



# TN-Daily Sales Performance As on 08-12-2025 11:55:01 PM

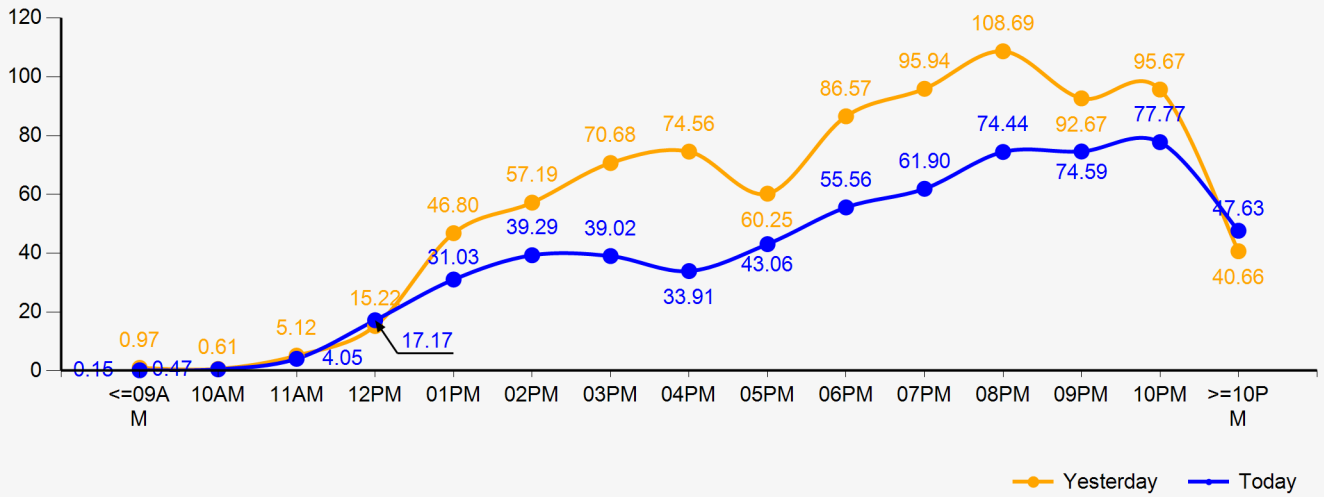
YD Sales : 851.59 L    YD Order: 9.59 L

YD GP%: 8.19%

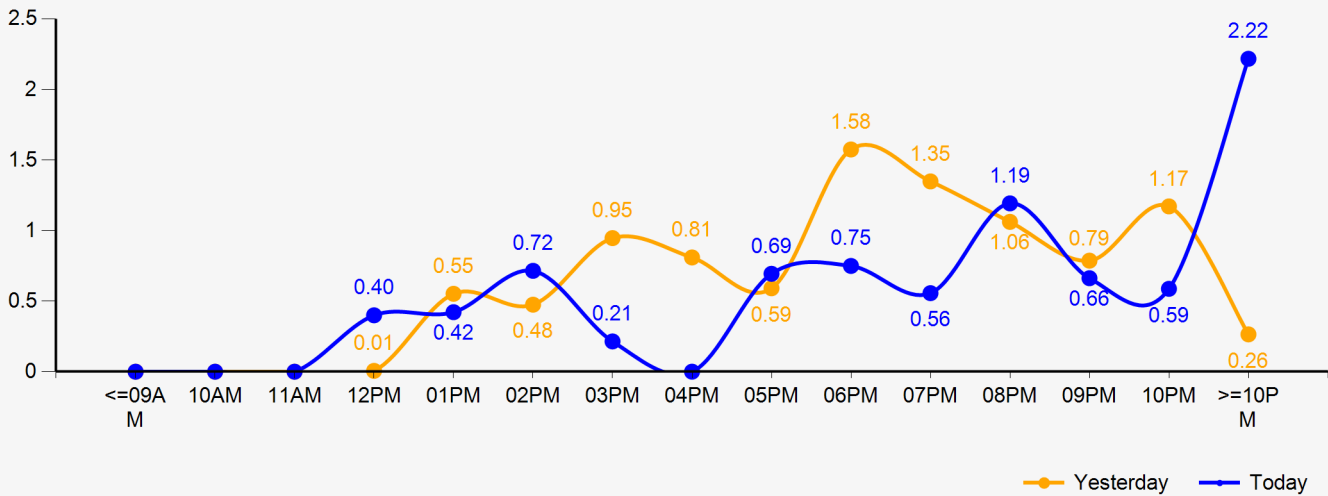
TD Sales : 600.05 L    TD Order: 8.42 L

TD GP%: 7.56%

### 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    | 124.35   | 101.88   | -22.47      | 6.84%   | 6.56%  | -0.28%    | 173.53     |
| CHENNAI-01  | 139.43   | 76.04    | -63.39      | 9.09%   | 8.94%  | -0.15%    | 132.33     |
| CHENNAI-02  | 148.17   | 72.54    | -75.63      | 7.94%   | 7.42%  | -0.52%    | 130.64     |
| SOUTH-03    | 84.47    | 66.62    | -17.85      | 8.28%   | 8.95%  | 0.66%     | 112.24     |
| TRICHY-01   | 74.37    | 62.87    | -11.49      | 7.68%   | 7.46%  | -0.21%    | 107.55     |
| NORTH ARCOT | 75.93    | 61.26    | -14.66      | 7.43%   | 7.03%  | -0.40%    | 73.43      |
| WEST-02     | 77.25    | 57.99    | -19.25      | 8.97%   | 7.62%  | -1.35%    | 85.26      |
| WEST-01     | 81.91    | 44.29    | -37.62      | 9.91%   | 9.71%  | -0.20%    | 75.59      |
| SOUTH ARCOT | 47.12    | 36.53    | -10.58      | 7.92%   | 8.52%  | 0.60%     | 64.89      |
| KL-SOUTH    | 7.61     | 7.91     | 0.31        | 6.92%   | 4.79%  | -2.13%    | 9.87       |
| OTHERS      | 0.59     | 20.53    | 19.94       | -13.81% | -0.08% | 13.73%    | 0.00       |
| Total       | 861.18   | 608.46   | -252.72     | 8.19%   | 7.56%  | -0.62%    | 965.34     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-01   | TVL1   | 14.28    | 12.89    | -1.39       | 5.41%  | 6.33%  | 0.92%     | 15.57      |
|            | TUT1   | 22.14    | 12.07    | -10.07      | 4.64%  | 5.57%  | 0.93%     | 18.14      |
|            | KVT1   | 7.57     | 6.00     | -1.57       | 11.46% | 6.86%  | -4.60%    | 8.61       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|---------|-----------|------------|
| SOUTH-01   | TKS2   | 4.82     | 5.61     | 0.79        | 6.91%  | 5.67%   | -1.25%    | 7.05       |
|            | NGR1   | 8.17     | 4.88     | -3.29       | 2.79%  | 9.42%   | 6.63%     | 11.78      |
|            | TUT2   | 6.84     | 4.42     | -2.42       | 5.45%  | 8.39%   | 2.94%     | 9.70       |
|            | TKS1   | 3.00     | 4.39     | 1.39        | 5.49%  | 9.19%   | 3.69%     | 5.50       |
|            | VL1    | 1.77     | 4.20     | 2.43        | 9.03%  | 2.15%   | -6.89%    | 5.29       |
|            | VNR2   | 4.23     | 4.13     | -0.10       | 10.42% | 7.45%   | -2.97%    | 7.70       |
|            | SVK1   | 5.07     | 3.68     | -1.39       | 6.82%  | 4.35%   | -2.47%    | 5.11       |
|            | TYI1   | 1.88     | 3.61     | 1.73        | 8.05%  | 7.55%   | -0.50%    | 2.41       |
|            | MAR1   | 2.19     | 3.14     | 0.94        | 6.37%  | 3.35%   | -3.02%    | 7.46       |
|            | APK2   | 1.65     | 2.29     | 0.64        | 11.46% | 3.17%   | -8.28%    | 3.18       |
|            | APK1   | 1.72     | 2.19     | 0.46        | 7.79%  | 5.68%   | -2.11%    | 3.67       |
|            | SGT1   | 1.60     | 2.19     | 0.59        | 3.53%  | 3.37%   | -0.16%    | 1.82       |
|            | ASM1   | 0.68     | 2.17     | 1.50        | 10.27% | 8.36%   | -1.91%    | 2.62       |
|            | RPM1   | 2.48     | 2.00     | -0.48       | 11.23% | 14.31%  | 3.09%     | 4.41       |
|            | MMT1   | 1.67     | 1.82     | 0.16        | 9.90%  | 5.31%   | -4.59%    | 3.25       |
|            | ARM1   | 1.50     | 1.78     | 0.27        | 5.93%  | 5.91%   | -0.02%    | 1.58       |
|            | RND1   | 2.06     | 1.74     | -0.32       | 9.72%  | 9.04%   | -0.67%    | 6.50       |
|            | KSM1   | 1.70     | 1.68     | -0.02       | 9.46%  | 7.12%   | -2.34%    | 2.07       |
|            | PKD1   | 1.47     | 1.60     | 0.13        | 10.46% | 14.19%  | 3.72%     | 3.02       |
|            | VNR1   | 2.24     | 1.57     | -0.67       | 9.03%  | 0.52%   | -8.51%    | 2.86       |
|            | SKD1   | 3.73     | 1.51     | -2.22       | 4.52%  | 2.76%   | -1.76%    | 2.16       |
|            | STU2   | 1.21     | 1.33     | 0.12        | 6.15%  | 9.16%   | 3.01%     | 2.21       |
|            | SDI1   | 2.10     | 1.30     | -0.80       | 8.49%  | -10.61% | -19.10%   | 2.60       |
|            | ERL2   | 2.06     | 1.26     | -0.81       | 10.27% | 11.54%  | 1.27%     | 2.98       |
|            | SNL1   | 2.14     | 1.12     | -1.02       | 6.31%  | 11.57%  | 5.26%     | 3.14       |
|            | KYR1   | 1.71     | 1.10     | -0.61       | 10.04% | 11.77%  | 1.72%     | 1.58       |
|            | PDI1   | 1.40     | 1.01     | -0.39       | 12.93% | 9.09%   | -3.84%    | 2.46       |
|            | UDN1   | 1.73     | 0.98     | -0.74       | 3.78%  | 8.69%   | 4.91%     | 1.84       |
|            | TCN1   | 2.47     | 0.74     | -1.74       | 5.00%  | 18.37%  | 13.37%    | 4.09       |
|            | COL1   | 0.57     | 0.51     | -0.07       | 5.81%  | 0.83%   | -4.98%    | 1.78       |
|            | TKY1   | 1.59     | 0.34     | -1.25       | 12.09% | 14.55%  | 2.45%     | 3.37       |
|            | TVL2   | 0.21     | 0.31     | 0.10        | 7.63%  | 3.96%   | -3.67%    | 1.68       |
|            | VKM1   | 1.32     | 0.19     | -1.12       | 16.51% | 13.97%  | -2.55%    | 1.69       |
|            | KGL1   | 1.35     | 0.12     | -1.23       | 2.02%  | 4.69%   | 2.67%     | 2.64       |
|            | Total  | 124.35   | 101.88   | -22.47      | 6.84%  | 6.56%   | -0.28%    | 173.53     |
| CHENNAI-01 |        |          |          |             |        |         |           |            |
|            | CH19   | 4.71     | 6.25     | 1.54        | 7.77%  | 4.71%   | -3.07%    | 5.18       |
|            | CH08   | 9.24     | 5.60     | -3.64       | 10.19% | 12.22%  | 2.03%     | 7.44       |
|            | CH45   | 5.80     | 4.39     | -1.41       | 9.52%  | 7.40%   | -2.12%    | 4.21       |
|            | CH05   | 7.43     | 3.93     | -3.50       | 8.63%  | 8.36%   | -0.27%    | 6.45       |
|            | CH28   | 6.89     | 3.75     | -3.14       | 11.81% | 12.23%  | 0.42%     | 5.13       |
|            | CH30   | 3.45     | 3.67     | 0.21        | 4.44%  | 3.68%   | -0.76%    | 4.02       |
|            | GUD1   | 3.33     | 3.61     | 0.28        | 10.06% | 9.57%   | -0.49%    | 3.71       |
|            | AVD1   | 5.41     | 3.47     | -1.94       | 9.88%  | 10.47%  | 0.59%     | 4.77       |
|            | CH14   | 9.45     | 3.36     | -6.09       | 8.53%  | 8.72%   | 0.18%     | 8.90       |
|            | GUD2   | 2.05     | 3.18     | 1.13        | 10.23% | 8.93%   | -1.29%    | 3.63       |
|            | CH16   | 13.76    | 3.14     | -10.62      | 7.45%  | 9.42%   | 1.97%     | 9.34       |
|            | CH38   | 3.68     | 3.02     | -0.66       | 12.24% | 8.03%   | -4.21%    | 2.84       |
|            | CH42   | 6.56     | 2.93     | -3.63       | 9.01%  | 6.78%   | -2.23%    | 7.16       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| CHENNAI-01 | CH48   | 6.47     | 2.83     | -3.64       | 8.17%  | 12.11% | 3.94%     | 5.91       |
|            | CH22   | 3.76     | 2.70     | -1.06       | 8.45%  | 9.13%  | 0.68%     | 4.84       |
|            | CH39   | 1.70     | 2.57     | 0.88        | 11.85% | 6.93%  | -4.92%    | 3.47       |
|            | MRM1   | 6.07     | 2.49     | -3.59       | 4.94%  | 8.32%  | 3.38%     | 3.21       |
|            | CH07   | 5.81     | 2.45     | -3.36       | 11.49% | 6.15%  | -5.34%    | 9.52       |
|            | CH35   | 4.95     | 2.32     | -2.64       | 8.89%  | 15.87% | 6.99%     | 4.74       |
|            | CH11   | 3.34     | 1.85     | -1.48       | 9.40%  | 6.38%  | -3.02%    | 4.68       |
|            | TKM1   | 2.94     | 1.68     | -1.26       | 11.67% | 11.70% | 0.04%     | 1.98       |
|            | SKL1   | 4.73     | 1.43     | -3.29       | 11.41% | 11.82% | 0.42%     | 3.25       |
|            | CGL1   | 4.41     | 1.35     | -3.06       | 8.24%  | 8.59%  | 0.35%     | 3.21       |
|            | CH37   | 5.42     | 1.22     | -4.20       | 10.19% | 12.17% | 1.98%     | 1.76       |
|            | KNR1   | 1.27     | 0.95     | -0.32       | 10.66% | 9.89%  | -0.78%    | 3.63       |
|            | CH26   | 1.46     | 0.75     | -0.71       | 14.05% | 12.84% | -1.21%    | 2.23       |
|            | MC10   | 2.06     | 0.45     | -1.61       | 6.54%  | 11.70% | 5.16%     | 1.27       |
|            | MC09   | 1.15     | 0.29     | -0.86       | 6.26%  | 7.89%  | 1.63%     | 0.81       |
|            | CH40   | 1.64     | 0.27     | -1.36       | 4.31%  | 3.85%  | -0.46%    | 3.03       |
|            | CH29   | 0.50     | 0.15     | -0.35       | 14.42% | 23.69% | 9.27%     | 1.55       |
|            | MC02   |          |          |             | #Error | #Error | #Error    | 0.46       |
|            | Total  | 139.43   | 76.04    | -63.39      | 9.09%  | 8.94%  | -0.15%    | 132.33     |
| CHENNAI-02 |        |          |          |             |        |        |           |            |
|            | CH03   | 13.42    | 11.76    | -1.66       | 5.93%  | 8.06%  | 2.12%     | 12.74      |
|            | CH17   | 7.22     | 6.51     | -0.71       | 9.59%  | 9.80%  | 0.21%     | 5.08       |
|            | CH15   | 17.04    | 5.04     | -12.00      | 9.35%  | 9.15%  | -0.20%    | 15.58      |
|            | CH34   | 6.41     | 4.79     | -1.62       | 10.49% | 2.10%  | -8.39%    | 5.29       |
|            | CH12   | 11.10    | 4.35     | -6.75       | 8.06%  | 8.17%  | 0.11%     | 7.03       |
|            | CH21   | 8.23     | 4.09     | -4.14       | 6.59%  | -0.10% | -6.69%    | 9.31       |
|            | CH33   | 8.43     | 3.82     | -4.60       | 5.16%  | 3.31%  | -1.85%    | 4.34       |
|            | CH44   | 3.96     | 3.56     | -0.40       | 7.59%  | 6.47%  | -1.12%    | 3.80       |
|            | MJR1   | 6.53     | 3.53     | -3.00       | 5.00%  | 9.85%  | 4.85%     | 5.69       |
|            | CH43   | 4.06     | 2.74     | -1.32       | 15.51% | 11.18% | -4.34%    | 3.71       |
|            | CH20   | 5.19     | 2.68     | -2.51       | 9.59%  | 7.30%  | -2.28%    | 7.52       |
|            | CH09   | 5.00     | 2.60     | -2.39       | 12.42% | 7.76%  | -4.66%    | 4.54       |
|            | CH31   | 3.20     | 2.40     | -0.80       | 5.01%  | 8.47%  | 3.46%     | 2.54       |
|            | CH18   | 6.25     | 2.20     | -4.05       | 10.06% | 13.42% | 3.36%     | 6.64       |
|            | CH46   | 4.22     | 2.06     | -2.16       | 4.25%  | 5.72%  | 1.47%     | 2.80       |
|            | PON1   | 2.74     | 1.66     | -1.08       | 8.15%  | 8.86%  | 0.71%     | 2.62       |
|            | CH27   | 1.74     | 1.51     | -0.23       | 10.53% | 2.73%  | -7.80%    | 1.70       |
|            | CH24   | 6.40     | 1.45     | -4.95       | 8.43%  | 12.38% | 3.95%     | 5.56       |
|            | CH41   | 4.31     | 1.41     | -2.91       | 8.58%  | 10.86% | 2.27%     | 4.20       |
|            | CH36   | 2.50     | 1.16     | -1.34       | 6.20%  | 3.60%  | -2.60%    | 1.96       |
|            | UKI1   | 5.58     | 1.16     | -4.42       | 4.94%  | 6.58%  | 1.64%     | 2.75       |
|            | GPD1   | 6.11     | 0.84     | -5.27       | 7.19%  | 10.83% | 3.63%     | 3.54       |
|            | MC06   | 1.74     | 0.69     | -1.05       | 3.16%  | 6.49%  | 3.33%     | 1.66       |
|            | CH06   | 2.97     | 0.30     | -2.67       | 7.44%  | 23.05% | 15.62%    | 4.89       |
|            | MC05   | 0.57     | 0.22     | -0.35       | -1.47% | 6.11%  | 7.57%     | 1.68       |
|            | CH32   | 0.01     | 0.01     | -0.01       | 28.45% | 20.44% | -8.01%    | 0.82       |
|            | CH01   |          |          |             | #Error | 3.54%  | #Error    | 0.42       |
|            | CH23   | 3.24     |          | -3.24       | 10.25% | #Error | #Error    | 2.26       |
|            | Total  | 148.17   | 72.54    | -75.63      | 7.94%  | 7.42%  | -0.52%    | 130.64     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-03   | MDU1   | 11.61    | 5.96     | -5.65       | 6.05%  | 9.19%  | 3.14%     | 11.83      |
|            | DGL1   | 6.44     | 4.78     | -1.66       | 9.14%  | 10.81% | 1.66%     | 7.69       |
|            | TEN1   | 3.00     | 4.52     | 1.52        | 7.55%  | 9.63%  | 2.08%     | 3.57       |
|            | MDU6   | 4.96     | 4.13     | -0.83       | 8.90%  | 6.63%  | -2.28%    | 5.92       |
|            | TMM1   | 2.27     | 3.20     | 0.94        | 8.19%  | 6.62%  | -1.56%    | 3.47       |
|            | ATG1   | 2.27     | 2.98     | 0.71        | 9.45%  | 10.40% | 0.95%     | 3.84       |
|            | MDU2   | 3.42     | 2.56     | -0.86       | 10.54% | 7.66%  | -2.87%    | 5.64       |
|            | CBM1   | 3.96     | 2.46     | -1.50       | 10.49% | 9.35%  | -1.14%    | 3.40       |
|            | PVI1   | 1.43     | 2.35     | 0.93        | 6.72%  | 3.87%  | -2.84%    | 2.71       |
|            | KKD3   | 4.10     | 2.33     | -1.77       | 10.54% | 10.49% | -0.05%    | 2.72       |
|            | KYK1   | 1.02     | 2.05     | 1.04        | 11.09% | 11.22% | 0.13%     | 2.05       |
|            | NKI1   | 1.31     | 1.85     | 0.54        | 4.69%  | 12.97% | 8.28%     | 1.82       |
|            | DGL2   | 2.31     | 1.79     | -0.53       | 9.72%  | 12.92% | 3.20%     | 2.41       |
|            | TPT1   | 1.21     | 1.66     | 0.46        | 7.81%  | 10.73% | 2.92%     | 2.89       |
|            | CMR1   | 2.43     | 1.66     | -0.78       | 5.14%  | 6.53%  | 1.39%     | 1.85       |
|            | BNR1   | 1.88     | 1.62     | -0.26       | 4.21%  | 8.43%  | 4.21%     | 2.34       |
|            | ADP1   | 1.77     | 1.56     | -0.21       | 9.29%  | 9.74%  | 0.45%     | 2.22       |
|            | TEN2   | 4.32     | 1.46     | -2.87       | 6.89%  | 11.49% | 4.60%     | 3.65       |
|            | MPA1   | 1.45     | 1.38     | -0.06       | 10.31% | 8.18%  | -2.13%    | 3.12       |
|            | TDI1   | 1.95     | 1.34     | -0.61       | 4.67%  | 7.75%  | 3.08%     | 2.28       |
|            | MDU3   | 2.38     | 1.22     | -1.16       | 8.99%  | 6.30%  | -2.68%    | 4.16       |
|            | MDU5   | 1.44     | 1.21     | -0.23       | 8.91%  | 11.78% | 2.87%     | 2.32       |
|            | ODM1   | 0.92     | 1.21     | 0.29        | 7.80%  | 5.98%  | -1.82%    | 1.75       |
|            | KPT1   | 2.00     | 1.18     | -0.81       | 6.98%  | 3.19%  | -3.79%    | 1.83       |
|            | PNV2   | 0.79     | 1.14     | 0.35        | 9.30%  | 7.86%  | -1.44%    | 1.52       |
|            | SGP1   | 0.37     | 1.09     | 0.73        | 17.62% | 8.53%  | -9.08%    | 1.37       |
|            | MDU4   | 1.68     | 1.08     | -0.60       | 10.84% | 4.72%  | -6.13%    | 3.09       |
|            | MLR1   | 0.37     | 1.07     | 0.70        | 2.62%  | 7.11%  | 4.49%     | 2.19       |
|            | SVG1   | 0.79     | 0.99     | 0.20        | 6.99%  | 18.33% | 11.34%    | 2.51       |
|            | PKM1   | 1.40     | 0.99     | -0.42       | 11.54% | 9.64%  | -1.90%    | 1.69       |
|            | DKI1   | 4.45     | 0.85     | -3.60       | 8.35%  | 7.50%  | -0.85%    | 3.03       |
|            | NTM1   | 1.43     | 0.73     | -0.70       | 8.83%  | 3.96%  | -4.87%    | 2.03       |
|            | BTU1   | 0.41     | 0.69     | 0.28        | 12.40% | 10.60% | -1.80%    | 1.32       |
|            | USL1   | 1.64     | 0.63     | -1.01       | 7.40%  | 5.82%  | -1.58%    | 2.35       |
|            | KRR1   | 0.72     | 0.54     | -0.18       | 12.87% | 14.72% | 1.84%     | 2.22       |
|            | PNI1   | 0.41     | 0.27     | -0.14       | 12.93% | 12.03% | -0.90%    | 1.84       |
|            | MNM1   | 0.19     | 0.08     | -0.11       | 10.23% | 14.93% | 4.70%     | 1.63       |
|            | Total  | 84.47    | 66.62    | -17.85      | 8.28%  | 8.95%  | 0.66%     | 112.24     |
| TRICHY-01  | TRY1   | 14.71    | 10.66    | -4.05       | 5.97%  | 4.89%  | -1.08%    | 19.40      |
|            | MVM1   | 2.42     | 4.12     | 1.70        | 10.96% | 8.47%  | -2.49%    | 4.79       |
|            | PBR2   | 4.48     | 3.80     | -0.68       | 7.94%  | 6.01%  | -1.93%    | 6.09       |
|            | TVR2   | 3.57     | 3.64     | 0.06        | 7.67%  | 8.78%  | 1.11%     | 4.32       |
|            | PTK1   | 2.70     | 3.35     | 0.64        | 9.90%  | 4.10%  | -5.80%    | 4.82       |
|            | TNJ2   | 3.48     | 3.05     | -0.43       | 8.06%  | 9.11%  | 1.05%     | 5.97       |
|            | TTP1   | 2.18     | 3.04     | 0.85        | 6.30%  | 9.43%  | 3.13%     | 2.83       |
|            | KUM1   | 2.42     | 2.98     | 0.56        | 11.09% | 5.75%  | -5.34%    | 5.24       |
|            | NGT1   | 2.07     | 2.74     | 0.66        | 6.46%  | 7.66%  | 1.20%     | 3.50       |
|            | NMM1   | 1.99     | 2.57     | 0.58        | 5.85%  | 7.72%  | 1.88%     | 2.25       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| TRICHY-01   | TYR1   | 1.57     | 2.23     | 0.67        | 5.82%  | 2.84%  | -2.98%    | 4.21       |
|             | JKM1   | 2.03     | 2.14     | 0.11        | 6.77%  | 7.07%  | 0.30%     | 2.70       |
|             | MDI1   | 2.77     | 1.97     | -0.80       | 7.59%  | 12.63% | 5.04%     | 2.99       |
|             | TRY3   | 3.11     | 1.91     | -1.20       | 8.58%  | 8.62%  | 0.05%     | 3.20       |
|             | TRY4   | 3.84     | 1.91     | -1.94       | 7.63%  | 5.61%  | -2.01%    | 4.69       |
|             | PDK1   | 1.02     | 1.80     | 0.77        | 7.95%  | 15.71% | 7.76%     | 1.13       |
|             | TNJ1   | 4.07     | 1.56     | -2.50       | 7.90%  | 10.43% | 2.52%     | 10.23      |
|             | KIK1   | 1.85     | 1.54     | -0.31       | 10.42% | 8.53%  | -1.88%    | 1.96       |
|             | ORU1   | 0.90     | 1.49     | 0.58        | 11.03% | 9.33%  | -1.70%    | 1.79       |
|             | NCK1   | 0.76     | 1.47     | 0.71        | 6.57%  | 9.28%  | 2.72%     | 1.78       |
|             | KRN1   | 3.82     | 1.44     | -2.38       | 8.50%  | 7.13%  | -1.37%    | 1.76       |
|             | AYR1   | 1.59     | 1.09     | -0.51       | 8.59%  | 8.29%  | -0.31%    | 2.52       |
|             | TVR1   | 1.57     | 0.86     | -0.72       | 7.95%  | 14.42% | 6.47%     | 1.77       |
|             | MSI1   | 2.33     | 0.68     | -1.65       | 9.69%  | 2.67%  | -7.02%    | 2.19       |
|             | APM1   | 1.56     | 0.62     | -0.93       | 6.37%  | 10.49% | 4.12%     | 1.57       |
|             | PBR1   | 0.72     | 0.21     | -0.51       | 3.29%  | 1.35%  | -1.94%    | 1.82       |
|             | TRY2   | 0.80     | 0.01     | -0.79       | 6.29%  | 17.72% | 11.44%    | 2.02       |
|             | Total  | 74.37    | 62.87    | -11.49      | 7.68%  | 7.46%  | -0.21%    | 107.55     |
|             |        |          |          |             |        |        |           |            |
| NORTH ARCOT | KPM2   | 7.94     | 8.27     | 0.34        | 6.39%  | 7.03%  | 0.64%     | 8.39       |
|             | VEL1   | 2.64     | 8.24     | 5.60        | 8.13%  | 6.38%  | -1.76%    | 4.32       |
|             | TRL1   | 6.70     | 6.58     | -0.12       | 9.53%  | 8.80%  | -0.73%    | 4.47       |
|             | VEL2   | 4.07     | 5.32     | 1.25        | 5.37%  | 4.63%  | -0.74%    | 5.61       |
|             | VNB1   | 3.04     | 3.82     | 0.78        | 7.82%  | 5.51%  | -2.31%    | 2.11       |
|             | SBR1   | 5.29     | 3.68     | -1.61       | 7.25%  | 8.55%  | 1.30%     | 4.64       |
|             | TRR1   | 3.12     | 3.10     | -0.02       | 6.27%  | 8.35%  | 2.09%     | 3.88       |
|             | TRT1   | 3.51     | 2.19     | -1.32       | 8.54%  | 3.57%  | -4.97%    | 1.96       |
|             | AKM1   | 4.12     | 1.90     | -2.22       | 9.56%  | 7.26%  | -2.30%    | 3.20       |
|             | GDM1   | 2.50     | 1.84     | -0.66       | 7.98%  | 5.43%  | -2.55%    | 2.47       |
|             | ANI1   | 1.42     | 1.75     | 0.33        | 5.59%  | 6.57%  | 0.98%     | 1.65       |
|             | KPM1   | 4.52     | 1.54     | -2.97       | 5.25%  | 9.24%  | 3.99%     | 2.53       |
|             | UGI1   | 2.48     | 1.47     | -1.02       | 8.63%  | 4.92%  | -3.71%    | 1.71       |
|             | PLR1   | 1.04     | 1.44     | 0.39        | 9.13%  | 6.03%  | -3.10%    | 1.60       |
|             | CGM1   | 2.05     | 1.40     | -0.65       | 8.87%  | 7.45%  | -1.42%    | 2.27       |
|             | ABR1   | 1.51     | 1.36     | -0.15       | 8.22%  | 5.92%  | -2.30%    | 2.66       |
|             | VSI1   | 2.99     | 1.32     | -1.67       | 5.20%  | 9.49%  | 4.29%     | 2.19       |
|             | WJD1   | 5.00     | 1.21     | -3.79       | 8.40%  | 11.01% | 2.61%     | 3.13       |
|             | WJP1   | 1.64     | 1.08     | -0.56       | 9.47%  | 10.19% | 0.73%     | 3.02       |
|             | ARC2   | 3.79     | 0.97     | -2.82       | 3.95%  | 2.71%  | -1.24%    | 3.49       |
|             | SLG1   | 1.32     | 0.78     | -0.54       | 6.27%  | 9.53%  | 3.25%     | 1.63       |
|             | BGR1   | 0.71     | 0.66     | -0.04       | 5.70%  | 7.99%  | 2.29%     | 1.97       |
|             | PTU1   | 1.42     | 0.53     | -0.89       | 8.04%  | 14.21% | 6.17%     | 1.21       |
|             | CPT1   | 1.50     | 0.44     | -1.06       | 8.88%  | 10.98% | 2.10%     | 1.48       |
|             | CYR1   | 1.62     | 0.37     | -1.25       | 10.51% | 8.01%  | -2.50%    | 1.87       |
|             | Total  | 75.93    | 61.26    | -14.66      | 7.43%  | 7.03%  | -0.40%    | 73.43      |
|             |        |          |          |             |        |        |           |            |
| WEST-02     | NKL2   | 3.42     | 6.77     | 3.35        | 3.95%  | 0.27%  | -3.68%    | 3.23       |
|             | SLM1   | 4.82     | 4.29     | -0.53       | 8.50%  | 6.01%  | -2.49%    | 8.03       |
|             | HSR2   | 3.28     | 4.25     | 0.97        | 14.73% | 10.18% | -4.55%    | 5.50       |
|             | MTR1   | 2.30     | 3.39     | 1.09        | 8.47%  | 3.12%  | -5.35%    | 3.08       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| WEST-02    | PDR1   | 0.81     | 2.69     | 1.89        | 13.49% | 11.02% | -2.47%    | 1.19       |
|            | ERD1   | 2.53     | 2.69     | 0.16        | 11.99% | 8.84%  | -3.15%    | 3.83       |
|            | ERD2   | 6.91     | 2.63     | -4.27       | 13.12% | 11.53% | -1.59%    | 4.31       |
|            | TRM1   | 2.12     | 2.55     | 0.44        | 7.83%  | 7.61%  | -0.22%    | 2.80       |
|            | HRR1   | 1.01     | 2.23     | 1.22        | 0.29%  | 5.75%  | 5.45%     | 1.93       |
|            | ATU1   | 1.97     | 2.20     | 0.24        | 4.35%  | 7.72%  | 3.37%     | 3.10       |
|            | SLM2   | 3.44     | 2.05     | -1.39       | 9.22%  | 11.64% | 2.42%     | 2.71       |
|            | SLM3   | 2.80     | 1.91     | -0.89       | 7.09%  | 7.51%  | 0.42%     | 2.93       |
|            | MCR1   | 1.96     | 1.62     | -0.34       | 10.68% | -0.47% | -11.15%   | 2.88       |
|            | HSR1   | 5.74     | 1.59     | -4.15       | 8.27%  | 11.30% | 3.02%     | 3.80       |
|            | RSP1   | 1.02     | 1.59     | 0.57        | 12.23% | 13.77% | 1.53%     | 1.97       |
|            | DPR1   | 1.51     | 1.55     | 0.04        | 8.83%  | 3.17%  | -5.66%    | 1.36       |
|            | PLC1   | 1.80     | 1.38     | -0.42       | 9.91%  | 12.56% | 2.65%     | 1.74       |
|            | KRI1   | 2.90     | 1.37     | -1.53       | 6.39%  | 5.51%  | -0.88%    | 2.74       |
|            | SGI1   | 1.92     | 1.37     | -0.55       | 9.09%  | 10.23% | 1.13%     | 1.53       |
|            | VPD1   | 2.27     | 1.32     | -0.94       | 11.08% | 9.61%  | -1.47%    | 3.26       |
|            | KMM1   | 1.32     | 1.32     | -0.01       | 11.43% | 9.52%  | -1.91%    | 1.72       |
|            | EPI1   | 3.36     | 1.18     | -2.18       | 8.83%  | 12.53% | 3.70%     | 2.54       |
|            | BMD1   | 1.41     | 1.15     | -0.27       | 10.52% | 9.88%  | -0.64%    | 2.04       |
|            | EDP1   | 2.32     | 1.05     | -1.27       | 4.57%  | 5.35%  | 0.78%     | 1.04       |
|            | TCG1   | 1.29     | 0.85     | -0.43       | 15.37% | 14.53% | -0.84%    | 1.85       |
|            | SGG1   | 0.96     | 0.55     | -0.40       | 13.80% | 7.56%  | -6.23%    | 1.59       |
|            | PMP1   | 1.50     | 0.45     | -1.05       | 4.89%  | 19.86% | 14.96%    | 1.80       |
|            | DPR2   | 1.05     | 0.43     | -0.62       | 5.63%  | 6.87%  | 1.24%     | 2.04       |
|            | KVP1   | 1.02     | 0.43     | -0.59       | 8.26%  | 5.90%  | -2.36%    | 1.23       |
|            | APN1   | 2.44     | 0.38     | -2.06       | 6.93%  | 15.85% | 8.93%     | 2.47       |
|            | OML1   | 3.11     | 0.34     | -2.77       | 6.33%  | 19.11% | 12.77%    | 2.55       |
|            | CMI1   | 1.79     | 0.27     | -1.51       | 10.97% | 15.08% | 4.10%     | 1.36       |
|            | VKL1   | 1.16     | 0.13     | -1.03       | 6.51%  | 11.09% | 4.58%     | 1.09       |
|            | Total  | 77.25    | 57.99    | -19.25      | 8.97%  | 7.62%  | -1.35%    | 85.26      |
| WEST-01    |        |          |          |             |        |        |           |            |
|            | CBE2   | 10.18    | 9.65     | -0.53       | 8.26%  | 7.39%  | -0.87%    | 11.25      |
|            | CBE4   | 4.45     | 2.63     | -1.82       | 11.26% | 11.64% | 0.38%     | 3.94       |
|            | CBE6   | 1.44     | 2.45     | 1.00        | 13.55% | 11.28% | -2.27%    | 2.84       |
|            | TPR1   | 5.52     | 2.39     | -3.13       | 7.11%  | 9.89%  | 2.78%     | 4.08       |
|            | GBM1   | 1.28     | 2.34     | 1.06        | 9.12%  | 8.05%  | -1.07%    | 1.89       |
|            | CNR1   | 1.84     | 1.95     | 0.12        | 6.96%  | 7.19%  | 0.23%     | 1.78       |
|            | KMR1   | 3.73     | 1.88     | -1.85       | 10.24% | 13.38% | 3.15%     | 4.85       |
|            | SYM2   | 1.14     | 1.79     | 0.65        | 9.72%  | 12.59% | 2.87%     | 1.65       |
|            | TPR3   | 3.03     | 1.74     | -1.29       | 13.67% | 8.19%  | -5.47%    | 2.61       |
|            | GDR1   | 1.89     | 1.64     | -0.26       | 7.38%  | 7.04%  | -0.35%    | 1.59       |
|            | AVI1   | 4.21     | 1.63     | -2.58       | 7.00%  | 0.95%  | -6.05%    | 1.46       |
|            | CBE1   | 2.49     | 1.52     | -0.97       | 12.09% | 15.06% | 2.97%     | 1.99       |
|            | SNR1   | 2.74     | 1.43     | -1.31       | 11.05% | 13.96% | 2.91%     | 1.99       |
|            | TPR2   | 7.20     | 1.40     | -5.79       | 7.21%  | 8.28%  | 1.07%     | 3.67       |
|            | KGI1   | 3.14     | 1.40     | -1.74       | 7.27%  | 4.42%  | -2.85%    | 2.18       |
|            | KMD1   | 2.07     | 1.40     | -0.67       | 16.77% | 12.52% | -4.25%    | 1.93       |
|            | SUL1   | 2.55     | 1.06     | -1.49       | 11.66% | 18.28% | 6.63%     | 1.43       |
|            | MPM1   | 1.47     | 1.00     | -0.47       | 12.80% | 13.49% | 0.69%     | 2.34       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|------------|
| WEST-01     | CBE5   | 1.52     | 0.93     | -0.58       | 10.60%  | 19.20% | 8.60%     | 1.46       |
|             | DPM2   | 2.65     | 0.93     | -1.72       | 9.24%   | 10.43% | 1.19%     | 1.92       |
|             | UAM1   | 2.70     | 0.86     | -1.84       | 6.66%   | 7.55%  | 0.89%     | 4.34       |
|             | PLI1   | 2.19     | 0.64     | -1.55       | 13.88%  | 12.85% | -1.02%    | 3.64       |
|             | PPI1   | 1.67     | 0.63     | -1.04       | 13.87%  | 14.48% | 0.61%     | 1.80       |
|             | PDM1   | 1.16     | 0.50     | -0.66       | 12.68%  | 12.35% | -0.33%    | 1.55       |
|             | TPR4   | 2.65     | 0.38     | -2.26       | 10.14%  | 17.75% | 7.61%     | 2.00       |
|             | CBE3   | 2.05     | 0.22     | -1.82       | 15.63%  | 12.53% | -3.10%    | 0.95       |
|             | ANR1   | 0.90     | 0.08     | -0.81       | 16.52%  | 3.21%  | -13.30%   | 0.66       |
|             | UMP1   | 2.27     | 0.05     | -2.23       | 9.25%   | 16.09% | 6.84%     | 2.07       |
|             | KGM1   | 1.81     | (0.23)   | -2.04       | 11.38%  | 43.31% | 31.93%    | 1.76       |
|             | Total  | 81.91    | 44.29    | -37.62      | 9.91%   | 9.71%  | -0.20%    | 75.59      |
|             |        |          |          |             |         |        |           |            |
| SOUTH ARCOT | POY1   | 4.59     | 4.34     | -0.25       | 8.39%   | 7.63%  | -0.75%    | 5.97       |
|             | CUD1   | 4.35     | 3.73     | -0.62       | 8.36%   | 9.36%  | 1.00%     | 6.38       |
|             | CDM1   | 3.37     | 3.10     | -0.27       | 10.14%  | 8.45%  | -1.70%    | 3.81       |
|             | PRT1   | 1.92     | 2.97     | 1.04        | 7.59%   | 9.03%  | 1.45%     | 2.43       |
|             | KKI2   | 2.22     | 2.59     | 0.37        | 9.95%   | 8.31%  | -1.64%    | 3.74       |
|             | POY2   | 2.68     | 2.54     | -0.15       | 12.54%  | 8.18%  | -4.36%    | 5.00       |
|             | SJI2   | 2.93     | 2.14     | -0.79       | 6.84%   | 11.11% | 4.27%     | 3.28       |
|             | TRK1   | 5.23     | 2.04     | -3.20       | 7.57%   | 7.67%  | 0.09%     | 4.20       |
|             | NVL2   | 2.40     | 1.98     | -0.42       | 8.21%   | 6.30%  | -1.91%    | 4.13       |
|             | TDM1   | 2.13     | 1.90     | -0.23       | 11.25%  | 5.83%  | -5.41%    | 2.05       |
|             | TVM1   | 0.67     | 1.48     | 0.81        | 6.25%   | 9.40%  | 3.15%     | 2.44       |
|             | ULP1   | 1.54     | 1.40     | -0.15       | 5.51%   | 9.33%  | 3.82%     | 2.57       |
|             | KLM1   | 4.69     | 1.40     | -3.30       | 8.88%   | 9.87%  | 1.00%     | 3.76       |
|             | KML1   | 0.82     | 1.18     | 0.36        | 14.61%  | 5.89%  | -8.72%    | 2.10       |
|             | TVM2   | 0.28     | 0.96     | 0.68        | 7.14%   | 8.07%  | 0.93%     | 2.72       |
|             | VPM2   | 3.76     | 0.91     | -2.85       | 1.32%   | 9.07%  | 7.75%     | 3.16       |
|             | STP1   | 0.47     | 0.71     | 0.24        | 5.40%   | 6.83%  | 1.43%     | 1.66       |
|             | MKM1   | 0.81     | 0.49     | -0.31       | 7.55%   | 16.82% | 9.27%     | 1.83       |
|             | VCM1   | 2.00     | 0.36     | -1.64       | 2.12%   | 9.03%  | 6.91%     | 1.97       |
|             | VPM1   | 0.23     | 0.32     | 0.09        | 18.05%  | 14.73% | -3.32%    | 1.68       |
|             | Total  | 47.12    | 36.53    | -10.58      | 7.92%   | 8.52%  | 0.60%     | 64.89      |
|             |        |          |          |             |         |        |           |            |
|             |        |          |          |             |         |        |           |            |
| KL-SOUTH    | TVP1   | 4.46     | 4.14     | -0.32       | 7.68%   | 4.58%  | -3.09%    | 5.71       |
|             | PAS1   | 0.83     | 1.92     | 1.09        | 9.81%   | 5.24%  | -4.57%    | 2.49       |
|             | KLR1   | 2.31     | 1.85     | -0.46       | 4.41%   | 4.78%  | 0.38%     | 1.66       |
|             | Total  | 7.61     | 7.91     | 0.31        | 6.92%   | 4.79%  | -2.13%    | 9.87       |
| OTHERS      | GHUB   |          | 15.25    | 15.25       | #Error  | 2.01%  | #Error    | 0.00       |
|             | CZWH   | 0.59     | 5.24     | 4.65        | -13.81% | -6.31% | 7.50%     | 0.00       |
|             | WZWH   |          | 0.07     | 0.07        | #Error  | 2.09%  | #Error    | 0.00       |
|             | TZSD   |          | 0.04     | 0.04        | #Error  | 13.71% | #Error    | 0.00       |
|             | S2SD   |          | 0.02     | 0.02        | #Error  | 13.92% | #Error    | 0.00       |
|             | WHC3   |          | 0.02     | 0.02        | #Error  | 13.85% | #Error    | 0.00       |
|             | WHUT   |          | (0.12)   | -0.12       | #Error  | 3.83%  | #Error    | 0.00       |
|             | Total  | 0.59     | 20.53    | 19.94       | -13.81% | -0.08% | 13.73%    | 0.00       |
|             |        |          |          |             |         |        |           |            |
|             | Total  | 861.18   | 608.46   | -252.72     | 8.19%   | 7.56%  | -0.62%    | 965.34     |