



# TN-Daily Sales Performance As on 14-08-2025 11:55:35 PM

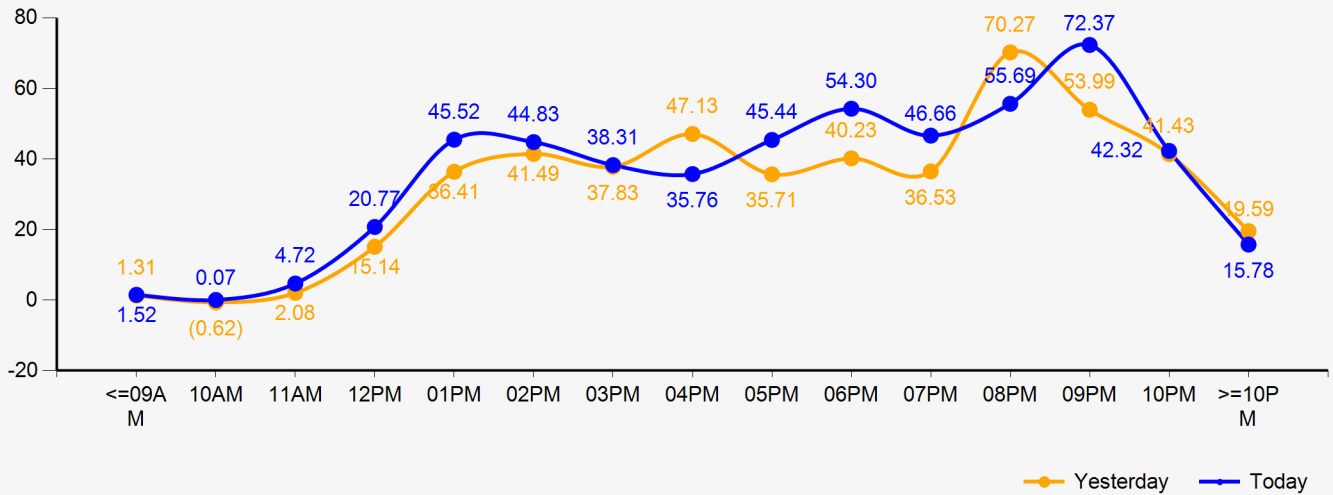
YD Sales : 478.51 L    YD Order: 7.54 L

YD GP%: 8.80%

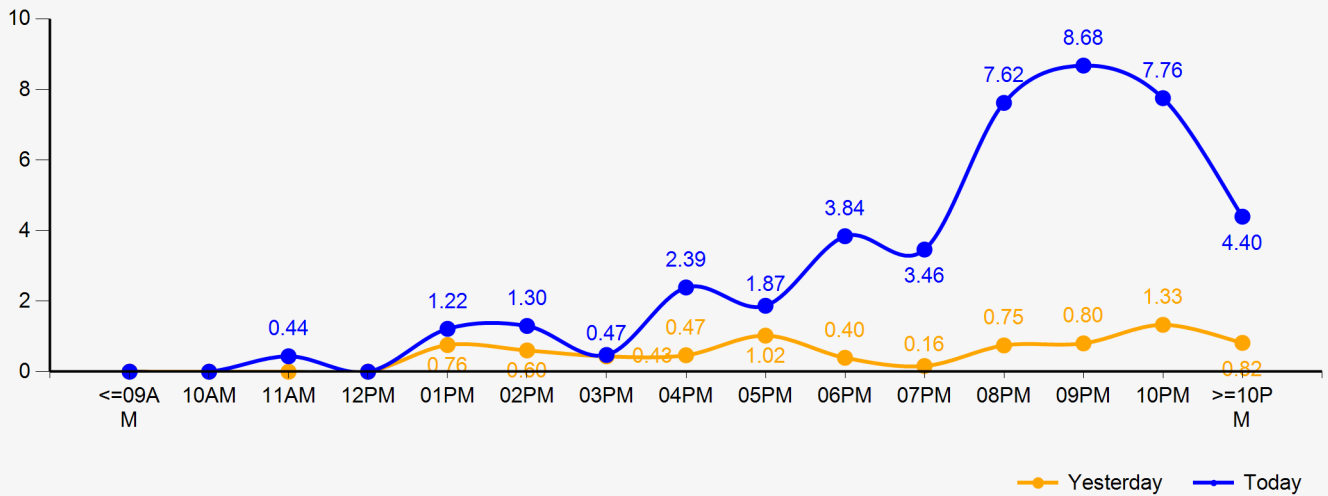
TD Sales : 524.04 L    TD Order: 43.45 L

TD GP%: 6.10%

### 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    | 97.64    | 95.51    | -2.13       | 9.54%  | 4.54%   | -5.00%    | 178.14     |
| TRICHY-01   | 61.25    | 91.01    | 29.76       | 7.57%  | 6.19%   | -1.38%    | 122.70     |
| SOUTH-03    | 52.29    | 71.93    | 19.64       | 11.15% | 8.58%   | -2.57%    | 128.07     |
| CHENNAI-01  | 58.09    | 63.19    | 5.10        | 8.31%  | 7.07%   | -1.24%    | 159.01     |
| WEST-02     | 41.07    | 62.78    | 21.71       | 7.55%  | 6.19%   | -1.36%    | 99.46      |
| CHENNAI-02  | 41.30    | 60.89    | 19.59       | 9.46%  | 5.03%   | -4.43%    | 137.34     |
| WEST-01     | 43.02    | 44.63    | 1.61        | 9.96%  | 5.26%   | -4.71%    | 79.87      |
| NORTH ARCOT | 33.02    | 41.12    | 8.10        | 8.99%  | 7.09%   | -1.91%    | 81.65      |
| SOUTH ARCOT | 30.94    | 27.13    | -3.81       | 10.61% | 6.44%   | -4.17%    | 79.53      |
| KL-SOUTH    | 4.61     | 7.23     | 2.63        | 9.04%  | 6.33%   | -2.71%    | 7.74       |
| OTHERS      | 22.82    | 2.06     | -20.76      | 0.95%  | -18.47% | -19.42%   | 0.00       |
| Total       | 486.05   | 567.49   | 81.43       | 8.80%  | 6.10%   | -2.70%    | 1073.50    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-01   | ERL2   | 29.89    | 23.93    | -5.96       | 8.02%  | 4.69%  | -3.33%    | 2.69       |
|            | NGR1   | 3.07     | 8.22     | 5.16        | 5.37%  | -7.57% | -12.94%   | 15.44      |
|            | TUT1   | 7.08     | 8.06     | 0.98        | 9.35%  | 7.56%  | -1.80%    | 19.54      |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|---------|-----------|------------|
| SOUTH-01   | TVL1   | 5.33     | 7.22     | 1.89        | 11.04% | 3.84%   | -7.19%    | 17.32      |
|            | TKS2   | 2.88     | 4.28     | 1.40        | 9.32%  | 5.79%   | -3.53%    | 5.96       |
|            | RND1   | 2.39     | 3.51     | 1.11        | 14.91% | 9.21%   | -5.70%    | 5.31       |
|            | KVT1   | 3.52     | 3.34     | -0.18       | 14.72% | 9.57%   | -5.14%    | 8.41       |
|            | PKD1   | 2.24     | 2.54     | 0.30        | 14.65% | 7.62%   | -7.03%    | 3.55       |
|            | SVK1   | 2.59     | 2.47     | -0.12       | 4.76%  | 1.01%   | -3.75%    | 5.48       |
|            | MAR1   | 1.58     | 2.34     | 0.76        | 9.31%  | 9.92%   | 0.61%     | 6.44       |
|            | TCN1   | 3.50     | 2.15     | -1.36       | 11.57% | 4.23%   | -7.35%    | 4.41       |
|            | TUT2   | 1.54     | 2.13     | 0.59        | 10.46% | -0.70%  | -11.16%   | 7.38       |
|            | VNR2   | 2.06     | 2.02     | -0.04       | 11.17% | -25.92% | -37.09%   | 9.26       |
|            | TKS1   | 2.45     | 1.91     | -0.54       | 11.78% | 8.84%   | -2.93%    | 5.33       |
|            | RPM1   | 3.55     | 1.60     | -1.95       | 6.80%  | 10.48%  | 3.68%     | 5.15       |
|            | VLY1   | 1.13     | 1.36     | 0.23        | 8.85%  | 5.51%   | -3.34%    | 6.08       |
|            | APK1   | 1.39     | 1.34     | -0.05       | 13.47% | 13.10%  | -0.37%    | 4.05       |
|            | TYI1   | 1.15     | 1.33     | 0.17        | 10.45% | 7.63%   | -2.82%    | 4.39       |
|            | SNL1   | 1.15     | 1.26     | 0.11        | 9.68%  | 6.46%   | -3.23%    | 3.53       |
|            | ASM1   | 1.41     | 1.24     | -0.17       | 11.08% | -3.27%  | -14.35%   | 2.36       |
|            | SDI1   | 1.15     | 1.22     | 0.07        | 12.36% | 9.13%   | -3.23%    | 2.46       |
|            | PDI1   | 1.14     | 1.18     | 0.05        | 17.23% | 10.84%  | -6.39%    | 2.57       |
|            | TVL2   | 0.28     | 1.09     | 0.81        | 6.34%  | 10.93%  | 4.59%     | 2.15       |
|            | VNR1   | 1.54     | 1.08     | -0.46       | 7.59%  | 6.09%   | -1.50%    | 2.29       |
|            | ARM1   | 0.82     | 1.05     | 0.24        | 8.38%  | 10.71%  | 2.32%     | 1.71       |
|            | UDN1   | 1.04     | 1.02     | -0.02       | 6.09%  | 11.42%  | 5.33%     | 2.23       |
|            | KYR1   | 1.74     | 1.01     | -0.74       | 9.37%  | 11.78%  | 2.41%     | 2.03       |
|            | VKM1   | 1.13     | 0.95     | -0.18       | 5.52%  | 5.06%   | -0.45%    | 3.61       |
|            | TKY1   | 1.15     | 0.87     | -0.28       | 15.46% | 9.31%   | -6.15%    | 3.03       |
|            | SKD1   | 1.57     | 0.84     | -0.73       | 6.92%  | 12.30%  | 5.39%     | 1.33       |
|            | KGL1   | 0.54     | 0.76     | 0.22        | 10.15% | 11.00%  | 0.85%     | 2.37       |
|            | SGT1   | 2.13     | 0.73     | -1.40       | 8.34%  | 4.25%   | -4.09%    | 1.88       |
|            | COL1   | 0.71     | 0.58     | -0.13       | 11.55% | 15.25%  | 3.70%     | 1.43       |
|            | MMT1   | 1.17     | 0.44     | -0.73       | 22.67% | 12.28%  | -10.39%   | 3.35       |
|            | STU2   | 1.66     | 0.25     | -1.41       | 3.98%  | 10.82%  | 6.85%     | 1.83       |
|            | KSM1   |          | 0.23     | 0.23        | #Error | 16.54%  | #Error    | 1.54       |
|            | ERL1   |          |          |             | #Error | #Error  | #Error    | 0.26       |
|            | Total  | 97.64    | 95.51    | -2.13       | 9.54%  | 4.54%   | -5.00%    | 178.14     |
| TRICHY-01  |        |          |          |             |        |         |           |            |
|            | TRY1   | 7.22     | 13.88    | 6.66        | 8.87%  | 5.66%   | -3.21%    | 23.47      |
|            | KUM1   | 2.76     | 10.07    | 7.32        | 10.45% | 6.36%   | -4.10%    | 7.99       |
|            | TVR2   | 4.63     | 8.58     | 3.95        | 5.71%  | 3.66%   | -2.05%    | 5.12       |
|            | TNJ1   | 3.34     | 7.13     | 3.79        | 9.45%  | 3.56%   | -5.88%    | 8.10       |
|            | MVM1   | 4.60     | 4.97     | 0.37        | 12.96% | 10.23%  | -2.73%    | 6.11       |
|            | NGT1   | 2.28     | 4.41     | 2.14        | -2.69% | 5.07%   | 7.76%     | 4.48       |
|            | PBR2   | 3.70     | 4.23     | 0.53        | 10.14% | 7.92%   | -2.22%    | 7.60       |
|            | TVR1   | 1.13     | 3.80     | 2.67        | 14.10% | 3.50%   | -10.60%   | 1.97       |
|            | TNJ2   | 2.95     | 3.70     | 0.75        | 8.73%  | 8.03%   | -0.70%    | 5.97       |
|            | JKM1   | 1.62     | 3.63     | 2.02        | 9.09%  | 4.20%   | -4.89%    | 3.60       |
|            | AYR1   | 2.08     | 3.51     | 1.43        | 12.44% | 7.31%   | -5.13%    | 2.63       |
|            | MDI1   | 2.52     | 3.14     | 0.62        | 6.29%  | 7.80%   | 1.51%     | 5.30       |
|            | PDK1   | 2.66     | 2.78     | 0.12        | 7.95%  | 6.88%   | -1.07%    | 2.06       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|---------|--------|-----------|------------|
| TRICHY-01  | TTP1   | 2.85     | 2.56     | -0.30       | 4.54%   | 4.04%  | -0.50%    | 3.36       |
|            | NMM1   | 0.67     | 2.12     | 1.45        | 10.12%  | 10.14% | 0.02%     | 2.64       |
|            | PTK1   | 2.73     | 2.01     | -0.72       | 7.28%   | 9.42%  | 2.14%     | 5.69       |
|            | KIK1   | 2.07     | 1.91     | -0.17       | 12.30%  | 8.59%  | -3.72%    | 2.97       |
|            | TRY3   | 1.29     | 1.50     | 0.21        | 12.12%  | 4.23%  | -7.89%    | 3.13       |
|            | TYR1   | 1.25     | 1.37     | 0.12        | 10.79%  | 5.52%  | -5.27%    | 4.52       |
|            | APM1   | 1.15     | 1.24     | 0.09        | -58.19% | 6.62%  | 64.81%    | 1.95       |
|            | PBR1   | 1.73     | 1.00     | -0.73       | 11.07%  | 9.47%  | -1.60%    | 2.42       |
|            | MSI1   | 1.52     | 0.99     | -0.53       | 4.52%   | 9.83%  | 5.30%     | 2.69       |
|            | ORU1   | 0.96     | 0.71     | -0.25       | 10.22%  | 5.79%  | -4.43%    | 2.42       |
|            | KRN1   | 1.19     | 0.63     | -0.56       | 11.42%  | 9.02%  | -2.40%    | 1.88       |
|            | TRY2   | 1.30     | 0.58     | -0.72       | 11.50%  | 13.73% | 2.23%     | 3.11       |
|            | NCK1   | 1.03     | 0.55     | -0.48       | 10.48%  | 6.81%  | -3.67%    | 1.53       |
|            | Total  | 61.25    | 91.01    | 29.76       | 7.57%   | 6.19%  | -1.38%    | 122.70     |
|            |        |          |          |             |         |        |           |            |
| SOUTH-03   | MDU1   | 4.97     | 13.73    | 8.76        | 9.65%   | 7.84%  | -1.81%    | 17.75      |
|            | DGL1   | 5.29     | 8.99     | 3.70        | 8.66%   | 7.22%  | -1.44%    | 8.43       |
|            | ATG1   | 2.42     | 3.02     | 0.60        | 10.78%  | 8.54%  | -2.25%    | 5.46       |
|            | PVI1   | 1.28     | 2.86     | 1.58        | 8.04%   | 8.79%  | 0.74%     | 2.91       |
|            | DGL2   | 1.66     | 2.65     | 0.99        | 15.52%  | 9.46%  | -6.05%    | 2.42       |
|            | USL1   | 0.53     | 2.49     | 1.96        | 16.15%  | 12.85% | -3.30%    | 3.58       |
|            | MDU6   | 2.27     | 2.40     | 0.12        | 11.28%  | 4.51%  | -6.77%    | 5.49       |
|            | KKD2   | 0.85     | 2.31     | 1.46        | 13.09%  | 11.19% | -1.90%    | 3.87       |
|            | MDU4   | 1.94     | 2.13     | 0.18        | 10.19%  | 6.21%  | -3.98%    | 3.58       |
|            | MDU2   | 2.51     | 2.07     | -0.43       | 11.74%  | 8.75%  | -2.99%    | 7.00       |
|            | CBM1   | 1.34     | 1.95     | 0.62        | -1.51%  | 8.13%  | 9.65%     | 3.76       |
|            | MLR1   | 0.79     | 1.77     | 0.98        | 13.17%  | 9.03%  | -4.13%    | 2.74       |
|            | TPT1   | 2.09     | 1.75     | -0.34       | 16.25%  | 7.49%  | -8.75%    | 3.04       |
|            | TEN2   | 1.44     | 1.71     | 0.27        | 12.51%  | 13.02% | 0.51%     | 2.58       |
|            | SVG1   | 1.83     | 1.68     | -0.15       | 18.00%  | 8.82%  | -9.18%    | 2.75       |
|            | TEN1   | 0.83     | 1.61     | 0.78        | 11.11%  | 0.46%  | -10.65%   | 3.69       |
|            | ODM1   | 0.30     | 1.60     | 1.30        | 7.65%   | 0.76%  | -6.89%    | 2.04       |
|            | SGP1   | 1.00     | 1.54     | 0.54        | 7.87%   | 14.52% | 6.65%     | 2.42       |
|            | DKI1   | 2.06     | 1.54     | -0.52       | 14.21%  | 9.52%  | -4.69%    | 3.08       |
|            | NTM1   | 1.15     | 1.37     | 0.21        | 5.67%   | 7.19%  | 1.51%     | 2.26       |
|            | MDU5   | 2.00     | 1.36     | -0.63       | 11.02%  | 10.95% | -0.07%    | 3.36       |
|            | MPA1   | 1.74     | 1.29     | -0.45       | 10.85%  | 7.98%  | -2.87%    | 3.27       |
|            | TDI1   | 0.64     | 1.12     | 0.48        | 13.17%  | 13.37% | 0.20%     | 2.35       |
|            | MDU3   | 1.16     | 1.08     | -0.08       | 8.24%   | 4.43%  | -3.81%    | 4.39       |
|            | PNI1   | 0.67     | 1.05     | 0.38        | 15.01%  | 11.42% | -3.60%    | 1.63       |
|            | TMM1   | 1.34     | 1.02     | -0.31       | 12.97%  | 12.22% | -0.75%    | 4.17       |
|            | BNR1   | 0.70     | 0.82     | 0.12        | 12.46%  | 14.52% | 2.06%     | 2.37       |
|            | NKI1   | 0.87     | 0.76     | -0.11       | 13.80%  | 13.12% | -0.67%    | 1.91       |
|            | PKM1   | 0.46     | 0.67     | 0.20        | 8.18%   | 9.63%  | 1.45%     | 1.62       |
|            | BTU1   | 0.67     | 0.62     | -0.05       | 6.51%   | 15.39% | 8.87%     | 1.57       |
|            | ADP1   | 1.11     | 0.62     | -0.50       | 7.57%   | 12.94% | 5.37%     | 2.16       |
|            | PNV1   | 1.07     | 0.57     | -0.50       | 13.54%  | 10.27% | -3.27%    | 1.56       |
|            | CMR1   | 0.75     | 0.54     | -0.21       | 9.67%   | 3.84%  | -5.83%    | 1.93       |
|            | KPT1   | 0.44     | 0.50     | 0.06        | 20.65%  | 8.32%  | -12.34%   | 2.31       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-03   | KRR1   | 0.50     | 0.45     | -0.05       | 17.27% | 16.41% | -0.86%    | 2.76       |
|            | MNM1   | 1.60     | 0.30     | -1.31       | 13.06% | 10.12% | -2.95%    | 1.89       |
|            | Total  | 52.29    | 71.93    | 19.64       | 11.15% | 8.58%  | -2.57%    | 128.07     |
| CHENNAI-01 |        |          |          |             |        |        |           |            |
|            | CH16   | 3.40     | 10.35    | 6.95        | 12.76% | 6.61%  | -6.15%    | 11.13      |
|            | CH14   | 3.62     | 9.51     | 5.89        | 11.92% | 4.71%  | -7.21%    | 11.33      |
|            | CH08   | 3.87     | 4.42     | 0.55        | 10.54% | 7.40%  | -3.14%    | 9.62       |
|            | CH42   | 4.90     | 3.97     | -0.93       | 10.50% | 12.61% | 2.11%     | 8.54       |
|            | CH05   | 2.65     | 3.05     | 0.40        | 11.37% | 9.08%  | -2.30%    | 9.37       |
|            | CH30   | 0.60     | 2.80     | 2.21        | 14.51% | 6.17%  | -8.34%    | 6.43       |
|            | AVD1   | 2.74     | 2.77     | 0.03        | 10.97% | 7.74%  | -3.23%    | 6.15       |
|            | CH22   | 2.42     | 2.62     | 0.20        | 12.76% | 5.46%  | -7.30%    | 5.66       |
|            | CH45   | 2.35     | 2.51     | 0.16        | 11.55% | 7.69%  | -3.86%    | 4.61       |
|            | CGL1   | 1.10     | 2.22     | 1.11        | 6.28%  | 6.04%  | -0.25%    | 4.70       |
|            | CH39   | 0.38     | 1.96     | 1.59        | 0.22%  | 5.70%  | 5.48%     | 3.80       |
|            | CH26   | 0.89     | 1.59     | 0.69        | 9.11%  | 9.25%  | 0.14%     | 1.80       |
|            | MRM1   | 1.55     | 1.56     | 0.01        | 7.58%  | 5.23%  | -2.35%    | 3.85       |
|            | CH19   | 6.34     | 1.50     | -4.84       | -7.58% | 0.56%  | 8.13%     | 7.72       |
|            | CH07   | 1.84     | 1.34     | -0.50       | 8.11%  | 10.50% | 2.39%     | 8.07       |
|            | CH28   | 1.24     | 1.33     | 0.08        | 11.18% | 5.03%  | -6.15%    | 5.61       |
|            | CH48   | 3.09     | 1.30     | -1.79       | 14.00% | 9.58%  | -4.42%    | 6.08       |
|            | KNR1   | 1.92     | 1.23     | -0.69       | 9.90%  | 9.93%  | 0.03%     | 3.74       |
|            | CH11   | 1.26     | 1.21     | -0.05       | 11.53% | 9.12%  | -2.41%    | 5.61       |
|            | GUD1   | 0.43     | 1.02     | 0.59        | 15.88% | 9.03%  | -6.85%    | 4.93       |
|            | SKL1   | 0.87     | 1.01     | 0.14        | 17.42% | 13.79% | -3.63%    | 3.69       |
|            | GUD2   | 1.91     | 0.84     | -1.07       | 4.73%  | 4.61%  | -0.12%    | 4.34       |
|            | MC10   | 0.81     | 0.65     | -0.16       | 3.10%  | 3.82%  | 0.72%     | 1.72       |
|            | CH35   | 0.41     | 0.54     | 0.13        | 6.70%  | -0.74% | -7.43%    | 3.79       |
|            | TKM1   | 1.46     | 0.53     | -0.93       | 16.65% | 13.29% | -3.36%    | 2.47       |
|            | CH37   | 0.22     | 0.52     | 0.30        | 18.71% | 3.99%  | -14.72%   | 1.95       |
|            | CH38   | 4.21     | 0.30     | -3.91       | 2.74%  | 11.03% | 8.29%     | 3.73       |
|            | MC02   | 0.03     | 0.21     | 0.18        | 14.96% | 5.70%  | -9.26%    | 1.43       |
|            | CH40   | 0.57     | 0.20     | -0.37       | 16.12% | 11.00% | -5.12%    | 4.08       |
|            | MC09   | 0.95     | 0.12     | -0.83       | 5.96%  | 5.94%  | -0.02%    | 1.11       |
|            | CH29   | 0.05     | 0.02     | -0.03       | 16.69% | 14.41% | -2.28%    | 1.95       |
|            | Total  | 58.09    | 63.19    | 5.10        | 8.31%  | 7.07%  | -1.24%    | 159.01     |
| WEST-02    |        |          |          |             |        |        |           |            |
|            | HSR2   | 3.72     | 6.71     | 2.98        | 9.17%  | 9.57%  | 0.40%     | 6.01       |
|            | ERD1   | 1.49     | 6.49     | 5.00        | 12.57% | 2.44%  | -10.13%   | 5.78       |
|            | ERD2   | 1.88     | 3.35     | 1.47        | 15.54% | 11.08% | -4.46%    | 5.20       |
|            | HRR1   | 1.85     | 3.25     | 1.40        | 9.40%  | 3.64%  | -5.76%    | 2.28       |
|            | RSP1   | 0.58     | 2.91     | 2.33        | 13.09% | 7.53%  | -5.56%    | 2.44       |
|            | HSR1   | 0.81     | 2.89     | 2.08        | 22.94% | 5.75%  | -17.19%   | 4.58       |
|            | SLM1   | 2.26     | 2.75     | 0.49        | 7.97%  | 5.59%  | -2.37%    | 8.68       |
|            | EPI1   | 1.07     | 2.37     | 1.30        | 11.80% | 8.76%  | -3.04%    | 2.57       |
|            | SLM2   | 1.28     | 2.36     | 1.08        | 10.45% | -3.79% | -14.23%   | 2.64       |
|            | KVP1   | 0.46     | 2.29     | 1.83        | 12.17% | 0.10%  | -12.07%   | 1.82       |
|            | MTR1   | 1.31     | 2.24     | 0.94        | 9.19%  | 12.34% | 3.15%     | 4.31       |
|            | PDR1   | 0.30     | 2.18     | 1.88        | 7.70%  | 11.07% | 3.38%     | 1.40       |
|            | KRI1   | 1.15     | 2.04     | 0.89        | 8.08%  | 6.59%  | -1.50%    | 2.97       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|---------|---------|-----------|------------|
| WEST-02    | NKL2   | 2.38     | 2.03     | -0.35       | 7.08%   | 4.84%   | -2.24%    | 3.85       |
|            | OML1   | 1.25     | 1.98     | 0.73        | 16.80%  | 7.77%   | -9.03%    | 2.97       |
|            | APN1   | 1.09     | 1.67     | 0.58        | 10.15%  | 5.75%   | -4.40%    | 2.41       |
|            | DPR2   | 0.47     | 1.61     | 1.14        | 6.55%   | 10.85%  | 4.30%     | 2.12       |
|            | TCG1   | 1.58     | 1.41     | -0.17       | 4.03%   | 5.15%   | 1.12%     | 1.71       |
|            | BMD1   | 0.81     | 1.30     | 0.49        | 7.06%   | 5.92%   | -1.14%    | 2.29       |
|            | CMI1   | 0.88     | 1.19     | 0.31        | 3.67%   | 14.65%  | 10.99%    | 1.32       |
|            | PMP1   | 1.22     | 1.19     | -0.03       | 7.90%   | 3.93%   | -3.97%    | 2.18       |
|            | PLC1   | 0.33     | 1.18     | 0.86        | 11.77%  | 9.97%   | -1.80%    | 2.08       |
|            | TRM1   | 1.69     | 0.94     | -0.75       | 6.81%   | 1.19%   | -5.61%    | 3.38       |
|            | SLM3   | 2.23     | 0.86     | -1.36       | 6.59%   | 13.53%  | 6.95%     | 4.71       |
|            | MCR1   | 1.37     | 0.83     | -0.54       | -41.13% | -5.58%  | 35.55%    | 3.02       |
|            | KMM1   | 0.41     | 0.80     | 0.39        | 12.35%  | 5.22%   | -7.13%    | 2.15       |
|            | SGI1   | 0.98     | 0.80     | -0.19       | 8.85%   | 3.88%   | -4.97%    | 1.60       |
|            | SGG1   | 0.28     | 0.78     | 0.50        | 6.89%   | 2.58%   | -4.32%    | 1.08       |
|            | DPR1   | 0.95     | 0.72     | -0.23       | 7.46%   | 5.70%   | -1.76%    | 1.68       |
|            | VKL1   | 0.92     | 0.66     | -0.26       | 16.56%  | 4.53%   | -12.02%   | 1.80       |
|            | EDP1   | 0.43     | 0.52     | 0.09        | 9.41%   | 5.55%   | -3.86%    | 1.66       |
|            | VPD1   | 1.64     | 0.40     | -1.23       | 7.01%   | 4.85%   | -2.16%    | 3.07       |
|            | ATU1   | 2.02     | 0.06     | -1.96       | 3.58%   | -36.32% | -39.90%   | 3.72       |
|            | Total  | 41.07    | 62.78    | 21.71       | 7.55%   | 6.19%   | -1.36%    | 99.46      |
| CHENNAI-02 |        |          |          |             |         |         |           |            |
|            | CH34   | 2.53     | 7.72     | 5.19        | 5.80%   | 4.16%   | -1.64%    | 5.64       |
|            | CH03   | 3.73     | 7.62     | 3.89        | 9.21%   | 4.18%   | -5.03%    | 13.24      |
|            | CH43   | 0.98     | 5.28     | 4.30        | 16.75%  | -5.27%  | -22.02%   | 3.91       |
|            | CH15   | 4.31     | 5.09     | 0.79        | 3.05%   | 7.53%   | 4.48%     | 14.89      |
|            | CH12   | 3.17     | 4.26     | 1.09        | 13.16%  | 4.92%   | -8.24%    | 7.01       |
|            | CH18   | 1.97     | 3.99     | 2.02        | 10.16%  | 11.26%  | 1.11%     | 7.27       |
|            | CH20   | 1.77     | 3.65     | 1.88        | 12.47%  | 6.43%   | -6.04%    | 7.44       |
|            | CH09   | 1.46     | 2.69     | 1.23        | 2.88%   | 8.21%   | 5.33%     | 5.74       |
|            | UKI1   | 0.88     | 2.34     | 1.45        | 13.20%  | -0.79%  | -13.99%   | 2.88       |
|            | CH06   | 1.65     | 2.25     | 0.60        | 7.15%   | 9.06%   | 1.92%     | 5.58       |
|            | MJR1   | 2.37     | 2.11     | -0.26       | 5.15%   | 7.70%   | 2.55%     | 6.03       |
|            | GPD1   | 1.26     | 1.67     | 0.41        | 12.86%  | 3.07%   | -9.79%    | 4.62       |
|            | CH31   | 0.77     | 1.30     | 0.52        | 13.68%  | 5.46%   | -8.21%    | 2.10       |
|            | PON1   | 0.72     | 1.21     | 0.49        | 12.32%  | 9.20%   | -3.13%    | 3.06       |
|            | CH44   | 2.33     | 1.17     | -1.16       | 12.37%  | 7.25%   | -5.12%    | 4.19       |
|            | CH36   | (0.11)   | 1.13     | 1.24        | -54.44% | 6.31%   | 60.75%    | 2.45       |
|            | CH46   | 1.60     | 1.04     | -0.56       | 10.56%  | 5.35%   | -5.21%    | 3.01       |
|            | CH27   | (0.23)   | 0.98     | 1.21        | 7.16%   | 8.44%   | 1.28%     | 1.66       |
|            | CH24   | 0.51     | 0.94     | 0.43        | 30.29%  | 7.98%   | -22.31%   | 5.66       |
|            | CH21   | 1.30     | 0.89     | -0.41       | 7.16%   | 0.97%   | -6.19%    | 9.70       |
|            | MC05   | 1.42     | 0.82     | -0.59       | 2.23%   | 1.66%   | -0.57%    | 1.97       |
|            | CH17   | 2.02     | 0.62     | -1.40       | 15.78%  | 8.82%   | -6.96%    | 2.99       |
|            | CH33   | 2.10     | 0.60     | -1.49       | 10.07%  | 10.30%  | 0.23%     | 5.11       |
|            | CH32   | 0.02     | 0.46     | 0.43        | 21.92%  | 11.71%  | -10.22%   | 1.23       |
|            | CH41   | 2.66     | 0.36     | -2.31       | 7.96%   | 2.23%   | -5.73%    | 4.42       |
|            | CH23   | (0.06)   | 0.31     | 0.37        | 14.56%  | 11.07%  | -3.48%    | 2.70       |
|            | MC06   | 0.16     | 0.23     | 0.07        | 4.73%   | 5.47%   | 0.75%     | 1.47       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|------------|
| CHENNAI-02  | MC08   |          | 0.15     | 0.15        | #Error | 2.77%   | #Error    | 0.68       |
|             | CH01   |          |          |             | #Error | #Error  | #Error    | 0.71       |
|             | Total  | 41.30    | 60.89    | 19.59       | 9.46%  | 5.03%   | -4.43%    | 137.34     |
| WEST-01     |        |          |          |             |        |         |           |            |
|             | CBE2   | 9.22     | 5.86     | -3.35       | 8.89%  | 7.20%   | -1.69%    | 13.34      |
|             | CBE1   | 1.19     | 2.72     | 1.53        | 14.07% | 11.41%  | -2.66%    | 2.54       |
|             | UAM1   | 2.07     | 2.34     | 0.27        | 9.93%  | 5.16%   | -4.76%    | 5.03       |
|             | SUL1   | 1.40     | 2.29     | 0.90        | 12.92% | 9.11%   | -3.81%    | 2.14       |
|             | TPR2   | 3.58     | 2.08     | -1.50       | 6.49%  | -30.54% | -37.02%   | 4.12       |
|             | AVI1   | 1.19     | 2.01     | 0.82        | 13.88% | 8.62%   | -5.26%    | 1.95       |
|             | CBE6   | 1.14     | 2.00     | 0.87        | 14.49% | 16.41%  | 1.92%     | 2.42       |
|             | CBE4   | 1.24     | 1.99     | 0.75        | 14.80% | 11.67%  | -3.13%    | 4.25       |
|             | DPM2   | 0.79     | 1.89     | 1.10        | 10.14% | 7.40%   | -2.74%    | 1.93       |
|             | KMR1   | 2.96     | 1.79     | -1.18       | 13.76% | -28.15% | -41.91%   | 5.58       |
|             | GDR1   | 0.67     | 1.77     | 1.10        | 5.01%  | 1.84%   | -3.17%    | 1.83       |
|             | TPR1   | 1.83     | 1.73     | -0.11       | 12.10% | 10.07%  | -2.03%    | 3.56       |
|             | SNR1   | 0.58     | 1.70     | 1.12        | 22.38% | 12.07%  | -10.30%   | 3.46       |
|             | UMP1   | 1.72     | 1.58     | -0.14       | 8.52%  | 6.48%   | -2.03%    | 2.49       |
|             | KMD1   | 1.10     | 1.41     | 0.31        | 12.26% | 13.42%  | 1.16%     | 1.33       |
|             | PLI1   | 1.36     | 1.35     | -0.01       | 4.45%  | 4.82%   | 0.37%     | 4.33       |
|             | GBM1   | 0.83     | 1.28     | 0.45        | 9.87%  | 1.82%   | -8.05%    | 1.73       |
|             | PPI1   | 0.44     | 1.26     | 0.82        | 20.51% | 6.84%   | -13.67%   | 1.23       |
|             | TPR3   | 1.29     | 1.19     | -0.10       | 13.06% | 6.22%   | -6.83%    | 1.67       |
|             | KG11   | 1.96     | 1.14     | -0.82       | 6.76%  | 5.75%   | -1.01%    | 2.26       |
|             | KGM1   | 0.61     | 1.05     | 0.44        | 8.30%  | 5.91%   | -2.39%    | 1.36       |
|             | PDM1   | 0.38     | 0.90     | 0.52        | 13.34% | 8.97%   | -4.37%    | 1.27       |
|             | ANR1   | 0.71     | 0.78     | 0.07        | 4.52%  | 11.62%  | 7.10%     | 0.63       |
|             | CNR1   | 0.77     | 0.75     | -0.02       | 17.73% | 7.63%   | -10.10%   | 1.98       |
|             | MPM1   | 1.51     | 0.71     | -0.79       | 6.24%  | 9.87%   | 3.63%     | 2.40       |
|             | TPR4   | 0.95     | 0.54     | -0.41       | -1.36% | 15.90%  | 17.26%    | 1.65       |
|             | SYM2   | 1.39     | 0.47     | -0.92       | 8.45%  | 16.59%  | 8.14%     | 1.85       |
|             | CBE3   | 0.16     | 0.05     | -0.11       | 8.06%  | 10.92%  | 2.86%     | 1.54       |
|             | Total  | 43.02    | 44.63    | 1.61        | 9.96%  | 5.26%   | -4.71%    | 79.87      |
| NORTH ARCOT |        |          |          |             |        |         |           |            |
|             | AKM1   | 1.15     | 3.20     | 2.05        | 8.15%  | 7.35%   | -0.80%    | 3.74       |
|             | KPM1   | 0.34     | 2.96     | 2.62        | 9.98%  | 6.34%   | -3.63%    | 2.95       |
|             | TRR1   | 1.33     | 2.53     | 1.20        | 14.01% | 8.66%   | -5.35%    | 5.02       |
|             | VEL1   | 2.42     | 2.45     | 0.04        | 11.73% | 8.11%   | -3.62%    | 4.88       |
|             | ARC2   | 0.46     | 2.33     | 1.87        | 5.40%  | 4.40%   | -1.00%    | 2.63       |
|             | VSI1   | 0.62     | 2.29     | 1.66        | 13.75% | 9.11%   | -4.64%    | 3.23       |
|             | SBR1   | 1.89     | 2.04     | 0.15        | 12.23% | 1.45%   | -10.78%   | 4.45       |
|             | TRL1   | 3.48     | 1.98     | -1.50       | 8.23%  | 8.17%   | -0.06%    | 5.70       |
|             | VEL2   | 1.49     | 1.91     | 0.42        | 5.68%  | 10.91%  | 5.23%     | 5.75       |
|             | VNB1   | 0.55     | 1.78     | 1.23        | 8.55%  | 6.92%   | -1.62%    | 2.13       |
|             | WJP1   | 0.50     | 1.76     | 1.26        | 17.87% | 9.88%   | -7.98%    | 2.61       |
|             | TRT1   | 1.88     | 1.65     | -0.23       | 2.98%  | 6.76%   | 3.78%     | 2.79       |
|             | BGR1   | 1.01     | 1.64     | 0.64        | 11.82% | 8.19%   | -3.64%    | 1.47       |
|             | WJD1   | 1.31     | 1.63     | 0.32        | 8.22%  | 10.53%  | 2.31%     | 3.44       |
|             | KPM2   | 3.64     | 1.46     | -2.19       | 5.09%  | 6.62%   | 1.53%     | 9.42       |
|             | UGI1   | 0.91     | 1.43     | 0.52        | 19.33% | 5.94%   | -13.39%   | 2.20       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|------------|
| NORTH ARCOT | PLR1   | 0.53     | 1.42     | 0.89        | 5.75%  | 4.55%   | -1.20%    | 1.67       |
|             | CYR1   | 1.94     | 1.27     | -0.68       | 12.58% | 6.90%   | -5.69%    | 2.32       |
|             | CPT1   | 1.04     | 1.23     | 0.19        | 0.96%  | 6.07%   | 5.11%     | 1.70       |
|             | CGM1   | 2.73     | 1.12     | -1.62       | 7.51%  | 4.05%   | -3.46%    | 2.85       |
|             | GDM1   | 1.03     | 0.76     | -0.26       | 12.14% | 2.32%   | -9.82%    | 2.57       |
|             | ABR1   | 0.56     | 0.73     | 0.18        | 10.74% | 9.84%   | -0.90%    | 3.29       |
|             | SLG1   | 1.13     | 0.73     | -0.40       | 10.69% | 2.88%   | -7.81%    | 1.96       |
|             | ANI1   | 0.62     | 0.44     | -0.19       | 9.80%  | 11.55%  | 1.75%     | 1.66       |
|             | PTU1   | 0.47     | 0.40     | -0.07       | 4.95%  | 8.23%   | 3.28%     | 1.22       |
|             | Total  | 33.02    | 41.12    | 8.10        | 8.99%  | 7.09%   | -1.91%    | 81.65      |
| SOUTH ARCOT | TRK1   | 4.17     | 3.33     | -0.84       | 8.85%  | 2.97%   | -5.88%    | 4.47       |
|             | KKI2   | 1.37     | 2.95     | 1.58        | 12.24% | 9.22%   | -3.01%    | 5.10       |
|             | CDM1   | 1.75     | 2.47     | 0.72        | 13.18% | 0.31%   | -12.87%   | 4.89       |
|             | CUD1   | 3.10     | 2.36     | -0.74       | 11.70% | 11.48%  | -0.22%    | 8.34       |
|             | KLM1   | 2.56     | 1.80     | -0.76       | 8.74%  | 6.74%   | -2.01%    | 4.28       |
|             | TDM1   | 1.29     | 1.60     | 0.31        | 13.24% | 0.52%   | -12.72%   | 3.45       |
|             | POY1   | 2.42     | 1.35     | -1.07       | 13.22% | 9.33%   | -3.89%    | 6.75       |
|             | PRT1   | 1.00     | 1.31     | 0.31        | 16.05% | 6.39%   | -9.65%    | 3.32       |
|             | VPM1   | 0.32     | 1.23     | 0.91        | 5.40%  | 5.46%   | 0.05%     | 1.66       |
|             | SJI1   | 1.61     | 1.22     | -0.38       | 9.86%  | 5.78%   | -4.08%    | 3.79       |
|             | ULP1   | 1.42     | 1.17     | -0.25       | 7.19%  | 7.37%   | 0.18%     | 4.24       |
|             | POY2   | 1.14     | 1.03     | -0.11       | 15.17% | 10.43%  | -4.74%    | 6.03       |
|             | KML1   | 1.34     | 0.84     | -0.50       | 7.33%  | 2.26%   | -5.07%    | 2.02       |
|             | TVM2   | 1.67     | 0.83     | -0.84       | 8.27%  | 6.41%   | -1.86%    | 3.50       |
|             | VCM1   | 0.42     | 0.72     | 0.30        | 8.87%  | 10.17%  | 1.30%     | 2.64       |
|             | NVL2   | 1.48     | 0.67     | -0.82       | 11.10% | 15.58%  | 4.47%     | 4.40       |
|             | TVM1   | 1.39     | 0.65     | -0.74       | 9.63%  | 5.90%   | -3.72%    | 2.79       |
|             | VPM2   | 0.74     | 0.62     | -0.12       | 14.00% | 7.55%   | -6.45%    | 4.00       |
|             | MKM1   | 0.72     | 0.57     | -0.15       | 13.73% | 7.41%   | -6.32%    | 1.97       |
|             | STP1   | 1.03     | 0.41     | -0.63       | 5.26%  | 12.43%  | 7.17%     | 1.91       |
|             | Total  | 30.94    | 27.13    | -3.81       | 10.61% | 6.44%   | -4.17%    | 79.53      |
| KL-SOUTH    | TVP1   | 4.03     | 4.43     | 0.39        | 9.90%  | 6.77%   | -3.13%    | 5.83       |
|             | PAS1   | 0.57     | 2.81     | 2.23        | 3.01%  | 5.63%   | 2.62%     | 1.91       |
|             | Total  | 4.61     | 7.23     | 2.63        | 9.04%  | 6.33%   | -2.71%    | 7.74       |
| OTHERS      | WHC3   |          | 2.38     | 2.38        | #Error | -10.02% | #Error    | 0.00       |
|             | CZWH   | 4.97     | 0.25     | -4.71       | -3.45% | -4.59%  | -1.15%    | 0.00       |
|             | MSWH   |          | 0.20     | 0.20        | #Error | -10.00% | #Error    | 0.00       |
|             | S2SD   | 4.64     |          | -4.64       | 3.78%  | #Error  | #Error    | 0.00       |
|             | SZSD   | 5.37     |          | -5.37       | 3.48%  | #Error  | #Error    | 0.00       |
|             | TZSD   | 4.21     |          | -4.21       | 3.93%  | #Error  | #Error    | 0.00       |
|             | WHCB   | (0.06)   |          | 0.06        | 16.93% | #Error  | #Error    | 0.00       |
|             | WHUT   | (0.02)   |          | 0.02        | 40.00% | #Error  | #Error    | 0.00       |
|             | WHVL   | (0.30)   |          | 0.30        | 7.21%  | #Error  | #Error    | 0.00       |
|             | WTRZ   | (0.20)   |          | 0.20        | 21.78% | #Error  | #Error    | 0.00       |
|             | WZSD   | 1.83     |          | -1.83       | 3.72%  | #Error  | #Error    | 0.00       |
|             | WZWH   | 4.09     |          | -4.09       | 3.48%  | #Error  | #Error    | 0.00       |
|             | WCHN   | (1.71)   | (0.22)   | 1.48        | 15.70% | 27.65%  | 11.95%    | 0.00       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|---------|-----------|------------|
| OTHERS     | WHPD   |          | (0.55)   | -0.55       | #Error | 8.80%   | #Error    | 0.00       |
|            | Total  | 22.82    | 2.06     | -20.76      | 0.95%  | -18.47% | -19.42%   | 0.00       |
|            | Total  | 486.05   | 567.49   | 81.43       | 8.80%  | 6.10%   | -2.70%    | 1073.50    |