



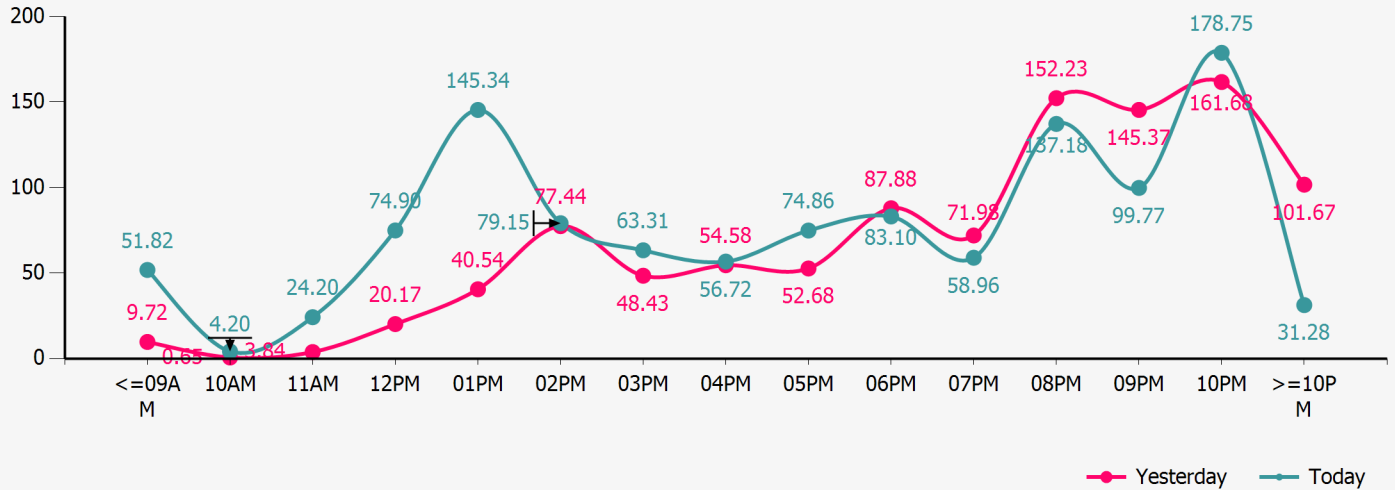
Sales  
**1,163.53** Lacs  
Yest. Sales : 1,028.87 Lacs

GP%  
**5.89%**  
Yest.GP% : 8.52%

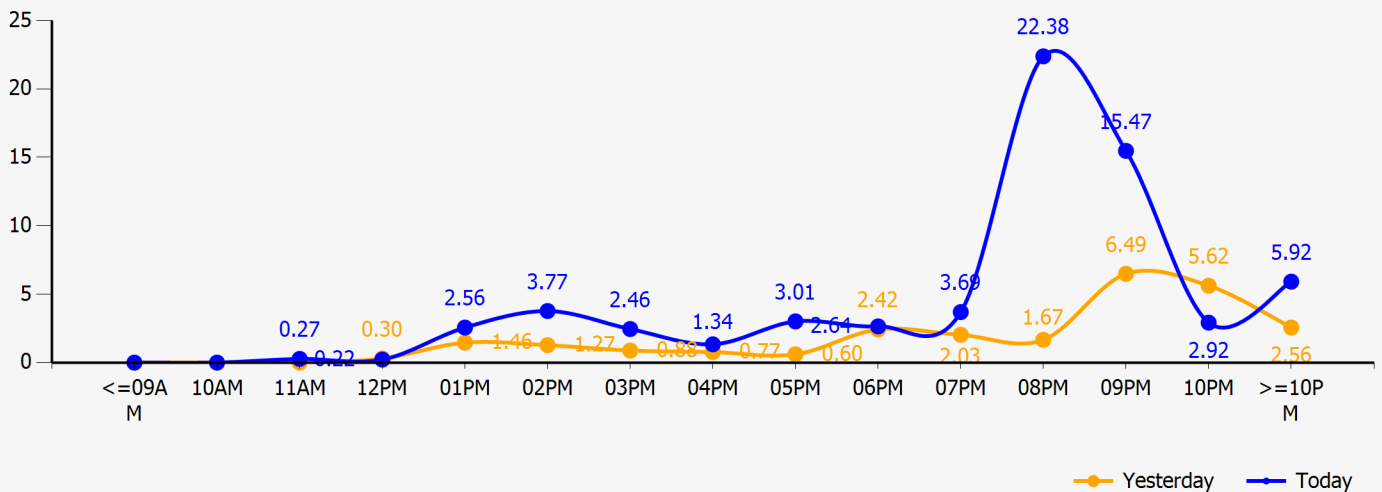
EW Pen%  
**1.53%**  
Yest.EW %: 1.32%

Open SO  
**66.64** Lacs  
Yest. OSO 26.07 Lacs

Sales Invoice Trend Yesterday Vs Today By Hours



Sales Order Trend Yesterday Vs Today By Hours



| Sales Zone  | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-01    | 199.37   | 222.40   | 23.03       | 7.52%  | 3.15%  | -4.38%    | 312.54     |
| CHENNAI-01  | 167.90   | 173.45   | 5.56        | 7.84%  | 6.45%  | -1.40%    | 214.92     |
| CHENNAI-02  | 131.41   | 164.38   | 32.97       | 7.60%  | 6.13%  | -1.47%    | 205.13     |
| SOUTH-03    | 112.29   | 144.30   | 32.00       | 9.13%  | 6.18%  | -2.94%    | 242.99     |
| TRICHY-01   | 139.27   | 131.43   | -7.84       | 8.56%  | 6.39%  | -2.17%    | 224.03     |
| NORTH ARCOT | 90.59    | 116.75   | 26.16       | 7.45%  | 6.90%  | -0.55%    | 175.02     |
| SOUTH ARCOT | 84.80    | 88.10    | 3.30        | 7.34%  | 6.82%  | -0.53%    | 138.71     |
| WEST-03     | 42.89    | 72.10    | 29.21       | 11.43% | 8.58%  | -2.85%    | 91.68      |
| WEST-02     | 65.70    | 66.53    | 0.83        | 10.23% | 8.30%  | -1.93%    | 148.10     |
| WEST-01     | 45.73    | 66.25    | 20.52       | 8.16%  | 8.78%  | 0.62%     | 109.92     |
| OTHERS      | (25.00)  | (15.51)  | 9.49        | -4.70% | 30.14% | 34.84%    | 0.00       |
| Total       | 1054.94  | 1230.17  | 175.23      | 8.52%  | 5.89%  | -2.62%    | 1863.03    |

| Branch          | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-----------------|----------|----------|-------------|--------|--------|-----------|------------|
| <b>SOUTH-01</b> |          |          |             |        |        |           |            |
| TUT1            | 21.83    | 63.82    | 41.99       | 10.47% | -6.72% | -17.19%   | 33.13      |
| TVL1            | 23.17    | 19.79    | -3.38       | 2.50%  | 4.84%  | 2.34%     | 25.16      |

| Branch           | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------------|----------|----------|-------------|--------|--------|-----------|------------|
| KVT1             | 11.36    | 11.04    | -0.32       | 9.40%  | 7.34%  | -2.06%    | 14.25      |
| NGR1             | 17.50    | 9.55     | -7.96       | 7.27%  | 6.73%  | -0.54%    | 18.79      |
| TKS1             | 3.37     | 8.72     | 5.35        | 7.43%  | 3.41%  | -4.02%    | 9.95       |
| TKS2             | 7.32     | 6.97     | -0.35       | 5.17%  | 8.79%  | 3.62%     | 16.43      |
| VNR2             | 5.85     | 6.33     | 0.48        | 5.90%  | 10.17% | 4.27%     | 15.05      |
| MAR1             | 7.99     | 6.14     | -1.85       | 8.17%  | 9.05%  | 0.89%     | 7.37       |
| RND2             | 5.70     | 5.79     | 0.09        | 11.33% | 8.99%  | -2.34%    | 7.53       |
| KGL1             | 3.81     | 5.08     | 1.28        | 5.39%  | 4.23%  | -1.15%    | 3.62       |
| RND1             | 7.49     | 4.84     | -2.65       | 9.12%  | 12.30% | 3.18%     | 9.89       |
| TUT2             | 5.71     | 4.66     | -1.05       | 8.08%  | 9.93%  | 1.86%     | 12.70      |
| RPM1             | 7.65     | 4.49     | -3.16       | 3.22%  | 8.94%  | 5.72%     | 12.11      |
| APK2             | 4.96     | 4.18     | -0.79       | 8.01%  | 5.29%  | -2.72%    | 5.59       |
| PDI1             | 3.81     | 4.12     | 0.31        | 13.27% | 9.41%  | -3.86%    | 5.25       |
| VKM1             | 0.99     | 4.03     | 3.04        | 10.43% | 4.37%  | -6.07%    | 3.76       |
| VLY1             | 6.66     | 3.71     | -2.95       | 6.99%  | 7.26%  | 0.27%     | 7.83       |
| PKD1             | 2.70     | 3.67     | 0.97        | 12.08% | 14.28% | 2.21%     | 8.98       |
| SDI1             | 3.33     | 3.62     | 0.29        | 7.08%  | 6.05%  | -1.03%    | 4.88       |
| SVK1             | 4.18     | 3.53     | -0.65       | 7.44%  | 10.78% | 3.34%     | 9.30       |
| APK1             | 4.64     | 3.48     | -1.16       | 7.35%  | 5.49%  | -1.87%    | 5.51       |
| VNR1             | 0.71     | 3.21     | 2.50        | 12.00% | 5.54%  | -6.46%    | 5.01       |
| KSM1             | 1.34     | 2.99     | 1.65        | 6.46%  | 5.53%  | -0.93%    | 2.38       |
| MMT1             | 4.16     | 2.95     | -1.21       | 8.89%  | 7.95%  | -0.94%    | 4.38       |
| UDN1             | 1.77     | 2.95     | 1.18        | 10.32% | 8.70%  | -1.62%    | 5.07       |
| SKD1             | 3.04     | 2.62     | -0.42       | 7.01%  | 7.37%  | 0.35%     | 4.58       |
| ERL2             | 3.93     | 2.62     | -1.31       | 10.35% | -5.03% | -15.39%   | 6.35       |
| ASM1             | 3.53     | 2.51     | -1.02       | 4.08%  | 7.82%  | 3.73%     | 4.35       |
| TCN1             | 3.27     | 2.31     | -0.96       | 11.01% | 11.44% | 0.43%     | 8.10       |
| SNL1             | 3.43     | 2.15     | -1.28       | 3.87%  | 5.39%  | 1.51%     | 6.14       |
| STU2             | 2.28     | 2.01     | -0.27       | 7.42%  | 6.56%  | -0.86%    | 3.26       |
| ARM1             | 1.11     | 1.92     | 0.81        | 6.88%  | 7.36%  | 0.48%     | 5.17       |
| TKY1             | 1.71     | 1.76     | 0.05        | 6.28%  | 6.40%  | 0.12%     | 5.73       |
| COL1             | 2.67     | 1.57     | -1.10       | 9.30%  | 6.11%  | -3.19%    | 1.58       |
| TYI1             | 2.66     | 1.47     | -1.19       | 10.07% | 6.24%  | -3.83%    | 5.02       |
| KYR1             | 2.52     | 1.42     | -1.10       | 12.44% | 8.74%  | -3.71%    | 4.77       |
| SGT1             | 1.22     | 0.38     | -0.84       | 6.53%  | 9.85%  | 3.32%     | 3.56       |
| SOUTH-01 : Total | 199.37   | 222.40   | 23.03       | 7.52%  | 3.15%  | -4.38%    | 312.54     |
| CHENNAI-01       |          |          |             |        |        |           |            |
| CH25             | 4.69     | 22.70    | 18.00       | 3.02%  | 4.56%  | 1.53%     | 7.70       |
| CH14             | 12.02    | 17.25    | 5.24        | 7.01%  | 7.03%  | 0.02%     | 13.90      |
| CH05             | 17.69    | 12.53    | -5.17       | 5.14%  | 3.18%  | -1.97%    | 11.34      |
| CH16             | 13.20    | 11.36    | -1.84       | 8.10%  | 3.11%  | -4.98%    | 15.48      |
| CH49             | 7.72     | 10.20    | 2.48        | 10.56% | 7.00%  | -3.56%    | 10.30      |
| AVD1             | 3.84     | 9.55     | 5.71        | 6.08%  | 6.99%  | 0.92%     | 10.94      |
| CH28             | 3.72     | 9.22     | 5.50        | 11.54% | 12.43% | 0.89%     | 12.10      |
| CH07             | 7.74     | 8.88     | 1.14        | 5.51%  | 6.48%  | 0.97%     | 8.50       |
| CH47             | 19.56    | 7.99     | -11.57      | 6.27%  | 7.24%  | 0.97%     | 12.65      |
| CH42             | 7.82     | 7.98     | 0.16        | 10.82% | 8.03%  | -2.80%    | 12.76      |
| GUD1             | 0.86     | 7.50     | 6.64        | 12.60% | 10.18% | -2.41%    | 6.54       |
| CH48             | 12.59    | 6.17     | -6.42       | 10.07% | 4.16%  | -5.91%    | 8.52       |

| Branch             | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% | Day Target |
|--------------------|----------|----------|-------------|--------|---------|-----------|------------|
| CH30               | 6.07     | 5.68     | -0.39       | 7.12%  | 9.49%   | 2.37%     | 6.68       |
| CH45               | 5.00     | 5.44     | 0.44        | 5.19%  | 5.85%   | 0.66%     | 7.34       |
| CH19               | 10.60    | 4.73     | -5.87       | 8.14%  | 5.33%   | -2.81%    | 10.50      |
| CH22               | 2.80     | 4.07     | 1.27        | 8.58%  | 5.28%   | -3.30%    | 6.20       |
| GUD2               | 3.27     | 3.60     | 0.34        | 11.19% | -2.26%  | -13.45%   | 5.86       |
| CGL1               | 1.92     | 3.52     | 1.60        | 7.47%  | 7.48%   | 0.00%     | 4.69       |
| CH38               | 3.17     | 2.92     | -0.26       | 12.50% | 12.67%  | 0.17%     | 6.34       |
| KNR1               | 9.37     | 2.84     | -6.54       | 9.23%  | 7.76%   | -1.47%    | 6.42       |
| MRM1               | 3.82     | 2.63     | -1.20       | 9.91%  | 7.18%   | -2.73%    | 7.43       |
| TKM1               | 1.74     | 1.89     | 0.15        | 9.34%  | 10.94%  | 1.60%     | 4.82       |
| CH39               | 3.59     | 1.45     | -2.14       | 10.70% | 5.90%   | -4.81%    | 4.45       |
| SKL1               | 2.93     | 1.43     | -1.50       | 6.36%  | 8.09%   | 1.73%     | 5.42       |
| CH40               | 0.20     | 1.04     | 0.84        | -6.38% | 7.05%   | 13.43%    | 3.20       |
| CH29               | 0.06     | 0.40     | 0.34        | 7.31%  | 12.09%  | 4.78%     | 1.45       |
| CH26               | 1.34     | 0.33     | -1.01       | 8.07%  | 13.65%  | 5.58%     | 2.04       |
| MC09               | 0.56     | 0.17     | -0.39       | 13.88% | -10.08% | -23.96%   | 1.36       |
| CHENNAI-01 : Total | 167.90   | 173.45   | 5.56        | 7.84%  | 6.45%   | -1.40%    | 214.92     |
| CHENNAI-02         |          |          |             |        |         |           |            |
| CH50               | 5.03     | 11.48    | 6.45        | 9.62%  | 9.91%   | 0.29%     | 9.08       |
| CH12               | 7.51     | 11.31    | 3.80        | 10.23% | 6.88%   | -3.34%    | 10.92      |
| CH15               | 11.42    | 11.08    | -0.34       | 6.67%  | 10.49%  | 3.82%     | 19.03      |
| CH03               | 13.83    | 10.91    | -2.92       | 5.42%  | 7.43%   | 2.01%     | 17.67      |
| CH21               | 8.82     | 10.44    | 1.62        | 5.81%  | 4.65%   | -1.16%    | 11.23      |
| CH18               | 9.97     | 9.50     | -0.48       | 8.62%  | 9.00%   | 0.38%     | 9.61       |
| CH51               | 6.18     | 8.56     | 2.38        | 5.88%  | 1.74%   | -4.14%    | 8.49       |
| CH34               | 5.64     | 8.19     | 2.54        | 8.29%  | 5.66%   | -2.63%    | 9.61       |
| CH35               | 1.79     | 7.32     | 5.53        | 10.78% | 5.39%   | -5.38%    | 5.80       |
| CH17               | 3.58     | 7.10     | 3.52        | 13.42% | 11.00%  | -2.42%    | 5.50       |
| CH24               | 2.86     | 6.60     | 3.74        | 11.40% | 7.79%   | -3.61%    | 8.09       |
| CH46               | 2.39     | 4.63     | 2.24        | 7.77%  | 1.10%   | -6.67%    | 4.69       |
| GPD1               | 1.82     | 4.62     | 2.80        | 9.30%  | 1.03%   | -8.26%    | 4.75       |
| CH44               | 3.46     | 4.48     | 1.02        | 7.40%  | 6.57%   | -0.83%    | 7.27       |
| MJR1               | 3.81     | 4.45     | 0.64        | 7.98%  | 7.56%   | -0.42%    | 7.23       |
| CH36               | 2.88     | 4.42     | 1.54        | 4.96%  | 6.75%   | 1.78%     | 2.74       |
| CH43               | 2.26     | 4.15     | 1.89        | 8.56%  | -2.72%  | -11.28%   | 6.64       |
| CH33               | 4.09     | 4.04     | -0.04       | 9.54%  | 7.42%   | -2.12%    | 7.28       |
| CH41               | 6.52     | 3.87     | -2.66       | 8.10%  | 5.21%   | -2.89%    | 6.28       |
| CH31               | 0.64     | 3.75     | 3.11        | 8.40%  | 4.44%   | -3.97%    | 2.74       |
| CH20               | 10.20    | 3.48     | -6.72       | 8.78%  | 5.70%   | -3.08%    | 8.21       |
| CH37               | 1.56     | 3.34     | 1.77        | 5.82%  | -2.10%  | -7.92%    | 3.99       |
| CH06               | 3.72     | 2.91     | -0.81       | 5.67%  | 5.35%   | -0.32%    | 6.78       |
| CH27               | 1.74     | 2.27     | 0.53        | 0.18%  | 9.02%   | 8.84%     | 2.47       |
| UKI1               | 1.01     | 2.20     | 1.19        | 11.27% | 3.44%   | -7.83%    | 4.90       |
| CH23               | 1.43     | 1.98     | 0.55        | -1.92% | 8.04%   | 9.96%     | 3.81       |
| MC05               | 0.63     | 1.82     | 1.18        | 7.59%  | 0.25%   | -7.34%    | 2.12       |
| CH01               | 0.67     | 1.59     | 0.92        | 10.43% | -4.45%  | -14.88%   | 0.24       |
| MC06               | 0.24     | 1.41     | 1.17        | -3.89% | 1.90%   | 5.80%     | 2.32       |
| PON1               | 4.68     | 1.25     | -3.42       | 6.57%  | 10.81%  | 4.24%     | 4.52       |

| Branch             | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|--------------------|----------|----------|-------------|--------|--------|-----------|------------|
| CH32               | 1.00     | 1.24     | 0.25        | 9.08%  | 11.41% | 2.33%     | 1.14       |
| CHENNAI-02 : Total | 131.41   | 164.38   | 32.97       | 7.60%  | 6.13%  | -1.47%    | 205.13     |
| <b>SOUTH-03</b>    |          |          |             |        |        |           |            |
| MDU8               |          | 30.58    | 30.58       | 0.00%  | 0.37%  | 0.37%     | 5.57       |
| MDU1               | 7.69     | 15.86    | 8.17        | -1.41% | 7.14%  | 8.56%     | 20.08      |
| MDU2               | 4.86     | 6.68     | 1.82        | 9.14%  | 7.86%  | -1.28%    | 13.82      |
| TDI1               | 1.65     | 5.10     | 3.44        | 10.08% | 10.68% | 0.59%     | 4.63       |
| KKD3               | 9.72     | 5.03     | -4.69       | 11.47% | 7.64%  | -3.83%    | 9.26       |
| MDU3               | 2.96     | 4.75     | 1.78        | 6.89%  | 5.23%  | -1.66%    | 8.16       |
| KRR1               | 0.42     | 4.53     | 4.11        | 19.91% | 11.18% | -8.73%    | 6.03       |
| MPA1               | 7.34     | 4.32     | -3.02       | 8.84%  | 7.44%  | -1.40%    | 6.69       |
| PVI1               | 3.51     | 4.00     | 0.49        | 12.88% | 12.40% | -0.48%    | 5.58       |
| MDU7               | 2.09     | 3.99     | 1.90        | 10.13% | 7.27%  | -2.86%    | 5.38       |
| TEN1               | 2.99     | 3.91     | 0.92        | 11.76% | 7.28%  | -4.48%    | 7.63       |
| DGL1               | 11.71    | 3.76     | -7.95       | 10.25% | 7.91%  | -2.34%    | 16.76      |
| TPT1               | 4.53     | 3.76     | -0.77       | 11.84% | 6.33%  | -5.51%    | 5.40       |
| PNI1               | 0.83     | 3.68     | 2.85        | 9.54%  | -3.12% | -12.66%   | 3.22       |
| ATG1               | 5.56     | 3.33     | -2.23       | 6.94%  | 6.18%  | -0.76%    | 6.54       |
| KYK1               | 0.70     | 2.87     | 2.17        | 11.81% | 5.96%  | -5.86%    | 3.60       |
| ADP1               | 0.92     | 2.83     | 1.91        | 14.23% | 13.32% | -0.91%    | 5.45       |
| PNV2               | 1.21     | 2.75     | 1.54        | 9.26%  | 6.51%  | -2.75%    | 2.81       |
| SVG1               | 2.32     | 2.62     | 0.30        | 4.06%  | 7.88%  | 3.82%     | 5.69       |
| MDU6               | 3.53     | 2.56     | -0.97       | 6.90%  | 8.59%  | 1.69%     | 11.74      |
| NTM1               | 2.26     | 2.51     | 0.25        | 8.25%  | 6.50%  | -1.74%    | 4.11       |
| DGL2               | 1.72     | 2.41     | 0.69        | 40.02% | 10.64% | -29.38%   | 5.16       |
| TEN2               | 1.00     | 2.31     | 1.31        | 18.44% | 12.23% | -6.21%    | 6.07       |
| USL1               | 1.12     | 2.19     | 1.07        | 10.19% | 6.74%  | -3.45%    | 5.09       |
| TMM1               | 3.55     | 2.01     | -1.54       | 9.71%  | 6.39%  | -3.33%    | 8.93       |
| CBM1               | 3.83     | 1.98     | -1.85       | 9.40%  | 9.16%  | -0.23%    | 7.13       |
| DKI1               | 3.39     | 1.72     | -1.67       | 6.38%  | 12.42% | 6.04%     | 6.82       |
| KPT1               | 0.38     | 1.68     | 1.31        | 12.05% | 17.18% | 5.13%     | 4.61       |
| BNR1               | 2.33     | 1.66     | -0.66       | 2.49%  | 1.60%  | -0.89%    | 5.35       |
| MDU5               | 1.71     | 1.54     | -0.17       | 12.48% | 9.99%  | -2.49%    | 4.92       |
| BTU1               | 0.22     | 1.35     | 1.13        | 7.07%  | 8.39%  | 1.32%     | 3.34       |
| ODM1               | 1.51     | 1.33     | -0.18       | 6.62%  | 1.15%  | -5.47%    | 4.32       |
| PKM1               | 3.90     | 1.21     | -2.69       | 7.49%  | 7.07%  | -0.43%    | 3.58       |
| NKI1               | 3.56     | 1.16     | -2.40       | 9.28%  | 16.16% | 6.88%     | 4.88       |
| MLR1               | 2.06     | 1.13     | -0.93       | 13.09% | -4.53% | -17.62%   | 4.16       |
| MNM1               | 0.78     | 0.55     | -0.23       | 10.83% | 2.44%  | -8.39%    | 3.25       |
| SGP1               | 2.44     | 0.54     | -1.89       | 6.45%  | 13.72% | 7.27%     | 3.41       |
| CMR1               | 1.59     | 0.13     | -1.46       | 9.66%  | 13.53% | 3.87%     | 3.83       |
| MDU4               | 0.42     |          | -0.42       | -0.04% | 0.00%  | 0.04%     | 0.00       |
| SOUTH-03 : Total   | 112.29   | 144.30   | 32.00       | 9.13%  | 6.18%  | -2.94%    | 242.99     |
| <b>TRICHY-01</b>   |          |          |             |        |        |           |            |
| TRY1               | 24.36    | 21.55    | -2.81       | 8.66%  | 4.74%  | -3.92%    | 28.47      |
| PBR2               | 2.15     | 13.25    | 11.10       | 9.78%  | 6.10%  | -3.67%    | 11.96      |
| KUM1               | 7.84     | 12.10    | 4.26        | 9.73%  | 2.26%  | -7.47%    | 11.12      |
| TNJ1               | 11.31    | 9.55     | -1.76       | 8.12%  | 4.29%  | -3.83%    | 14.17      |

| Branch            | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------------|----------|----------|-------------|--------|--------|-----------|------------|
| TRY3              | 3.89     | 7.42     | 3.53        | 8.00%  | 2.44%  | -5.56%    | 7.70       |
| TRY4              | 4.01     | 6.79     | 2.77        | 8.49%  | 8.30%  | -0.19%    | 7.71       |
| TYR1              | 3.12     | 5.91     | 2.79        | 10.37% | 8.18%  | -2.19%    | 8.74       |
| MVM1              | 8.88     | 5.68     | -3.20       | 10.14% | 11.63% | 1.49%     | 10.51      |
| PTK1              | 5.73     | 5.15     | -0.58       | 4.64%  | 7.07%  | 2.43%     | 7.48       |
| PDK1              | 0.70     | 3.97     | 3.27        | 11.67% | 11.16% | -0.51%    | 4.78       |
| NGT1              | 4.85     | 3.86     | -0.99       | 12.10% | 8.30%  | -3.81%    | 7.79       |
| TVR2              | 5.75     | 3.58     | -2.17       | 2.30%  | 1.14%  | -1.17%    | 10.33      |
| JKM1              | 5.69     | 3.25     | -2.44       | 9.45%  | -1.17% | -10.62%   | 7.51       |
| TNJ2              | 8.37     | 3.06     | -5.31       | 6.95%  | 9.44%  | 2.48%     | 10.13      |
| PDK2              | 4.15     | 2.95     | -1.20       | 8.47%  | 0.74%  | -7.73%    | 5.70       |
| MDI1              | 4.69     | 2.69     | -2.01       | 8.91%  | 10.17% | 1.26%     | 7.00       |
| KIK1              | 6.22     | 2.32     | -3.89       | 6.88%  | 11.17% | 4.29%     | 4.63       |
| TVR1              | 0.70     | 2.28     | 1.57        | 12.90% | 11.52% | -1.37%    | 4.32       |
| AYR1              | 5.32     | 2.19     | -3.13       | 8.71%  | 8.64%  | -0.07%    | 5.82       |
| ORU1              | 1.87     | 2.16     | 0.29        | 5.39%  | 13.82% | 8.43%     | 4.34       |
| TTP1              | 1.63     | 2.05     | 0.41        | 7.31%  | 9.45%  | 2.14%     | 7.37       |
| KUM2              | 4.08     | 1.80     | -2.28       | 9.40%  | 12.68% | 3.28%     | 4.80       |
| PBR1              | 1.92     | 1.60     | -0.32       | 7.32%  | 8.15%  | 0.83%     | 4.38       |
| KRN1              | 2.82     | 1.29     | -1.53       | 13.85% | 13.52% | -0.33%    | 5.53       |
| NCK1              | 1.37     | 1.27     | -0.10       | 12.87% | 9.72%  | -3.15%    | 3.20       |
| NMM1              | 1.52     | 1.01     | -0.51       | 11.39% | 11.14% | -0.25%    | 5.69       |
| APM1              | 0.32     | 1.00     | 0.68        | 17.92% | 13.11% | -4.81%    | 2.97       |
| TRY2              | 2.12     | 0.86     | -1.26       | 10.31% | 12.91% | 2.60%     | 4.16       |
| MSI1              | 3.88     | 0.85     | -3.03       | 8.81%  | 8.28%  | -0.53%    | 5.71       |
| TRICHY-01 : Total | 139.27   | 131.43   | -7.84       | 8.56%  | 6.39%  | -2.17%    | 224.03     |
| NORTH ARCOT       |          |          |             |        |        |           |            |
| VEL3              | 4.01     | 14.03    | 10.02       | 5.94%  | 5.45%  | -0.48%    | 7.78       |
| VEL4              | 4.08     | 13.84    | 9.76        | 2.26%  | 8.36%  | 6.10%     | 10.04      |
| KPM2              | 8.13     | 11.60    | 3.47        | 6.10%  | 4.27%  | -1.83%    | 13.17      |
| TRR1              | 5.45     | 9.73     | 4.29        | 8.55%  | 4.63%  | -3.93%    | 9.16       |
| VEL2              | 3.03     | 9.29     | 6.26        | 8.04%  | 5.12%  | -2.92%    | 12.03      |
| BGR1              | 0.87     | 5.59     | 4.72        | 9.77%  | 5.86%  | -3.90%    | 3.79       |
| VNB1              | 2.56     | 5.36     | 2.80        | 8.73%  | 7.80%  | -0.93%    | 4.06       |
| SBR1              | 9.46     | 3.87     | -5.59       | 6.22%  | 7.44%  | 1.22%     | 9.88       |
| WJD1              | 2.35     | 3.86     | 1.51        | 11.44% | 7.95%  | -3.49%    | 7.28       |
| VSI1              | 2.44     | 3.63     | 1.19        | 10.46% | 8.85%  | -1.62%    | 6.04       |
| WJP1              | 1.16     | 2.84     | 1.68        | 12.09% | 8.27%  | -3.82%    | 6.09       |
| TRL1              | 8.70     | 2.79     | -5.91       | 7.81%  | 7.94%  | 0.13%     | 8.81       |
| GDM1              | 4.16     | 2.64     | -1.53       | 7.32%  | 8.77%  | 1.45%     | 5.62       |
| ABR1              | 5.31     | 2.59     | -2.72       | 6.19%  | 7.93%  | 1.74%     | 5.67       |
| ARC2              | 2.23     | 2.50     | 0.27        | 9.54%  | 8.70%  | -0.84%    | 8.32       |
| PLR1              | 1.13     | 2.45     | 1.32        | 8.00%  | 8.07%  | 0.08%     | 3.76       |
| VEL1              | 4.59     | 2.38     | -2.21       | 5.12%  | 7.87%  | 2.75%     | 6.96       |
| CGM1              | 2.50     | 2.37     | -0.12       | 10.35% | 5.38%  | -4.96%    | 5.55       |
| ANI1              | 1.94     | 2.37     | 0.43        | 9.96%  | 7.95%  | -2.01%    | 3.09       |
| UGI1              | 0.37     | 2.33     | 1.96        | 0.11%  | 7.08%  | 6.98%     | 3.94       |
| CYR1              | 3.27     | 2.10     | -1.17       | 4.77%  | 11.68% | 6.91%     | 3.53       |
| CPT1              | 2.79     | 2.08     | -0.71       | 12.02% | 7.04%  | -4.98%    | 3.78       |

| Branch              | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|---------------------|----------|----------|-------------|--------|--------|-----------|------------|
| KPM1                | 2.87     | 1.63     | -1.24       | 5.99%  | 13.20% | 7.21%     | 4.64       |
| TRT1                | 0.58     | 1.57     | 0.99        | 30.57% | 5.95%  | -24.62%   | 5.78       |
| AKM1                | 4.12     | 1.48     | -2.64       | 9.59%  | 11.05% | 1.46%     | 8.99       |
| SLG1                | 1.26     | 1.17     | -0.09       | 2.11%  | 12.51% | 10.39%    | 4.98       |
| PTU1                | 1.23     | 0.67     | -0.56       | 7.40%  | 9.67%  | 2.27%     | 2.30       |
| NORTH ARCOT : Total | 90.59    | 116.75   | 26.16       | 7.45%  | 6.90%  | -0.55%    | 175.02     |
| SOUTH ARCOT         |          |          |             |        |        |           |            |
| POY2                | 1.14     | 14.33    | 13.20       | 8.52%  | 5.98%  | -2.54%    | 9.18       |
| POY1                | 5.82     | 9.27     | 3.45        | 6.69%  | 8.57%  | 1.89%     | 9.96       |
| CUD1                | 14.57    | 7.67     | -6.90       | 7.47%  | 6.15%  | -1.32%    | 15.34      |
| PRT1                | 6.06     | 6.63     | 0.57        | 9.81%  | 5.99%  | -3.82%    | 5.85       |
| ULP1                | 3.82     | 5.73     | 1.91        | 8.42%  | 4.27%  | -4.15%    | 8.29       |
| CDM1                | 1.62     | 5.70     | 4.09        | 7.41%  | 4.78%  | -2.63%    | 9.33       |
| TRK1                | 4.83     | 5.51     | 0.69        | 7.30%  | 6.92%  | -0.38%    | 10.05      |
| KLM1                | 7.75     | 4.96     | -2.79       | 5.64%  | 8.16%  | 2.52%     | 7.27       |
| NVL2                | 4.87     | 3.74     | -1.12       | 9.87%  | 9.04%  | -0.82%    | 8.29       |
| SJI2                | 4.04     | 3.51     | -0.52       | 8.11%  | 9.91%  | 1.81%     | 8.35       |
| VCM2                | 1.84     | 3.38     | 1.54        | 0.96%  | 3.97%  | 3.01%     | 3.35       |
| TVM2                | 2.12     | 2.94     | 0.81        | 11.17% | 10.26% | -0.90%    | 5.03       |
| VPM2                | 8.77     | 2.54     | -6.23       | 3.19%  | 4.84%  | 1.65%     | 7.18       |
| KKI2                | 3.65     | 2.24     | -1.40       | 8.27%  | 9.93%  | 1.65%     | 7.49       |
| TVM1                | 2.94     | 2.15     | -0.78       | 5.94%  | 3.87%  | -2.07%    | 3.49       |
| TDM1                | 4.41     | 1.95     | -2.46       | 6.66%  | 5.64%  | -1.01%    | 6.22       |
| MKM1                | 1.47     | 1.58     | 0.11        | 14.03% | 13.09% | -0.94%    | 3.24       |
| KML1                | 2.38     | 1.40     | -0.98       | 10.44% | 10.79% | 0.36%     | 4.28       |
| STP1                | 0.62     | 1.21     | 0.59        | 6.35%  | 6.29%  | -0.06%    | 3.18       |
| VPM1                | 0.98     | 1.05     | 0.07        | 12.85% | 4.54%  | -8.31%    | 2.37       |
| VCM1                | 1.12     | 0.60     | -0.52       | 8.53%  | 6.24%  | -2.29%    | 0.97       |
| SOUTH ARCOT : Total | 84.80    | 88.10    | 3.30        | 7.34%  | 6.82%  | -0.53%    | 138.71     |
| WEST-03             |          |          |             |        |        |           |            |
| TPR2                | 2.30     | 13.00    | 10.70       | 12.91% | 6.15%  | -6.75%    | 7.48       |
| ERD1                | 7.24     | 7.59     | 0.35        | 10.47% | 6.58%  | -3.89%    | 8.84       |
| ERD2                | 10.94    | 7.40     | -3.54       | 11.65% | 8.68%  | -2.97%    | 9.47       |
| NKL2                | 3.19     | 6.27     | 3.09        | 11.84% | 11.53% | -0.31%    | 10.03      |
| TPR1                | 0.62     | 5.87     | 5.24        | 5.40%  | 9.75%  | 4.35%     | 6.79       |
| AVI1                | 0.45     | 5.32     | 4.88        | 3.42%  | 6.10%  | 2.69%     | 4.64       |
| TPR3                | 0.41     | 4.34     | 3.93        | 18.56% | 10.22% | -8.34%    | 5.11       |
| KGM1                | 0.78     | 3.76     | 2.99        | 9.96%  | 7.42%  | -2.54%    | 3.32       |
| GBM1                | 1.02     | 3.72     | 2.70        | 9.16%  | 9.82%  | 0.66%     | 4.74       |
| CMI1                | 1.09     | 3.40     | 2.31        | 14.91% | 12.24% | -2.67%    | 3.43       |
| SYM2                | 1.16     | 1.90     | 0.73        | 8.51%  | 11.90% | 3.39%     | 4.55       |
| KMM1                | 1.40     | 1.89     | 0.48        | 11.16% | 3.27%  | -7.90%    | 3.24       |
| TCG1                | 3.38     | 1.62     | -1.76       | 13.37% | 13.95% | 0.58%     | 3.81       |
| PDR1                | 1.59     | 1.49     | -0.10       | 12.04% | 10.04% | -2.00%    | 2.67       |
| RSP1                | 2.64     | 1.19     | -1.45       | 12.67% | 11.13% | -1.54%    | 4.79       |
| TPR4                | 1.12     | 1.18     | 0.05        | 12.20% | 10.12% | -2.08%    | 3.15       |
| VKL1                | 1.41     | 1.08     | -0.33       | 12.14% | 12.64% | 0.50%     | 2.99       |
| SGG1                | 2.15     | 1.08     | -1.07       | 9.07%  | 6.46%  | -2.61%    | 2.63       |
| WEST-03 : Total     | 42.89    | 72.10    | 29.21       | 11.43% | 8.58%  | -2.85%    | 91.68      |

| Branch          | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-----------------|----------|----------|-------------|--------|--------|-----------|------------|
| WEST-02         |          |          |             |        |        |           |            |
| SLM1            | 11.30    | 7.01     | -4.29       | 10.71% | 5.34%  | -5.38%    | 15.83      |
| ATU1            | 2.23     | 6.57     | 4.35        | 7.80%  | 9.67%  | 1.87%     | 7.29       |
| MTR1            | 0.99     | 5.65     | 4.66        | 15.79% | 7.97%  | -7.82%    | 5.54       |
| KRI1            | 2.87     | 5.56     | 2.69        | 12.17% | 7.40%  | -4.77%    | 3.88       |
| SLM3            | 6.92     | 4.05     | -2.88       | 8.41%  | 11.70% | 3.29%     | 9.86       |
| TRM1            | 1.58     | 3.33     | 1.76        | 9.49%  | 8.25%  | -1.23%    | 8.19       |
| APN1            | 1.50     | 3.29     | 1.79        | 15.51% | 10.78% | -4.73%    | 4.92       |
| HSR2            | 9.41     | 2.90     | -6.52       | 5.64%  | 1.11%  | -4.53%    | 9.53       |
| HSR1            | 6.23     | 2.68     | -3.55       | 10.28% | 6.33%  | -3.95%    | 4.49       |
| KVP1            | 1.91     | 2.65     | 0.73        | -2.84% | 4.06%  | 6.90%     | 3.40       |
| SLM2            | 2.15     | 2.46     | 0.31        | 13.46% | 12.69% | -0.77%    | 7.58       |
| DPR2            | 0.57     | 2.34     | 1.77        | 6.99%  | 5.90%  | -1.09%    | 3.14       |
| PLC1            | 1.56     | 2.19     | 0.63        | 15.75% | 9.59%  | -6.16%    | 4.55       |
| OML1            | 1.33     | 1.86     | 0.53        | 14.34% | 6.45%  | -7.89%    | 7.18       |
| PMP1            | 3.50     | 1.84     | -1.67       | 10.60% | 4.64%  | -5.96%    | 5.26       |
| KAM1            | 0.39     | 1.72     | 1.33        | 18.23% | 12.61% | -5.62%    | 2.73       |
| SGI1            | 0.34     | 1.62     | 1.28        | 17.62% | 10.82% | -6.80%    | 5.81       |
| VPD1            | 1.47     | 1.56     | 0.09        | 15.42% | 8.50%  | -6.92%    | 7.67       |
| EPI1            | 2.38     | 1.39     | -0.99       | 13.31% | 13.68% | 0.37%     | 6.93       |
| BMD1            | 0.28     | 1.34     | 1.06        | 6.73%  | 13.15% | 6.42%     | 4.52       |
| MCR1            | 2.68     | 1.24     | -1.44       | 13.66% | 13.33% | -0.32%    | 5.81       |
| EDP1            | 0.38     | 1.06     | 0.68        | 18.66% | 4.28%  | -14.38%   | 3.23       |
| DPR1            | 0.88     | 1.01     | 0.13        | 9.02%  | 14.28% | 5.26%     | 3.31       |
| PNG1            | 0.38     | 0.67     | 0.30        | 17.07% | 13.85% | -3.21%    | 2.37       |
| HRR1            | 2.47     | 0.54     | -1.94       | 13.89% | 6.29%  | -7.60%    | 5.09       |
| WEST-02 : Total | 65.70    | 66.53    | 0.83        | 10.23% | 8.30%  | -1.93%    | 148.10     |
| WEST-01         |          |          |             |        |        |           |            |
| KMR1            | 1.29     | 11.01    | 9.71        | 12.52% | 8.43%  | -4.09%    | 9.22       |
| CBE2            | 11.95    | 9.37     | -2.59       | 3.76%  | 8.42%  | 4.65%     | 22.32      |
| CBE4            | 2.14     | 6.51     | 4.37        | 14.91% | 9.58%  | -5.33%    | 5.75       |
| UMP1            | 0.59     | 5.05     | 4.46        | 14.75% | 2.00%  | -12.75%   | 3.18       |
| CNR1            | 0.83     | 3.97     | 3.13        | 5.12%  | 13.18% | 8.07%     | 3.10       |
| UAM1            | 2.83     | 3.33     | 0.49        | 10.03% | 7.29%  | -2.74%    | 7.00       |
| CBE6            | 3.62     | 3.20     | -0.42       | 10.92% | 9.27%  | -1.65%    | 5.19       |
| CBE1            | 1.82     | 3.00     | 1.18        | 12.27% | 9.36%  | -2.91%    | 3.87       |
| KGI1            | 0.15     | 2.75     | 2.61        | -7.58% | 9.82%  | 17.40%    | 4.21       |
| PPI1            | 0.70     | 2.56     | 1.86        | 10.23% | 9.56%  | -0.67%    | 4.76       |
| GDR1            | 0.50     | 2.53     | 2.03        | 3.72%  | 5.44%  | 1.71%     | 3.92       |
| SNR1            | 4.28     | 2.13     | -2.15       | 11.22% | 12.68% | 1.46%     | 4.59       |
| MPM1            | 2.92     | 1.99     | -0.94       | 9.20%  | 11.92% | 2.72%     | 4.73       |
| SUL1            | 3.33     | 1.61     | -1.72       | 9.01%  | 9.40%  | 0.40%     | 4.42       |
| PDM1            | 0.71     | 1.55     | 0.84        | 13.04% | 7.09%  | -5.94%    | 3.22       |
| KMD1            | 0.31     | 1.50     | 1.19        | 10.83% | 13.91% | 3.08%     | 3.32       |
| PLI1            | 4.73     | 1.31     | -3.42       | 1.46%  | 7.34%  | 5.88%     | 5.99       |
| DPM2            | 0.15     | 1.11     | 0.96        | 17.70% | 11.24% | -6.46%    | 4.40       |
| CBE3            | 1.23     | 0.75     | -0.47       | 17.89% | 13.71% | -4.18%    | 2.51       |
| CBE5            | 0.28     | 0.60     | 0.32        | 8.88%  | 6.56%  | -2.32%    | 2.90       |

| Branch             | YD Sales       | TD Sales       | TD-YD Sales   | YD GP%       | TD GP%       | TD-YD GP%     | Day Target     |
|--------------------|----------------|----------------|---------------|--------------|--------------|---------------|----------------|
| ANR1               | 1.35           | 0.42           | -0.93         | 12.78%       | 9.37%        | -3.41%        | 1.32           |
| WEST-01 : Total    | 45.73          | 66.25          | 20.52         | 8.16%        | 8.78%        | 0.62%         | 109.92         |
| <b>OTHERS</b>      |                |                |               |              |              |               |                |
| W3SD               | (0.19)         | 1.26           | 1.45          | 6.08%        | -66.27%      | -72.35%       | 0.00           |
| WZWH               | (0.55)         | 0.38           | 0.93          | 20.47%       | -63.36%      | -83.84%       | 0.00           |
| SZSD               | (0.60)         | 0.27           | 0.87          | 7.69%        | -338.47%     | -346.16%      | 0.00           |
| CZWH               | 25.84          |                | -25.84        | -11.85%      | 0.00%        | 11.85%        | 0.00           |
| TZSD               | (0.63)         |                | 0.63          | 20.19%       | 0.00%        | -20.19%       | 0.00           |
| WHPD               | (0.35)         |                | 0.35          | 16.27%       | 0.00%        | -16.27%       | 0.00           |
| WHVL               | (1.22)         |                | 1.22          | 8.95%        | 0.00%        | -8.95%        | 0.00           |
| WZSD               | (4.71)         |                | 4.71          | -11.64%      | 0.00%        | 11.64%        | 0.00           |
| WHMD               | (0.43)         | (0.01)         | 0.42          | 16.39%       | 36.86%       | 20.47%        | 0.00           |
| WHCB               | (0.32)         | (0.18)         | 0.14          | 13.52%       | 22.80%       | 9.28%         | 0.00           |
| WHTV               | (0.39)         | (0.32)         | 0.08          | 15.12%       | -3.59%       | -18.72%       | 0.00           |
| WHNV               | (0.39)         | (0.34)         | 0.05          | 3.46%        | 15.65%       | 12.19%        | 0.00           |
| WHUT               | (0.45)         | (0.38)         | 0.06          | 6.08%        | 4.24%        | -1.85%        | 0.00           |
| S2SD               | (0.80)         | (1.50)         | -0.71         | 10.88%       | 75.59%       | 64.70%        | 0.00           |
| WTRZ               | (0.76)         | (2.53)         | -1.77         | 9.61%        | 1.43%        | -8.18%        | 0.00           |
| WCHN               | (5.77)         | (5.04)         | 0.72          | 8.15%        | 7.38%        | -0.77%        | 0.00           |
| WHC3               | (33.29)        | (7.11)         | 26.19         | -15.00%      | 14.55%       | 29.55%        | 0.00           |
| OTHERS : Total     | (25.00)        | (15.51)        | 9.49          | -4.70%       | 30.14%       | 34.84%        | 0.00           |
| <b>Grand Total</b> | <b>1054.94</b> | <b>1230.17</b> | <b>175.23</b> | <b>8.52%</b> | <b>5.89%</b> | <b>-2.62%</b> | <b>1863.03</b> |