



Sales  
**1,082.19** Lacs

Yest. Sales : 1,101.34 Lacs

GP%  
**6.53%**

Yest.GP% : 7.01%

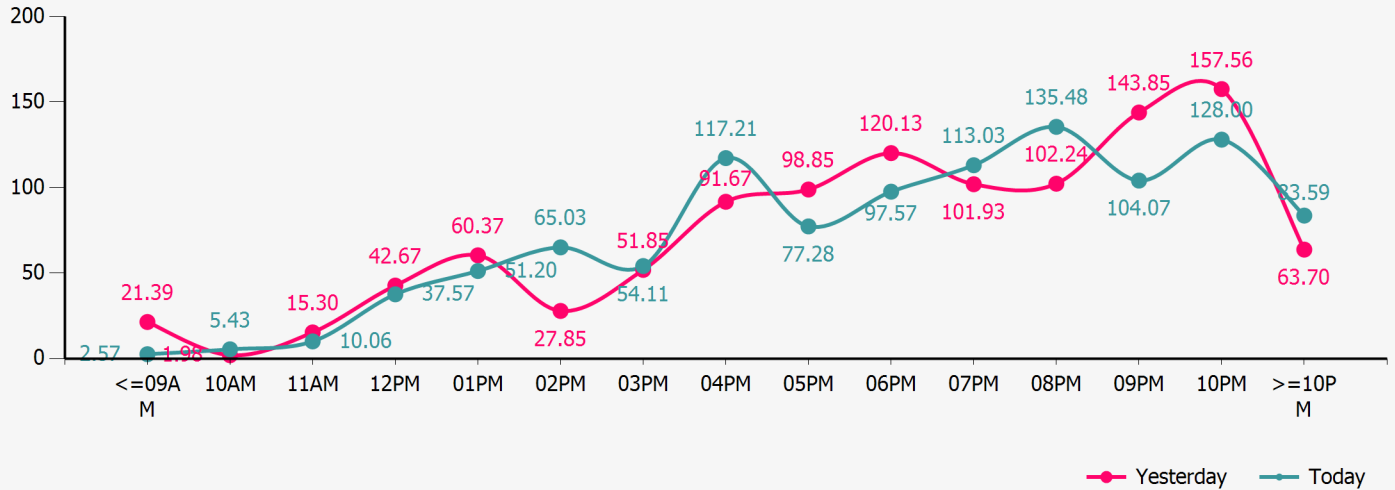
EW Pen%  
**1.96%**

Yest.EW %: 1.87%

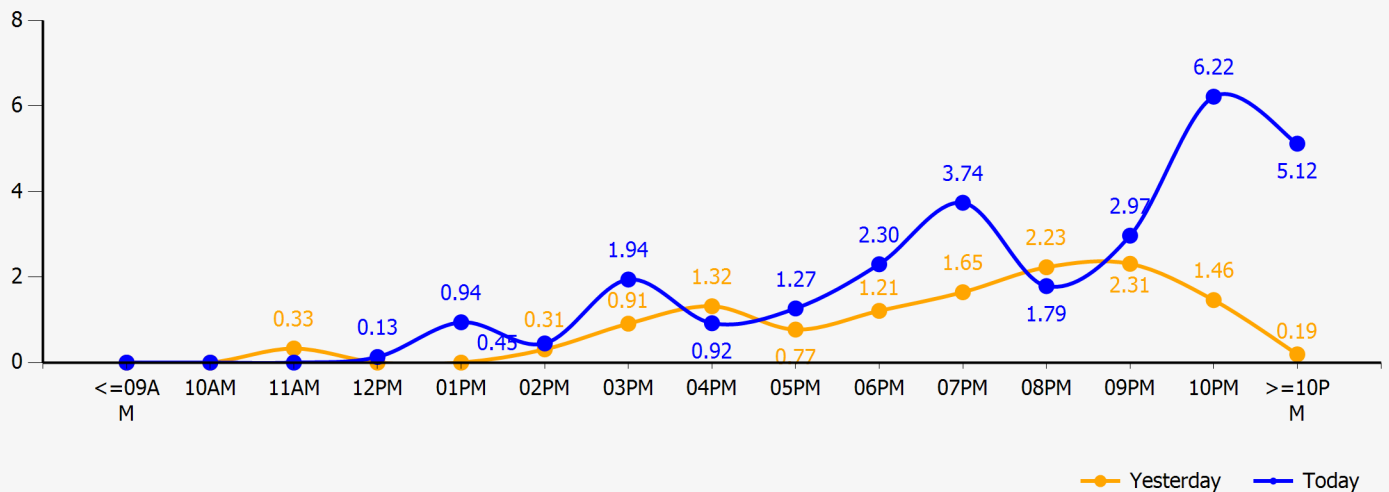
Open SO  
**27.78** Lacs

Yest. OSO 12.69 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    | 179.75   | 190.81   | 11.06       | 7.26%  | 6.59%  | -0.67%    | 262.88     |
| CHENNAI-01  | 162.01   | 153.86   | -8.15       | 7.31%  | 6.82%  | -0.50%    | 178.65     |
| CHENNAI-02  | 132.36   | 142.46   | 10.09       | 6.04%  | 6.41%  | 0.37%     | 189.70     |
| TRICHY-01   | 147.05   | 131.99   | -15.07      | 8.29%  | 6.97%  | -1.32%    | 155.76     |
| SOUTH-03    | 102.06   | 122.53   | 20.47       | 8.21%  | 7.13%  | -1.09%    | 149.11     |
| NORTH ARCOT | 109.80   | 100.92   | -8.88       | 7.00%  | 7.01%  | 0.01%     | 125.62     |
| WEST-02     | 64.94    | 78.24    | 13.30       | 7.25%  | 7.04%  | -0.20%    | 96.36      |
| SOUTH ARCOT | 92.79    | 71.67    | -21.13      | 6.35%  | 6.65%  | 0.30%     | 105.63     |
| WEST-01     | 44.69    | 56.06    | 11.37       | 7.70%  | 6.40%  | -1.29%    | 74.76      |
| WEST-03     | 53.43    | 42.03    | -11.40      | 7.31%  | 7.45%  | 0.14%     | 55.19      |
| OTHERS      | 25.14    | 19.40    | -5.73       | -3.73% | -8.89% | -5.16%    | 0.00       |
| Total       | 1114.03  | 1109.97  | -4.06       | 7.01%  | 6.53%  | -0.49%    | 1393.66    |

| Branch          | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-----------------|----------|----------|-------------|--------|--------|-----------|------------|
| <b>SOUTH-01</b> |          |          |             |        |        |           |            |
| TUT1            | 19.79    | 21.77    | 1.98        | 7.02%  | 6.65%  | -0.37%    | 26.39      |
| TVL1            | 12.03    | 17.52    | 5.49        | 9.01%  | 7.31%  | -1.70%    | 31.24      |

| Branch           | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------------|----------|----------|-------------|--------|--------|-----------|------------|
| NGR1             | 10.53    | 12.61    | 2.08        | 6.80%  | 5.42%  | -1.38%    | 16.91      |
| RPM1             | 12.44    | 10.61    | -1.83       | 2.22%  | 8.14%  | 5.92%     | 10.74      |
| VLY1             | 3.36     | 9.86     | 6.50        | 10.07% | 5.73%  | -4.35%    | 7.86       |
| TKS2             | 7.97     | 9.79     | 1.82        | 2.01%  | 4.12%  | 2.11%     | 9.17       |
| VNR2             | 5.10     | 8.53     | 3.44        | 7.99%  | 1.01%  | -6.99%    | 11.30      |
| SDI1             | 8.24     | 8.04     | -0.20       | 4.59%  | 6.45%  | 1.86%     | 5.65       |
| KVT1             | 6.50     | 7.56     | 1.05        | 11.72% | 7.94%  | -3.77%    | 15.28      |
| TUT2             | 4.47     | 7.12     | 2.65        | 6.64%  | 5.67%  | -0.97%    | 11.30      |
| RND1             | 3.68     | 5.58     | 1.90        | 9.30%  | 6.12%  | -3.19%    | 7.91       |
| VNR1             | 1.77     | 5.43     | 3.66        | 5.37%  | 6.25%  | 0.89%     | 3.81       |
| RND2             | 6.42     | 5.29     | -1.13       | 7.19%  | 9.12%  | 1.94%     | 6.65       |
| SVK1             | 4.60     | 4.96     | 0.36        | 10.66% | 5.61%  | -5.05%    | 5.93       |
| MAR1             | 5.33     | 4.75     | -0.57       | 11.76% | 6.97%  | -4.79%    | 9.16       |
| TKS1             | 6.74     | 4.58     | -2.16       | 6.22%  | 6.34%  | 0.11%     | 6.55       |
| TCN1             | 5.36     | 4.47     | -0.89       | 7.36%  | 8.76%  | 1.40%     | 5.50       |
| ERL2             | 4.63     | 3.49     | -1.15       | 10.43% | 8.46%  | -1.97%    | 5.46       |
| SNL1             | 2.72     | 3.45     | 0.73        | 5.85%  | 6.00%  | 0.15%     | 4.23       |
| UDN1             | 0.99     | 3.23     | 2.25        | 11.08% | 4.54%  | -6.54%    | 4.16       |
| KGL1             | 3.71     | 3.17     | -0.54       | 4.26%  | 9.09%  | 4.83%     | 3.08       |
| STU2             | 1.61     | 3.00     | 1.40        | 5.61%  | 8.30%  | 2.69%     | 2.34       |
| APK2             | 4.65     | 2.81     | -1.84       | 6.62%  | 6.68%  | 0.06%     | 3.84       |
| PDI1             | 3.44     | 2.72     | -0.73       | 8.56%  | 9.67%  | 1.11%     | 3.33       |
| TYI1             | 4.62     | 2.66     | -1.96       | 7.00%  | 12.71% | 5.71%     | 5.08       |
| ASM1             | 3.19     | 2.64     | -0.56       | 9.71%  | 7.57%  | -2.14%    | 3.26       |
| APK1             | 2.65     | 2.52     | -0.13       | 8.83%  | 4.48%  | -4.35%    | 3.74       |
| KYR1             | 2.47     | 2.45     | -0.02       | 8.56%  | 8.01%  | -0.55%    | 2.80       |
| VKM1             | 2.14     | 2.14     | 0.01        | 12.71% | 9.37%  | -3.34%    | 2.98       |
| SKD1             | 1.65     | 1.47     | -0.18       | 7.15%  | 9.41%  | 2.25%     | 3.15       |
| MMT1             | 3.38     | 1.38     | -2.00       | 2.74%  | 5.91%  | 3.17%     | 3.87       |
| SGT1             | 2.17     | 1.34     | -0.84       | 6.77%  | 5.48%  | -1.29%    | 3.69       |
| TKY1             | 3.91     | 1.10     | -2.81       | 10.54% | 5.92%  | -4.62%    | 3.89       |
| ARM1             | 1.54     | 1.09     | -0.45       | 6.16%  | 7.69%  | 1.53%     | 2.40       |
| COL1             | 1.63     | 0.89     | -0.74       | 8.98%  | 7.28%  | -1.70%    | 1.32       |
| KSM1             | 1.25     | 0.80     | -0.45       | 5.87%  | 10.08% | 4.21%     | 4.29       |
| PKD1             | 3.08     |          | -3.08       | 12.11% | 0.00%  | -12.11%   | 4.66       |
| SOUTH-01 : Total | 179.75   | 190.81   | 11.06       | 7.26%  | 6.59%  | -0.67%    | 262.88     |
| CHENNAI-01       |          |          |             |        |        |           |            |
| CH22             | 3.84     | 16.16    | 12.31       | 5.15%  | 5.77%  | 0.62%     | 4.81       |
| AVD1             | 4.93     | 10.55    | 5.62        | 6.15%  | 6.35%  | 0.20%     | 6.60       |
| CH05             | 11.24    | 10.48    | -0.76       | 7.03%  | 6.72%  | -0.31%    | 9.06       |
| CH16             | 12.31    | 8.09     | -4.22       | 7.63%  | 6.64%  | -0.99%    | 11.79      |
| CH45             | 6.19     | 7.57     | 1.38        | 9.68%  | 3.43%  | -6.25%    | 6.53       |
| CH30             | 4.62     | 7.34     | 2.72        | 6.00%  | 7.58%  | 1.58%     | 6.46       |
| CH49             | 8.42     | 7.29     | -1.13       | 8.88%  | 7.39%  | -1.49%    | 8.39       |
| CH14             | 6.70     | 7.22     | 0.52        | 6.81%  | 7.23%  | 0.43%     | 13.43      |
| CH28             | 5.33     | 7.06     | 1.73        | 7.97%  | 7.50%  | -0.48%    | 6.69       |
| CH48             | 7.83     | 6.96     | -0.88       | 7.75%  | 6.89%  | -0.86%    | 7.70       |
| CH07             | 8.54     | 6.07     | -2.47       | 7.06%  | 9.86%  | 2.80%     | 8.44       |
| CH47             | 8.68     | 5.76     | -2.93       | 7.95%  | 6.48%  | -1.47%    | 10.48      |

| Branch             | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|--------------------|----------|----------|-------------|--------|--------|-----------|------------|
| CH40               | 2.59     | 4.76     | 2.17        | 4.66%  | 5.30%  | 0.63%     | 3.50       |
| CH25               | 10.13    | 4.63     | -5.50       | 6.70%  | 6.50%  | -0.20%    | 5.94       |
| CH42               | 6.52     | 4.43     | -2.09       | 9.83%  | 7.96%  | -1.87%    | 9.76       |
| CH19               | 11.42    | 4.29     | -7.14       | 5.50%  | 3.61%  | -1.89%    | 9.31       |
| SKL1               | 2.15     | 3.95     | 1.80        | 10.42% | 6.46%  | -3.96%    | 3.90       |
| GUD1               | 6.96     | 3.92     | -3.04       | 11.70% | 8.34%  | -3.36%    | 5.77       |
| GUD2               | 4.13     | 3.83     | -0.30       | 7.32%  | 7.46%  | 0.14%     | 5.18       |
| KNR1               | 5.63     | 3.62     | -2.00       | 6.46%  | 8.33%  | 1.87%     | 4.02       |
| TKM1               | 2.12     | 3.22     | 1.10        | 8.23%  | 6.28%  | -1.95%    | 3.34       |
| CGL1               | 3.37     | 2.80     | -0.57       | 9.02%  | 7.82%  | -1.20%    | 3.38       |
| MRM1               | 3.33     | 2.76     | -0.57       | 9.66%  | 10.21% | 0.55%     | 6.91       |
| CH08               | 5.44     | 2.56     | -2.88       | 4.21%  | 6.80%  | 2.58%     | 5.14       |
| CH26               | 0.11     | 2.53     | 2.42        | 11.32% | 6.67%  | -4.65%    | 1.55       |
| CH39               | 2.24     | 2.43     | 0.19        | 9.91%  | 7.56%  | -2.35%    | 3.73       |
| CH38               | 4.64     | 2.07     | -2.57       | 2.61%  | 10.54% | 7.93%     | 4.95       |
| MC09               | 2.37     | 1.30     | -1.07       | 0.86%  | 4.91%  | 4.06%     | 0.90       |
| CH29               | 0.23     | 0.23     |             | 14.86% | 20.79% | 5.93%     | 1.02       |
| CHENNAI-01 : Total | 162.01   | 153.86   | -8.15       | 7.31%  | 6.82%  | -0.50%    | 178.65     |
| CHENNAI-02         |          |          |             |        |        |           |            |
| CH03               | 10.53    | 13.46    | 2.93        | 5.20%  | 7.98%  | 2.78%     | 15.60      |
| CH15               | 11.25    | 12.62    | 1.38        | 8.28%  | 6.24%  | -2.03%    | 15.68      |
| CH34               | 6.24     | 11.03    | 4.79        | 5.49%  | 4.52%  | -0.97%    | 8.81       |
| CH51               | 6.44     | 10.68    | 4.24        | 4.04%  | 5.83%  | 1.79%     | 9.89       |
| CH20               | 2.78     | 9.51     | 6.73        | 8.20%  | 5.24%  | -2.96%    | 8.12       |
| CH12               | 6.75     | 7.90     | 1.16        | 7.78%  | 7.55%  | -0.23%    | 9.82       |
| CH24               | 3.04     | 6.93     | 3.89        | 1.16%  | 7.18%  | 6.01%     | 6.74       |
| CH44               | 2.06     | 6.14     | 4.08        | 7.74%  | 5.30%  | -2.45%    | 5.38       |
| CH21               | 6.78     | 5.88     | -0.90       | -2.03% | 6.11%  | 8.14%     | 11.52      |
| CH50               | 5.45     | 5.85     | 0.39        | 6.81%  | 6.04%  | -0.76%    | 11.35      |
| MJR1               | 6.19     | 5.64     | -0.55       | 5.74%  | 5.71%  | -0.03%    | 7.17       |
| CH18               | 7.53     | 4.36     | -3.16       | 8.32%  | 9.55%  | 1.23%     | 8.28       |
| CH41               | 5.88     | 4.02     | -1.86       | 4.89%  | 4.29%  | -0.61%    | 5.40       |
| CH35               | 5.95     | 4.02     | -1.93       | 6.88%  | 11.10% | 4.22%     | 5.28       |
| PON1               | 2.56     | 3.79     | 1.23        | 6.81%  | -0.30% | -7.11%    | 4.39       |
| CH17               | 4.44     | 3.52     | -0.92       | 9.41%  | 9.16%  | -0.25%    | 6.04       |
| CH33               | 5.62     | 3.47     | -2.15       | 3.26%  | 7.60%  | 4.34%     | 6.64       |
| CH06               | 3.66     | 2.94     | -0.71       | 10.06% | 8.34%  | -1.72%    | 6.12       |
| GPD1               | 3.33     | 2.78     | -0.55       | 2.14%  | 1.88%  | -0.26%    | 5.07       |
| UKI1               | 3.48     | 2.77     | -0.70       | 7.55%  | 7.88%  | 0.33%     | 5.14       |
| CH37               | 3.02     | 2.75     | -0.28       | 5.39%  | 6.54%  | 1.15%     | 2.00       |
| CH31               | 1.69     | 2.58     | 0.89        | 11.32% | 10.71% | -0.61%    | 3.16       |
| CH46               | 3.46     | 2.01     | -1.45       | 6.29%  | 4.40%  | -1.89%    | 3.33       |
| CH27               | 2.98     | 1.67     | -1.31       | 7.54%  | 5.56%  | -1.98%    | 2.34       |
| MC05               | 1.42     | 1.33     | -0.09       | 5.28%  | 5.35%  | 0.07%     | 2.03       |
| CH23               | 2.16     | 1.22     | -0.94       | 6.92%  | 9.08%  | 2.16%     | 3.13       |
| MC06               | 2.34     | 0.92     | -1.42       | 4.94%  | 4.61%  | -0.33%    | 2.37       |
| CH32               | 0.35     | 0.91     | 0.55        | 7.41%  | 5.75%  | -1.66%    | 0.90       |
| CH43               | 2.64     | 0.78     | -1.87       | 7.24%  | 11.86% | 4.61%     | 4.93       |
| CH36               | 1.79     | 0.76     | -1.04       | 9.48%  | 9.15%  | -0.33%    | 2.91       |

| Branch             | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|--------------------|----------|----------|-------------|--------|--------|-----------|------------|
| CH01               | 0.56     | 0.21     | -0.35       | 9.46%  | -1.18% | -10.65%   | 0.18       |
| CHENNAI-02 : Total | 132.36   | 142.46   | 10.09       | 6.04%  | 6.41%  | 0.37%     | 189.70     |
| TRICHY-01          |          |          |             |        |        |           |            |
| TRY1               | 21.91    | 13.26    | -8.65       | 4.95%  | 7.09%  | 2.14%     | 28.12      |
| KIK1               | 5.86     | 9.54     | 3.68        | 6.52%  | 6.46%  | -0.07%    | 4.04       |
| PTK1               | 4.77     | 8.76     | 3.99        | 10.01% | 2.95%  | -7.05%    | 6.44       |
| MVM1               | 7.72     | 8.07     | 0.34        | 13.00% | 6.94%  | -6.06%    | 7.29       |
| TNJ2               | 2.99     | 6.74     | 3.76        | 7.53%  | 5.81%  | -1.73%    | 6.63       |
| TTP1               | 3.75     | 6.43     | 2.68        | 9.21%  | 7.22%  | -1.99%    | 4.20       |
| PBR2               | 7.66     | 6.12     | -1.55       | 9.90%  | 8.38%  | -1.51%    | 8.21       |
| TNJ1               | 7.43     | 5.61     | -1.82       | 7.13%  | 6.91%  | -0.22%    | 7.97       |
| NGT1               | 6.54     | 5.56     | -0.98       | 10.39% | 8.58%  | -1.80%    | 5.81       |
| AYR1               | 4.10     | 5.13     | 1.03        | 7.38%  | 5.87%  | -1.51%    | 3.46       |
| TVR2               | 10.63    | 5.00     | -5.64       | 7.07%  | 6.38%  | -0.69%    | 6.50       |
| TRY3               | 3.24     | 4.84     | 1.60        | 5.40%  | 2.41%  | -2.99%    | 3.69       |
| MDI1               | 4.75     | 4.19     | -0.56       | 8.76%  | 8.41%  | -0.35%    | 4.14       |
| KUM2               | 5.19     | 4.13     | -1.06       | 8.61%  | 10.15% | 1.54%     | 4.33       |
| TRY4               | 6.67     | 4.11     | -2.56       | 8.43%  | 9.54%  | 1.10%     | 5.75       |
| TYR1               | 4.77     | 3.97     | -0.79       | 9.20%  | 9.22%  | 0.02%     | 5.58       |
| TVR1               | 3.03     | 3.96     | 0.92        | 11.04% | 9.71%  | -1.33%    | 2.92       |
| MSI1               | 1.65     | 3.72     | 2.07        | 8.30%  | 6.66%  | -1.64%    | 3.78       |
| JKM1               | 2.70     | 3.68     | 0.99        | 14.02% | 5.52%  | -8.50%    | 4.01       |
| KRN1               | 1.51     | 3.61     | 2.10        | 12.05% | 5.12%  | -6.94%    | 2.95       |
| KUM1               | 7.43     | 3.28     | -4.15       | 10.20% | 7.14%  | -3.07%    | 7.79       |
| PDK2               | 4.49     | 2.15     | -2.34       | 10.41% | 7.53%  | -2.89%    | 4.92       |
| NMM1               | 3.21     | 1.89     | -1.32       | 10.50% | 9.94%  | -0.56%    | 2.90       |
| PDK1               | 1.87     | 1.86     | -0.01       | 7.54%  | 8.01%  | 0.47%     | 2.85       |
| NCK1               | 2.09     | 1.68     | -0.41       | 8.16%  | 6.13%  | -2.03%    | 2.19       |
| ORU1               | 3.68     | 1.35     | -2.33       | 8.49%  | 14.19% | 5.70%     | 3.03       |
| APM1               | 1.62     | 1.18     | -0.44       | 13.14% | 12.56% | -0.58%    | 1.68       |
| TRY2               | 3.06     | 1.11     | -1.96       | 1.49%  | 5.89%  | 4.41%     | 2.23       |
| PBR1               | 2.71     | 1.05     | -1.65       | 4.67%  | 5.81%  | 1.13%     | 2.36       |
| TRICHY-01 : Total  | 147.05   | 131.99   | -15.07      | 8.29%  | 6.97%  | -1.32%    | 155.76     |
| SOUTH-03           |          |          |             |        |        |           |            |
| MDU1               | 11.54    | 14.31    | 2.77        | 6.30%  | 7.04%  | 0.74%     | 15.87      |
| ATG1               | 2.92     | 8.68     | 5.76        | 6.19%  | 4.98%  | -1.21%    | 5.49       |
| PVI1               | 3.48     | 7.32     | 3.84        | 12.78% | 1.20%  | -11.58%   | 4.96       |
| DGL1               | 10.85    | 6.97     | -3.88       | 9.50%  | 5.46%  | -4.03%    | 8.07       |
| MDU3               | 3.12     | 6.21     | 3.08        | 6.75%  | 3.66%  | -3.09%    | 4.00       |
| DKI1               | 2.54     | 5.31     | 2.77        | 5.77%  | 8.78%  | 3.02%     | 4.32       |
| MDU2               | 6.24     | 5.21     | -1.02       | 5.45%  | 6.82%  | 1.37%     | 8.12       |
| TMM1               | 1.86     | 4.80     | 2.94        | 8.17%  | 10.27% | 2.11%     | 4.55       |
| TDI1               | 1.76     | 4.10     | 2.34        | 9.31%  | 9.56%  | 0.25%     | 2.63       |
| CBM1               | 2.02     | 4.10     | 2.08        | 12.37% | 8.76%  | -3.61%    | 3.76       |
| MPA1               | 1.62     | 3.92     | 2.29        | 13.19% | 8.10%  | -5.09%    | 4.28       |
| SVG1               | 3.09     | 3.70     | 0.61        | 6.77%  | 8.46%  | 1.70%     | 3.13       |
| KKD3               | 4.52     | 3.68     | -0.84       | 10.94% | 12.11% | 1.17%     | 7.06       |
| TEN2               | 0.79     | 3.48     | 2.69        | 9.39%  | 5.45%  | -3.93%    | 4.00       |

| Branch           | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------------|----------|----------|-------------|--------|--------|-----------|------------|
| MDU5             | 3.39     | 3.36     | -0.04       | 8.09%  | 7.42%  | -0.67%    | 2.55       |
| MDU7             | 2.43     | 3.24     | 0.81        | 10.41% | 4.72%  | -5.69%    | 5.66       |
| MDU6             | 2.94     | 3.20     | 0.26        | 6.54%  | 8.60%  | 2.06%     | 5.60       |
| MLR1             | 1.09     | 3.01     | 1.92        | 10.13% | 11.38% | 1.25%     | 2.76       |
| KYK1             | 1.18     | 2.44     | 1.26        | 7.86%  | 8.65%  | 0.79%     | 3.19       |
| KRR1             | 2.84     | 2.12     | -0.71       | 8.68%  | 8.69%  | 0.00%     | 2.33       |
| TEN1             | 2.15     | 1.83     | -0.32       | 7.82%  | 7.23%  | -0.59%    | 3.59       |
| NKI1             | 2.49     | 1.82     | -0.67       | 10.58% | 6.27%  | -4.31%    | 3.12       |
| USL1             | 2.55     | 1.68     | -0.87       | 4.90%  | 8.33%  | 3.43%     | 2.99       |
| TPT1             | 3.96     | 1.60     | -2.36       | 11.13% | 13.49% | 2.37%     | 3.78       |
| CMR1             | 1.04     | 1.56     | 0.52        | 8.48%  | 6.93%  | -1.55%    | 2.11       |
| NTM1             | 1.97     | 1.50     | -0.48       | 8.02%  | 8.58%  | 0.55%     | 2.64       |
| PNI1             | 0.78     | 1.48     | 0.70        | 13.01% | 7.17%  | -5.84%    | 1.82       |
| ODM1             | 0.93     | 1.34     | 0.41        | 12.34% | 5.42%  | -6.93%    | 2.48       |
| BNR1             | 1.40     | 1.34     | -0.06       | 8.59%  | 6.06%  | -2.53%    | 2.63       |
| PNV2             | 0.60     | 1.34     | 0.74        | 9.72%  | 12.11% | 2.38%     | 2.51       |
| DGL2             | 3.49     | 1.31     | -2.18       | 6.36%  | 11.27% | 4.91%     | 3.05       |
| SGP1             | 0.22     | 1.18     | 0.96        | 10.26% | 7.51%  | -2.75%    | 1.77       |
| MDU4             | 1.61     | 1.17     | -0.44       | 4.26%  | 9.56%  | 5.30%     | 3.29       |
| KPT1             | 1.90     | 1.11     | -0.80       | 6.44%  | 6.20%  | -0.24%    | 2.61       |
| PKM1             | 1.65     | 1.05     | -0.60       | 6.93%  | 2.41%  | -4.52%    | 1.85       |
| BTU1             | 1.65     | 0.98     | -0.66       | 4.39%  | 4.69%  | 0.30%     | 1.88       |
| ADP1             | 1.71     | 0.83     | -0.88       | 9.96%  | 9.86%  | -0.10%    | 2.92       |
| MNM1             | 1.72     | 0.24     | -1.47       | 8.36%  | 6.96%  | -1.40%    | 1.75       |
| SOUTH-03 : Total | 102.06   | 122.53   | 20.47       | 8.21%  | 7.13%  | -1.09%    | 149.11     |
| NORTH ARCOT      |          |          |             |        |        |           |            |
| KPM2             | 8.95     | 12.20    | 3.25        | 8.35%  | 6.82%  | -1.53%    | 13.52      |
| SBR1             | 10.21    | 9.32     | -0.88       | 7.24%  | 7.70%  | 0.46%     | 6.48       |
| VEL2             | 6.78     | 7.71     | 0.93        | 7.74%  | 6.20%  | -1.54%    | 7.17       |
| KPM1             | 3.44     | 6.18     | 2.73        | 7.77%  | 6.30%  | -1.46%    | 4.23       |
| TRL1             | 5.95     | 4.93     | -1.02       | 6.67%  | 7.01%  | 0.34%     | 6.95       |
| VEL4             | 9.56     | 4.72     | -4.84       | 5.33%  | 4.55%  | -0.78%    | 6.67       |
| ABR1             | 5.26     | 4.56     | -0.70       | 6.37%  | 9.68%  | 3.31%     | 4.81       |
| VEL1             | 2.19     | 4.08     | 1.90        | -0.97% | 5.46%  | 6.43%     | 3.43       |
| WJD1             | 7.11     | 3.85     | -3.25       | 8.56%  | 9.34%  | 0.78%     | 5.12       |
| TRR1             | 5.65     | 3.68     | -1.97       | 5.75%  | 5.59%  | -0.16%    | 6.49       |
| TRT1             | 1.89     | 3.54     | 1.65        | 4.80%  | 6.15%  | 1.35%     | 2.78       |
| PLR1             | 0.98     | 3.37     | 2.39        | 4.94%  | 4.21%  | -0.73%    | 3.30       |
| AKM1             | 4.73     | 3.29     | -1.44       | 9.70%  | 8.27%  | -1.43%    | 4.79       |
| GDM1             | 2.33     | 2.86     | 0.54        | 11.11% | 2.09%  | -9.03%    | 3.56       |
| BGR1             | 3.15     | 2.86     | -0.29       | 7.77%  | 10.50% | 2.73%     | 3.09       |
| ARC2             | 0.94     | 2.82     | 1.88        | 1.32%  | 7.69%  | 6.36%     | 4.19       |
| VNB1             | 2.29     | 2.72     | 0.42        | 8.50%  | 5.91%  | -2.58%    | 4.12       |
| CYR1             | 1.81     | 2.65     | 0.84        | 6.17%  | 6.86%  | 0.69%     | 2.64       |
| ANI1             | 0.74     | 2.40     | 1.66        | 8.28%  | 10.82% | 2.54%     | 2.53       |
| VEL3             | 8.30     | 2.26     | -6.04       | 5.54%  | 6.66%  | 1.11%     | 6.45       |
| SLG1             | 2.19     | 1.96     | -0.23       | 7.34%  | 8.78%  | 1.44%     | 2.45       |
| VSI1             | 4.08     | 1.79     | -2.29       | 7.95%  | 9.16%  | 1.21%     | 4.36       |
| WJP1             | 1.52     | 1.68     | 0.16        | 6.32%  | 8.49%  | 2.17%     | 3.80       |

| Branch              | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|---------------------|----------|----------|-------------|--------|--------|-----------|------------|
| PTU1                | 1.70     | 1.63     | -0.07       | 9.94%  | 5.77%  | -4.18%    | 1.72       |
| CGM1                | 3.34     | 1.33     | -2.01       | 5.74%  | 6.48%  | 0.74%     | 6.46       |
| CPT1                | 2.44     | 1.27     | -1.17       | 9.42%  | 11.22% | 1.81%     | 2.02       |
| UGI1                | 2.28     | 1.26     | -1.03       | 6.25%  | 8.23%  | 1.98%     | 2.48       |
| NORTH ARCOT : Total | 109.80   | 100.92   | -8.88       | 7.00%  | 7.01%  | 0.01%     | 125.62     |
| WEST-02             |          |          |             |        |        |           |            |
| HSR2                | 4.09     | 10.20    | 6.11        | 7.94%  | 5.93%  | -2.01%    | 8.31       |
| SLM1                | 7.86     | 9.15     | 1.29        | 8.10%  | 7.84%  | -0.27%    | 9.45       |
| ATU1                | 6.25     | 6.12     | -0.13       | 4.79%  | 4.22%  | -0.57%    | 4.12       |
| MCR1                | 2.31     | 6.03     | 3.72        | 9.10%  | 7.64%  | -1.46%    | 4.40       |
| TRM1                | 2.74     | 5.42     | 2.69        | 8.69%  | 6.00%  | -2.69%    | 6.15       |
| HSR1                | 4.01     | 4.58     | 0.57        | 8.02%  | 7.39%  | -0.63%    | 4.90       |
| VPD1                | 1.67     | 4.53     | 2.86        | 7.32%  | 7.10%  | -0.22%    | 4.71       |
| PNG1                | 1.37     | 4.05     | 2.68        | 13.72% | 6.27%  | -7.45%    | 2.44       |
| EPI1                | 2.57     | 3.10     | 0.52        | 6.73%  | 6.98%  | 0.26%     | 3.58       |
| KRI1                | 1.33     | 2.72     | 1.39        | 5.96%  | 9.40%  | 3.44%     | 2.49       |
| OML1                | 3.83     | 2.34     | -1.49       | 7.81%  | 8.91%  | 1.10%     | 4.46       |
| APN1                | 1.33     | 2.12     | 0.78        | 11.48% | 8.66%  | -2.83%    | 2.87       |
| SLM3                | 3.07     | 2.02     | -1.05       | 2.89%  | 8.65%  | 5.76%     | 4.86       |
| KVP1                | 1.68     | 1.91     | 0.24        | 7.33%  | 8.78%  | 1.45%     | 2.69       |
| MTR1                | 2.91     | 1.82     | -1.09       | 4.49%  | 7.09%  | 2.60%     | 3.75       |
| KAM1                | 1.20     | 1.74     | 0.54        | 9.64%  | 4.09%  | -5.55%    | 2.53       |
| SGI1                | 2.05     | 1.72     | -0.33       | 8.39%  | 6.66%  | -1.73%    | 3.26       |
| EDP1                | 0.42     | 1.54     | 1.13        | 12.95% | 7.41%  | -5.54%    | 1.86       |
| BMD1                | 2.50     | 1.29     | -1.21       | 6.47%  | 7.99%  | 1.52%     | 2.64       |
| SLM2                | 1.75     | 1.21     | -0.54       | 7.84%  | 6.89%  | -0.96%    | 3.42       |
| PMP1                | 3.94     | 1.10     | -2.84       | 5.81%  | 9.55%  | 3.74%     | 3.70       |
| HRR1                | 1.90     | 1.00     | -0.91       | 6.29%  | 8.62%  | 2.33%     | 3.11       |
| DPR1                | 0.94     | 0.90     | -0.04       | 10.15% | 3.84%  | -6.31%    | 2.06       |
| PLC1                | 1.98     | 0.88     | -1.10       | 5.99%  | 16.82% | 10.83%    | 2.32       |
| DPR2                | 1.23     | 0.74     | -0.50       | 9.37%  | 4.70%  | -4.67%    | 2.27       |
| WEST-02 : Total     | 64.94    | 78.24    | 13.30       | 7.25%  | 7.04%  | -0.20%    | 96.36      |
| SOUTH ARCOT         |          |          |             |        |        |           |            |
| CUD1                | 12.40    | 8.77     | -3.63       | 6.00%  | 6.98%  | 0.98%     | 11.40      |
| POY1                | 10.82    | 8.03     | -2.79       | 6.64%  | 6.06%  | -0.57%    | 9.17       |
| KLM1                | 3.99     | 7.51     | 3.51        | 6.36%  | 6.76%  | 0.40%     | 6.05       |
| POY2                | 6.96     | 4.92     | -2.04       | 4.98%  | 5.35%  | 0.37%     | 7.43       |
| CDM1                | 5.05     | 4.43     | -0.62       | 10.36% | 8.61%  | -1.74%    | 5.94       |
| NVL2                | 6.00     | 4.14     | -1.86       | 5.78%  | 8.28%  | 2.50%     | 4.72       |
| VPM2                | 5.61     | 3.78     | -1.83       | 5.60%  | 5.71%  | 0.12%     | 5.53       |
| ULP1                | 5.72     | 3.74     | -1.97       | 6.26%  | 5.00%  | -1.26%    | 6.36       |
| SJI2                | 5.63     | 3.69     | -1.94       | 5.98%  | 5.05%  | -0.93%    | 6.64       |
| TDM1                | 2.78     | 3.36     | 0.58        | 5.34%  | 7.08%  | 1.73%     | 5.36       |
| PRT1                | 4.02     | 3.29     | -0.72       | 4.25%  | 3.28%  | -0.97%    | 3.60       |
| VCM2                | 1.97     | 3.14     | 1.16        | 6.20%  | 5.15%  | -1.05%    | 3.20       |
| TRK1                | 7.20     | 2.88     | -4.32       | 6.65%  | 11.33% | 4.69%     | 9.21       |
| TVM1                | 1.93     | 1.65     | -0.27       | 2.72%  | 2.53%  | -0.19%    | 2.59       |
| VPM1                | 1.47     | 1.51     | 0.04        | 10.29% | 11.54% | 1.26%     | 2.00       |
| KML1                | 0.60     | 1.43     | 0.83        | 17.19% | 8.06%  | -9.13%    | 2.73       |

| Branch              | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|---------------------|----------|----------|-------------|--------|--------|-----------|------------|
| TVM2                | 3.06     | 1.34     | -1.72       | 4.24%  | 3.88%  | -0.36%    | 3.68       |
| MKM1                | 2.54     | 1.17     | -1.38       | 8.93%  | 11.50% | 2.57%     | 2.09       |
| VCM1                | 0.34     | 1.15     | 0.81        | 9.04%  | 4.16%  | -4.87%    | 1.00       |
| STP1                | 1.15     | 0.97     | -0.18       | 5.09%  | 4.43%  | -0.66%    | 1.84       |
| KKI2                | 3.55     | 0.76     | -2.79       | 7.73%  | 18.13% | 10.40%    | 5.08       |
| SOUTH ARCOT : Total | 92.79    | 71.67    | -21.13      | 6.35%  | 6.65%  | 0.30%     | 105.63     |
| WEST-01             |          |          |             |        |        |           |            |
| CBE2                | 9.53     | 11.97    | 2.44        | 6.30%  | 3.55%  | -2.76%    | 15.26      |
| KMR1                | 4.86     | 5.82     | 0.96        | 6.06%  | 8.50%  | 2.44%     | 5.87       |
| UAM1                | 3.21     | 4.90     | 1.69        | 5.10%  | 5.09%  | -0.01%    | 5.94       |
| CBE4                | 3.43     | 4.44     | 1.01        | 7.55%  | 5.66%  | -1.89%    | 4.38       |
| CNR1                | 2.08     | 2.88     | 0.80        | 5.06%  | -1.91% | -6.97%    | 3.18       |
| CBE6                | 3.01     | 2.68     | -0.33       | 10.76% | 10.93% | 0.17%     | 3.50       |
| PLI1                | 1.71     | 2.65     | 0.94        | 6.11%  | 4.92%  | -1.18%    | 3.57       |
| GDR1                | 1.68     | 2.33     | 0.64        | 4.00%  | 5.45%  | 1.45%     | 2.25       |
| PPI1                | 0.23     | 2.32     | 2.09        | 19.62% | 4.15%  | -15.47%   | 2.54       |
| SNR1                | 1.22     | 2.23     | 1.02        | 16.18% | 8.42%  | -7.77%    | 3.42       |
| DPM2                | 2.38     | 2.16     | -0.22       | 6.81%  | 7.72%  | 0.91%     | 2.96       |
| KGI1                | 2.00     | 1.92     | -0.08       | 8.01%  | 5.57%  | -2.45%    | 3.36       |
| PDM1                | 0.18     | 1.68     | 1.50        | 17.87% | 14.40% | -3.47%    | 1.72       |
| CBE5                | 0.37     | 1.58     | 1.21        | 16.65% | 11.03% | -5.61%    | 1.69       |
| MPM1                | 1.40     | 1.46     | 0.05        | 7.65%  | 9.91%  | 2.25%     | 3.14       |
| KMD1                | 0.95     | 1.29     | 0.35        | 16.79% | 10.13% | -6.66%    | 2.55       |
| CBE1                | 1.64     | 1.07     | -0.57       | 7.37%  | 18.41% | 11.03%    | 2.41       |
| ANR1                | 1.11     | 0.99     | -0.12       | 6.94%  | 6.83%  | -0.10%    | 0.98       |
| UMP1                | 2.80     | 0.94     | -1.87       | 8.52%  | 7.32%  | -1.20%    | 2.36       |
| SUL1                | 0.63     | 0.57     | -0.07       | 16.92% | 10.70% | -6.22%    | 2.18       |
| CBE3                | 0.28     | 0.21     | -0.07       | 19.34% | 15.61% | -3.72%    | 1.51       |
| WEST-01 : Total     | 44.69    | 56.06    | 11.37       | 7.70%  | 6.40%  | -1.29%    | 74.76      |
| WEST-03             |          |          |             |        |        |           |            |
| NKL2                | 3.82     | 5.83     | 2.02        | 8.48%  | 7.39%  | -1.09%    | 7.56       |
| GBM1                | 5.90     | 4.07     | -1.83       | 4.52%  | 2.72%  | -1.80%    | 3.31       |
| ERD1                | 3.80     | 3.71     | -0.08       | 4.28%  | 6.46%  | 2.18%     | 4.65       |
| TPR2                | 7.52     | 3.39     | -4.13       | 5.40%  | 9.47%  | 4.07%     | 5.16       |
| RSP1                | 1.09     | 2.74     | 1.65        | 11.75% | 9.42%  | -2.33%    | 2.59       |
| SGG1                | 1.50     | 2.52     | 1.02        | 6.41%  | 8.12%  | 1.71%     | 0.97       |
| ERD2                | 7.07     | 2.48     | -4.59       | 8.21%  | 9.84%  | 1.63%     | 5.79       |
| AVI1                | 3.17     | 2.14     | -1.03       | 8.55%  | 4.84%  | -3.71%    | 2.15       |
| CMI1                | 1.00     | 2.13     | 1.12        | 9.88%  | 8.27%  | -1.61%    | 1.55       |
| KGM1                | 2.31     | 2.11     | -0.20       | 6.92%  | 3.61%  | -3.31%    | 2.07       |
| SYM2                | 1.68     | 1.96     | 0.28        | 7.55%  | 9.44%  | 1.89%     | 2.56       |
| TCG1                | 2.78     | 1.77     | -1.01       | 10.34% | 6.56%  | -3.77%    | 2.44       |
| TPR1                | 1.49     | 1.56     | 0.07        | 11.60% | 8.17%  | -3.43%    | 4.60       |
| PDR1                | 2.17     | 1.52     | -0.65       | 11.24% | 10.91% | -0.32%    | 1.65       |
| TPR3                | 2.58     | 1.47     | -1.12       | 4.66%  | 10.13% | 5.47%     | 2.81       |
| KMM1                | 1.38     | 1.42     | 0.03        | 8.30%  | 11.80% | 3.49%     | 1.66       |
| VKL1                | 1.88     | 1.05     | -0.83       | 7.96%  | 4.11%  | -3.85%    | 1.92       |
| TPR4                | 2.31     | 0.18     | -2.13       | 8.60%  | 8.08%  | -0.52%    | 1.76       |
| WEST-03 : Total     | 53.43    | 42.03    | -11.40      | 7.31%  | 7.45%  | 0.14%     | 55.19      |

| Branch         | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% | Day Target |
|----------------|----------|----------|-------------|---------|---------|-----------|------------|
| OTHERS         |          |          |             |         |         |           |            |
| GHUB           | 27.82    | 19.80    | -8.02       | -0.99%  | -0.99%  | 0.00%     | 0.00       |
| SZSD           | 0.92     | 2.58     | 1.66        | 23.04%  | -9.16%  | -32.19%   | 0.00       |
| S2SD           | 3.47     | 1.60     | -1.87       | 9.20%   | -37.04% | -46.24%   | 0.00       |
| CZWH           | 0.32     | 1.26     | 0.94        | -12.52% | -9.21%  | 3.31%     | 0.00       |
| TZSD           | (0.61)   | 0.58     | 1.19        | 15.23%  | 6.76%   | -8.47%    | 0.00       |
| MSWH           | 1.85     | 0.19     | -1.66       | 18.42%  | -8.20%  | -26.62%   | 0.00       |
| W3SD           |          | 0.03     | 0.03        | 0.00%   | 0.00%   | 0.00%     | 0.00       |
| WHC3           | (5.33)   |          | 5.33        | 19.21%  | 0.00%   | -19.21%   | 0.00       |
| WHNV           | (0.72)   |          | 0.72        | 10.44%  | 0.00%   | -10.44%   | 0.00       |
| WHTV           | (0.20)   |          | 0.20        | 13.90%  | 0.00%   | -13.90%   | 0.00       |
| WHUT           | (0.44)   |          | 0.44        | 3.48%   | 0.00%   | -3.48%    | 0.00       |
| WHVL           | (0.22)   |          | 0.22        | 17.52%  | 0.00%   | -17.52%   | 0.00       |
| WTRZ           | (0.33)   |          | 0.33        | 13.16%  | 0.00%   | -13.16%   | 0.00       |
| WZWH           |          | (0.16)   | -0.16       | 0.00%   | -20.83% | -20.83%   | 0.00       |
| WHKP           |          | (0.29)   | -0.29       | 0.00%   | 13.90%  | 13.90%    | 0.00       |
| WHMD           | (0.76)   | (0.47)   | 0.30        | 6.27%   | 4.91%   | -1.36%    | 0.00       |
| NASD           | (0.22)   | (0.62)   | -0.40       | 17.52%  | 13.14%  | -4.38%    | 0.00       |
| WHCB           | (0.40)   | (1.24)   | -0.84       | 21.95%  | 11.54%  | -10.40%   | 0.00       |
| WCHN           |          | (3.85)   | -3.85       | 0.00%   | 9.18%   | 9.18%     | 0.00       |
| OTHERS : Total | 25.14    | 19.40    | -5.73       | -3.73%  | -8.89%  | -5.16%    | 0.00       |
| Grand Total    | 1114.03  | 1109.97  | -4.06       | 7.01%   | 6.53%   | -0.49%    | 1393.66    |