



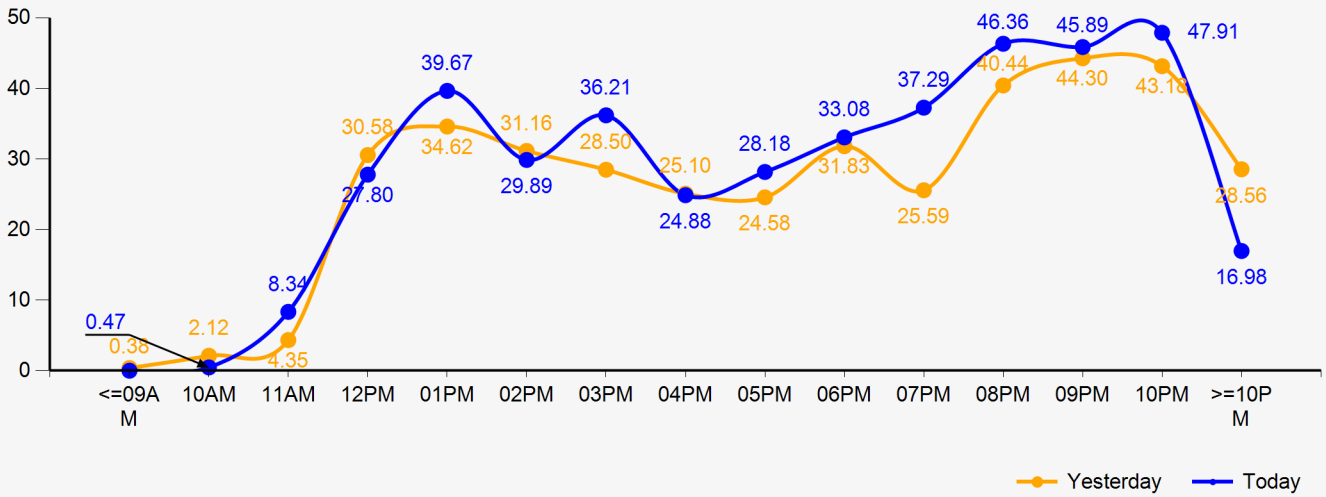
YD Sales : 395.30

YD GP%: 2.71%

TD Sales : 422.96

TD GP%: 2.37%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01      | 48.50    | 91.12    | 42.63       | 2.63%  | 2.21%  | -0.42%    |
| CHENNAI-01    | 46.90    | 59.38    | 12.49       | 2.84%  | 2.77%  | -0.08%    |
| CHENNAI-02    | 66.20    | 58.74    | (7.46)      | 2.24%  | 2.28%  | 0.04%     |
| TIRUPATI-01   | 37.20    | 38.33    | 1.13        | 2.04%  | 1.10%  | -0.94%    |
| NORTH ARCOT   | 34.70    | 37.93    | 3.23        | 3.22%  | 2.87%  | -0.35%    |
| WEST-02       | 22.80    | 35.63    | 12.83       | 2.93%  | 3.15%  | 0.22%     |
| SOUTH ARCOT   | 30.02    | 25.95    | (4.07)      | 3.17%  | 1.09%  | -2.08%    |
| VIJAYAWADA-01 | 25.39    | 20.19    | (5.20)      | 1.96%  | 1.92%  | -0.04%    |
| TRICHY-01     | 21.94    | 19.39    | (2.55)      | 2.74%  | 3.29%  | 0.54%     |
| SOUTH-03      | 44.52    | 17.81    | (26.71)     | 3.37%  | 3.22%  | -0.15%    |
| WEST-01       | 14.01    | 17.69    | 3.68        | 2.76%  | 2.76%  | 0.00%     |
| KL-SOUTH      | 2.25     | 0.80     | (1.45)      | 1.14%  | 3.96%  | 2.82%     |
| HO01          | 0.89     | 0.00     | (0.89)      | 12.02% | #Error | #Error    |
| Total         | 395.30   | 422.96   | 28          | 2.71%  | 2.37%  | -0.34%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | TUT1   | 4.29     | 9.76     | 5.47        | 2.20%  | 2.08%  | -0.12%    |
|            | TVL1   | 2.01     | 8.76     | 6.75        | 2.06%  | 1.32%  | -0.75%    |
|            | NGR1   | 0.82     | 7.08     | 6.25        | 3.68%  | 3.03%  | -0.66%    |
|            | TKS2   | 1.59     | 6.60     | 5.02        | 4.91%  | 0.81%  | -4.09%    |
|            | SDI1   | 0.30     | 5.28     | 4.99        | 2.47%  | 1.60%  | -0.87%    |
|            | TKS1   | 0.29     | 4.43     | 4.14        | 2.71%  | 1.42%  | -1.29%    |
|            | KVT1   | 2.16     | 3.69     | 1.54        | 2.44%  | 3.76%  | 1.32%     |
|            | APK2   | 0.41     | 3.37     | 2.96        | 4.03%  | 3.05%  | -0.98%    |
|            | TUT2   | 0.58     | 3.13     | 2.55        | 3.99%  | 2.76%  | -1.23%    |
|            | UDN1   | 0.00     | 3.06     | 3.06        | #Error | 1.62%  | #Error    |
|            | VNR2   | 0.81     | 3.02     | 2.21        | 3.98%  | 3.88%  | -0.10%    |
|            | MAR1   | 1.31     | 2.93     | 1.62        | 1.88%  | 1.94%  | 0.06%     |
|            | KSM1   | 0.00     | 2.85     | 2.85        | #Error | 2.68%  | #Error    |
|            | RND1   | 0.84     | 2.68     | 1.83        | 1.92%  | 1.52%  | -0.40%    |
|            | SVK1   | 0.00     | 2.60     | 2.60        | #Error | 2.41%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | MMT1   | 0.48     | 2.18     | 1.70        | 0.15%  | 1.39%  | 1.25%     |
|            | VNR1   | 0.62     | 2.15     | 1.53        | 3.15%  | 4.62%  | 1.48%     |
|            | PKD1   | 1.14     | 2.15     | 1.00        | 5.14%  | 3.57%  | -1.57%    |
|            | APK1   | 0.29     | 2.02     | 1.73        | 1.49%  | 1.36%  | -0.14%    |
|            | PDI1   | 0.42     | 1.65     | 1.23        | 4.04%  | 0.80%  | -3.24%    |
|            | SNL1   | 0.59     | 1.44     | 0.85        | 2.55%  | 4.64%  | 2.09%     |
|            | STU2   | 0.19     | 1.30     | 1.11        | 3.32%  | 2.89%  | -0.43%    |
|            | SKD1   | 0.32     | 1.29     | 0.97        | 2.68%  | 1.93%  | -0.75%    |
|            | ERL2   | 1.33     | 1.24     | (0.08)      | 4.04%  | 2.81%  | -1.22%    |
|            | VLY1   | 3.19     | 1.21     | (1.98)      | 0.51%  | 2.08%  | 1.57%     |
|            | TYI1   | 0.38     | 1.11     | 0.73        | 5.92%  | 3.71%  | -2.21%    |
|            | ARM1   | 0.12     | 1.05     | 0.93        | 5.42%  | 0.15%  | -5.27%    |
|            | KGL1   | 0.41     | 0.62     | 0.20        | 2.71%  | 2.40%  | -0.31%    |
|            | TCN1   | 0.18     | 0.51     | 0.33        | 3.04%  | 0.13%  | -2.91%    |
|            | VKM1   | 0.76     | 0.48     | (0.28)      | 2.51%  | 1.33%  | -1.18%    |
|            | RPM1   | 1.59     | 0.41     | (1.18)      | 5.27%  | 3.01%  | -2.26%    |
|            | KYR1   | 0.01     | 0.37     | 0.36        | 6.16%  | 2.60%  | -3.55%    |
|            | ASM1   | 0.13     | 0.29     | 0.16        | 3.93%  | 1.31%  | -2.62%    |
|            | SGT1   | 20.94    | 0.23     | (20.71)     | 2.37%  | 3.94%  | 1.57%     |
|            | TKY1   | 0.00     | 0.19     | 0.19        | #Error | 5.03%  | #Error    |
|            | COL1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | TVL2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | Total  | 48.50    | 91.12    | 42.63       | 2.63%  | 2.21%  | -0.42%    |
| CHENNAI-01 |        |          |          |             |        |        |           |
|            | CH14   | 1.13     | 6.58     | 5.45        | 2.62%  | 3.34%  | 0.73%     |
|            | CH37   | 0.00     | 5.69     | 5.69        | #Error | 2.93%  | #Error    |
|            | CH40   | 0.84     | 3.77     | 2.93        | 4.78%  | 2.14%  | -2.64%    |
|            | CH16   | 1.04     | 3.77     | 2.73        | 1.35%  | 2.74%  | 1.40%     |
|            | CH30   | 0.56     | 3.45     | 2.89        | 0.15%  | 3.00%  | 2.86%     |
|            | CH07   | 1.53     | 3.43     | 1.90        | 3.18%  | 3.43%  | 0.25%     |
|            | CH19   | 4.17     | 2.63     | (1.54)      | 4.28%  | 1.49%  | -2.80%    |
|            | CH45   | 1.16     | 2.57     | 1.41        | 2.89%  | 1.77%  | -1.12%    |
|            | MRM1   | 14.50    | 2.48     | (12.02)     | 2.09%  | 2.23%  | 0.14%     |
|            | CH08   | 1.40     | 2.22     | 0.82        | -1.16% | 2.29%  | 3.45%     |
|            | GUD2   | 1.73     | 2.21     | 0.48        | 5.06%  | 3.10%  | -1.96%    |
|            | CH42   | 1.94     | 2.00     | 0.06        | 1.35%  | 3.48%  | 2.13%     |
|            | CH22   | 0.45     | 1.82     | 1.37        | 3.88%  | 1.96%  | -1.92%    |
|            | CH38   | 3.06     | 1.72     | (1.34)      | 3.68%  | 3.74%  | 0.06%     |
|            | MC09   | 0.16     | 1.60     | 1.45        | 4.60%  | 2.63%  | -1.97%    |
|            | AVD1   | 0.32     | 1.53     | 1.21        | 6.37%  | 3.20%  | -3.17%    |
|            | MC10   | 0.70     | 1.41     | 0.70        | 1.26%  | 0.63%  | -0.62%    |
|            | CH48   | 2.16     | 1.34     | (0.82)      | 4.09%  | 4.62%  | 0.53%     |
|            | KNR1   | 1.18     | 1.32     | 0.14        | 2.42%  | 1.72%  | -0.71%    |
|            | GUD1   | 0.19     | 1.29     | 1.11        | 6.61%  | 2.16%  | -4.44%    |
|            | CH35   | 1.63     | 1.14     | (0.49)      | 5.35%  | 1.78%  | -3.58%    |
|            | CH28   | 2.45     | 0.86     | (1.58)      | 1.54%  | 4.63%  | 3.09%     |
|            | CH05   | 1.68     | 0.85     | (0.83)      | 1.63%  | 1.31%  | -0.32%    |
|            | CH26   | 0.06     | 0.76     | 0.70        | 6.15%  | 4.88%  | -1.27%    |
|            | CGL1   | 0.32     | 0.68     | 0.36        | 13.97% | 3.13%  | -10.84%   |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01  | TKM1   | 0.20     | 0.67     | 0.48        | 5.16%  | 3.86%  | -1.30%    |
|             | CH29   | 0.00     | 0.50     | 0.50        | #Error | 3.18%  | #Error    |
|             | CH11   | 0.76     | 0.48     | (0.28)      | 1.62%  | 3.93%  | 2.31%     |
|             | SKL1   | 0.35     | 0.41     | 0.06        | 3.14%  | 3.39%  | 0.25%     |
|             | CH39   | 1.06     | 0.19     | (0.87)      | 4.32%  | 2.65%  | -1.67%    |
|             | MC02   | 0.16     | 0.00     | (0.16)      | 6.61%  | #Error | #Error    |
|             | Total  | 46.90    | 59.38    | 12.49       | 2.84%  | 2.77%  | -0.08%    |
| CHENNAI-02  | PON1   | 0.00     | 11.86    | 11.86       | #Error | 2.47%  | #Error    |
|             | CH15   | 10.15    | 7.74     | (2.41)      | 1.57%  | 3.66%  | 2.09%     |
|             | CH03   | 2.34     | 6.24     | 3.90        | 3.19%  | -1.04% | -4.23%    |
|             | CH18   | 2.86     | 6.05     | 3.19        | -0.39% | 1.14%  | 1.53%     |
|             | CH21   | 6.89     | 3.05     | (3.84)      | 3.30%  | 2.21%  | -1.08%    |
|             | CH34   | 0.56     | 2.69     | 2.12        | 3.30%  | 4.03%  | 0.73%     |
|             | GPD1   | 1.59     | 2.68     | 1.09        | 3.15%  | 1.57%  | -1.58%    |
|             | CH12   | 2.74     | 2.37     | (0.37)      | 1.78%  | 1.94%  | 0.16%     |
|             | CH44   | 8.59     | 2.12     | (6.47)      | 0.38%  | 0.71%  | 0.33%     |
|             | CH33   | 2.69     | 1.28     | (1.40)      | 3.86%  | 4.85%  | 1.00%     |
|             | UKI1   | 1.70     | 1.21     | (0.49)      | 3.31%  | 2.89%  | -0.42%    |
|             | MC05   | 3.37     | 1.21     | (2.16)      | 1.80%  | 2.76%  | 0.96%     |
|             | CH20   | 1.63     | 1.14     | (0.48)      | 4.34%  | 0.97%  | -3.37%    |
|             | CH46   | 1.90     | 1.12     | (0.78)      | 4.77%  | 3.32%  | -1.45%    |
|             | CH41   | 0.43     | 1.02     | 0.59        | 3.92%  | 5.23%  | 1.30%     |
|             | CH43   | 0.93     | 0.96     | 0.03        | 1.77%  | 4.52%  | 2.74%     |
|             | CH17   | 1.80     | 0.94     | (0.86)      | 5.16%  | 4.20%  | -0.96%    |
|             | MC06   | 2.58     | 0.86     | (1.72)      | 1.06%  | 0.46%  | -0.60%    |
|             | CH31   | 0.66     | 0.77     | 0.12        | 1.19%  | 4.90%  | 3.70%     |
|             | CH24   | 1.08     | 0.70     | (0.38)      | 2.46%  | 5.14%  | 2.68%     |
|             | MJR1   | 7.16     | 0.56     | (6.59)      | 2.90%  | 4.73%  | 1.84%     |
|             | CH09   | 0.52     | 0.53     | 0.02        | 2.65%  | 3.57%  | 0.92%     |
|             | CH06   | 1.19     | 0.48     | (0.71)      | 2.32%  | 0.15%  | -2.17%    |
|             | CH36   | 2.07     | 0.35     | (1.72)      | 2.00%  | 2.74%  | 0.75%     |
|             | CH23   | 0.11     | 0.32     | 0.21        | 2.09%  | 3.11%  | 1.02%     |
|             | CH27   | 0.45     | 0.25     | (0.20)      | -0.21% | 5.38%  | 5.59%     |
|             | CH32   | 0.25     | 0.22     | (0.03)      | 7.77%  | 3.02%  | -4.75%    |
|             | CH01   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | MC08   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|             | Total  | 66.20    | 58.74    | (7.46)      | 2.24%  | 2.28%  | 0.04%     |
| TIRUPATI-01 | TPY2   | 1.17     | 9.31     | 8.14        | 2.03%  | 1.19%  | -0.84%    |
|             | TPY1   | 6.10     | 7.47     | 1.37        | -0.65% | -0.96% | -0.32%    |
|             | SPE1   | 0.69     | 1.92     | 1.22        | 0.24%  | -1.11% | -1.35%    |
|             | ATP1   | 1.40     | 1.83     | 0.42        | 2.57%  | 3.40%  | 0.83%     |
|             | CTO1   | 4.78     | 1.69     | (3.09)      | 3.66%  | 3.22%  | -0.44%    |
|             | RJP1   | 0.13     | 1.40     | 1.26        | 2.71%  | 1.43%  | -1.28%    |
|             | GTL1   | 1.45     | 1.34     | (0.11)      | 2.72%  | 2.37%  | -0.35%    |
|             | NDL1   | 2.40     | 1.32     | (1.08)      | 1.92%  | 1.69%  | -0.22%    |
|             | KNL2   | 2.73     | 1.26     | (1.48)      | 3.06%  | 2.10%  | -0.95%    |
|             | PGR1   | 0.37     | 1.21     | 0.84        | 3.52%  | 2.67%  | -0.86%    |
|             | NYP1   | 0.10     | 1.12     | 1.02        | -0.93% | 1.37%  | 2.30%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | KVL1   | 0.19     | 1.07     | 0.88        | 4.00%  | -0.92% | -4.92%    |
|             | ADI1   | 6.82     | 1.05     | (5.78)      | 2.53%  | 1.68%  | -0.86%    |
|             | KDA1   | 0.88     | 0.75     | (0.13)      | 1.71%  | 2.17%  | 0.46%     |
|             | PDT1   | 0.77     | 0.69     | (0.08)      | 2.44%  | 0.89%  | -1.55%    |
|             | KNL1   | 1.41     | 0.65     | (0.76)      | -0.30% | 1.66%  | 1.96%     |
|             | PMR1   | 0.74     | 0.64     | (0.10)      | 2.32%  | 5.32%  | 3.00%     |
|             | KOU1   | 0.74     | 0.58     | (0.16)      | 2.41%  | 0.21%  | -2.20%    |
|             | PUT1   | 0.68     | 0.56     | (0.13)      | 4.52%  | 3.80%  | -0.72%    |
|             | BVL1   | 0.13     | 0.47     | 0.35        | 3.93%  | 3.07%  | -0.86%    |
|             | NLR1   | 0.10     | 0.45     | 0.35        | 1.81%  | -1.05% | -2.86%    |
|             | MPL1   | 0.55     | 0.36     | (0.19)      | 2.03%  | 2.24%  | 0.22%     |
|             | VKI1   | 0.24     | 0.27     | 0.04        | 7.77%  | -3.64% | -11.41%   |
|             | KHT1   | 0.00     | 0.26     | 0.26        | #Error | 2.82%  | #Error    |
|             | DHN1   | 0.80     | 0.25     | (0.55)      | 3.54%  | 5.28%  | 1.74%     |
|             | TPI1   | 0.32     | 0.25     | (0.07)      | 1.92%  | 2.75%  | 0.83%     |
|             | PIL1   | 0.68     | 0.17     | (0.51)      | 2.21%  | 2.86%  | 0.66%     |
|             | RCY1   | 0.81     | 0.00     | (0.81)      | 1.78%  | #Error | #Error    |
|             | Total  | 37.20    | 38.33    | 1.13        | 2.04%  | 1.10%  | -0.94%    |
|             |        |          |          |             |        |        |           |
| NORTH ARCOT | VSI1   | 0.44     | 5.10     | 4.66        | 5.74%  | 4.14%  | -1.60%    |
|             | KPM2   | 9.23     | 4.19     | (5.03)      | 3.47%  | 4.77%  | 1.30%     |
|             | VEL2   | 0.36     | 3.65     | 3.29        | 6.04%  | 1.96%  | -4.08%    |
|             | AKM1   | 0.28     | 3.16     | 2.88        | 6.45%  | 1.50%  | -4.95%    |
|             | WJD1   | 1.13     | 2.40     | 1.26        | 3.12%  | 2.53%  | -0.59%    |
|             | VNB1   | 1.88     | 2.26     | 0.39        | 1.69%  | 1.36%  | -0.34%    |
|             | CGM1   | 2.36     | 2.04     | (0.32)      | 2.69%  | 1.05%  | -1.64%    |
|             | ARC2   | 1.83     | 1.59     | (0.24)      | 5.26%  | 2.41%  | -2.85%    |
|             | GDM1   | 1.38     | 1.46     | 0.08        | 1.51%  | 5.81%  | 4.31%     |
|             | KPM1   | 0.97     | 1.43     | 0.46        | 3.01%  | 2.43%  | -0.58%    |
|             | TRL1   | 1.47     | 1.39     | (0.08)      | 2.47%  | 0.95%  | -1.52%    |
|             | ABR1   | 0.26     | 1.29     | 1.03        | 1.02%  | 4.10%  | 3.09%     |
|             | PLR1   | 1.66     | 1.12     | (0.53)      | 4.02%  | 2.88%  | -1.14%    |
|             | VEL1   | 2.65     | 1.11     | (1.54)      | 2.48%  | 4.98%  | 2.50%     |
|             | WJP1   | 1.92     | 0.92     | (1.00)      | 3.94%  | 1.45%  | -2.48%    |
|             | BGR1   | 0.89     | 0.88     | (0.01)      | 3.79%  | 1.39%  | -2.40%    |
|             | TRR1   | 1.25     | 0.69     | (0.56)      | 3.92%  | 3.02%  | -0.90%    |
|             | UGI1   | 0.15     | 0.67     | 0.52        | 3.93%  | 3.03%  | -0.90%    |
|             | CYR1   | 0.10     | 0.66     | 0.56        | 10.67% | 4.27%  | -6.40%    |
|             | SBR1   | 0.87     | 0.65     | (0.23)      | 1.27%  | 1.09%  | -0.18%    |
|             | SLG1   | 0.88     | 0.51     | (0.37)      | 2.31%  | 3.53%  | 1.22%     |
|             | TRT1   | 0.01     | 0.29     | 0.28        | 22.56% | 1.53%  | -21.03%   |
|             | PTU1   | 0.32     | 0.23     | (0.10)      | 2.30%  | 1.01%  | -1.28%    |
|             | CPT1   | 1.65     | 0.13     | (1.52)      | 3.79%  | 3.95%  | 0.16%     |
|             | ANI1   | 0.78     | 0.12     | (0.66)      | 0.90%  | 1.70%  | 0.80%     |
|             | Total  | 34.70    | 37.93    | 3.23        | 3.22%  | 2.87%  | -0.35%    |
|             |        |          |          |             |        |        |           |
| WEST-02     | SLM1   | 1.27     | 3.99     | 2.72        | 2.72%  | 1.42%  | -1.30%    |
|             | TRM1   | 0.92     | 2.26     | 1.34        | 5.52%  | 4.49%  | -1.03%    |
|             | PMP1   | 0.87     | 2.07     | 1.20        | 2.34%  | 5.27%  | 2.93%     |
|             | OML1   | 1.00     | 1.95     | 0.95        | 1.42%  | 1.20%  | -0.22%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| WEST-02     | SGI1   | 0.65     | 1.85     | 1.20        | 2.54%  | 4.02%   | 1.48%     |
|             | VPD1   | 0.69     | 1.65     | 0.96        | 3.03%  | 3.34%   | 0.31%     |
|             | MCR1   | 1.40     | 1.62     | 0.22        | 1.92%  | 3.43%   | 1.51%     |
|             | HRR1   | 1.51     | 1.61     | 0.10        | 1.48%  | 2.70%   | 1.22%     |
|             | EDP1   | 0.16     | 1.59     | 1.42        | 4.33%  | 3.44%   | -0.89%    |
|             | NKL2   | 0.77     | 1.58     | 0.81        | 3.78%  | 2.79%   | -0.99%    |
|             | BMD1   | 1.10     | 1.53     | 0.42        | 3.33%  | 1.98%   | -1.34%    |
|             | APN1   | 0.19     | 1.46     | 1.27        | 2.65%  | 3.30%   | 0.65%     |
|             | ERD2   | 1.12     | 1.37     | 0.25        | 2.84%  | 4.56%   | 1.72%     |
|             | KVP1   | 0.48     | 1.36     | 0.88        | 0.15%  | 2.10%   | 1.95%     |
|             | HSR1   | 0.00     | 1.25     | 1.25        | #Error | 3.01%   | #Error    |
|             | MTR1   | 0.67     | 1.06     | 0.39        | 4.44%  | 7.79%   | 3.35%     |
|             | PLC1   | 0.82     | 0.99     | 0.17        | 1.54%  | 0.34%   | -1.21%    |
|             | EPI1   | 1.06     | 0.90     | (0.16)      | 6.02%  | 1.15%   | -4.88%    |
|             | RSP1   | 0.33     | 0.86     | 0.52        | 3.42%  | 2.14%   | -1.28%    |
|             | SLM3   | 0.19     | 0.85     | 0.66        | 5.83%  | 3.34%   | -2.49%    |
|             | CMI1   | 0.49     | 0.85     | 0.35        | 4.88%  | 5.02%   | 0.14%     |
|             | HSR2   | 3.09     | 0.78     | (2.31)      | 3.10%  | 4.46%   | 1.36%     |
|             | SLM2   | 0.33     | 0.55     | 0.22        | 3.24%  | 3.89%   | 0.65%     |
|             | ATU1   | 0.62     | 0.49     | (0.13)      | 2.81%  | 3.37%   | 0.56%     |
|             | TCG1   | 0.56     | 0.28     | (0.28)      | 1.33%  | 4.37%   | 3.04%     |
|             | KRI1   | 0.13     | 0.20     | 0.07        | 2.71%  | 2.65%   | -0.06%    |
|             | DPR2   | 1.24     | 0.20     | (1.05)      | 1.27%  | 2.77%   | 1.49%     |
|             | DPR1   | 0.00     | 0.19     | 0.19        | #Error | 3.35%   | #Error    |
|             | KMM1   | 0.51     | 0.19     | (0.32)      | 3.28%  | 2.75%   | -0.53%    |
|             | ERD1   | 0.26     | 0.09     | (0.17)      | 4.61%  | 5.19%   | 0.58%     |
|             | PDR1   | 0.17     | 0.00     | (0.17)      | 4.67%  | #Error  | #Error    |
|             | SGG1   | 0.17     | 0.00     | (0.17)      | 6.71%  | #Error  | #Error    |
|             | VKL1   | 0.00     | 0.00     |             | #Error | #Error  | #Error    |
|             | Total  | 22.80    | 35.63    | 12.83       | 2.93%  | 3.15%   | 0.22%     |
| SOUTH ARCOT |        |          |          |             |        |         |           |
|             | TRK1   | 4.84     | 6.36     | 1.52        | 1.25%  | 1.10%   | -0.15%    |
|             | CUD1   | 2.13     | 6.03     | 3.90        | 2.47%  | 2.41%   | -0.06%    |
|             | ULP1   | 1.53     | 2.15     | 0.62        | 3.01%  | 1.90%   | -1.10%    |
|             | KLM1   | 0.13     | 1.65     | 1.52        | 2.78%  | 2.07%   | -0.71%    |
|             | NVL2   | 4.19     | 1.35     | (2.85)      | 3.68%  | 1.57%   | -2.11%    |
|             | TVM2   | 2.30     | 1.33     | (0.98)      | 4.80%  | 1.51%   | -3.29%    |
|             | KKI2   | 3.06     | 1.13     | (1.94)      | 3.67%  | -19.58% | -23.25%   |
|             | POY1   | 3.94     | 1.07     | (2.87)      | 3.32%  | 2.78%   | -0.53%    |
|             | POY2   | 1.05     | 0.97     | (0.07)      | 3.57%  | 1.50%   | -2.07%    |
|             | PRT1   | 0.32     | 0.89     | 0.57        | 4.65%  | 2.19%   | -2.47%    |
|             | VPM2   | 1.47     | 0.67     | (0.80)      | 1.38%  | 3.57%   | 2.19%     |
|             | VPM1   | 0.19     | 0.42     | 0.24        | 2.65%  | 2.62%   | -0.03%    |
|             | SJI1   | 0.61     | 0.37     | (0.23)      | 2.53%  | 2.88%   | 0.35%     |
|             | STP1   | 0.10     | 0.33     | 0.23        | 2.92%  | 1.55%   | -1.36%    |
|             | CDM1   | 0.35     | 0.27     | (0.08)      | 2.31%  | 6.46%   | 4.15%     |
|             | TVM1   | 0.82     | 0.27     | (0.56)      | 2.20%  | 3.02%   | 0.82%     |
|             | TDM1   | 1.21     | 0.26     | (0.95)      | 4.80%  | 6.39%   | 1.60%     |
|             | MKM1   | 1.20     | 0.21     | (0.99)      | 5.99%  | 2.19%   | -3.80%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH ARCOT   | KML1   | 0.37     | 0.12     | (0.26)      | 6.05%  | 4.92%  | -1.13%    |
|               | VCM1   | 0.20     | 0.10     | (0.10)      | 3.22%  | 5.12%  | 1.90%     |
|               | Total  | 30.02    | 25.95    | (4.07)      | 3.17%  | 1.09%  | -2.08%    |
| VIJAYAWADA-01 |        |          |          |             |        |        |           |
|               | KND1   | 0.61     | 1.62     | 1.01        | 0.88%  | 0.46%  | -0.42%    |
|               | BVR1   | 0.96     | 1.54     | 0.58        | 0.72%  | 1.74%  | 1.02%     |
|               | VJW1   | 1.41     | 1.43     | 0.02        | 4.91%  | 1.70%  | -3.21%    |
|               | VJW5   | 0.92     | 1.25     | 0.34        | 2.65%  | 3.03%  | 0.38%     |
|               | TNK1   | 0.79     | 1.16     | 0.37        | 1.25%  | 2.43%  | 1.18%     |
|               | PPM1   | 0.07     | 1.03     | 0.96        | 3.03%  | 0.99%  | -2.04%    |
|               | GVM1   | 0.94     | 1.03     | 0.09        | 5.90%  | 2.50%  | -3.40%    |
|               | JPT1   | 1.93     | 1.02     | (0.91)      | 0.53%  | 0.58%  | 0.05%     |
|               | VJW2   | 0.56     | 0.98     | 0.42        | 2.16%  | -0.69% | -2.86%    |
|               | VJW3   | 0.51     | 0.94     | 0.43        | 4.81%  | 2.13%  | -2.68%    |
|               | OGL1   | 0.42     | 0.89     | 0.47        | 5.72%  | 2.78%  | -2.94%    |
|               | NRT1   | 2.08     | 0.86     | (1.23)      | 0.43%  | 1.02%  | 0.59%     |
|               | ELU1   | 0.64     | 0.73     | 0.10        | 5.50%  | 4.16%  | -1.34%    |
|               | CRL1   | 1.38     | 0.67     | (0.70)      | 1.12%  | 4.13%  | 3.02%     |
|               | GNT1   | 0.48     | 0.63     | 0.15        | 1.56%  | 3.04%  | 1.48%     |
|               | PNR1   | 0.70     | 0.63     | (0.07)      | 3.32%  | 2.58%  | -0.74%    |
|               | GNT2   | 2.04     | 0.61     | (1.43)      | 0.30%  | 3.08%  | 2.78%     |
|               | AMP1   | 0.29     | 0.41     | 0.12        | 3.09%  | 1.01%  | -2.08%    |
|               | RAL1   | 0.23     | 0.41     | 0.18        | 2.05%  | 4.66%  | 2.61%     |
|               | VUY1   | 0.56     | 0.40     | (0.16)      | -0.92% | 1.18%  | 2.09%     |
|               | VJW4   | 1.34     | 0.37     | (0.97)      | -0.47% | -1.01% | -0.53%    |
|               | DPE1   | 0.21     | 0.37     | 0.16        | 2.93%  | 0.27%  | -2.66%    |
|               | PAP1   | 0.29     | 0.30     | 0.01        | 4.06%  | 3.38%  | -0.68%    |
|               | TEL1   | 0.55     | 0.25     | (0.30)      | 6.01%  | 2.91%  | -3.09%    |
|               | GDV1   | 0.00     | 0.20     | 0.20        | #Error | 2.23%  | #Error    |
|               | KDR1   | 0.88     | 0.14     | (0.75)      | 0.16%  | 3.69%  | 3.53%     |
|               | BPP1   | 0.34     | 0.13     | (0.21)      | 2.37%  | 2.79%  | 0.42%     |
|               | TDD1   | 0.73     | 0.11     | (0.62)      | 0.79%  | 0.83%  | 0.04%     |
|               | PRL1   | 0.86     | 0.10     | (0.76)      | 4.51%  | 4.93%  | 0.42%     |
|               | CKT1   | 0.11     | 0.00     | (0.11)      | 2.09%  | #Error | #Error    |
|               | JGG1   | 0.13     | 0.00     | (0.13)      | 4.23%  | #Error | #Error    |
|               | MTM1   | 1.08     | 0.00     | (1.08)      | 1.89%  | #Error | #Error    |
|               | NPR1   | 0.16     | 0.00     | (0.16)      | 6.61%  | #Error | #Error    |
|               | RMV1   | 0.56     | 0.00     | (0.56)      | -0.81% | #Error | #Error    |
|               | TNI1   | 0.11     | 0.00     | (0.11)      | 2.09%  | #Error | #Error    |
|               | TVU1   | 0.36     | 0.00     | (0.36)      | 1.40%  | #Error | #Error    |
|               | VKN1   | 0.18     | 0.00     | (0.18)      | 4.39%  | #Error | #Error    |
|               | Total  | 25.39    | 20.19    | (5.20)      | 1.96%  | 1.92%  | -0.04%    |
| TRICHY-01     |        |          |          |             |        |        |           |
|               | TRY1   | 4.98     | 3.16     | (1.82)      | 2.30%  | 1.54%  | -0.76%    |
|               | TYR1   | 1.76     | 1.98     | 0.22        | 1.74%  | 3.70%  | 1.96%     |
|               | PBR2   | 1.36     | 1.81     | 0.45        | 2.30%  | 2.91%  | 0.61%     |
|               | TNJ1   | 0.61     | 1.65     | 1.04        | 3.67%  | 4.92%  | 1.25%     |
|               | AYR1   | 0.32     | 1.32     | 1.00        | 2.83%  | 3.83%  | 1.00%     |
|               | TTP1   | 0.91     | 1.28     | 0.36        | 5.73%  | 3.42%  | -2.31%    |
|               | MSI1   | 0.44     | 1.14     | 0.70        | 1.88%  | 2.14%  | 0.26%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01  | TVR2   | 0.99     | 0.74     | (0.25)      | 2.27%  | 0.31%  | -1.96%    |
|            | KRN1   | 0.76     | 0.71     | (0.06)      | 5.17%  | 5.41%  | 0.23%     |
|            | ORU1   | 0.66     | 0.60     | (0.06)      | 2.51%  | 4.29%  | 1.78%     |
|            | PTK1   | 0.91     | 0.57     | (0.34)      | 3.85%  | 4.20%  | 0.35%     |
|            | KUM1   | 0.39     | 0.53     | 0.14        | 3.77%  | 3.20%  | -0.57%    |
|            | MDI1   | 0.96     | 0.51     | (0.45)      | 1.14%  | 4.19%  | 3.05%     |
|            | NMM1   | 0.55     | 0.49     | (0.06)      | 3.34%  | 5.59%  | 2.25%     |
|            | PDK1   | 0.27     | 0.43     | 0.15        | 3.61%  | 5.12%  | 1.51%     |
|            | TNJ2   | 1.09     | 0.42     | (0.68)      | 1.27%  | 3.51%  | 2.24%     |
|            | TRY3   | 1.22     | 0.39     | (0.83)      | 2.74%  | 3.82%  | 1.08%     |
|            | TVR1   | 0.87     | 0.37     | (0.50)      | 2.62%  | 3.37%  | 0.75%     |
|            | MVM1   | 0.55     | 0.34     | (0.20)      | 3.36%  | 3.02%  | -0.35%    |
|            | JKM1   | 0.26     | 0.27     | 0.01        | 3.37%  | 3.62%  | 0.26%     |
|            | NCK1   | 0.54     | 0.27     | (0.27)      | 3.46%  | 3.22%  | -0.25%    |
|            | NGT1   | 0.91     | 0.25     | (0.65)      | 3.71%  | 3.92%  | 0.21%     |
|            | APM1   | 0.07     | 0.15     | 0.09        | 2.10%  | 2.51%  | 0.41%     |
|            | KIK1   | 0.23     | 0.00     | (0.23)      | 1.13%  | #Error | #Error    |
|            | PBR1   | 0.12     | 0.00     | (0.12)      | 7.77%  | #Error | #Error    |
|            | TRY2   | 0.19     | 0.00     | (0.19)      | 1.43%  | #Error | #Error    |
|            | Total  | 21.94    | 19.39    | (2.55)      | 2.74%  | 3.29%  | 0.54%     |
|            |        |          |          |             |        |        |           |
| SOUTH-03   | MDU2   | 0.97     | 1.71     | 0.74        | 6.87%  | 3.17%  | -3.69%    |
|            | KYK1   | 0.19     | 1.41     | 1.21        | 6.54%  | 2.58%  | -3.96%    |
|            | DKI1   | 1.58     | 1.27     | (0.32)      | 4.75%  | 1.86%  | -2.89%    |
|            | MDU4   | 0.43     | 1.10     | 0.67        | 3.24%  | 2.17%  | -1.07%    |
|            | CBM1   | 0.36     | 1.03     | 0.68        | 2.10%  | 6.27%  | 4.18%     |
|            | TEN1   | 1.64     | 0.91     | (0.74)      | 3.87%  | 1.11%  | -2.76%    |
|            | CMR1   | 1.45     | 0.89     | (0.57)      | 2.38%  | 1.26%  | -1.12%    |
|            | PNI1   | 0.81     | 0.87     | 0.06        | 4.77%  | 2.96%  | -1.81%    |
|            | MDU5   | 0.53     | 0.82     | 0.28        | 9.93%  | 2.30%  | -7.63%    |
|            | MDU1   | 4.26     | 0.81     | (3.45)      | 3.32%  | 4.24%  | 0.92%     |
|            | DGL1   | 0.24     | 0.65     | 0.41        | 2.37%  | 5.10%  | 2.73%     |
|            | MDU3   | 0.68     | 0.60     | (0.08)      | 2.21%  | 1.11%  | -1.09%    |
|            | ADP1   | 0.50     | 0.53     | 0.03        | 5.16%  | 3.26%  | -1.90%    |
|            | SVG1   | 0.39     | 0.50     | 0.12        | 1.63%  | 3.70%  | 2.08%     |
|            | KKD3   | 0.71     | 0.41     | (0.31)      | 1.31%  | 6.22%  | 4.91%     |
|            | PKM1   | 0.69     | 0.38     | (0.31)      | 3.07%  | 4.30%  | 1.24%     |
|            | BNR1   | 0.66     | 0.38     | (0.28)      | 4.04%  | 6.18%  | 2.13%     |
|            | MDU6   | 2.30     | 0.36     | (1.93)      | 4.04%  | 6.67%  | 2.63%     |
|            | TMM1   | 0.43     | 0.34     | (0.09)      | 1.03%  | 2.04%  | 1.01%     |
|            | SGP1   | 0.61     | 0.33     | (0.28)      | 5.66%  | 3.27%  | -2.38%    |
|            | TPT1   | 1.56     | 0.32     | (1.24)      | 2.91%  | 2.48%  | -0.43%    |
|            | PVI1   | 0.74     | 0.24     | (0.50)      | 3.46%  | 4.95%  | 1.49%     |
|            | USL1   | 1.73     | 0.22     | (1.50)      | 2.43%  | 3.66%  | 1.23%     |
|            | MNM1   | 0.19     | 0.22     | 0.03        | 3.23%  | 3.31%  | 0.07%     |
|            | ODM1   | 1.15     | 0.20     | (0.95)      | 1.35%  | 3.76%  | 2.40%     |
|            | NKI1   | 7.73     | 0.19     | (7.54)      | 2.55%  | 3.94%  | 1.39%     |
|            | NTM1   | 0.78     | 0.18     | (0.60)      | 4.14%  | 4.79%  | 0.66%     |
|            | DGL2   | 0.61     | 0.18     | (0.43)      | 1.55%  | 2.86%  | 1.30%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | TDI1   | 0.63     | 0.17     | (0.46)      | 1.89%  | 4.86%  | 2.97%     |
|            | ATG1   | 0.30     | 0.15     | (0.14)      | 0.03%  | 3.32%  | 3.29%     |
|            | BTU1   | 0.75     | 0.15     | (0.60)      | 1.49%  | -3.46% | -4.96%    |
|            | TEN2   | 3.76     | 0.12     | (3.65)      | 3.67%  | 4.92%  | 1.24%     |
|            | MLR1   | 0.37     | 0.10     | (0.27)      | 2.65%  | 6.43%  | 3.78%     |
|            | MPA1   | 1.47     | 0.07     | (1.40)      | 4.99%  | 3.25%  | -1.75%    |
|            | KKD2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | KPT1   | 1.55     | 0.00     | (1.55)      | 2.85%  | #Error | #Error    |
|            | KRR1   | 0.30     | 0.00     | (0.30)      | 4.17%  | #Error | #Error    |
|            | PNV1   | 1.44     | 0.00     | (1.44)      | 5.14%  | #Error | #Error    |
|            | Total  | 44.52    | 17.81    | (26.71)     | 3.37%  | 3.22%  | -0.15%    |
| WEST-01    |        |          |          |             |        |        |           |
|            | CBE2   | 1.68     | 4.41     | 2.73        | 4.30%  | 1.93%  | -2.37%    |
|            | TPR1   | 0.89     | 2.49     | 1.60        | 0.60%  | 1.98%  | 1.38%     |
|            | TPR2   | 1.89     | 1.96     | 0.07        | 0.79%  | 1.53%  | 0.73%     |
|            | KGI1   | 1.67     | 1.71     | 0.03        | 2.48%  | 3.45%  | 0.98%     |
|            | TPR3   | 0.15     | 1.32     | 1.17        | 7.77%  | 3.83%  | -3.94%    |
|            | TPR4   | 1.05     | 1.18     | 0.13        | 0.15%  | 2.24%  | 2.09%     |
|            | CBE6   | 0.00     | 0.81     | 0.81        | #Error | 1.33%  | #Error    |
|            | AVI1   | 0.12     | 0.67     | 0.55        | 3.81%  | 2.79%  | -1.01%    |
|            | KGM1   | 0.00     | 0.51     | 0.51        | #Error | 4.08%  | #Error    |
|            | GBM1   | 0.18     | 0.49     | 0.31        | 1.79%  | 5.57%  | 3.78%     |
|            | DPM2   | 0.19     | 0.44     | 0.24        | 6.54%  | 2.74%  | -3.80%    |
|            | PLI1   | 0.40     | 0.26     | (0.14)      | 6.57%  | 6.70%  | 0.13%     |
|            | UAM1   | 3.08     | 0.24     | (2.83)      | 3.49%  | 5.78%  | 2.30%     |
|            | GDR1   | 0.19     | 0.19     |             | 6.54%  | 6.54%  | 0.00%     |
|            | MPM1   | 0.17     | 0.19     | 0.03        | 5.77%  | 6.57%  | 0.80%     |
|            | KMD1   | 0.43     | 0.18     | (0.25)      | 6.35%  | 4.43%  | -1.91%    |
|            | KMR1   | 0.48     | 0.16     | (0.33)      | 0.15%  | 3.95%  | 3.80%     |
|            | SNR1   | 0.00     | 0.13     | 0.13        | #Error | 6.61%  | #Error    |
|            | SUL1   | 0.00     | 0.12     | 0.12        | #Error | 4.92%  | #Error    |
|            | CBE4   | 0.28     | 0.09     | (0.19)      | 5.10%  | 7.94%  | 2.84%     |
|            | CNR1   | 0.56     | 0.07     | (0.48)      | 0.47%  | 2.80%  | 2.32%     |
|            | PDM1   | 0.27     | 0.07     | (0.20)      | 4.03%  | 5.03%  | 0.99%     |
|            | ANR1   | 0.19     | 0.00     | (0.19)      | 1.63%  | #Error | #Error    |
|            | CBE1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | CBE3   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | CBE5   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | PPI1   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | SYM2   | 0.00     | 0.00     |             | #Error | #Error | #Error    |
|            | UMP1   | 0.14     | 0.00     | (0.14)      | 2.98%  | #Error | #Error    |
|            | Total  | 14.01    | 17.69    | 3.68        | 2.76%  | 2.76%  | 0.00%     |
| KL-SOUTH   |        |          |          |             |        |        |           |
|            | TVP1   | 1.40     | 0.35     | (1.06)      | 0.81%  | 3.96%  | 3.15%     |
|            | PAS1   | 0.09     | 0.26     | 0.16        | 2.10%  | 4.29%  | 2.20%     |
|            | KLR1   | 0.75     | 0.20     | (0.55)      | 1.64%  | 3.51%  | 1.88%     |
|            | Total  | 2.25     | 0.80     | (1.45)      | 1.14%  | 3.96%  | 2.82%     |



| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| HO01       |        |          |          |             |        |        |           |
|            | GHUB   | 0.89     | 0.00     | (0.89)      | 12.02% | #Error | #Error    |
|            | Total  | 0.89     | 0.00     | (0.89)      | 12.02% | #Error | #Error    |
|            | Total  | 395.30   | 422.96   | 27.66       | 2.71%  | 2.37%  | -0.34%    |