



# TN-Daily Sales Performance As on 03-10-2025 11:55:51 PM

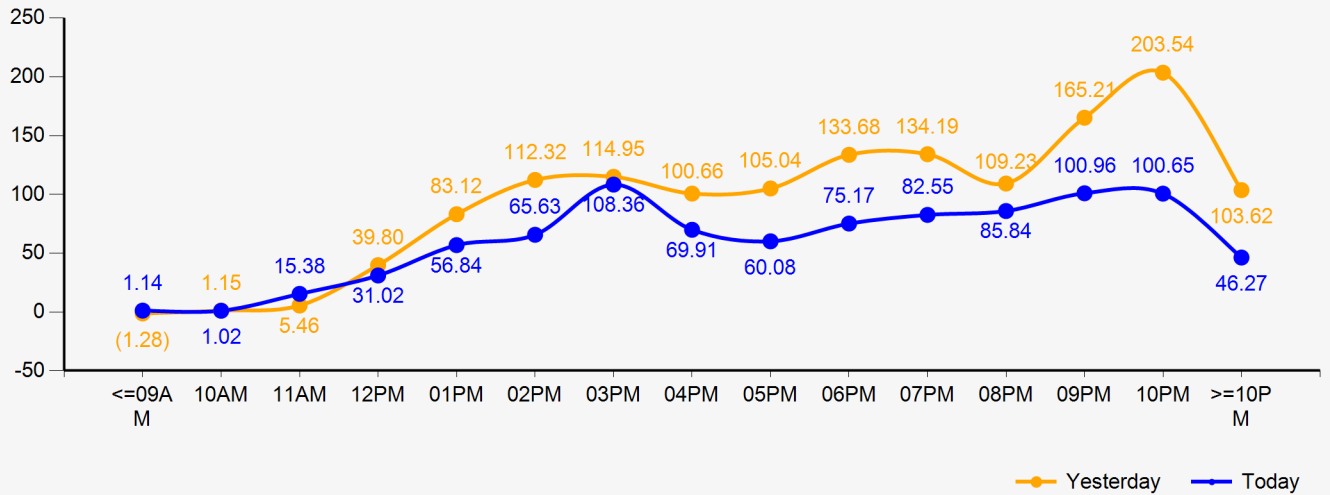
YD Sales : 1410.71 L    YD Order: 26.74 L

YD GP%: 7.97%

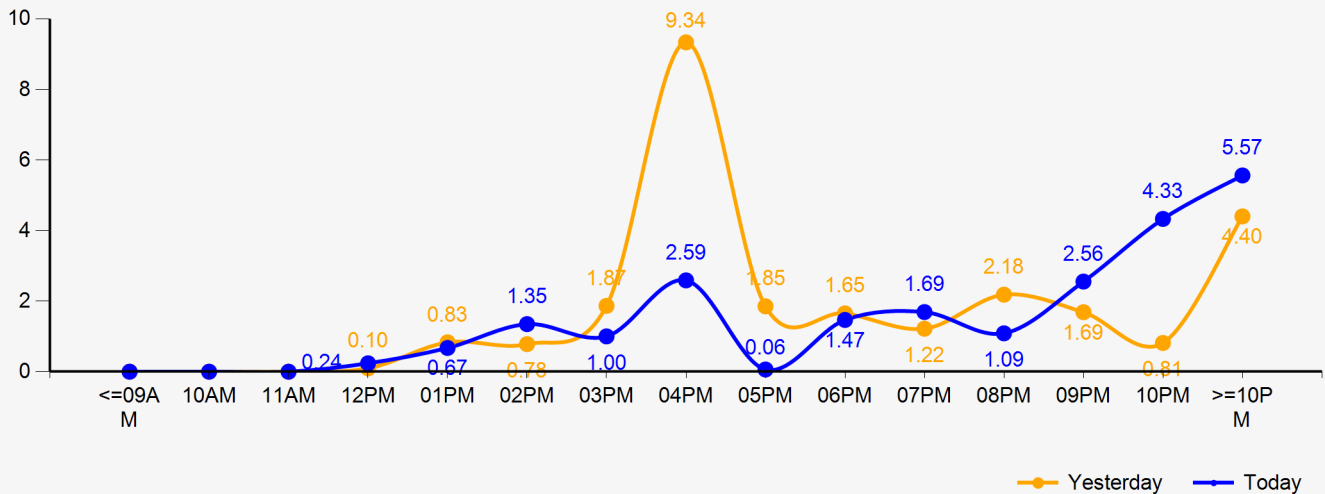
TD Sales : 900.82 L    TD Order: 22.62 L

TD GP%: 7.26%

### 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-03    | 149.37   | 133.56   | -15.82      | 8.60%  | 7.68%  | -0.92%    | 199.30     |
| SOUTH-01    | 216.62   | 127.62   | -89.00      | 7.14%  | 7.47%  | 0.33%     | 265.19     |
| CHENNAI-01  | 219.33   | 113.58   | -105.76     | 7.81%  | 7.61%  | -0.20%    | 189.21     |
| TRICHY-01   | 166.20   | 105.96   | -60.24      | 7.72%  | 8.15%  | 0.43%     | 163.66     |
| CHENNAI-02  | 190.59   | 100.43   | -90.17      | 7.20%  | 6.83%  | -0.37%    | 186.97     |
| WEST-02     | 148.02   | 84.99    | -63.03      | 8.66%  | 8.54%  | -0.12%    | 170.23     |
| WEST-01     | 123.17   | 66.17    | -57.00      | 9.46%  | 9.17%  | -0.29%    | 133.15     |
| NORTH ARCOT | 120.54   | 65.68    | -54.86      | 8.12%  | 6.49%  | -1.62%    | 122.42     |
| SOUTH ARCOT | 96.74    | 55.07    | -41.67      | 8.03%  | 7.10%  | -0.93%    | 112.23     |
| KL-SOUTH    | 6.86     | 6.39     | -0.46       | 8.40%  | 9.11%  | 0.71%     | 14.15      |
| OTHERS      |          | 64.00    | 64.00       | #Error | 1.67%  | #Error    | 0.00       |
| Total       | 1437.45  | 923.45   | -514.01     | 7.97%  | 7.26%  | -0.71%    | 1556.49    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-03   | DGL1   | 6.15     | 46.26    | 40.11       | 10.76% | 6.74%  | -4.02%    | 17.46      |
|            | MDU1   | 15.08    | 9.11     | -5.97       | 8.41%  | 8.16%  | -0.26%    | 25.85      |
|            | MDU2   | 15.42    | 8.46     | -6.96       | 6.49%  | 7.67%  | 1.17%     | 12.51      |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-03   | KKD3   | 8.34     | 5.10     | -3.24       | 9.88%  | 12.78% | 2.89%     | 4.44       |
|            | CBM1   | 3.01     | 4.20     | 1.19        | 9.22%  | 6.29%  | -2.93%    | 5.85       |
|            | SVG1   | 2.52     | 3.69     | 1.17        | 11.86% | 4.20%  | -7.65%    | 5.25       |
|            | MPA1   | 1.75     | 3.63     | 1.88        | 8.05%  | 11.67% | 3.62%     | 5.79       |
|            | TEN2   | 4.91     | 3.55     | -1.37       | 6.78%  | 6.54%  | -0.24%    | 4.82       |
|            | TEN1   | 5.48     | 3.42     | -2.06       | 7.29%  | 9.33%  | 2.03%     | 4.77       |
|            | MDU3   | 6.15     | 2.85     | -3.30       | 6.90%  | 3.34%  | -3.56%    | 7.63       |
|            | ATG1   | 4.58     | 2.83     | -1.74       | 9.55%  | 11.92% | 2.37%     | 5.62       |
|            | KKD2   | 0.94     | 2.47     | 1.53        | 15.04% | -2.53% | -17.56%   | 3.04       |
|            | MDU6   | 2.64     | 2.43     | -0.21       | 9.58%  | 2.05%  | -7.53%    | 5.69       |
|            | CMR1   | 1.47     | 2.28     | 0.81        | 12.26% | 2.05%  | -10.21%   | 3.17       |
|            | TMM1   | 8.04     | 2.23     | -5.81       | 4.12%  | 9.12%  | 5.00%     | 7.76       |
|            | ODM1   | 1.91     | 2.11     | 0.20        | 8.43%  | 2.80%  | -5.63%    | 3.32       |
|            | TPT1   | 2.99     | 2.08     | -0.91       | 10.52% | 12.77% | 2.25%     | 4.44       |
|            | DKI1   | 6.73     | 2.02     | -4.71       | 7.97%  | 11.33% | 3.35%     | 4.79       |
|            | TDI1   | 2.42     | 1.93     | -0.49       | 13.28% | 12.15% | -1.13%    | 3.14       |
|            | ADP1   | 2.40     | 1.82     | -0.57       | 9.10%  | 11.66% | 2.56%     | 3.83       |
|            | MDU4   | 4.49     | 1.75     | -2.73       | 7.79%  | 7.68%  | -0.11%    | 4.82       |
|            | MLR1   | 6.35     | 1.72     | -4.63       | 5.51%  | 6.55%  | 1.04%     | 3.33       |
|            | USL1   | 1.64     | 1.68     | 0.04        | 11.05% | 9.93%  | -1.13%    | 4.35       |
|            | KYK1   | 2.56     | 1.54     | -1.02       | 7.84%  | 11.25% | 3.41%     | 2.39       |
|            | BNR1   | 3.11     | 1.52     | -1.59       | 8.23%  | 7.39%  | -0.84%    | 3.90       |
|            | PVI1   | 2.50     | 1.46     | -1.04       | 13.02% | 9.09%  | -3.93%    | 3.65       |
|            | NTM1   | 2.31     | 1.42     | -0.89       | 10.08% | 7.24%  | -2.84%    | 3.73       |
|            | MNM1   | 1.27     | 1.40     | 0.14        | 8.79%  | 12.32% | 3.53%     | 3.14       |
|            | PNI1   | 1.47     | 1.36     | -0.12       | 10.23% | 7.75%  | -2.48%    | 1.87       |
|            | KRR1   | 5.53     | 1.23     | -4.30       | 10.37% | 11.89% | 1.52%     | 5.67       |
|            | MDU5   | 4.27     | 1.05     | -3.22       | 11.43% | 6.79%  | -4.65%    | 4.37       |
|            | PKM1   | 1.25     | 0.99     | -0.25       | 9.76%  | 10.84% | 1.08%     | 2.13       |
|            | DGL2   | 2.82     | 0.84     | -1.98       | 11.57% | 14.71% | 3.13%     | 2.89       |
|            | SGP1   | 1.80     | 0.81     | -0.99       | 6.00%  | 11.83% | 5.83%     | 2.29       |
|            | KPT1   | 0.56     | 0.67     | 0.10        | 10.74% | 10.40% | -0.35%    | 2.58       |
|            | NKI1   | 2.09     | 0.57     | -1.52       | 14.01% | 12.64% | -1.36%    | 4.76       |
|            | PNV1   | 1.22     | 0.54     | -0.68       | 7.98%  | 11.43% | 3.45%     | 2.13       |
|            | BTU1   | 1.21     | 0.52     | -0.69       | 7.93%  | 13.28% | 5.36%     | 2.12       |
|            | Total  | 149.37   | 133.56   | -15.82      | 8.60%  | 7.68%  | -0.92%    | 199.30     |
| SOUTH-01   |        |          |          |             |        |        |           |            |
|            | TUT1   | 23.03    | 13.86    | -9.17       | 7.47%  | 8.23%  | 0.76%     | 27.66      |
|            | TVL1   | 20.53    | 10.34    | -10.19      | 6.37%  | 3.86%  | -2.51%    | 25.61      |
|            | TUT2   | 7.99     | 7.29     | -0.70       | 4.83%  | 5.18%  | 0.35%     | 10.60      |
|            | MAR1   | 5.33     | 7.14     | 1.80        | 7.16%  | 5.55%  | -1.61%    | 9.45       |
|            | NGR1   | 10.28    | 6.63     | -3.66       | 6.99%  | 7.29%  | 0.30%     | 16.30      |
|            | KVT1   | 12.12    | 5.78     | -6.33       | 5.70%  | 7.27%  | 1.57%     | 13.67      |
|            | RND1   | 6.67     | 5.78     | -0.89       | 12.42% | 10.70% | -1.73%    | 9.63       |
|            | TKS2   | 6.82     | 5.55     | -1.27       | 10.05% | 7.09%  | -2.96%    | 10.07      |
|            | VNR2   | 13.80    | 5.47     | -8.33       | 7.62%  | 7.43%  | -0.19%    | 12.71      |
|            | TKS1   | 10.75    | 4.70     | -6.04       | 6.51%  | 10.42% | 3.91%     | 8.36       |
|            | TKY1   | 5.78     | 4.33     | -1.45       | 3.93%  | 8.67%  | 4.74%     | 6.13       |
|            | KGL1   | 2.37     | 4.00     | 1.63        | 5.14%  | 6.98%  | 1.84%     | 3.97       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-01   | RPM1   | 13.60    | 3.88     | -9.72       | 7.21%  | 6.52%  | -0.69%    | 8.12       |
|            | PKD1   | 1.79     | 3.62     | 1.84        | 5.40%  | 10.39% | 4.99%     | 7.16       |
|            | APK1   | 3.47     | 3.12     | -0.36       | 7.09%  | 7.21%  | 0.12%     | 5.77       |
|            | SVK1   | 8.73     | 2.50     | -6.22       | 7.67%  | 9.48%  | 1.81%     | 8.57       |
|            | VNR1   | 3.84     | 2.50     | -1.33       | 7.06%  | 6.63%  | -0.43%    | 3.50       |
|            | SDI1   | 3.45     | 2.47     | -0.98       | 7.67%  | 5.42%  | -2.25%    | 3.82       |
|            | VL1    | 5.09     | 2.34     | -2.75       | 6.45%  | 6.66%  | 0.21%     | 8.45       |
|            | SNL1   | 3.64     | 2.31     | -1.33       | 5.91%  | 4.37%  | -1.54%    | 5.23       |
|            | TYI1   | 2.12     | 2.15     | 0.03        | 11.80% | 6.93%  | -4.87%    | 4.33       |
|            | VKM1   | 3.34     | 2.04     | -1.31       | 3.56%  | 9.61%  | 6.05%     | 3.53       |
|            | ERL2   | 4.43     | 1.96     | -2.47       | 8.36%  | 12.80% | 4.44%     | 3.26       |
|            | SGT1   | 2.03     | 1.88     | -0.15       | 8.63%  | 8.25%  | -0.39%    | 2.42       |
|            | KSM1   | 0.94     | 1.83     | 0.89        | 2.87%  | 3.65%  | 0.78%     | 2.67       |
|            | ARM1   | 2.96     | 1.83     | -1.13       | 3.93%  | 6.93%  | 3.00%     | 3.42       |
|            | TVL2   | 2.27     | 1.67     | -0.61       | 8.47%  | 2.56%  | -5.92%    | 2.44       |
|            | ASM1   | 2.68     | 1.55     | -1.13       | 10.53% | 11.00% | 0.47%     | 3.74       |
|            | UDN1   | 2.74     | 1.44     | -1.30       | 7.33%  | 8.33%  | 1.00%     | 3.30       |
|            | PDI1   | 3.67     | 1.44     | -2.23       | 8.95%  | 6.68%  | -2.27%    | 4.08       |
|            | APK2   | 5.33     | 1.39     | -3.94       | 5.43%  | 11.10% | 5.66%     | 6.45       |
|            | COL1   | 0.48     | 1.33     | 0.85        | 18.46% | 13.88% | -4.58%    | 1.86       |
|            | TCN1   | 3.99     | 1.22     | -2.77       | 8.22%  | 12.38% | 4.16%     | 5.38       |
|            | SKD1   | 3.17     | 0.80     | -2.36       | 8.68%  | 12.22% | 3.54%     | 3.15       |
|            | KYR1   | 1.26     | 0.59     | -0.66       | 8.06%  | 10.10% | 2.04%     | 2.71       |
|            | STU2   | 2.55     | 0.49     | -2.06       | 5.37%  | 5.28%  | -0.08%    | 3.27       |
|            | MMT1   | 3.55     | 0.39     | -3.16       | 8.39%  | 14.56% | 6.17%     | 4.39       |
|            | Total  | 216.62   | 127.62   | -89.00      | 7.14%  | 7.47%  | 0.33%     | 265.19     |
| CHENNAI-01 | CH42   | 8.68     | 10.47    | 1.79        | 7.33%  | 4.73%  | -2.59%    | 8.01       |
|            | CH19   | 9.89     | 8.68     | -1.21       | 8.15%  | 8.82%  | 0.67%     | 7.15       |
|            | CH16   | 18.40    | 8.13     | -10.27      | 8.98%  | 10.56% | 1.58%     | 12.63      |
|            | CH08   | 16.13    | 7.47     | -8.66       | 7.34%  | 9.80%  | 2.46%     | 13.27      |
|            | CH14   | 16.39    | 7.16     | -9.23       | 9.61%  | 6.60%  | -3.01%    | 13.68      |
|            | CH05   | 12.34    | 7.10     | -5.24       | 6.15%  | 8.34%  | 2.19%     | 11.30      |
|            | CH07   | 10.35    | 6.14     | -4.22       | 10.75% | 8.41%  | -2.34%    | 9.40       |
|            | CH28   | 9.25     | 5.80     | -3.45       | 11.75% | 11.75% | -0.01%    | 6.32       |
|            | CH40   | 11.59    | 5.07     | -6.52       | 2.42%  | -4.59% | -7.01%    | 3.92       |
|            | CH30   | 6.57     | 4.90     | -1.67       | 6.19%  | 5.30%  | -0.89%    | 7.73       |
|            | GUD2   | 9.45     | 4.34     | -5.10       | 6.28%  | 5.22%  | -1.07%    | 5.19       |
|            | TKM1   | 4.05     | 4.27     | 0.23        | 9.51%  | 9.06%  | -0.45%    | 2.98       |
|            | MRM1   | 5.73     | 3.86     | -1.86       | 7.55%  | 4.47%  | -3.08%    | 5.86       |
|            | CH11   | 4.38     | 3.69     | -0.69       | 9.70%  | 6.86%  | -2.84%    | 7.10       |
|            | CH45   | 5.47     | 3.54     | -1.93       | 8.84%  | 11.02% | 2.18%     | 6.39       |
|            | CH35   | 5.16     | 3.04     | -2.12       | 8.90%  | 8.63%  | -0.27%    | 4.85       |
|            | CH48   | 7.89     | 2.94     | -4.95       | 10.23% | 7.86%  | -2.37%    | 7.28       |
|            | CH37   | 2.44     | 2.09     | -0.35       | 12.19% | 7.59%  | -4.61%    | 4.14       |
|            | CH38   | 4.14     | 1.90     | -2.24       | 9.81%  | 11.64% | 1.83%     | 4.81       |
|            | CGL1   | 6.59     | 1.75     | -4.84       | 4.63%  | 11.99% | 7.37%     | 4.22       |
|            | SKL1   | 4.88     | 1.74     | -3.14       | 12.24% | 11.16% | -1.07%    | 4.93       |
|            | AVD1   | 11.53    | 1.72     | -9.81       | 0.07%  | 9.12%  | 9.05%     | 9.04       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| CHENNAI-01 | GUD1   | 8.29     | 1.60     | -6.68       | 11.53% | 9.92%  | -1.61%    | 5.27       |
|            | KNR1   | 3.98     | 1.50     | -2.49       | 8.29%  | 7.87%  | -0.42%    | 6.60       |
|            | CH22   | 6.33     | 1.25     | -5.09       | 9.15%  | 8.83%  | -0.32%    | 5.60       |
|            | MC10   | 2.20     | 1.24     | -0.97       | 1.93%  | 1.12%  | -0.81%    | 1.55       |
|            | CH39   | 3.47     | 1.05     | -2.41       | 6.67%  | 8.00%  | 1.32%     | 3.59       |
|            | CH26   | 1.22     | 0.50     | -0.71       | 8.04%  | 15.50% | 7.46%     | 1.89       |
|            | CH29   | 1.23     | 0.41     | -0.81       | 9.77%  | 16.27% | 6.49%     | 2.17       |
|            | MC02   | 0.13     | 0.21     | 0.08        | 3.74%  | 3.07%  | -0.67%    | 1.15       |
|            | MC09   | 1.19     | 0.02     | -1.18       | 5.67%  | 13.92% | 8.26%     | 1.19       |
|            | Total  | 219.33   | 113.58   | -105.76     | 7.81%  | 7.61%  | -0.20%    | 189.21     |
| TRICHY-01  | TRY1   | 31.13    | 12.43    | -18.70      | 6.87%  | 7.87%  | 1.00%     | 33.33      |
|            | TNJ1   | 13.63    | 8.33     | -5.29       | 6.43%  | 6.73%  | 0.30%     | 10.30      |
|            | TVR2   | 8.44     | 7.11     | -1.33       | 9.18%  | 5.79%  | -3.40%    | 6.14       |
|            | MVM1   | 10.83    | 5.95     | -4.88       | 8.26%  | 9.60%  | 1.34%     | 6.98       |
|            | TNJ2   | 10.48    | 5.59     | -4.89       | 9.61%  | 7.94%  | -1.67%    | 8.13       |
|            | TYR1   | 6.19     | 5.28     | -0.91       | 6.42%  | 7.24%  | 0.82%     | 6.67       |
|            | KUM1   | 8.94     | 5.26     | -3.68       | 7.84%  | 7.79%  | -0.05%    | 9.02       |
|            | PBR2   | 10.40    | 5.13     | -5.27       | 5.02%  | 5.55%  | 0.53%     | 10.50      |
|            | TRY3   | 5.99     | 4.80     | -1.19       | 4.99%  | 9.47%  | 4.48%     | 4.34       |
|            | MDI1   | 4.46     | 4.06     | -0.40       | 9.20%  | 8.55%  | -0.65%    | 4.81       |
|            | PBR1   | 2.17     | 4.03     | 1.86        | 5.32%  | 7.13%  | 1.81%     | 3.26       |
|            | TTP1   | 4.10     | 3.99     | -0.11       | 11.45% | 7.58%  | -3.87%    | 5.71       |
|            | NGT1   | 5.89     | 3.63     | -2.26       | 11.08% | 10.58% | -0.50%    | 5.62       |
|            | MSI1   | 4.14     | 3.51     | -0.63       | 5.78%  | 8.18%  | 2.40%     | 4.33       |
|            | TVR1   | 3.01     | 2.94     | -0.07       | 8.09%  | 9.76%  | 1.67%     | 2.36       |
|            | NMM1   | 2.26     | 2.87     | 0.61        | 11.57% | 10.63% | -0.94%    | 3.69       |
|            | PTK1   | 5.91     | 2.80     | -3.10       | 6.42%  | 9.26%  | 2.84%     | 7.39       |
|            | JKM1   | 4.07     | 2.80     | -1.27       | 7.55%  | 7.66%  | 0.11%     | 5.52       |
|            | PDK1   | 2.13     | 2.77     | 0.64        | 12.64% | 7.72%  | -4.92%    | 3.52       |
|            | KIK1   | 4.28     | 2.46     | -1.82       | 10.60% | 11.72% | 1.12%     | 3.51       |
|            | KRN1   | 2.58     | 2.44     | -0.14       | 7.97%  | 8.46%  | 0.48%     | 3.06       |
|            | ORU1   | 4.58     | 2.34     | -2.25       | 8.52%  | 7.57%  | -0.95%    | 3.09       |
|            | AYR1   | 4.66     | 2.33     | -2.33       | 5.77%  | 7.57%  | 1.80%     | 4.33       |
|            | NCK1   | 1.78     | 1.35     | -0.42       | 9.80%  | 13.72% | 3.92%     | 2.82       |
|            | TRY2   | 1.91     | 0.95     | -0.96       | 8.07%  | 11.38% | 3.31%     | 3.04       |
|            | APM1   | 2.24     | 0.81     | -1.43       | 9.80%  | 12.94% | 3.14%     | 2.20       |
|            | Total  | 166.20   | 105.96   | -60.24      | 7.72%  | 8.15%  | 0.43%     | 163.66     |
| CHENNAI-02 | CH15   | 22.88    | 11.23    | -11.66      | 8.35%  | 8.71%  | 0.36%     | 19.02      |
|            | CH12   | 10.27    | 8.81     | -1.46       | 7.96%  | 8.11%  | 0.15%     | 10.38      |
|            | CH03   | 22.01    | 7.88     | -14.13      | 6.78%  | 6.79%  | 0.01%     | 18.33      |
|            | CH20   | 6.63     | 6.17     | -0.46       | 9.82%  | 3.92%  | -5.91%    | 9.63       |
|            | CH09   | 3.64     | 6.01     | 2.37        | 8.64%  | 6.50%  | -2.13%    | 7.55       |
|            | CH21   | 14.68    | 4.93     | -9.75       | 3.09%  | 2.75%  | -0.34%    | 13.02      |
|            | UKI1   | 3.11     | 4.77     | 1.66        | 6.15%  | 6.68%  | 0.53%     | 5.03       |
|            | CH34   | 11.40    | 4.34     | -7.07       | 6.25%  | 8.60%  | 2.36%     | 8.10       |
|            | GPD1   | 9.66     | 4.31     | -5.35       | 3.76%  | 2.84%  | -0.92%    | 5.79       |
|            | CH06   | 6.89     | 3.97     | -2.92       | 6.62%  | 10.76% | 4.14%     | 7.72       |
|            | CH33   | 5.04     | 3.86     | -1.18       | 7.89%  | 4.14%  | -3.75%    | 5.56       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| CHENNAI-02 | CH44   | 9.11     | 3.82     | -5.28       | 5.38%  | 3.90%  | -1.48%    | 6.13       |
|            | CH18   | 8.31     | 3.46     | -4.85       | 11.79% | 10.96% | -0.83%    | 7.99       |
|            | CH43   | 4.91     | 3.28     | -1.63       | 9.25%  | 9.19%  | -0.06%    | 5.98       |
|            | CH24   | 8.33     | 3.22     | -5.11       | 7.80%  | 7.91%  | 0.12%     | 6.86       |
|            | PON1   | 2.51     | 3.01     | 0.50        | 11.84% | 7.81%  | -4.03%    | 4.10       |
|            | CH17   | 1.63     | 2.51     | 0.88        | 11.29% | 8.00%  | -3.29%    | 2.80       |
|            | MJR1   | 10.16    | 2.26     | -7.91       | 8.70%  | 7.08%  | -1.63%    | 12.33      |
|            | CH46   | 4.81     | 2.24     | -2.57       | 6.41%  | 4.06%  | -2.34%    | 4.01       |
|            | MC05   | 2.94     | 2.03     | -0.91       | 1.47%  | 4.21%  | 2.74%     | 2.99       |
|            | CH41   | 5.99     | 1.83     | -4.15       | 8.85%  | 5.34%  | -3.51%    | 6.93       |
|            | CH27   | 3.27     | 1.40     | -1.87       | 5.82%  | 6.88%  | 1.06%     | 2.85       |
|            | CH31   | 5.07     | 1.33     | -3.74       | 7.17%  | 10.95% | 3.78%     | 3.10       |
|            | CH23   | 2.29     | 1.15     | -1.14       | 12.03% | 12.49% | 0.46%     | 2.84       |
|            | CH32   | 0.43     | 1.15     | 0.72        | -0.14% | -3.84% | -3.69%    | 1.21       |
|            | CH36   | 1.48     | 1.06     | -0.42       | 8.12%  | 11.98% | 3.86%     | 3.90       |
|            | MC06   | 2.90     | 0.41     | -2.48       | 4.71%  | 9.70%  | 4.98%     | 2.26       |
|            | CH01   | 0.25     |          | -0.25       | 19.80% | #Error | #Error    | 0.55       |
|            | Total  | 190.59   | 100.43   | -90.17      | 7.20%  | 6.83%  | -0.37%    | 186.97     |
|            |        |          |          |             |        |        |           |            |
| WEST-02    | ERD2   | 8.05     | 8.06     | 0.01        | 8.82%  | 10.05% | 1.24%     | 8.36       |
|            | SLM1   | 14.17    | 7.00     | -7.17       | 6.17%  | 6.23%  | 0.06%     | 16.73      |
|            | ERD1   | 9.20     | 6.78     | -2.42       | 8.38%  | 6.60%  | -1.78%    | 8.06       |
|            | HSR2   | 10.57    | 4.81     | -5.76       | 8.40%  | 12.01% | 3.61%     | 8.81       |
|            | VPD1   | 3.82     | 4.72     | 0.90        | 13.12% | 10.95% | -2.17%    | 6.57       |
|            | HSR1   | 9.80     | 4.32     | -5.49       | 8.90%  | 9.22%  | 0.32%     | 6.94       |
|            | NKL2   | 8.01     | 4.09     | -3.92       | 7.95%  | 7.23%  | -0.72%    | 7.76       |
|            | MCR1   | 5.86     | 3.87     | -1.99       | 8.49%  | 3.55%  | -4.94%    | 6.10       |
|            | OML1   | 5.91     | 3.26     | -2.65       | 8.24%  | 10.60% | 2.36%     | 5.44       |
|            | SLM2   | 5.01     | 2.66     | -2.35       | 9.33%  | 10.15% | 0.81%     | 5.48       |
|            | APN1   | 2.24     | 2.33     | 0.09        | 9.82%  | 11.07% | 1.26%     | 3.14       |
|            | TRM1   | 6.07     | 2.32     | -3.75       | 10.17% | 10.78% | 0.61%     | 5.95       |
|            | TCG1   | 2.33     | 2.17     | -0.16       | 7.74%  | 8.57%  | 0.83%     | 3.04       |
|            | EPI1   | 2.31     | 2.08     | -0.23       | 13.55% | 9.62%  | -3.93%    | 5.47       |
|            | RSP1   | 4.75     | 2.01     | -2.75       | 11.19% | 9.16%  | -2.03%    | 4.70       |
|            | DPR2   | 2.85     | 1.97     | -0.89       | 10.34% | 2.92%  | -7.43%    | 3.19       |
|            | MTR1   | 3.38     | 1.93     | -1.45       | 7.22%  | 5.00%  | -2.22%    | 6.57       |
|            | PMP1   | 1.80     | 1.91     | 0.11        | 7.35%  | 8.02%  | 0.68%     | 3.77       |
|            | VKL1   | 1.71     | 1.87     | 0.16        | 10.06% | 7.60%  | -2.45%    | 2.25       |
|            | SGI1   | 2.26     | 1.84     | -0.41       | 6.37%  | 6.86%  | 0.48%     | 3.25       |
|            | PLC1   | 2.49     | 1.79     | -0.70       | 12.48% | 8.79%  | -3.69%    | 3.77       |
|            | ATU1   | 6.61     | 1.69     | -4.92       | 7.15%  | 5.59%  | -1.56%    | 6.73       |
|            | KVP1   | 4.28     | 1.62     | -2.66       | 5.79%  | 8.76%  | 2.97%     | 3.11       |
|            | BMD1   | 3.52     | 1.58     | -1.94       | 8.85%  | 11.44% | 2.59%     | 3.21       |
|            | EDP1   | 2.75     | 1.34     | -1.41       | 10.31% | 5.94%  | -4.36%    | 2.50       |
|            | DPR1   | 3.56     | 1.30     | -2.25       | 5.63%  | 7.08%  | 1.45%     | 2.38       |
|            | KMM1   | 2.74     | 1.25     | -1.49       | 11.37% | 14.74% | 3.36%     | 3.60       |
|            | HRR1   | 3.60     | 1.19     | -2.41       | 9.50%  | 6.34%  | -3.16%    | 3.17       |
|            | PDR1   | 3.29     | 1.11     | -2.18       | 11.92% | 15.90% | 3.98%     | 2.28       |
|            | SLM3   | 1.06     | 0.72     | -0.33       | 8.19%  | 12.85% | 4.66%     | 7.97       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| WEST-02     | KRI1   | 2.36     | 0.71     | -1.65       | 5.42%  | 3.84%  | -1.58%    | 4.79       |
|             | SGG1   | 0.62     | 0.37     | -0.25       | 9.02%  | 8.76%  | -0.26%    | 2.44       |
|             | CMI1   | 1.04     | 0.34     | -0.70       | 11.63% | 9.38%  | -2.26%    | 2.68       |
|             | Total  | 148.02   | 84.99    | -63.03      | 8.66%  | 8.54%  | -0.12%    | 170.23     |
| WEST-01     | CBE2   | 27.19    | 8.56     | -18.63      | 8.14%  | 6.97%  | -1.17%    | 20.04      |
|             | UAM1   | 3.33     | 6.14     | 2.82        | 9.76%  | 10.45% | 0.70%     | 8.13       |
|             | CBE4   | 2.42     | 4.97     | 2.55        | 8.75%  | 7.42%  | -1.33%    | 6.76       |
|             | PLI1   | 3.46     | 4.73     | 1.27        | 13.39% | 7.47%  | -5.92%    | 7.09       |
|             | TPR2   | 7.19     | 3.86     | -3.33       | 7.67%  | 4.25%  | -3.42%    | 8.20       |
|             | CNR1   | 2.17     | 3.24     | 1.07        | 10.13% | 6.51%  | -3.62%    | 3.12       |
|             | KMR1   | 8.71     | 3.07     | -5.64       | 10.71% | 9.35%  | -1.36%    | 7.82       |
|             | MPM1   | 2.82     | 3.01     | 0.19        | 10.69% | 8.39%  | -2.30%    | 3.51       |
|             | GBM1   | 4.20     | 2.78     | -1.43       | 5.94%  | 12.54% | 6.60%     | 3.00       |
|             | CBE1   | 4.21     | 2.48     | -1.73       | 12.94% | 13.19% | 0.25%     | 3.35       |
|             | SNR1   | 3.00     | 2.19     | -0.81       | 12.73% | 13.67% | 0.94%     | 4.46       |
|             | DPM2   | 3.55     | 2.12     | -1.43       | 9.28%  | 8.51%  | -0.77%    | 4.42       |
|             | KGM1   | 2.77     | 1.99     | -0.78       | 8.17%  | 12.75% | 4.58%     | 2.18       |
|             | KGI1   | 2.33     | 1.96     | -0.36       | 3.59%  | 7.25%  | 3.66%     | 4.04       |
|             | GDR1   | 2.10     | 1.95     | -0.16       | 8.02%  | 3.80%  | -4.22%    | 3.54       |
|             | KMD1   | 3.06     | 1.91     | -1.15       | 10.95% | 14.95% | 4.00%     | 1.88       |
|             | TPR1   | 5.56     | 1.56     | -4.00       | 7.26%  | 13.53% | 6.27%     | 6.77       |
|             | TPR4   | 1.85     | 1.48     | -0.37       | 11.77% | 5.24%  | -6.54%    | 2.15       |
|             | PPI1   | 3.52     | 1.48     | -2.04       | 5.36%  | 9.74%  | 4.38%     | 2.49       |
|             | SYM2   | 3.09     | 1.16     | -1.93       | 8.92%  | 11.08% | 2.15%     | 3.71       |
|             | AVI1   | 4.11     | 1.11     | -3.00       | 8.95%  | 9.95%  | 1.00%     | 3.21       |
|             | TPR3   | 3.23     | 1.09     | -2.14       | 14.28% | 10.84% | -3.44%    | 3.20       |
|             | CBE6   | 4.41     | 0.99     | -3.42       | 8.72%  | 10.72% | 2.00%     | 4.20       |
|             | CBE3   | 2.65     | 0.62     | -2.02       | 17.32% | 21.58% | 4.26%     | 2.16       |
|             | SUL1   | 3.23     | 0.50     | -2.73       | 13.64% | 18.77% | 5.13%     | 3.25       |
|             | PDM1   | 3.02     | 0.46     | -2.56       | 11.20% | 13.41% | 2.21%     | 2.26       |
|             | CBE5   | 1.53     | 0.39     | -1.14       | 13.17% | 13.22% | 0.05%     | 2.91       |
|             | ANR1   | 1.16     | 0.33     | -0.83       | 9.56%  | 12.37% | 2.80%     | 1.07       |
|             | UMP1   | 3.31     | 0.04     | -3.27       | 8.07%  | 16.31% | 8.23%     | 4.24       |
|             | Total  | 123.17   | 66.17    | -57.00      | 9.46%  | 9.17%  | -0.29%    | 133.15     |
| NORTH ARCOT | TRR1   | 8.46     | 5.96     | -2.50       | 4.71%  | 0.43%  | -4.29%    | 6.84       |
|             | KPM2   | 12.32    | 5.59     | -6.73       | 7.22%  | 5.95%  | -1.27%    | 14.48      |
|             | TRL1   | 7.58     | 5.49     | -2.09       | 10.75% | 10.57% | -0.18%    | 7.53       |
|             | SBR1   | 5.67     | 4.22     | -1.46       | 5.66%  | 7.53%  | 1.86%     | 9.34       |
|             | VEL1   | 6.06     | 4.15     | -1.92       | 7.47%  | 4.35%  | -3.13%    | 6.12       |
|             | VEL2   | 6.88     | 3.60     | -3.27       | 11.33% | 8.61%  | -2.72%    | 7.14       |
|             | WJP1   | 5.08     | 3.40     | -1.68       | 7.71%  | 10.90% | 3.20%     | 3.87       |
|             | ABR1   | 6.45     | 3.31     | -3.13       | 7.06%  | 6.15%  | -0.91%    | 4.01       |
|             | VSI1   | 4.54     | 2.99     | -1.55       | 8.16%  | 9.27%  | 1.11%     | 4.37       |
|             | CYR1   | 1.36     | 2.71     | 1.36        | 11.61% | 4.59%  | -7.01%    | 3.26       |
|             | UGI1   | 3.96     | 2.42     | -1.54       | 9.68%  | 5.36%  | -4.32%    | 3.11       |
|             | GDM1   | 9.46     | 2.42     | -7.04       | 8.99%  | 6.39%  | -2.59%    | 3.84       |
|             | ARC2   | 5.17     | 2.29     | -2.88       | 5.40%  | 4.63%  | -0.77%    | 4.75       |
|             | CGM1   | 5.29     | 2.09     | -3.20       | 4.55%  | 2.02%  | -2.53%    | 3.54       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|------------|
| NORTH ARCOT | KPM1   | 4.33     | 1.92     | -2.41       | 9.54%  | 6.69%   | -2.84%    | 4.43       |
|             | WJD1   | 4.24     | 1.81     | -2.43       | 9.89%  | 8.97%   | -0.92%    | 4.53       |
|             | PLR1   | 4.42     | 1.72     | -2.71       | 8.97%  | 11.25%  | 2.28%     | 2.49       |
|             | CPT1   | 3.02     | 1.49     | -1.53       | 8.54%  | 8.43%   | -0.11%    | 2.54       |
|             | ANI1   | 3.75     | 1.44     | -2.30       | 5.48%  | 8.52%   | 3.04%     | 2.67       |
|             | SLG1   | 2.62     | 1.43     | -1.19       | 13.14% | 7.37%   | -5.77%    | 3.42       |
|             | BGR1   | 2.44     | 1.22     | -1.22       | 9.19%  | 7.22%   | -1.98%    | 2.39       |
|             | TRT1   | 1.79     | 1.22     | -0.58       | 15.08% | 13.22%  | -1.86%    | 5.06       |
|             | AKM1   | 2.59     | 1.03     | -1.56       | 6.60%  | 6.80%   | 0.21%     | 6.98       |
|             | VNB1   | 2.08     | 0.95     | -1.13       | 7.21%  | -14.76% | -21.97%   | 4.09       |
|             | PTU1   | 0.97     | 0.82     | -0.15       | 15.23% | 11.48%  | -3.75%    | 1.65       |
|             | Total  | 120.54   | 65.68    | -54.86      | 8.12%  | 6.49%   | -1.62%    | 122.42     |
|             |        |          |          |             |        |         |           |            |
| SOUTH ARCOT | POY1   | 7.99     | 6.67     | -1.31       | 10.33% | 10.23%  | -0.10%    | 9.54       |
|             | POY2   | 6.22     | 5.47     | -0.76       | 8.00%  | 5.62%   | -2.38%    | 8.53       |
|             | NVL2   | 10.95    | 5.10     | -5.86       | 7.65%  | 8.02%   | 0.37%     | 6.59       |
|             | TRK1   | 8.25     | 4.49     | -3.76       | 6.98%  | 7.05%   | 0.07%     | 7.10       |
|             | KLM1   | 6.00     | 4.29     | -1.70       | 8.34%  | 7.35%   | -0.99%    | 5.55       |
|             | KKI2   | 5.46     | 3.53     | -1.93       | 7.65%  | 10.95%  | 3.30%     | 7.33       |
|             | CUD1   | 14.32    | 3.37     | -10.95      | 8.32%  | 6.38%   | -1.94%    | 10.84      |
|             | ULP1   | 3.52     | 3.23     | -0.30       | 8.28%  | 8.17%   | -0.11%    | 5.59       |
|             | TDM1   | 4.75     | 2.87     | -1.88       | 9.16%  | 3.01%   | -6.15%    | 4.93       |
|             | TVM1   | 3.03     | 2.68     | -0.35       | 5.85%  | 2.67%   | -3.17%    | 3.43       |
|             | VPM2   | 5.42     | 2.37     | -3.05       | 6.58%  | -4.77%  | -11.36%   | 5.52       |
|             | PRT1   | 4.21     | 2.14     | -2.07       | 6.69%  | 10.28%  | 3.59%     | 4.49       |
|             | TVM2   | 2.48     | 2.11     | -0.37       | 6.21%  | 6.82%   | 0.61%     | 5.13       |
|             | STP1   | 1.07     | 2.03     | 0.96        | 11.32% | 6.08%   | -5.24%    | 2.50       |
|             | MKM1   | 2.62     | 1.65     | -0.97       | 8.32%  | 5.83%   | -2.48%    | 2.52       |
|             | CDM1   | 2.79     | 1.24     | -1.55       | 12.55% | 13.20%  | 0.65%     | 8.22       |
|             | KML1   | 2.44     | 0.92     | -1.52       | 12.43% | 10.80%  | -1.62%    | 3.15       |
|             | VPM1   | 2.93     | 0.88     | -2.05       | 3.87%  | 13.50%  | 9.63%     | 2.23       |
|             | VCM1   | 2.30     | 0.03     | -2.26       | 5.18%  | 14.59%  | 9.41%     | 3.45       |
|             | SJI2   |          |          |             | #Error | #Error  | #Error    | 5.60       |
|             | Total  | 96.74    | 55.07    | -41.67      | 8.03%  | 7.10%   | -0.93%    | 112.23     |
|             |        |          |          |             |        |         |           |            |
|             |        |          |          |             |        |         |           |            |
| KL-SOUTH    | TVP1   | 4.94     | 3.27     | -1.67       | 8.51%  | 11.04%  | 2.53%     | 8.20       |
|             | KLR1   | 1.08     | 1.66     | 0.58        | 7.43%  | 8.14%   | 0.71%     | 2.66       |
|             | PAS1   | 0.84     | 1.47     | 0.63        | 9.01%  | 5.89%   | -3.12%    | 3.29       |
|             | Total  | 6.86     | 6.39     | -0.46       | 8.40%  | 9.11%   | 0.71%     | 14.15      |
| OTHERS      |        |          |          |             |        |         |           |            |
|             | GHUB   |          | 44.85    | 44.85       | #Error | -0.99%  | #Error    | 0.00       |
|             | S2SD   |          | 5.30     | 5.30        | #Error | 1.84%   | #Error    | 0.00       |
|             | CZWH   |          | 4.52     | 4.52        | #Error | -8.31%  | #Error    | 0.00       |
|             | SZSD   |          | 4.33     | 4.33        | #Error | 7.78%   | #Error    | 0.00       |
|             | WHC3   |          | 3.65     | 3.65        | #Error | 22.71%  | #Error    | 0.00       |
|             | WZSD   |          | 1.68     | 1.68        | #Error | 24.29%  | #Error    | 0.00       |
|             | MSWH   |          | 0.52     | 0.52        | #Error | 11.03%  | #Error    | 0.00       |
|             | WZWH   |          | 0.07     | 0.07        | #Error | -32.27% | #Error    | 0.00       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|---------|-----------|------------|
| OTHERS     | TZSD   |          | (0.92)   | -0.92       | #Error | -20.11% | #Error    | 0.00       |
|            | Total  |          | 64.00    | 64.00       | #Error | 1.67%   | #Error    | 0.00       |
|            | Total  | 1437.45  | 923.45   | -514.01     | 7.97%  | 7.26%   | -0.71%    | 1556.49    |