     | 0.89     | 0.89        | #Error | 4.39%  | #Error    |
|             | SLM2   | 0.00     | 0.89     | 0.89        | #Error | 6.58%  | #Error    |
|             | APN1   | 0.00     | 0.82     | 0.82        | #Error | 2.71%  | #Error    |
|             | DPR1   | 0.00     | 0.75     | 0.75        | #Error | 2.96%  | #Error    |
|             | KMM1   | 0.00     | 0.69     | 0.69        | #Error | 4.67%  | #Error    |
|             | BMD1   | 0.00     | 0.69     | 0.69        | #Error | 5.43%  | #Error    |
|             | PLC1   | 0.00     | 0.65     | 0.65        | #Error | 5.29%  | #Error    |
|             | VKL1   | 0.00     | 0.54     | 0.54        | #Error | 4.60%  | #Error    |
|             | PDR1   | 0.00     | 0.51     | 0.51        | #Error | 5.48%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02    | MTR1   | 0.00     | 0.45     | 0.45        | #Error | 3.58%  | #Error    |
|            | CMI1   | 0.00     | 0.45     | 0.45        | #Error | 5.63%  | #Error    |
|            | RSP1   | 0.00     | 0.25     | 0.25        | #Error | 3.99%  | #Error    |
|            | HSR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | MCR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | OML1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | SGG1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TCG1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | VPD1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | Total  | 2.04     | 37.30    | 35.26       | 4.69%  | 4.69%  | 0.00%     |
|            |        |          |          |             |        |        |           |
| SOUTH-01   | TVL1   | 0.13     | 5.95     | 5.83        | 4.05%  | 2.89%  | -1.16%    |
|            | TUT2   | 0.00     | 3.84     | 3.84        | #Error | 4.66%  | #Error    |
|            | TUT1   | 1.16     | 3.10     | 1.94        | 5.10%  | 3.86%  | -1.24%    |
|            | KVT1   | 0.00     | 2.69     | 2.69        | #Error | 3.47%  | #Error    |
|            | VNR2   | 0.52     | 1.66     | 1.14        | 8.40%  | 5.18%  | -3.22%    |
|            | NGR1   | 0.48     | 1.63     | 1.15        | 4.24%  | 2.30%  | -1.94%    |
|            | RPM1   | 0.00     | 1.16     | 1.16        | #Error | 5.32%  | #Error    |
|            | TKS1   | 0.00     | 1.16     | 1.16        | #Error | 4.46%  | #Error    |
|            | TKS2   | 0.00     | 0.97     | 0.97        | #Error | 4.63%  | #Error    |
|            | PDI1   | 0.00     | 0.91     | 0.91        | #Error | 4.65%  | #Error    |
|            | VL1    | 0.00     | 0.76     | 0.76        | #Error | 4.44%  | #Error    |
|            | RND1   | 0.00     | 0.54     | 0.54        | #Error | 1.95%  | #Error    |
|            | SNL1   | 0.00     | 0.50     | 0.50        | #Error | 3.46%  | #Error    |
|            | SGT1   | 0.00     | 0.49     | 0.49        | #Error | 4.43%  | #Error    |
|            | VNR1   | 0.41     | 0.47     | 0.05        | 9.12%  | 7.51%  | -1.62%    |
|            | SVK1   | 0.96     | 0.41     | (0.55)      | 5.88%  | 4.90%  | -0.98%    |
|            | SDI1   | 0.00     | 0.21     | 0.21        | #Error | 8.16%  | #Error    |
|            | APK1   | 0.00     | 0.11     | 0.11        | #Error | 1.57%  | #Error    |
|            | ARM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | ASM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | COL1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | ERL1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | ERL2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | KGL1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | KSM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | KYR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | MAR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | MMT1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | PKD1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | SKD1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | STU2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TCN1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TKY1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TVL2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TYI1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | UDN1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | VKM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | Total  | 3.66     | 26.54    | 22.87       | 6.07%  | 3.94%  | -2.14%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01   |        |          |          |             |        |        |           |
|               | KNL2   | 0.00     | 3.85     | 3.85        | #Error | 0.67%  | #Error    |
|               | CTO1   | 0.00     | 3.16     | 3.16        | #Error | 4.68%  | #Error    |
|               | DHN1   | 0.00     | 1.74     | 1.74        | #Error | 4.58%  | #Error    |
|               | KOU1   | 0.00     | 1.69     | 1.69        | #Error | 4.00%  | #Error    |
|               | BVL1   | 0.00     | 1.48     | 1.48        | #Error | 4.07%  | #Error    |
|               | GTL1   | 0.00     | 1.22     | 1.22        | #Error | 4.53%  | #Error    |
|               | MPL1   | 0.00     | 1.10     | 1.10        | #Error | 4.21%  | #Error    |
|               | NLR1   | 0.00     | 1.04     | 1.04        | #Error | 1.46%  | #Error    |
|               | PUT1   | 0.00     | 0.94     | 0.94        | #Error | 6.61%  | #Error    |
|               | TPY2   | 0.00     | 0.93     | 0.93        | #Error | 2.23%  | #Error    |
|               | NDL1   | 0.00     | 0.93     | 0.93        | #Error | 4.38%  | #Error    |
|               | TPY1   | 0.00     | 0.83     | 0.83        | #Error | 5.93%  | #Error    |
|               | NYP1   | 0.00     | 0.83     | 0.83        | #Error | 3.85%  | #Error    |
|               | VKI1   | 0.00     | 0.77     | 0.77        | #Error | 3.58%  | #Error    |
|               | ADI1   | 0.18     | 0.75     | 0.57        | 3.92%  | 3.83%  | -0.09%    |
|               | RJP1   | 0.00     | 0.60     | 0.60        | #Error | 5.12%  | #Error    |
|               | PDT1   | 0.00     | 0.56     | 0.56        | #Error | 2.39%  | #Error    |
|               | KHT1   | 0.00     | 0.55     | 0.55        | #Error | 4.27%  | #Error    |
|               | RCY1   | 0.00     | 0.54     | 0.54        | #Error | 4.99%  | #Error    |
|               | PGR1   | 0.00     | 0.53     | 0.53        | #Error | 5.38%  | #Error    |
|               | PMR1   | 0.00     | 0.41     | 0.41        | #Error | 5.84%  | #Error    |
|               | KNL1   | 0.13     | 0.35     | 0.22        | 5.73%  | 5.00%  | -0.73%    |
|               | KDA1   | 0.00     | 0.23     | 0.23        | #Error | 3.99%  | #Error    |
|               | PIL1   | 0.00     | 0.18     | 0.18        | #Error | -3.30% | #Error    |
|               | ATP1   | 1.27     | 0.17     | (1.10)      | 3.15%  | 4.54%  | 1.39%     |
|               | TPI1   | 0.00     | 0.16     | 0.16        | #Error | 3.78%  | #Error    |
|               | SPE1   | 0.00     | 0.11     | 0.11        | #Error | 4.16%  | #Error    |
|               | Total  | 1.58     | 25.65    | 24.07       | 3.44%  | 3.69%  | 0.24%     |
| VIJAYAWADA-01 |        |          |          |             |        |        |           |
|               | RAL1   | 0.00     | 2.19     | 2.19        | #Error | 3.59%  | #Error    |
|               | OGL1   | 0.00     | 2.09     | 2.09        | #Error | 2.47%  | #Error    |
|               | ELU1   | 0.00     | 1.82     | 1.82        | #Error | 4.70%  | #Error    |
|               | JPT1   | 0.00     | 1.63     | 1.63        | #Error | 4.30%  | #Error    |
|               | MTM1   | 0.00     | 1.60     | 1.60        | #Error | 2.02%  | #Error    |
|               | BVR1   | 0.00     | 1.44     | 1.44        | #Error | 6.67%  | #Error    |
|               | TNK1   | 0.00     | 1.40     | 1.40        | #Error | 4.11%  | #Error    |
|               | CRL1   | 0.00     | 1.25     | 1.25        | #Error | 2.38%  | #Error    |
|               | VJW1   | 0.29     | 1.22     | 0.93        | 3.45%  | 3.51%  | 0.06%     |
|               | VJW3   | 0.00     | 1.16     | 1.16        | #Error | 4.05%  | #Error    |
|               | GDV1   | 0.00     | 1.02     | 1.02        | #Error | 1.07%  | #Error    |
|               | PNR1   | 0.00     | 1.01     | 1.01        | #Error | 1.93%  | #Error    |
|               | PPM1   | 0.00     | 0.99     | 0.99        | #Error | 4.22%  | #Error    |
|               | JGG1   | 0.00     | 0.79     | 0.79        | #Error | 4.97%  | #Error    |
|               | VUY1   | 0.22     | 0.74     | 0.52        | 1.88%  | 0.28%  | -1.60%    |
|               | VJW4   | 0.00     | 0.63     | 0.63        | #Error | 0.80%  | #Error    |
|               | RMV1   | 0.00     | 0.54     | 0.54        | #Error | 4.88%  | #Error    |
|               | AMP1   | 0.00     | 0.50     | 0.50        | #Error | 4.28%  | #Error    |
|               | CKT1   | 0.00     | 0.49     | 0.49        | #Error | 5.73%  | #Error    |
|               | PAP1   | 0.00     | 0.43     | 0.43        | #Error | 5.13%  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | BPP1   | 0.00     | 0.37     | 0.37        | #Error | 6.29%  | #Error    |
|               | VJW5   | 0.57     | 0.33     | (0.24)      | 5.99%  | 2.85%  | -3.14%    |
|               | VKN1   | 0.00     | 0.32     | 0.32        | #Error | 3.23%  | #Error    |
|               | GVM1   | 0.00     | 0.24     | 0.24        | #Error | 4.10%  | #Error    |
|               | TDD1   | 0.00     | 0.23     | 0.23        | #Error | 2.94%  | #Error    |
|               | TEL1   | 0.00     | 0.21     | 0.21        | #Error | 3.93%  | #Error    |
|               | KND1   | 0.00     | 0.14     | 0.14        | #Error | 4.81%  | #Error    |
|               | DPE1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | GNT1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | GNT2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | KDR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | NRT1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | PRL1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | TVU1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | VJW2   | 0.16     | 0.00     | (0.16)      | 3.32%  | #Error | #Error    |
|               | Total  | 1.24     | 24.76    | 23.52       | 4.32%  | 3.56%  | -0.76%    |
|               |        |          |          |             |        |        |           |
| WEST-01       | KGI1   | 0.00     | 3.71     | 3.71        | #Error | 4.27%  | #Error    |
|               | CBE2   | 0.00     | 3.29     | 3.29        | #Error | 3.41%  | #Error    |
|               | UAM1   | 0.00     | 2.42     | 2.42        | #Error | 4.11%  | #Error    |
|               | TPR1   | 0.00     | 2.14     | 2.14        | #Error | 4.04%  | #Error    |
|               | TPR2   | 0.00     | 1.74     | 1.74        | #Error | 1.74%  | #Error    |
|               | GDR1   | 0.00     | 1.36     | 1.36        | #Error | 4.68%  | #Error    |
|               | DPM2   | 0.00     | 1.27     | 1.27        | #Error | 4.60%  | #Error    |
|               | AVI1   | 0.00     | 0.94     | 0.94        | #Error | 2.99%  | #Error    |
|               | TPR4   | 0.00     | 0.75     | 0.75        | #Error | 3.51%  | #Error    |
|               | PDM1   | 0.00     | 0.67     | 0.67        | #Error | 4.19%  | #Error    |
|               | CBE6   | 0.00     | 0.61     | 0.61        | #Error | 1.62%  | #Error    |
|               | TPR3   | 0.00     | 0.56     | 0.56        | #Error | 8.26%  | #Error    |
|               | CBE1   | 0.00     | 0.42     | 0.42        | #Error | 7.59%  | #Error    |
|               | CBE3   | 0.00     | 0.33     | 0.33        | #Error | 3.92%  | #Error    |
|               | KMD1   | 0.00     | 0.25     | 0.25        | #Error | 8.62%  | #Error    |
|               | CNR1   | 0.00     | 0.15     | 0.15        | #Error | 6.81%  | #Error    |
|               | SNR1   | 0.00     | 0.14     | 0.14        | #Error | 2.92%  | #Error    |
|               | PLI1   | 0.00     | 0.01     | 0.01        | #Error | 22.56% | #Error    |
|               | PPI1   | 0.00     | 0.01     | 0.01        | #Error | 22.56% | #Error    |
|               | ANR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | CBE4   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | GBM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | KGM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | KMR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | MPM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | SUL1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | SYM2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | UMP1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|               | Total  | 0.00     | 20.79    | 20.79       | #Error | 4.01%  | #Error    |
|               |        |          |          |             |        |        |           |
| TRICHY-01     |        |          |          |             |        |        |           |
|               | JKM1   | 0.00     | 2.64     | 2.64        | #Error | 3.66%  | #Error    |
|               | TRY1   | 7.43     | 2.28     | (5.15)      | 3.63%  | 3.80%  | 0.16%     |
|               | TNJ1   | 0.00     | 2.20     | 2.20        | #Error | 3.35%  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01   | MDI1   | 0.00     | 1.92     | 1.92        | #Error | 4.12%  | #Error    |
|             | PBR2   | 0.78     | 1.76     | 0.98        | 5.64%  | 4.99%  | -0.65%    |
|             | TYR1   | 0.00     | 1.74     | 1.74        | #Error | 4.61%  | #Error    |
|             | TVR2   | 0.63     | 1.51     | 0.87        | 7.65%  | 2.18%  | -5.48%    |
|             | KUM1   | 1.25     | 1.40     | 0.16        | 4.37%  | 2.73%  | -1.63%    |
|             | TNJ2   | 0.00     | 1.27     | 1.27        | #Error | 5.04%  | #Error    |
|             | PTK1   | 0.00     | 1.04     | 1.04        | #Error | 5.31%  | #Error    |
|             | PBR1   | 0.00     | 0.65     | 0.65        | #Error | 4.71%  | #Error    |
|             | KIK1   | 0.00     | 0.47     | 0.47        | #Error | 8.34%  | #Error    |
|             | TRY3   | 0.00     | 0.14     | 0.14        | #Error | 4.75%  | #Error    |
|             | MVM1   | 0.00     | 0.07     | 0.07        | #Error | 7.04%  | #Error    |
|             | APM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | AYR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | KRN1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | MSI1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | NCK1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | NGT1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | NMM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | ORU1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | PDK1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | TRY2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | TTP1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | TVR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | Total  | 10.09    | 19.10    | 9.01        | 4.13%  | 4.06%  | -0.07%    |
|             |        |          |          |             |        |        |           |
| SOUTH ARCOT | VPM2   | 0.77     | 8.73     | 7.97        | 0.91%  | 1.70%  | 0.79%     |
|             | NVL2   | 0.00     | 7.34     | 7.34        | #Error | 1.33%  | #Error    |
|             | POY1   | 0.00     | 0.84     | 0.84        | #Error | 1.76%  | #Error    |
|             | SJI1   | 0.00     | 0.11     | 0.11        | #Error | 5.75%  | #Error    |
|             | CDM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | CUD1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | KKI2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | KLM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | KML1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | MKM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | POY2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | PRT1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | STP1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | TDM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | TRK1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | TVM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | TVM2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | ULP1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | VCM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | VPM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | Total  | 0.77     | 17.02    | 16.25       | 0.91%  | 1.57%  | 0.66%     |
|             |        |          |          |             |        |        |           |
| SOUTH-03    | MPA1   | 0.00     | 2.09     | 2.09        | #Error | 4.23%  | #Error    |
|             | DGL1   | 0.00     | 1.89     | 1.89        | #Error | 4.84%  | #Error    |
|             | MDU1   | 0.22     | 1.29     | 1.07        | 2.48%  | 4.95%  | 2.47%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | TEN1   | 0.00     | 1.25     | 1.25        | #Error | 4.71%  | #Error    |
|            | MDU4   | 0.00     | 0.55     | 0.55        | #Error | 4.57%  | #Error    |
|            | ADP1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | ATG1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | BNR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | BTU1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | CBM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | CMR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | DGL2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | DKI1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | KKD2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | KPT1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | KRR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | MDU2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | MDU3   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | MDU5   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | MDU6   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | MLR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | MNM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | NKI1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | NTM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | ODM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | PKM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | PNI1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | PNV1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | PVI1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | SGP1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | SVG1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TDI1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TEN2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TMM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TPT1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | USL1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | Total  | 0.22     | 7.07     | 6.85        | 2.48%  | 4.63%  | 2.15%     |
|            |        |          |          |             |        |        |           |
| KL-SOUTH   | KLR1   | 0.12     | 1.25     | 1.12        | 3.81%  | 5.43%  | 1.61%     |
|            | PAS1   | 0.09     | 0.61     | 0.51        | 4.80%  | 1.48%  | -3.32%    |
|            | TVP1   | 0.23     | 0.58     | 0.35        | 8.62%  | 8.04%  | -0.58%    |
|            | Total  | 0.45     | 2.43     | 1.98        | 6.48%  | 5.06%  | -1.42%    |
|            | Total  | 46.04    | 377.43   | 331.39      | 3.27%  | 2.97%  | -0.30%    |