

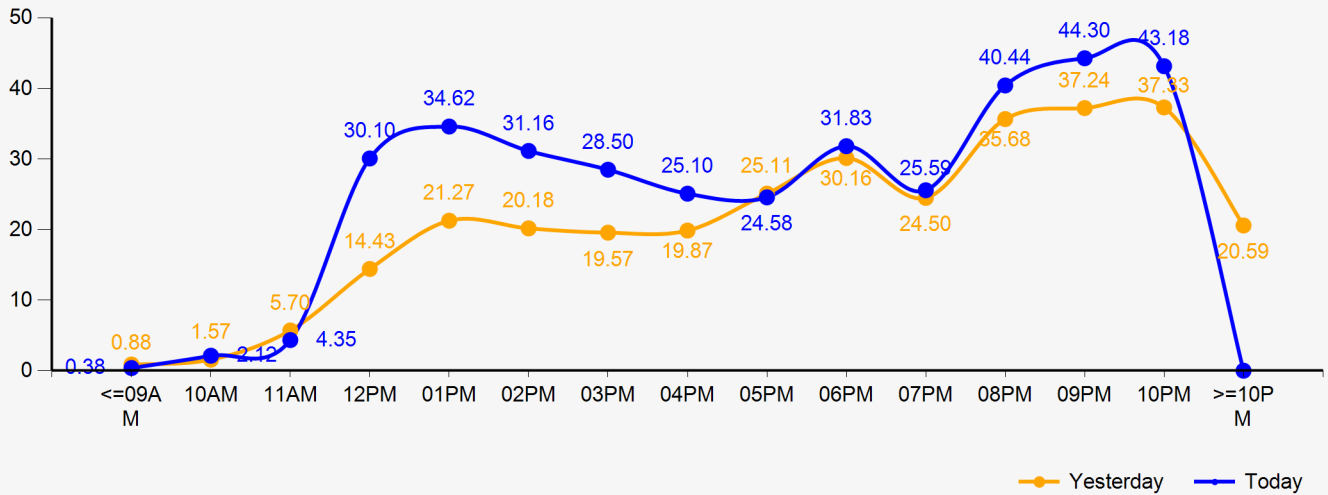
YD Sales : 314.08

YD GP%: 2.79%

TD Sales : 366.25

TD GP%: 2.71%

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    | 23.67    | 59.40    | 35.73       | 2.97%  | 2.37%  | -0.60%    |
| SOUTH-03      | 13.21    | 44.04    | 30.82       | 3.81%  | 3.17%  | -0.64%    |
| CHENNAI-01    | 31.20    | 42.47    | 11.26       | 3.56%  | 2.88%  | -0.68%    |
| SOUTH-01      | 34.05    | 41.11    | 7.06        | 3.32%  | 2.73%  | -0.59%    |
| TIRUPATI-01   | 27.64    | 33.83    | 6.18        | 1.33%  | 2.06%  | 0.73%     |
| NORTH ARCOT   | 52.51    | 32.77    | (19.73)     | 2.82%  | 3.03%  | 0.21%     |
| SOUTH ARCOT   | 27.67    | 28.38    | 0.71        | 2.47%  | 3.07%  | 0.60%     |
| WEST-02       | 27.35    | 22.80    | (4.55)      | 3.10%  | 2.93%  | -0.17%    |
| VIJAYAWADA-01 | 24.64    | 22.73    | (1.92)      | 1.66%  | 2.11%  | 0.45%     |
| TRICHY-01     | 24.57    | 21.58    | (2.99)      | 3.07%  | 2.58%  | -0.50%    |
| WEST-01       | 23.99    | 14.01    | (9.98)      | 2.68%  | 2.76%  | 0.08%     |
| KL-SOUTH      | 3.57     | 2.25     | (1.32)      | 3.21%  | 1.14%  | -2.07%    |
| HO01          | 0.00     | 0.89     | 0.89        | #Error | 9.48%  | #Error    |
| Total         | 314.08   | 366.25   | 52          | 2.79%  | 2.71%  | -0.08%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02 | CH15   | 1.59     | 9.42     | 7.84        | 4.83%  | 0.95%  | -3.88%    |
|            | MJR1   | 0.29     | 7.16     | 6.87        | 5.78%  | 2.90%  | -2.88%    |
|            | CH21   | 1.06     | 6.89     | 5.84        | 1.45%  | 3.30%  | 1.85%     |
|            | CH44   | 0.44     | 6.25     | 5.81        | 3.50%  | 0.95%  | -2.55%    |
|            | MC05   | 0.46     | 3.37     | 2.90        | 6.73%  | 1.80%  | -4.93%    |
|            | CH12   | 0.19     | 2.74     | 2.55        | 4.55%  | 1.78%  | -2.78%    |
|            | CH33   | 0.96     | 2.69     | 1.73        | 6.82%  | 3.86%  | -2.96%    |
|            | MC06   | 1.33     | 2.42     | 1.10        | 3.81%  | 1.09%  | -2.72%    |
|            | CH03   | 5.52     | 2.34     | (3.18)      | 2.82%  | 3.19%  | 0.37%     |
|            | CH36   | 0.00     | 2.07     | 2.07        | #Error | 2.00%  | #Error    |
|            | CH46   | 1.45     | 1.90     | 0.44        | 3.08%  | 4.77%  | 1.69%     |
|            | CH17   | 0.34     | 1.80     | 1.46        | 6.14%  | 5.16%  | -0.98%    |
|            | CH20   | 0.54     | 1.63     | 1.08        | 6.13%  | 4.34%  | -1.79%    |
|            | GPD1   | 0.28     | 1.59     | 1.31        | 3.92%  | 3.15%  | -0.77%    |
|            | CH18   | 0.86     | 1.34     | 0.48        | -2.91% | 1.18%  | 4.09%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02 | CH06   | 0.00     | 1.19     | 1.19        | #Error | 2.32%  | #Error    |
|            | CH24   | 1.87     | 1.08     | (0.78)      | 4.44%  | 2.46%  | -1.98%    |
|            | CH43   | 1.85     | 0.93     | (0.92)      | 1.50%  | 1.77%  | 0.28%     |
|            | CH31   | 0.32     | 0.66     | 0.34        | 1.23%  | 1.19%  | -0.04%    |
|            | UKI1   | 0.76     | 0.60     | (0.16)      | 0.96%  | 5.27%  | 4.31%     |
|            | CH34   | 1.75     | 0.56     | (1.18)      | 1.47%  | 3.30%  | 1.83%     |
|            | CH09   | 0.53     | 0.52     | (0.01)      | 2.45%  | 2.65%  | 0.20%     |
|            | CH41   | 0.00     | 0.15     | 0.15        | #Error | 3.93%  | #Error    |
|            | CH23   | 0.24     | 0.11     | (0.13)      | 2.85%  | 2.09%  | -0.76%    |
|            | CH01   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | CH27   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | CH32   | 1.06     | 0.00     | (1.06)      | 1.45%  | #Error | #Error    |
|            | MC08   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | PON1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | Total  | 23.67    | 59.40    | 35.73       | 2.97%  | 2.37%  | -0.60%    |
|            |        |          |          |             |        |        |           |
| SOUTH-03   | NKI1   | 0.25     | 7.73     | 7.47        | 3.81%  | 2.55%  | -1.26%    |
|            | MDU1   | 0.33     | 4.26     | 3.93        | 4.11%  | 0.93%  | -3.18%    |
|            | TEN2   | 0.17     | 3.76     | 3.60        | 3.32%  | 3.67%  | 0.36%     |
|            | MDU6   | 0.32     | 2.30     | 1.97        | 2.53%  | 4.04%  | 1.51%     |
|            | USL1   | 0.00     | 1.73     | 1.73        | #Error | 2.43%  | #Error    |
|            | TEN1   | 0.11     | 1.64     | 1.54        | 3.72%  | 3.87%  | 0.15%     |
|            | DKI1   | 0.66     | 1.58     | 0.92        | 2.68%  | 4.75%  | 2.07%     |
|            | TPT1   | 0.46     | 1.56     | 1.10        | 4.53%  | 2.91%  | -1.62%    |
|            | MPA1   | 0.78     | 1.47     | 0.70        | 4.92%  | 4.99%  | 0.08%     |
|            | CMR1   | 0.61     | 1.45     | 0.84        | 4.77%  | 2.38%  | -2.39%    |
|            | PNV1   | 0.14     | 1.44     | 1.30        | 2.98%  | 5.14%  | 2.16%     |
|            | ODM1   | 0.70     | 1.15     | 0.45        | 2.77%  | 1.35%  | -1.42%    |
|            | KPT1   | 0.11     | 1.07     | 0.96        | 7.77%  | 4.06%  | -3.71%    |
|            | MDU2   | 0.31     | 0.97     | 0.66        | 8.84%  | 6.87%  | -1.97%    |
|            | PNI1   | 0.20     | 0.81     | 0.61        | 4.73%  | 4.77%  | 0.04%     |
|            | NTM1   | 0.36     | 0.78     | 0.42        | 1.54%  | 4.14%  | 2.60%     |
|            | BTU1   | 0.70     | 0.75     | 0.04        | 5.14%  | 1.49%  | -3.65%    |
|            | PVI1   | 0.87     | 0.74     | (0.13)      | 1.34%  | 3.46%  | 2.12%     |
|            | KKD3   | 0.79     | 0.71     | (0.08)      | 1.05%  | 1.31%  | 0.26%     |
|            | PKM1   | 0.71     | 0.69     | (0.02)      | 5.28%  | 3.07%  | -2.21%    |
|            | MDU3   | 0.19     | 0.68     | 0.49        | 6.54%  | 2.21%  | -4.34%    |
|            | BNR1   | 0.16     | 0.66     | 0.50        | 4.42%  | 4.04%  | -0.38%    |
|            | TDI1   | 0.26     | 0.63     | 0.37        | 1.50%  | 1.89%  | 0.40%     |
|            | SGP1   | 0.22     | 0.61     | 0.39        | 3.02%  | 5.66%  | 2.64%     |
|            | DGL2   | 0.00     | 0.61     | 0.61        | #Error | 1.55%  | #Error    |
|            | MDU5   | 0.55     | 0.53     | (0.02)      | 4.16%  | 9.93%  | 5.76%     |
|            | ADP1   | 1.05     | 0.50     | (0.55)      | 4.30%  | 5.16%  | 0.86%     |
|            | TMM1   | 0.20     | 0.43     | 0.23        | 7.23%  | 1.03%  | -6.21%    |
|            | MDU4   | 1.00     | 0.43     | (0.56)      | 2.71%  | 3.24%  | 0.53%     |
|            | SVG1   | 0.11     | 0.39     | 0.28        | 7.77%  | 1.63%  | -6.15%    |
|            | MLR1   | 0.00     | 0.37     | 0.37        | #Error | 2.65%  | #Error    |
|            | CBM1   | 0.00     | 0.36     | 0.36        | #Error | 2.10%  | #Error    |
|            | ATG1   | 0.00     | 0.30     | 0.30        | #Error | 0.03%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | KRR1   | 0.01     | 0.30     | 0.28        | 14.07% | 4.17%  | -9.91%    |
|            | DGL1   | 0.51     | 0.24     | (0.27)      | 2.92%  | 2.37%  | -0.55%    |
|            | KYK1   | 0.00     | 0.19     | 0.19        | #Error | 6.54%  | #Error    |
|            | MNM1   | 0.35     | 0.19     | (0.16)      | 6.73%  | 3.23%  | -3.49%    |
|            | KKD2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | Total  | 13.21    | 44.04    | 30.82       | 3.81%  | 3.17%  | -0.64%    |
|            |        |          |          |             |        |        |           |
| CHENNAI-01 | MRM1   | 0.01     | 13.25    | 13.23       | 14.07% | 2.07%  | -12.01%   |
|            | CH19   | 0.00     | 3.52     | 3.52        | #Error | 5.04%  | #Error    |
|            | CH38   | 1.00     | 3.06     | 2.06        | 2.79%  | 3.68%  | 0.89%     |
|            | CH28   | 0.90     | 2.45     | 1.55        | 7.13%  | 1.54%  | -5.59%    |
|            | CH42   | 1.88     | 1.94     | 0.06        | 4.71%  | 1.35%  | -3.36%    |
|            | CH05   | 0.81     | 1.68     | 0.87        | 2.88%  | 1.63%  | -1.25%    |
|            | CH35   | 2.65     | 1.63     | (1.02)      | 2.19%  | 5.35%  | 3.16%     |
|            | CH07   | 0.46     | 1.43     | 0.97        | 4.49%  | 3.41%  | -1.08%    |
|            | CH08   | 0.29     | 1.40     | 1.10        | 7.38%  | -1.16% | -8.54%    |
|            | GUD2   | 2.01     | 1.39     | (0.62)      | 2.74%  | 5.77%  | 3.02%     |
|            | KNR1   | 1.28     | 1.18     | (0.10)      | 2.56%  | 2.42%  | -0.14%    |
|            | CH45   | 1.00     | 1.16     | 0.16        | 2.84%  | 2.89%  | 0.06%     |
|            | CH14   | 2.00     | 1.13     | (0.87)      | 3.69%  | 2.62%  | -1.07%    |
|            | CH39   | 0.13     | 1.06     | 0.93        | 0.99%  | 4.32%  | 3.33%     |
|            | CH16   | 2.46     | 1.04     | (1.42)      | 3.25%  | 1.35%  | -1.91%    |
|            | CH40   | 2.39     | 0.84     | (1.55)      | 3.51%  | 4.78%  | 1.27%     |
|            | MC10   | 0.86     | 0.70     | (0.16)      | 1.40%  | 1.26%  | -0.15%    |
|            | CH30   | 0.71     | 0.56     | (0.15)      | 5.18%  | 0.15%  | -5.03%    |
|            | CH48   | 0.81     | 0.53     | (0.28)      | 9.17%  | 2.80%  | -6.37%    |
|            | CH22   | 1.24     | 0.45     | (0.79)      | 1.27%  | 3.88%  | 2.61%     |
|            | SKL1   | 1.86     | 0.35     | (1.51)      | 3.29%  | 3.14%  | -0.15%    |
|            | CGL1   | 0.58     | 0.32     | (0.25)      | 0.47%  | 13.97% | 13.50%    |
|            | AVD1   | 1.50     | 0.32     | (1.17)      | 5.12%  | 6.37%  | 1.25%     |
|            | CH11   | 1.79     | 0.31     | (1.48)      | 3.41%  | 4.26%  | 0.85%     |
|            | TKM1   | 1.36     | 0.20     | (1.16)      | 3.77%  | 5.16%  | 1.40%     |
|            | GUD1   | 0.31     | 0.19     | (0.13)      | 5.62%  | 6.61%  | 0.98%     |
|            | MC02   | 0.00     | 0.16     | 0.16        | #Error | 6.61%  | #Error    |
|            | MC09   | 0.24     | 0.16     | (0.08)      | 5.39%  | 4.60%  | -0.79%    |
|            | CH26   | 0.16     | 0.06     | (0.10)      | 1.43%  | 6.15%  | 4.72%     |
|            | CH29   | 0.16     | 0.00     | (0.16)      | 4.68%  | #Error | #Error    |
|            | CH37   | 0.36     | 0.00     | (0.36)      | 4.97%  | #Error | #Error    |
|            | Total  | 31.20    | 42.47    | 11.26       | 3.56%  | 2.88%  | -0.68%    |
|            |        |          |          |             |        |        |           |
| SOUTH-01   | SGT1   | 0.00     | 14.70    | 14.70       | #Error | 2.58%  | #Error    |
|            | TUT1   | 5.40     | 3.98     | (1.41)      | 3.40%  | 2.04%  | -1.36%    |
|            | VLY1   | 0.70     | 3.19     | 2.48        | 4.46%  | 0.51%  | -3.95%    |
|            | KVT1   | 1.85     | 2.16     | 0.30        | 3.98%  | 2.44%  | -1.54%    |
|            | TVL1   | 1.91     | 1.61     | (0.29)      | 0.37%  | 1.79%  | 1.43%     |
|            | RPM1   | 0.56     | 1.59     | 1.03        | 3.40%  | 5.27%  | 1.87%     |
|            | TKS2   | 0.30     | 1.59     | 1.28        | 6.46%  | 4.91%  | -1.55%    |
|            | ERL2   | 0.00     | 1.33     | 1.33        | #Error | 4.04%  | #Error    |
|            | MAR1   | 1.18     | 1.31     | 0.14        | 4.31%  | 1.88%  | -2.43%    |
|            | PKD1   | 0.69     | 1.14     | 0.45        | 4.31%  | 5.14%  | 0.83%     |
|            |        |          |          |             |        |        |           |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01    | RND1   | 1.42     | 0.84     | (0.58)      | 3.58%  | 1.92%  | -1.65%    |
|             | NGR1   | 3.68     | 0.82     | (2.85)      | 4.27%  | 3.68%  | -0.59%    |
|             | VNR2   | 4.15     | 0.81     | (3.34)      | 4.81%  | 3.98%  | -0.83%    |
|             | VNR1   | 0.49     | 0.62     | 0.13        | 4.16%  | 3.15%  | -1.01%    |
|             | SNL1   | 0.63     | 0.59     | (0.04)      | 3.05%  | 2.55%  | -0.50%    |
|             | TUT2   | 2.27     | 0.58     | (1.69)      | 2.15%  | 3.99%  | 1.84%     |
|             | VKM1   | 0.00     | 0.51     | 0.51        | #Error | 2.34%  | #Error    |
|             | MMT1   | 0.33     | 0.48     | 0.15        | 3.15%  | 0.15%  | -3.00%    |
|             | KGL1   | 1.22     | 0.41     | (0.81)      | 1.82%  | 2.71%  | 0.89%     |
|             | APK2   | 0.10     | 0.41     | 0.31        | 4.92%  | 4.03%  | -0.89%    |
|             | TYI1   | 0.76     | 0.38     | (0.37)      | 1.15%  | 5.92%  | 4.77%     |
|             | SKD1   | 0.27     | 0.32     | 0.05        | 3.92%  | 2.68%  | -1.25%    |
|             | PDI1   | 0.67     | 0.32     | (0.35)      | 2.60%  | 3.56%  | 0.96%     |
|             | SDI1   | 0.00     | 0.30     | 0.30        | #Error | 2.47%  | #Error    |
|             | TKS1   | 0.13     | 0.29     | 0.16        | 5.40%  | 2.71%  | -2.68%    |
|             | APK1   | 0.00     | 0.20     | 0.20        | #Error | 2.72%  | #Error    |
|             | STU2   | 0.39     | 0.19     | (0.20)      | 5.64%  | 3.32%  | -2.32%    |
|             | TCN1   | 0.00     | 0.18     | 0.18        | #Error | 3.04%  | #Error    |
|             | ASM1   | 1.01     | 0.13     | (0.89)      | -0.54% | 3.93%  | 4.47%     |
|             | ARM1   | 0.34     | 0.12     | (0.23)      | 2.34%  | 5.42%  | 3.07%     |
|             | KYR1   | 0.56     | 0.01     | (0.55)      | 3.59%  | 6.16%  | 2.56%     |
|             | COL1   | 0.21     | 0.00     | (0.21)      | 4.92%  | #Error | #Error    |
|             | KSM1   | 1.01     | 0.00     | (1.01)      | 1.33%  | #Error | #Error    |
|             | SVK1   | 0.55     | 0.00     | (0.55)      | 4.45%  | #Error | #Error    |
|             | TKY1   | 0.26     | 0.00     | (0.26)      | 3.67%  | #Error | #Error    |
|             | TVL2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | UDN1   | 1.02     | 0.00     | (1.02)      | 3.60%  | #Error | #Error    |
|             | Total  | 34.05    | 41.11    | 7.06        | 3.32%  | 2.73%  | -0.59%    |
| TIRUPATI-01 |        |          |          |             |        |        |           |
|             | TPY1   | 1.14     | 6.10     | 4.97        | 3.21%  | -0.65% | -3.86%    |
|             | ADI1   | 0.00     | 5.13     | 5.13        | #Error | 2.66%  | #Error    |
|             | CTO1   | 3.11     | 4.78     | 1.67        | -0.38% | 3.66%  | 4.05%     |
|             | NDL1   | 0.88     | 2.06     | 1.19        | 3.44%  | 2.04%  | -1.40%    |
|             | KNL2   | 1.67     | 2.05     | 0.39        | 0.23%  | 3.34%  | 3.11%     |
|             | KNL1   | 0.59     | 1.41     | 0.82        | 0.26%  | -0.30% | -0.56%    |
|             | ATP1   | 0.98     | 1.24     | 0.26        | 2.02%  | 2.83%  | 0.81%     |
|             | TPY2   | 4.49     | 1.17     | (3.32)      | 0.96%  | 2.03%  | 1.07%     |
|             | GTL1   | 0.85     | 1.12     | 0.27        | 1.61%  | 3.51%  | 1.90%     |
|             | KDA1   | 0.31     | 0.88     | 0.57        | -1.04% | 1.71%  | 2.74%     |
|             | RCY1   | 0.71     | 0.81     | 0.10        | 1.29%  | 1.78%  | 0.49%     |
|             | PDT1   | 1.98     | 0.77     | (1.21)      | 1.82%  | 2.44%  | 0.62%     |
|             | PMR1   | 0.99     | 0.74     | (0.24)      | 5.15%  | 2.32%  | -2.82%    |
|             | KOU1   | 1.01     | 0.74     | (0.27)      | 2.96%  | 2.41%  | -0.54%    |
|             | SPE1   | 1.42     | 0.69     | (0.73)      | 0.03%  | 0.24%  | 0.21%     |
|             | PUT1   | 1.55     | 0.68     | (0.87)      | 2.33%  | 4.52%  | 2.20%     |
|             | PIL1   | 0.20     | 0.68     | 0.48        | 2.71%  | 2.21%  | -0.51%    |
|             | DHN1   | 0.99     | 0.63     | (0.36)      | 1.61%  | 3.99%  | 2.37%     |
|             | MPL1   | 0.65     | 0.55     | (0.10)      | 3.88%  | 2.03%  | -1.85%    |
|             | PGR1   | 0.78     | 0.37     | (0.41)      | -0.62% | 3.52%  | 4.15%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | TPI1   | 0.25     | 0.32     | 0.07        | 4.06%  | 1.92%  | -2.14%    |
|             | VKI1   | 0.00     | 0.24     | 0.24        | #Error | 7.77%  | #Error    |
|             | KVL1   | 0.00     | 0.19     | 0.19        | #Error | 4.00%  | #Error    |
|             | RJP1   | 0.90     | 0.13     | (0.77)      | 1.25%  | 2.71%  | 1.46%     |
|             | BVL1   | 0.87     | 0.13     | (0.74)      | -2.00% | 3.93%  | 5.93%     |
|             | NYP1   | 0.00     | 0.10     | 0.10        | #Error | -0.93% | #Error    |
|             | NLR1   | 1.01     | 0.10     | (0.91)      | 1.35%  | 1.81%  | 0.46%     |
|             | KHT1   | 0.32     | 0.00     | (0.32)      | 4.02%  | #Error | #Error    |
|             | Total  | 27.64    | 33.83    | 6.18        | 1.33%  | 2.06%  | 0.73%     |
|             |        |          |          |             |        |        |           |
| NORTH ARCOT | KPM2   | 3.62     | 9.12     | 5.51        | 3.77%  | 3.50%  | -0.27%    |
|             | VEL1   | 2.16     | 2.65     | 0.49        | 3.65%  | 2.48%  | -1.18%    |
|             | CGM1   | 15.58    | 2.36     | (13.22)     | 1.90%  | 2.69%  | 0.79%     |
|             | WJP1   | 1.42     | 1.92     | 0.51        | 1.74%  | 3.94%  | 2.19%     |
|             | PLR1   | 6.64     | 1.66     | (4.99)      | 2.17%  | 4.02%  | 1.85%     |
|             | CPT1   | 0.11     | 1.65     | 1.54        | 10.97% | 3.79%  | -7.18%    |
|             | VNB1   | 1.08     | 1.57     | 0.50        | 1.57%  | 1.84%  | 0.27%     |
|             | TRL1   | 1.03     | 1.47     | 0.44        | 2.41%  | -0.99% | -3.40%    |
|             | TRR1   | 0.77     | 1.25     | 0.48        | 2.68%  | 3.92%  | 1.23%     |
|             | GDM1   | 1.37     | 1.18     | (0.19)      | 0.70%  | 1.49%  | 0.78%     |
|             | WJD1   | 1.49     | 1.13     | (0.36)      | 2.33%  | 3.12%  | 0.79%     |
|             | KPM1   | 1.31     | 0.97     | (0.34)      | 1.24%  | 3.01%  | 1.78%     |
|             | BGR1   | 0.86     | 0.89     | 0.02        | 3.25%  | 3.79%  | 0.54%     |
|             | SLG1   | 1.01     | 0.88     | (0.13)      | 1.95%  | 2.31%  | 0.36%     |
|             | SBR1   | 0.87     | 0.87     |             | 1.68%  | 1.27%  | -0.42%    |
|             | ANI1   | 0.20     | 0.78     | 0.58        | 1.69%  | 0.90%  | -0.79%    |
|             | ARC2   | 1.62     | 0.52     | (1.10)      | 5.11%  | 5.55%  | 0.44%     |
|             | VSI1   | 0.21     | 0.44     | 0.22        | 6.54%  | 5.74%  | -0.80%    |
|             | VEL2   | 6.11     | 0.36     | (5.76)      | 4.55%  | 6.04%  | 1.49%     |
|             | PTU1   | 0.36     | 0.32     | (0.04)      | 2.34%  | 2.30%  | -0.05%    |
|             | AKM1   | 1.74     | 0.28     | (1.46)      | 4.54%  | 6.45%  | 1.91%     |
|             | ABR1   | 0.32     | 0.26     | (0.07)      | 2.69%  | 1.02%  | -1.68%    |
|             | UGI1   | 0.22     | 0.15     | (0.07)      | 1.85%  | 3.93%  | 2.08%     |
|             | CYR1   | 0.98     | 0.10     | (0.88)      | 5.41%  | 10.67% | 5.26%     |
|             | TRT1   | 1.44     | 0.01     | (1.43)      | 5.14%  | 22.56% | 17.42%    |
|             | Total  | 52.51    | 32.77    | (19.73)     | 2.82%  | 3.03%  | 0.21%     |
|             |        |          |          |             |        |        |           |
| SOUTH ARCOT | TRK1   | 11.72    | 4.84     | (6.88)      | 1.87%  | 1.25%  | -0.62%    |
|             | POY1   | 0.22     | 3.77     | 3.56        | 2.45%  | 3.36%  | 0.91%     |
|             | KKI2   | 0.19     | 3.06     | 2.87        | 11.48% | 3.67%  | -7.81%    |
|             | NVL2   | 0.00     | 2.73     | 2.73        | #Error | 2.88%  | #Error    |
|             | TVM2   | 1.01     | 2.30     | 1.29        | 2.11%  | 4.80%  | 2.70%     |
|             | CUD1   | 2.43     | 2.13     | (0.30)      | 3.12%  | 2.47%  | -0.65%    |
|             | ULP1   | 1.11     | 1.53     | 0.41        | 2.24%  | 3.01%  | 0.77%     |
|             | VPM2   | 1.09     | 1.47     | 0.38        | 4.56%  | 1.38%  | -3.18%    |
|             | TDM1   | 0.92     | 1.21     | 0.28        | 2.16%  | 4.80%  | 2.64%     |
|             | MKM1   | 0.09     | 1.20     | 1.11        | 2.49%  | 5.99%  | 3.50%     |
|             | POY2   | 1.37     | 1.05     | (0.33)      | 5.14%  | 3.57%  | -1.57%    |
|             | TVM1   | 1.38     | 0.82     | (0.56)      | 2.00%  | 2.20%  | 0.20%     |
|             | SJI1   | 1.37     | 0.61     | (0.76)      | 2.85%  | 2.53%  | -0.32%    |
|             |        |          |          |             |        |        |           |
|             |        |          |          |             |        |        |           |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH ARCOT   | KML1   | 0.65     | 0.37     | (0.28)      | 3.54%  | 6.05%  | 2.51%     |
|               | CDM1   | 0.82     | 0.35     | (0.47)      | 0.06%  | 2.31%  | 2.24%     |
|               | PRT1   | 0.72     | 0.32     | (0.40)      | 2.78%  | 4.65%  | 1.87%     |
|               | VCM1   | 0.14     | 0.20     | 0.06        | 3.28%  | 3.22%  | -0.05%    |
|               | VPM1   | 0.16     | 0.19     | 0.03        | 2.55%  | 2.65%  | 0.10%     |
|               | KLM1   | 1.79     | 0.13     | (1.66)      | 2.31%  | 2.78%  | 0.47%     |
|               | STP1   | 0.47     | 0.10     | (0.37)      | 2.75%  | 2.92%  | 0.17%     |
|               | Total  | 27.67    | 28.38    | 0.71        | 2.47%  | 3.07%  | 0.60%     |
| WEST-02       | HSR2   | 1.97     | 3.09     | 1.12        | 2.20%  | 3.10%  | 0.90%     |
|               | HRR1   | 0.41     | 1.51     | 1.10        | 4.39%  | 1.48%  | -2.91%    |
|               | MCR1   | 0.75     | 1.40     | 0.65        | 3.64%  | 1.92%  | -1.72%    |
|               | SLM1   | 2.25     | 1.27     | (0.98)      | 4.24%  | 2.72%  | -1.53%    |
|               | DPR2   | 1.28     | 1.24     | (0.04)      | 1.93%  | 1.27%  | -0.65%    |
|               | ERD2   | 0.21     | 1.12     | 0.91        | 4.64%  | 2.84%  | -1.80%    |
|               | BMD1   | 1.07     | 1.10     | 0.04        | 2.49%  | 3.33%  | 0.84%     |
|               | EPI1   | 0.51     | 1.06     | 0.55        | 7.02%  | 6.02%  | -0.99%    |
|               | OML1   | 1.36     | 1.00     | (0.36)      | 3.56%  | 1.42%  | -2.14%    |
|               | TRM1   | 1.00     | 0.92     | (0.08)      | 2.68%  | 5.52%  | 2.84%     |
|               | PMP1   | 1.01     | 0.87     | (0.14)      | 6.31%  | 2.34%  | -3.97%    |
|               | PLC1   | 0.66     | 0.82     | 0.16        | 4.86%  | 1.54%  | -3.32%    |
|               | NKL2   | 1.44     | 0.77     | (0.67)      | 2.73%  | 3.78%  | 1.05%     |
|               | VPD1   | 1.75     | 0.69     | (1.06)      | 2.20%  | 3.03%  | 0.83%     |
|               | MTR1   | 1.28     | 0.67     | (0.61)      | 2.75%  | 4.44%  | 1.69%     |
|               | SGI1   | 0.62     | 0.65     | 0.02        | 0.22%  | 2.54%  | 2.32%     |
|               | ATU1   | 1.23     | 0.62     | (0.61)      | 3.15%  | 2.81%  | -0.34%    |
|               | TCG1   | 0.24     | 0.56     | 0.32        | 2.68%  | 1.33%  | -1.35%    |
|               | KMM1   | 0.00     | 0.51     | 0.51        | #Error | 3.28%  | #Error    |
|               | CMI1   | 0.28     | 0.49     | 0.21        | 3.92%  | 4.88%  | 0.95%     |
|               | KVP1   | 0.38     | 0.48     | 0.11        | 3.72%  | 0.15%  | -3.57%    |
|               | RSP1   | 0.37     | 0.33     | (0.04)      | 7.15%  | 3.42%  | -3.73%    |
|               | SLM2   | 0.51     | 0.33     | (0.18)      | 2.03%  | 3.24%  | 1.22%     |
|               | ERD1   | 0.34     | 0.26     | (0.08)      | 6.17%  | 4.61%  | -1.56%    |
|               | SLM3   | 1.06     | 0.19     | (0.86)      | 1.66%  | 5.83%  | 4.17%     |
|               | APN1   | 0.84     | 0.19     | (0.65)      | 3.81%  | 2.65%  | -1.16%    |
|               | PDR1   | 0.53     | 0.17     | (0.36)      | 4.21%  | 4.67%  | 0.46%     |
|               | SGG1   | 0.01     | 0.17     | 0.16        | 24.74% | 6.71%  | -18.03%   |
|               | EDP1   | 1.52     | 0.16     | (1.36)      | 1.94%  | 4.33%  | 2.39%     |
|               | KRI1   | 1.02     | 0.13     | (0.88)      | 5.14%  | 2.71%  | -2.43%    |
|               | DPR1   | 0.20     | 0.00     | (0.20)      | 2.65%  | #Error | #Error    |
|               | HSR1   | 0.14     | 0.00     | (0.14)      | 4.11%  | #Error | #Error    |
|               | VKL1   | 1.09     | 0.00     | (1.09)      | -1.30% | #Error | #Error    |
|               | Total  | 27.35    | 22.80    | (4.55)      | 3.10%  | 2.93%  | -0.17%    |
| VIJAYAWADA-01 | NRT1   | 0.86     | 2.08     | 1.22        | -0.12% | 0.43%  | 0.55%     |
|               | GNT2   | 3.60     | 2.04     | (1.56)      | 1.21%  | 0.30%  | -0.91%    |
|               | JPT1   | 1.62     | 1.93     | 0.31        | -1.11% | 0.53%  | 1.64%     |
|               | VJW1   | 1.26     | 1.41     | 0.15        | 2.64%  | 4.91%  | 2.27%     |
|               | CRL1   | 0.18     | 1.38     | 1.20        | 4.03%  | 1.12%  | -2.92%    |
|               | VJW4   | 0.11     | 1.34     | 1.23        | 5.03%  | -0.47% | -5.50%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | MTM1   | 0.60     | 1.08     | 0.48        | 1.94%  | 1.89%  | -0.05%    |
|               | BVR1   | 2.38     | 0.96     | (1.42)      | 1.43%  | 0.72%  | -0.71%    |
|               | GVM1   | 0.30     | 0.94     | 0.64        | 2.06%  | 5.90%  | 3.83%     |
|               | VJW5   | 0.63     | 0.92     | 0.29        | 4.67%  | 2.65%  | -2.02%    |
|               | PRL1   | 0.11     | 0.86     | 0.75        | 2.19%  | 4.51%  | 2.32%     |
|               | PNR1   | 0.60     | 0.70     | 0.10        | 3.30%  | 3.32%  | 0.01%     |
|               | ELU1   | 0.84     | 0.64     | (0.21)      | 1.80%  | 5.50%  | 3.70%     |
|               | KND1   | 0.31     | 0.61     | 0.30        | -1.04% | 0.88%  | 1.91%     |
|               | VJW2   | 0.70     | 0.56     | (0.14)      | 0.26%  | 2.16%  | 1.90%     |
|               | RMV1   | 0.98     | 0.56     | (0.43)      | -1.06% | -0.81% | 0.25%     |
|               | TEL1   | 0.63     | 0.55     | (0.07)      | 2.23%  | 6.01%  | 3.78%     |
|               | OGL1   | 0.37     | 0.42     | 0.05        | 1.94%  | 5.72%  | 3.78%     |
|               | TNK1   | 2.26     | 0.42     | (1.85)      | 1.51%  | 2.31%  | 0.79%     |
|               | GNT1   | 0.63     | 0.41     | (0.22)      | 5.05%  | 1.51%  | -3.54%    |
|               | TVU1   | 0.26     | 0.36     | 0.10        | 4.03%  | 1.40%  | -2.63%    |
|               | BPP1   | 0.25     | 0.34     | 0.09        | 4.00%  | 2.37%  | -1.63%    |
|               | AMP1   | 0.64     | 0.29     | (0.35)      | 1.14%  | 3.09%  | 1.95%     |
|               | PAP1   | 0.14     | 0.29     | 0.15        | 2.46%  | 4.06%  | 1.60%     |
|               | RAL1   | 0.41     | 0.23     | (0.18)      | 1.02%  | 2.05%  | 1.03%     |
|               | VJW3   | 0.98     | 0.22     | (0.76)      | 0.70%  | 3.02%  | 2.32%     |
|               | DPE1   | 0.18     | 0.21     | 0.03        | 3.27%  | 2.93%  | -0.34%    |
|               | VKN1   | 0.00     | 0.18     | 0.18        | #Error | 4.39%  | #Error    |
|               | NPR1   | 0.45     | 0.16     | (0.29)      | 2.81%  | 6.61%  | 3.80%     |
|               | JGG1   | 0.18     | 0.13     | (0.04)      | 1.69%  | 4.23%  | 2.54%     |
|               | KDR1   | 0.31     | 0.13     | (0.17)      | 4.33%  | 0.74%  | -3.60%    |
|               | TDD1   | 0.00     | 0.11     | 0.11        | #Error | 3.03%  | #Error    |
|               | CKT1   | 0.13     | 0.11     | (0.02)      | 6.27%  | 2.09%  | -4.18%    |
|               | TNI1   | 0.26     | 0.11     | (0.15)      | 5.03%  | 2.09%  | -2.95%    |
|               | PPM1   | 0.87     | 0.07     | (0.80)      | 3.18%  | 3.03%  | -0.15%    |
|               | GDV1   | 0.49     | 0.00     | (0.49)      | 3.38%  | #Error | #Error    |
|               | VUY1   | 0.14     | 0.00     | (0.14)      | 1.73%  | #Error | #Error    |
|               | Total  | 24.64    | 22.73    | (1.92)      | 1.66%  | 2.11%  | 0.45%     |
| TRICHY-01     |        |          |          |             |        |        |           |
|               | TRY1   | 6.68     | 4.73     | (1.96)      | 2.71%  | 1.57%  | -1.14%    |
|               | TYR1   | 0.94     | 1.76     | 0.82        | 3.19%  | 1.74%  | -1.45%    |
|               | PBR2   | 0.29     | 1.36     | 1.07        | 3.31%  | 2.30%  | -1.00%    |
|               | TRY3   | 0.73     | 1.22     | 0.49        | 4.45%  | 2.74%  | -1.72%    |
|               | TNJ2   | 0.73     | 1.09     | 0.36        | 1.58%  | 1.27%  | -0.31%    |
|               | TVR2   | 1.14     | 0.99     | (0.15)      | 2.63%  | 2.27%  | -0.36%    |
|               | MDI1   | 0.00     | 0.96     | 0.96        | #Error | 1.14%  | #Error    |
|               | TTP1   | 0.74     | 0.91     | 0.17        | 5.81%  | 5.73%  | -0.08%    |
|               | PTK1   | 1.72     | 0.91     | (0.81)      | 2.44%  | 3.85%  | 1.41%     |
|               | NGT1   | 1.98     | 0.91     | (1.07)      | 3.46%  | 3.71%  | 0.25%     |
|               | TVR1   | 0.82     | 0.87     | 0.05        | 2.22%  | 2.62%  | 0.40%     |
|               | KRN1   | 0.12     | 0.76     | 0.64        | 7.55%  | 5.17%  | -2.38%    |
|               | ORU1   | 0.89     | 0.66     | (0.23)      | 4.60%  | 2.51%  | -2.10%    |
|               | TNJ1   | 1.37     | 0.61     | (0.75)      | 4.07%  | 3.67%  | -0.40%    |
|               | NMM1   | 0.69     | 0.55     | (0.14)      | 4.43%  | 3.34%  | -1.09%    |
|               | MVM1   | 0.41     | 0.55     | 0.14        | 2.59%  | 3.36%  | 0.78%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01  | MSI1   | 0.72     | 0.44     | (0.28)      | 3.49%  | 1.88%  | -1.61%    |
|            | NCK1   | 0.24     | 0.43     | 0.19        | 4.40%  | 3.12%  | -1.28%    |
|            | KUM1   | 1.16     | 0.39     | (0.77)      | 1.54%  | 3.77%  | 2.24%     |
|            | AYR1   | 0.60     | 0.32     | (0.28)      | 4.59%  | 2.83%  | -1.76%    |
|            | PDK1   | 0.62     | 0.27     | (0.35)      | 0.71%  | 3.61%  | 2.90%     |
|            | JKM1   | 0.92     | 0.26     | (0.66)      | 3.87%  | 3.37%  | -0.51%    |
|            | KIK1   | 0.14     | 0.23     | 0.10        | 1.73%  | 1.13%  | -0.60%    |
|            | TRY2   | 0.61     | 0.19     | (0.42)      | 0.83%  | 1.43%  | 0.60%     |
|            | PBR1   | 0.14     | 0.12     | (0.02)      | 5.66%  | 7.77%  | 2.11%     |
|            | APM1   | 0.15     | 0.07     | (0.09)      | 2.71%  | 2.10%  | -0.61%    |
|            | Total  | 24.57    | 21.58    | (2.99)      | 3.07%  | 2.58%  | -0.50%    |
|            |        |          |          |             |        |        |           |
| WEST-01    | UAM1   | 1.40     | 3.08     | 1.67        | 2.51%  | 3.49%  | 0.98%     |
|            | TPR2   | 10.12    | 1.89     | (8.22)      | 2.57%  | 0.79%  | -1.78%    |
|            | CBE2   | 1.92     | 1.68     | (0.24)      | 2.25%  | 4.30%  | 2.05%     |
|            | KGI1   | 1.63     | 1.67     | 0.04        | 3.56%  | 2.48%  | -1.08%    |
|            | TPR4   | 0.45     | 1.05     | 0.60        | 1.96%  | 0.15%  | -1.82%    |
|            | TPR1   | 0.78     | 0.89     | 0.11        | 0.57%  | 0.60%  | 0.03%     |
|            | CNR1   | 0.22     | 0.56     | 0.33        | 4.40%  | 0.47%  | -3.93%    |
|            | KMR1   | 0.15     | 0.48     | 0.34        | 2.98%  | 0.15%  | -2.84%    |
|            | KMD1   | 0.07     | 0.43     | 0.36        | 5.03%  | 6.35%  | 1.32%     |
|            | PLI1   | 0.21     | 0.40     | 0.19        | 6.54%  | 6.57%  | 0.03%     |
|            | CBE4   | 0.40     | 0.28     | (0.12)      | -2.64% | 5.10%  | 7.74%     |
|            | PDM1   | 0.27     | 0.27     |             | 3.92%  | 4.03%  | 0.11%     |
|            | DPM2   | 0.38     | 0.19     | (0.18)      | 6.92%  | 6.54%  | -0.38%    |
|            | GDR1   | 0.94     | 0.19     | (0.75)      | 1.95%  | 6.54%  | 4.59%     |
|            | ANR1   | 0.00     | 0.19     | 0.19        | #Error | 1.63%  | #Error    |
|            | GBM1   | 0.95     | 0.18     | (0.77)      | 2.46%  | 1.79%  | -0.67%    |
|            | MPM1   | 0.68     | 0.17     | (0.51)      | 2.21%  | 5.77%  | 3.56%     |
|            | TPR3   | 1.09     | 0.15     | (0.94)      | 4.57%  | 7.77%  | 3.20%     |
|            | UMP1   | 0.00     | 0.14     | 0.14        | #Error | 2.98%  | #Error    |
|            | AVI1   | 0.70     | 0.12     | (0.58)      | 4.78%  | 3.81%  | -0.98%    |
|            | CBE1   | 0.82     | 0.00     | (0.82)      | 1.80%  | #Error | #Error    |
|            | CBE3   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | CBE5   | -0.22    | 0.00     | 0.22        | 13.25% | #Error | #Error    |
|            | CBE6   | 0.25     | 0.00     | (0.25)      | 4.40%  | #Error | #Error    |
|            | KGM1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | PPI1   | 0.15     | 0.00     | (0.15)      | 7.77%  | #Error | #Error    |
|            | SNR1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | SUL1   | 0.42     | 0.00     | (0.42)      | 4.63%  | #Error | #Error    |
|            | SYM2   | 0.21     | 0.00     | (0.21)      | 3.45%  | #Error | #Error    |
|            | Total  | 23.99    | 14.01    | (9.98)      | 2.68%  | 2.76%  | 0.08%     |
|            |        |          |          |             |        |        |           |
| KL-SOUTH   | TVP1   | 1.08     | 1.40     | 0.32        | 2.22%  | 0.81%  | -1.41%    |
|            | KLR1   | 0.22     | 0.75     | 0.53        | 3.12%  | 1.64%  | -1.49%    |
|            | PAS1   | 2.27     | 0.09     | (2.17)      | 3.69%  | 2.10%  | -1.59%    |
|            | Total  | 3.57     | 2.25     | (1.32)      | 3.21%  | 1.14%  | -2.07%    |



| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| HO01       |        |          |          |             |        |        |           |
|            | GHUB   | 0.00     | 0.89     | 0.89        | #Error | 9.48%  | #Error    |
|            | Total  | 0.00     | 0.89     | 0.89        | #Error | 9.48%  | #Error    |
|            | Total  | 314.08   | 366.25   | 52.17       | 2.79%  | 2.71%  | -0.08%    |