



# TN-Daily Sales Performance As on 20-10-2025 11:55:49 PM

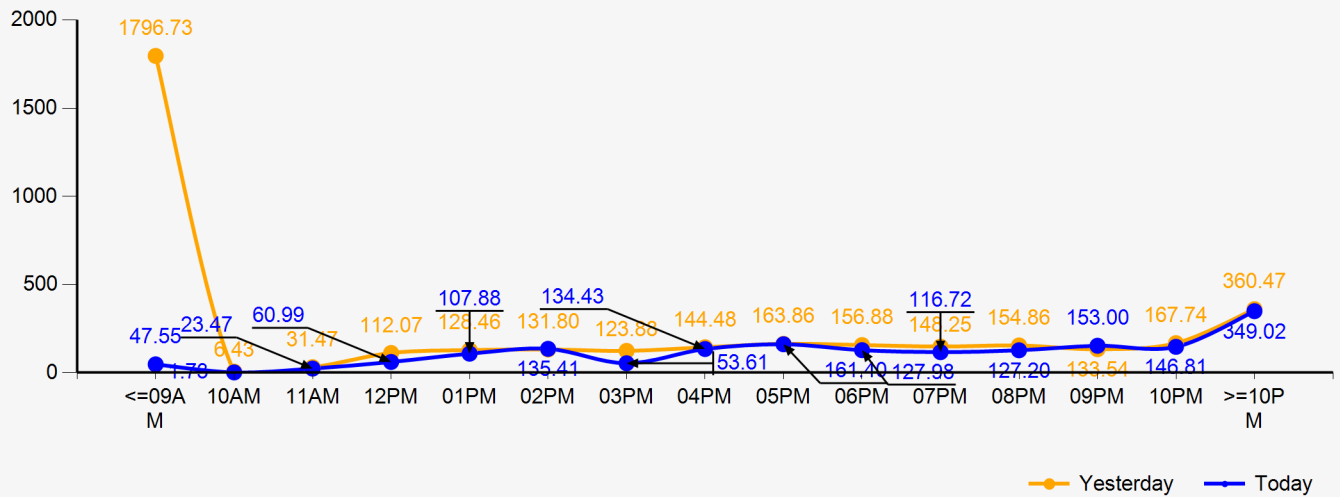
YD Sales : 3760.91 L    YD Order: 153.91 L

YD GP%: 6.36%

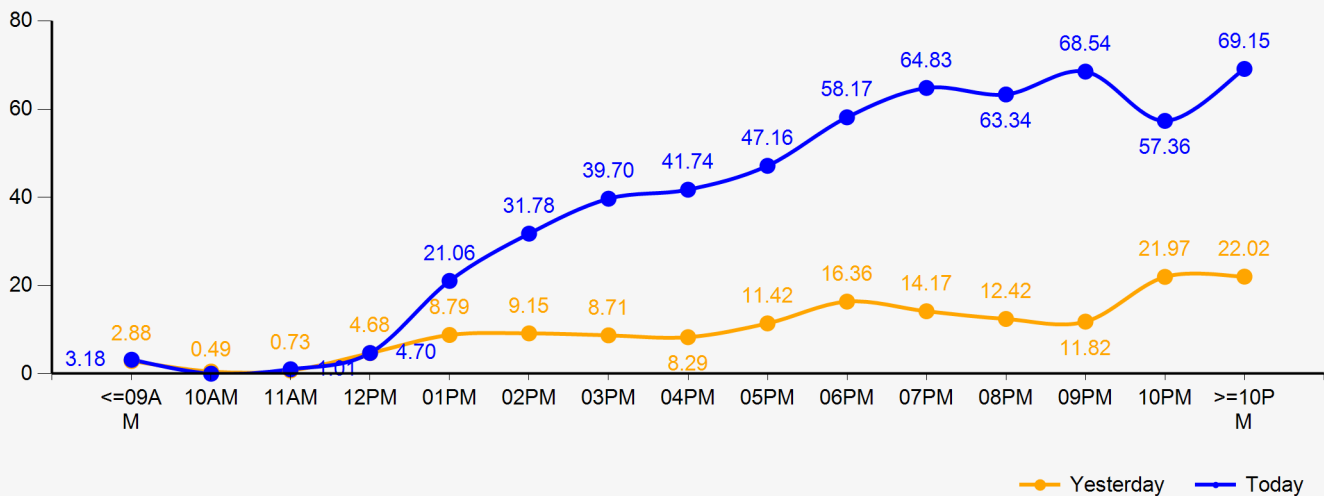
TD Sales : 1747.20 L    TD Order: 571.71 L

TD GP%: 6.26%

### Sales Invoice Trend Yesterday Vs Today By Hours



### Sales Order Trend Yesterday Vs Today By Hours



| Sales Zone  | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|----------|----------|-------------|--------|--------|-----------|------------|
| WEST-02     | 496.06   | 412.23   | -83.83      | 6.75%  | 6.61%  | -0.14%    | 170.23     |
| SOUTH-01    | 714.04   | 311.34   | -402.70     | 5.14%  | 4.47%  | -0.67%    | 265.19     |
| NORTH ARCOT | 291.95   | 304.20   | 12.26       | 7.90%  | 7.15%  | -0.75%    | 122.42     |
| CHENNAI-01  | 391.57   | 303.10   | -88.47      | 7.88%  | 7.68%  | -0.21%    | 189.21     |
| CHENNAI-02  | 437.78   | 259.95   | -177.84     | 6.73%  | 7.13%  | 0.40%     | 186.97     |
| SOUTH-03    | 539.83   | 221.22   | -318.61     | 5.07%  | 4.93%  | -0.14%    | 199.30     |
| WEST-01     | 342.55   | 204.98   | -137.58     | 7.24%  | 6.41%  | -0.83%    | 133.15     |
| SOUTH ARCOT | 251.97   | 149.75   | -102.22     | 7.30%  | 6.62%  | -0.68%    | 112.23     |
| TRICHY-01   | 431.90   | 136.91   | -294.99     | 5.46%  | 4.01%  | -1.45%    | 165.70     |
| KL-SOUTH    | 17.17    | 12.90    | -4.27       | 6.82%  | 8.63%  | 1.80%     | 14.15      |
| OTHERS      |          | 2.34     | 2.34        | #Error | -4.97% | #Error    | 0.00       |
| Total       | 3914.82  | 2318.90  | -1595.91    | 6.36%  | 6.26%  | -0.10%    | 1558.53    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| WEST-02    | SLM1   | 45.97    | 35.14    | -10.84      | 4.54%  | 4.26%  | -0.28%    | 16.73      |
|            | TRM1   | 22.93    | 20.74    | -2.19       | 6.32%  | 5.79%  | -0.53%    | 5.95       |
|            | ERD1   | 25.58    | 20.57    | -5.01       | 4.81%  | 5.45%  | 0.63%     | 8.06       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| WEST-02    | HSR2   | 20.57    | 20.50    | -0.07       | 6.33%  | 5.39%  | -0.94%    | 8.81       |
|            | NKL2   | 18.50    | 18.51    | 0.01        | 7.18%  | 5.36%  | -1.82%    | 7.76       |
|            | ERD2   | 26.58    | 18.37    | -8.21       | 6.31%  | 7.41%  | 1.10%     | 8.36       |
|            | SLM3   | 20.03    | 17.13    | -2.90       | 4.89%  | 5.01%  | 0.12%     | 7.97       |
|            | PLC1   | 7.22     | 16.13    | 8.91        | 8.40%  | 8.44%  | 0.05%     | 3.77       |
|            | MCR1   | 15.28    | 14.46    | -0.81       | 9.12%  | 6.15%  | -2.97%    | 6.10       |
|            | VPD1   | 26.42    | 14.46    | -11.97      | 10.13% | 9.34%  | -0.78%    | 6.57       |
|            | RSP1   | 15.45    | 14.21    | -1.24       | 8.02%  | 7.43%  | -0.59%    | 4.70       |
|            | SLM2   | 13.57    | 13.99    | 0.42        | 7.26%  | 6.01%  | -1.25%    | 5.48       |
|            | MTR1   | 19.56    | 12.75    | -6.81       | 4.13%  | 6.09%  | 1.96%     | 6.57       |
|            | KRI1   | 14.56    | 11.92    | -2.65       | 2.38%  | 2.94%  | 0.56%     | 4.79       |
|            | OML1   | 16.66    | 11.33    | -5.33       | 8.84%  | 7.64%  | -1.20%    | 5.44       |
|            | HSR1   | 14.66    | 11.22    | -3.44       | 7.20%  | 5.48%  | -1.73%    | 6.94       |
|            | TCG1   | 12.57    | 11.08    | -1.50       | 6.01%  | 6.01%  | 0.00%     | 3.04       |
|            | EPI1   | 10.37    | 10.87    | 0.50        | 9.03%  | 7.81%  | -1.22%    | 5.47       |
|            | HRR1   | 10.57    | 10.33    | -0.24       | 6.11%  | 6.62%  | 0.51%     | 3.17       |
|            | KVP1   | 9.33     | 9.76     | 0.43        | 10.54% | 8.29%  | -2.25%    | 3.11       |
|            | EDP1   | 14.61    | 9.37     | -5.24       | 6.20%  | 7.30%  | 1.10%     | 2.50       |
|            | ATU1   | 24.32    | 9.36     | -14.96      | 6.78%  | 7.02%  | 0.24%     | 6.73       |
|            | DPR2   | 7.85     | 9.02     | 1.17        | 5.27%  | 9.01%  | 3.74%     | 3.19       |
|            | PMP1   | 10.87    | 8.88     | -1.99       | 5.57%  | 6.76%  | 1.19%     | 3.77       |
|            | APN1   | 9.37     | 8.87     | -0.50       | 9.79%  | 10.00% | 0.21%     | 3.14       |
|            | BMD1   | 9.96     | 8.52     | -1.44       | 8.86%  | 9.29%  | 0.43%     | 3.21       |
|            | KMM1   | 6.88     | 8.29     | 1.41        | 8.83%  | 7.80%  | -1.02%    | 3.60       |
|            | SGI1   | 10.45    | 8.18     | -2.27       | 5.85%  | 7.56%  | 1.71%     | 3.25       |
|            | VKL1   | 6.76     | 7.09     | 0.33        | 8.27%  | 10.79% | 2.52%     | 2.25       |
|            | SGG1   | 9.61     | 7.00     | -2.61       | 6.34%  | 4.02%  | -2.33%    | 2.44       |
|            | CMI1   | 5.77     | 5.63     | -0.14       | 9.01%  | 10.84% | 1.83%     | 2.68       |
|            | DPR1   | 5.39     | 5.04     | -0.35       | 7.13%  | 5.91%  | -1.22%    | 2.38       |
|            | PDR1   | 7.82     | 3.51     | -4.31       | 10.94% | 9.71%  | -1.23%    | 2.28       |
|            | Total  | 496.06   | 412.23   | -83.83      | 6.75%  | 6.61%  | -0.14%    | 170.23     |
| SOUTH-01   |        |          |          |             |        |        |           |            |
|            | TVL1   | 60.92    | 33.13    | -27.79      | 2.03%  | 2.76%  | 0.74%     | 25.61      |
|            | TUT1   | 71.76    | 27.83    | -43.94      | 3.64%  | 3.51%  | -0.13%    | 27.66      |
|            | VNR2   | 37.74    | 22.70    | -15.04      | 5.06%  | 1.39%  | -3.67%    | 12.71      |
|            | NGR1   | 44.94    | 17.62    | -27.32      | 1.26%  | 2.47%  | 1.21%     | 16.30      |
|            | KVT1   | 36.38    | 12.98    | -23.40      | 7.37%  | 5.74%  | -1.63%    | 13.67      |
|            | TKS2   | 27.72    | 11.62    | -16.10      | 5.95%  | 5.70%  | -0.25%    | 10.07      |
|            | SVK1   | 22.53    | 11.43    | -11.09      | 5.56%  | 4.46%  | -1.10%    | 8.57       |
|            | TKS1   | 23.51    | 10.80    | -12.72      | 6.84%  | 6.73%  | -0.12%    | 8.36       |
|            | MAR1   | 18.84    | 10.30    | -8.55       | 5.37%  | 6.71%  | 1.34%     | 9.45       |
|            | APK2   | 12.31    | 9.35     | -2.96       | 8.22%  | 4.40%  | -3.82%    | 6.45       |
|            | KGL1   | 11.74    | 9.21     | -2.54       | 3.18%  | 4.17%  | 0.99%     | 3.97       |
|            | VLV1   | 21.63    | 9.10     | -12.53      | 5.15%  | 3.55%  | -1.61%    | 8.45       |
|            | RPM1   | 22.83    | 8.75     | -14.08      | 7.77%  | 7.35%  | -0.41%    | 8.12       |
|            | MMT1   | 12.84    | 7.92     | -4.92       | 4.16%  | 4.27%  | 0.12%     | 4.39       |
|            | ASM1   | 11.00    | 7.92     | -3.07       | 9.16%  | 5.11%  | -4.05%    | 3.74       |
|            | TUT2   | 35.32    | 7.38     | -27.94      | -0.54% | 4.00%  | 4.54%     | 10.60      |
|            | ERL2   | 18.01    | 6.93     | -11.07      | 8.46%  | 7.57%  | -0.89%    | 3.26       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-01    | TYI1   | 12.70    | 6.87     | -5.82       | 4.47%  | 6.79%  | 2.32%     | 4.33       |
|             | SNL1   | 18.39    | 6.48     | -11.91      | 2.93%  | 3.11%  | 0.18%     | 5.23       |
|             | RND1   | 18.78    | 6.17     | -12.61      | 9.14%  | 5.53%  | -3.61%    | 9.63       |
|             | TCN1   | 15.57    | 6.14     | -9.43       | 6.80%  | 9.00%  | 2.20%     | 5.38       |
|             | PDI1   | 9.50     | 6.02     | -3.48       | 8.53%  | 6.49%  | -2.03%    | 4.08       |
|             | SGT1   | 7.13     | 5.34     | -1.79       | 6.14%  | 2.95%  | -3.20%    | 2.42       |
|             | UDN1   | 10.32    | 5.22     | -5.10       | 5.68%  | 2.49%  | -3.19%    | 3.30       |
|             | SDI1   | 11.50    | 4.67     | -6.83       | 6.00%  | 7.32%  | 1.32%     | 3.82       |
|             | KSM1   | 5.75     | 4.43     | -1.31       | 5.98%  | 1.83%  | -4.15%    | 2.67       |
|             | ARM1   | 7.34     | 4.37     | -2.97       | 5.83%  | 3.05%  | -2.78%    | 3.42       |
|             | APK1   | 16.05    | 4.22     | -11.83      | 7.51%  | 6.30%  | -1.21%    | 5.77       |
|             | KYR1   | 10.49    | 3.64     | -6.85       | 7.42%  | 4.04%  | -3.39%    | 2.71       |
|             | PKD1   | 20.09    | 3.55     | -16.53      | 7.43%  | 3.77%  | -3.66%    | 7.16       |
|             | VKM1   | 16.75    | 3.54     | -13.21      | 7.83%  | 7.73%  | -0.11%    | 3.53       |
|             | SKD1   | 9.40     | 3.45     | -5.95       | 10.44% | 7.05%  | -3.40%    | 3.15       |
|             | TKY1   | 8.26     | 3.28     | -4.98       | 6.14%  | 5.54%  | -0.60%    | 6.13       |
|             | STU2   | 13.39    | 3.24     | -10.15      | 4.71%  | 2.54%  | -2.17%    | 3.27       |
|             | VNR1   | 10.03    | 2.51     | -7.52       | 7.49%  | 7.48%  | -0.02%    | 3.50       |
|             | COL1   | 1.69     | 1.84     | 0.15        | 8.57%  | 7.35%  | -1.22%    | 1.86       |
|             | TVL2   | 0.88     | 1.39     | 0.51        | 3.90%  | 11.60% | 7.70%     | 2.44       |
|             | Total  | 714.04   | 311.34   | -402.70     | 5.14%  | 4.47%  | -0.67%    | 265.19     |
| NORTH ARCOT |        |          |          |             |        |        |           |            |
|             | KPM2   | 22.54    | 40.66    | 18.12       | 7.81%  | 5.36%  | -2.46%    | 14.48      |
|             | TRT1   | 5.25     | 19.34    | 14.09       | 6.52%  | 6.07%  | -0.45%    | 5.06       |
|             | TRR1   | 19.08    | 18.46    | -0.62       | 4.80%  | 6.09%  | 1.29%     | 6.84       |
|             | AKM1   | 10.54    | 16.49    | 5.95        | 9.27%  | 6.78%  | -2.49%    | 6.98       |
|             | TRL1   | 14.65    | 15.61    | 0.96        | 7.82%  | 7.17%  | -0.65%    | 7.53       |
|             | VSI1   | 14.06    | 14.69    | 0.64        | 8.15%  | 6.68%  | -1.47%    | 4.37       |
|             | VNB1   | 10.71    | 13.79    | 3.09        | 7.06%  | 5.86%  | -1.20%    | 4.09       |
|             | VEL2   | 15.96    | 13.59    | -2.36       | 8.65%  | 9.33%  | 0.67%     | 7.14       |
|             | VEL1   | 10.23    | 11.53    | 1.30        | 10.04% | 8.70%  | -1.34%    | 6.12       |
|             | SBR1   | 19.01    | 11.49    | -7.52       | 9.79%  | 9.15%  | -0.64%    | 9.34       |
|             | SLG1   | 9.96     | 10.74    | 0.78        | 7.26%  | 6.03%  | -1.23%    | 3.42       |
|             | UGI1   | 11.53    | 10.68    | -0.85       | 8.72%  | 6.92%  | -1.80%    | 3.11       |
|             | CGM1   | 12.02    | 10.63    | -1.39       | 5.70%  | 5.10%  | -0.60%    | 3.54       |
|             | CPT1   | 9.97     | 10.41    | 0.43        | 8.76%  | 9.47%  | 0.72%     | 2.54       |
|             | ABR1   | 13.14    | 9.67     | -3.47       | 6.83%  | 10.17% | 3.33%     | 4.01       |
|             | BGR1   | 7.18     | 9.40     | 2.23        | 6.08%  | 5.01%  | -1.06%    | 2.39       |
|             | KPM1   | 8.55     | 9.25     | 0.70        | 8.64%  | 6.20%  | -2.44%    | 4.43       |
|             | CYR1   | 12.67    | 9.13     | -3.54       | 8.98%  | 9.23%  | 0.25%     | 3.26       |
|             | ANI1   | 9.63     | 7.91     | -1.72       | 8.25%  | 9.05%  | 0.80%     | 2.67       |
|             | GDM1   | 8.12     | 7.91     | -0.22       | 8.40%  | 8.83%  | 0.43%     | 3.84       |
|             | ARC2   | 8.74     | 7.61     | -1.14       | 6.98%  | 6.49%  | -0.48%    | 4.75       |
|             | WJD1   | 15.02    | 6.44     | -8.58       | 8.71%  | 12.73% | 4.02%     | 4.53       |
|             | PTU1   | 3.32     | 6.40     | 3.08        | 8.36%  | 5.09%  | -3.27%    | 1.65       |
|             | WJP1   | 11.43    | 6.24     | -5.19       | 7.08%  | 8.77%  | 1.69%     | 3.87       |
|             | PLR1   | 8.63     | 6.13     | -2.50       | 8.87%  | 8.77%  | -0.10%    | 2.49       |
|             | Total  | 291.95   | 304.20   | 12.26       | 7.90%  | 7.15%  | -0.75%    | 122.42     |
| CHENNAI-01  |        |          |          |             |        |        |           |            |
|             | CH14   | 28.73    | 23.95    | -4.78       | 7.77%  | 4.90%  | -2.87%    | 13.68      |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| CHENNAI-01 | MRM1   | 16.98    | 21.70    | 4.72        | 9.70%  | 8.07%  | -1.64%    | 5.86       |
|            | CH16   | 25.87    | 20.06    | -5.81       | 9.41%  | 7.55%  | -1.86%    | 12.63      |
|            | CH05   | 23.66    | 16.88    | -6.78       | 7.05%  | 7.18%  | 0.14%     | 11.30      |
|            | CH48   | 9.24     | 15.41    | 6.17        | 9.32%  | 10.20% | 0.88%     | 7.28       |
|            | CH19   | 12.66    | 14.11    | 1.44        | 5.75%  | 6.06%  | 0.31%     | 7.15       |
|            | CH28   | 10.56    | 14.03    | 3.47        | 12.03% | 11.13% | -0.90%    | 6.32       |
|            | CH08   | 18.74    | 13.81    | -4.93       | 10.38% | 11.91% | 1.53%     | 13.27      |
|            | CH35   | 16.22    | 13.09    | -3.13       | 6.59%  | 4.08%  | -2.51%    | 4.85       |
|            | CH07   | 12.12    | 11.77    | -0.35       | 8.97%  | 7.36%  | -1.61%    | 9.40       |
|            | CGL1   | 6.89     | 10.93    | 4.04        | 6.66%  | 7.49%  | 0.83%     | 4.22       |
|            | CH37   | 47.59    | 10.46    | -37.12      | 4.67%  | 4.83%  | 0.16%     | 4.14       |
|            | GUD1   | 9.09     | 10.38    | 1.29        | 9.89%  | 9.88%  | -0.01%    | 5.27       |
|            | SKL1   | 8.12     | 10.05    | 1.93        | 10.45% | 6.75%  | -3.71%    | 4.93       |
|            | CH45   | 17.55    | 9.93     | -7.62       | 7.63%  | 7.37%  | -0.26%    | 6.39       |
|            | CH42   | 17.44    | 8.71     | -8.73       | 10.44% | 9.71%  | -0.74%    | 8.01       |
|            | GUD2   | 10.30    | 8.60     | -1.70       | 8.20%  | 9.35%  | 1.16%     | 5.19       |
|            | AVD1   | 10.94    | 8.49     | -2.45       | 8.34%  | 7.33%  | -1.00%    | 9.04       |
|            | KNR1   | 10.17    | 7.36     | -2.81       | 8.85%  | 6.58%  | -2.27%    | 6.60       |
|            | CH30   | 13.44    | 7.22     | -6.22       | 7.27%  | 8.97%  | 1.70%     | 7.73       |
|            | CH38   | 10.38    | 6.99     | -3.39       | 7.93%  | 6.83%  | -1.10%    | 4.81       |
|            | CH11   | 13.12    | 6.94     | -6.18       | 7.41%  | 6.06%  | -1.35%    | 7.10       |
|            | CH22   | 10.94    | 6.86     | -4.08       | 6.68%  | 10.67% | 3.99%     | 5.60       |
|            | CH39   | 7.60     | 6.86     | -0.74       | 7.20%  | 8.77%  | 1.57%     | 3.59       |
|            | TKM1   | 7.03     | 6.78     | -0.25       | 8.50%  | 9.36%  | 0.86%     | 2.98       |
|            | CH26   | 2.68     | 3.66     | 0.98        | 8.87%  | 5.04%  | -3.83%    | 1.89       |
|            | MC10   | 3.77     | 2.54     | -1.23       | 5.41%  | 3.08%  | -2.33%    | 1.55       |
|            | CH40   | 6.81     | 2.39     | -4.41       | 6.27%  | 3.68%  | -2.59%    | 3.92       |
|            | MC09   | 0.69     | 1.51     | 0.82        | 5.97%  | 3.87%  | -2.10%    | 1.19       |
|            | CH29   | 1.34     | 1.46     | 0.12        | 6.77%  | 9.42%  | 2.65%     | 2.17       |
|            | MC02   | 0.91     | 0.16     | -0.75       | 3.59%  | 1.91%  | -1.68%    | 1.15       |
|            | Total  | 391.57   | 303.10   | -88.47      | 7.88%  | 7.68%  | -0.21%    | 189.21     |
| CHENNAI-02 |        |          |          |             |        |        |           |            |
|            | CH03   | 30.81    | 26.51    | -4.30       | 6.40%  | 6.47%  | 0.08%     | 18.33      |
|            | CH21   | 21.74    | 21.25    | -0.49       | 7.40%  | 6.92%  | -0.47%    | 13.02      |
|            | CH15   | 26.06    | 18.51    | -7.55       | 7.81%  | 8.64%  | 0.82%     | 19.02      |
|            | CH06   | 75.16    | 17.11    | -58.06      | 5.12%  | 7.28%  | 2.16%     | 7.72       |
|            | CH17   | 34.16    | 15.79    | -18.37      | 5.00%  | 7.25%  | 2.25%     | 2.80       |
|            | MJR1   | 17.61    | 14.89    | -2.73       | 6.74%  | 7.17%  | 0.43%     | 12.33      |
|            | CH12   | 19.70    | 14.52    | -5.18       | 7.99%  | 9.22%  | 1.23%     | 10.38      |
|            | CH34   | 15.96    | 14.40    | -1.56       | 6.90%  | 7.76%  | 0.85%     | 8.10       |
|            | CH09   | 10.52    | 10.57    | 0.04        | 11.03% | 7.55%  | -3.48%    | 7.55       |
|            | UKI1   | 15.28    | 10.47    | -4.81       | 4.85%  | 5.06%  | 0.20%     | 5.03       |
|            | GPD1   | 18.46    | 10.47    | -7.99       | 4.88%  | 5.04%  | 0.16%     | 5.79       |
|            | CH41   | 9.26     | 10.24    | 0.98        | 9.73%  | 6.18%  | -3.55%    | 6.93       |
|            | CH43   | 9.71     | 9.58     | -0.13       | 10.69% | 10.68% | -0.01%    | 5.98       |
|            | CH18   | 14.49    | 9.39     | -5.10       | 10.33% | 10.44% | 0.10%     | 7.99       |
|            | CH24   | 11.67    | 7.57     | -4.10       | 9.85%  | 4.65%  | -5.20%    | 6.86       |
|            | PON1   | 8.63     | 6.89     | -1.74       | 6.78%  | 4.92%  | -1.85%    | 4.10       |
|            | CH33   | 8.84     | 6.38     | -2.46       | 10.67% | 7.76%  | -2.90%    | 5.56       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| CHENNAI-02 | CH44   | 8.87     | 6.23     | -2.64       | 7.63%  | 6.37%  | -1.26%    | 6.13       |
|            | CH20   | 15.50    | 5.53     | -9.97       | 7.53%  | 7.11%  | -0.42%    | 9.63       |
|            | CH23   | 6.68     | 5.50     | -1.17       | 9.31%  | 8.33%  | -0.98%    | 2.84       |
|            | CH27   | 2.20     | 4.28     | 2.08        | 6.42%  | 7.28%  | 0.85%     | 2.85       |
|            | CH46   | 41.46    | 3.41     | -38.05      | 4.85%  | 5.65%  | 0.80%     | 4.01       |
|            | MC06   | 2.62     | 3.29     | 0.67        | 3.97%  | 2.01%  | -1.96%    | 2.26       |
|            | CH31   | 5.65     | 2.45     | -3.20       | 8.35%  | 5.13%  | -3.22%    | 3.10       |
|            | CH36   | 3.39     | 1.96     | -1.43       | 6.01%  | 5.49%  | -0.52%    | 3.90       |
|            | MC05   | 1.95     | 1.22     | -0.73       | 2.87%  | 3.97%  | 1.10%     | 2.99       |
|            | CH01   | 0.28     | 1.15     | 0.87        | 8.41%  | 2.10%  | -6.31%    | 0.55       |
|            | CH32   | 1.10     | 0.39     | -0.71       | 3.88%  | 10.82% | 6.94%     | 1.21       |
|            | Total  | 437.78   | 259.95   | -177.84     | 6.73%  | 7.13%  | 0.40%     | 186.97     |
|            |        |          |          |             |        |        |           |            |
| SOUTH-03   | DGL1   | 39.92    | 27.37    | -12.56      | 4.88%  | 4.86%  | -0.03%    | 17.46      |
|            | MDU2   | 31.39    | 17.81    | -13.57      | 1.83%  | 2.58%  | 0.76%     | 12.51      |
|            | MPA1   | 15.22    | 13.27    | -1.94       | 6.06%  | 6.04%  | -0.01%    | 5.79       |
|            | TMM1   | 18.10    | 12.79    | -5.31       | 5.32%  | 4.71%  | -0.61%    | 7.76       |
|            | MDU1   | 56.35    | 12.27    | -44.07      | 3.64%  | 3.16%  | -0.48%    | 25.85      |
|            | MDU6   | 24.76    | 12.11    | -12.65      | 4.95%  | 6.30%  | 1.36%     | 5.69       |
|            | ADP1   | 13.34    | 9.79     | -3.55       | 7.77%  | 5.97%  | -1.80%    | 3.83       |
|            | KPT1   | 10.42    | 9.00     | -1.41       | 5.18%  | 6.03%  | 0.84%     | 2.58       |
|            | KRR1   | 21.54    | 7.58     | -13.96      | 4.73%  | 3.41%  | -1.32%    | 5.67       |
|            | CBM1   | 15.95    | 6.51     | -9.45       | 5.31%  | 2.17%  | -3.14%    | 5.85       |
|            | KYK1   | 7.62     | 6.35     | -1.27       | 7.31%  | 5.37%  | -1.94%    | 2.39       |
|            | NKI1   | 11.32    | 5.96     | -5.35       | 8.49%  | 8.53%  | 0.04%     | 4.76       |
|            | PNI1   | 8.03     | 5.83     | -2.20       | 3.82%  | 1.08%  | -2.74%    | 1.87       |
|            | BNR1   | 9.71     | 5.56     | -4.16       | 4.51%  | 5.14%  | 0.63%     | 3.90       |
|            | PVI1   | 12.21    | 4.98     | -7.24       | 8.23%  | 5.92%  | -2.31%    | 3.65       |
|            | MLR1   | 11.47    | 4.79     | -6.68       | 6.62%  | 4.81%  | -1.81%    | 3.33       |
|            | DGL2   | 10.00    | 4.53     | -5.47       | 5.86%  | 5.59%  | -0.27%    | 2.89       |
|            | NTM1   | 9.98     | 4.47     | -5.51       | 5.11%  | 2.16%  | -2.95%    | 3.73       |
|            | TPT1   | 6.12     | 3.98     | -2.14       | 12.96% | 5.37%  | -7.59%    | 4.44       |
|            | TDI1   | 7.17     | 3.97     | -3.20       | 6.04%  | 10.11% | 4.08%     | 3.14       |
|            | ODM1   | 9.12     | 3.68     | -5.44       | 5.49%  | 5.30%  | -0.18%    | 3.32       |
|            | USL1   | 14.42    | 3.63     | -10.78      | 5.89%  | 5.07%  | -0.82%    | 4.35       |
|            | ATG1   | 16.75    | 3.27     | -13.48      | 5.81%  | 5.47%  | -0.34%    | 5.62       |
|            | KKD3   | 10.40    | 3.14     | -7.25       | 7.63%  | 10.11% | 2.48%     | 4.44       |
|            | TEN1   | 12.51    | 3.08     | -9.44       | 2.73%  | 4.79%  | 2.07%     | 4.77       |
|            | PNV1   | 4.71     | 3.03     | -1.68       | 7.43%  | 4.41%  | -3.02%    | 2.13       |
|            | BTU1   | 10.42    | 2.76     | -7.65       | 4.50%  | 5.74%  | 1.24%     | 2.12       |
|            | PKM1   | 7.91     | 2.60     | -5.31       | 6.07%  | 5.04%  | -1.03%    | 2.13       |
|            | SGP1   | 8.15     | 2.37     | -5.77       | 4.61%  | 6.73%  | 2.12%     | 2.29       |
|            | TEN2   | 18.83    | 2.31     | -16.51      | 1.52%  | 5.88%  | 4.36%     | 4.82       |
|            | CMR1   | 9.38     | 2.11     | -7.27       | 4.52%  | 4.57%  | 0.06%     | 3.17       |
|            | DKI1   | 11.84    | 2.10     | -9.73       | 7.34%  | 5.98%  | -1.35%    | 4.79       |
|            | MDU3   | 14.91    | 2.08     | -12.83      | 1.77%  | 4.07%  | 2.31%     | 7.63       |
|            | SVG1   | 16.95    | 1.97     | -14.98      | 3.86%  | 2.26%  | -1.59%    | 5.25       |
|            | MNM1   | 9.40     | 1.82     | -7.58       | 6.36%  | 8.99%  | 2.63%     | 3.14       |
|            | MDU4   | 12.51    | 1.24     | -11.27      | 5.76%  | 2.49%  | -3.27%    | 4.82       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-03    | MDU5   | 9.74     | 0.79     | -8.95       | 7.83%  | 4.06%  | -3.77%    | 4.37       |
|             | KKD2   | 1.29     | 0.30     | -0.99       | 12.44% | 7.52%  | -4.92%    | 3.04       |
|             | Total  | 539.83   | 221.22   | -318.61     | 5.07%  | 4.93%  | -0.14%    | 199.30     |
| WEST-01     |        |          |          |             |        |        |           |            |
|             | CBE2   | 45.94    | 33.07    | -12.87      | 4.47%  | 4.21%  | -0.26%    | 20.04      |
|             | TPR2   | 22.55    | 18.51    | -4.04       | 5.78%  | 4.74%  | -1.03%    | 8.20       |
|             | GBM1   | 12.20    | 12.39    | 0.19        | 4.61%  | 3.28%  | -1.33%    | 3.00       |
|             | PLI1   | 10.96    | 11.80    | 0.84        | 8.36%  | 7.51%  | -0.84%    | 7.09       |
|             | SYM2   | 7.52     | 9.31     | 1.78        | 8.56%  | 6.33%  | -2.23%    | 3.71       |
|             | AVI1   | 12.96    | 8.75     | -4.22       | 6.73%  | 6.29%  | -0.44%    | 3.21       |
|             | DPM2   | 10.93    | 8.66     | -2.26       | 7.92%  | 6.86%  | -1.06%    | 4.42       |
|             | KGM1   | 8.05     | 8.37     | 0.31        | 8.89%  | 7.44%  | -1.46%    | 2.18       |
|             | MPM1   | 12.88    | 8.20     | -4.68       | 8.24%  | 7.67%  | -0.57%    | 3.51       |
|             | TPR1   | 17.58    | 8.02     | -9.56       | 6.29%  | 6.17%  | -0.12%    | 6.77       |
|             | PPI1   | 10.79    | 7.71     | -3.08       | 8.95%  | 6.57%  | -2.38%    | 2.49       |
|             | KMR1   | 18.72    | 7.63     | -11.09      | 7.13%  | 9.49%  | 2.36%     | 7.82       |
|             | TPR4   | 12.09    | 7.10     | -4.99       | 6.44%  | 8.86%  | 2.42%     | 2.15       |
|             | GDR1   | 10.56    | 6.20     | -4.35       | 6.61%  | 5.76%  | -0.85%    | 3.54       |
|             | UMP1   | 5.47     | 5.91     | 0.44        | 7.77%  | 6.28%  | -1.49%    | 4.24       |
|             | PDM1   | 8.50     | 5.73     | -2.78       | 9.61%  | 6.73%  | -2.88%    | 2.26       |
|             | CBE4   | 14.01    | 5.27     | -8.74       | 9.85%  | 8.35%  | -1.50%    | 6.76       |
|             | KGI1   | 9.67     | 4.89     | -4.77       | 5.90%  | 4.12%  | -1.77%    | 4.04       |
|             | ANR1   | 3.66     | 3.89     | 0.22        | 8.89%  | 7.19%  | -1.70%    | 1.07       |
|             | TPR3   | 10.91    | 3.85     | -7.06       | 8.97%  | 12.54% | 3.58%     | 3.20       |
|             | SUL1   | 11.91    | 3.66     | -8.25       | 9.73%  | 9.50%  | -0.23%    | 3.25       |
|             | CBE5   | 5.32     | 3.61     | -1.72       | 10.53% | 10.01% | -0.52%    | 2.91       |
|             | SNR1   | 10.99    | 2.99     | -8.00       | 8.56%  | 3.41%  | -5.15%    | 4.46       |
|             | UAM1   | 12.34    | 2.19     | -10.15      | 6.14%  | 8.63%  | 2.49%     | 8.13       |
|             | CBE6   | 10.63    | 1.99     | -8.64       | 8.23%  | 12.55% | 4.32%     | 4.20       |
|             | CNR1   | 7.93     | 1.93     | -6.00       | 6.73%  | 9.12%  | 2.39%     | 3.12       |
|             | KMD1   | 7.20     | 1.74     | -5.46       | 9.90%  | 9.63%  | -0.27%    | 1.88       |
|             | CBE1   | 6.86     | 1.61     | -5.25       | 8.03%  | 7.90%  | -0.13%    | 3.35       |
|             | CBE3   | 3.40     |          | -3.40       | 10.24% | #Error | #Error    | 2.16       |
|             | Total  | 342.55   | 204.98   | -137.58     | 7.24%  | 6.41%  | -0.83%    | 133.15     |
| SOUTH ARCOT |        |          |          |             |        |        |           |            |
|             | SJI2   | 19.32    | 17.84    | -1.48       | 7.19%  | 5.35%  | -1.84%    | 5.60       |
|             | KLM1   | 13.90    | 15.62    | 1.72        | 9.60%  | 7.60%  | -2.00%    | 5.55       |
|             | TRK1   | 20.08    | 11.55    | -8.53       | 7.07%  | 8.36%  | 1.29%     | 7.10       |
|             | TDM1   | 12.92    | 11.09    | -1.82       | 6.61%  | 6.35%  | -0.27%    | 4.93       |
|             | ULP1   | 13.77    | 10.36    | -3.40       | 8.59%  | 6.71%  | -1.88%    | 5.59       |
|             | NVL2   | 11.25    | 9.99     | -1.26       | 10.88% | 6.55%  | -4.33%    | 6.59       |
|             | VPM2   | 12.24    | 9.76     | -2.49       | 5.79%  | 5.51%  | -0.28%    | 5.52       |
|             | CUD1   | 23.26    | 9.09     | -14.17      | 6.96%  | 9.35%  | 2.40%     | 10.84      |
|             | KKI2   | 18.29    | 8.61     | -9.68       | 6.67%  | 6.65%  | -0.02%    | 7.33       |
|             | CDM1   | 14.67    | 6.11     | -8.56       | 6.21%  | 1.76%  | -4.44%    | 8.22       |
|             | POY2   | 14.90    | 5.79     | -9.10       | 6.02%  | 6.58%  | 0.56%     | 8.53       |
|             | POY1   | 13.56    | 5.79     | -7.77       | 7.52%  | 7.50%  | -0.02%    | 9.54       |
|             | PRT1   | 11.89    | 5.47     | -6.42       | 7.66%  | 7.87%  | 0.21%     | 4.49       |
|             | TVM1   | 5.97     | 5.22     | -0.75       | 6.54%  | 2.88%  | -3.66%    | 3.43       |
|             | MKM1   | 8.28     | 5.02     | -3.26       | 8.01%  | 8.68%  | 0.66%     | 2.52       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH ARCOT | TVM2   | 7.57     | 3.50     | -4.07       | 5.00%  | 6.53%  | 1.53%     | 5.13       |
|             | STP1   | 10.20    | 2.61     | -7.59       | 6.97%  | 8.64%  | 1.67%     | 2.50       |
|             | KML1   | 8.47     | 2.38     | -6.08       | 7.80%  | 4.41%  | -3.39%    | 3.15       |
|             | VPM1   | 4.89     | 1.99     | -2.90       | 8.54%  | 9.69%  | 1.15%     | 2.23       |
|             | VCM1   | 6.55     | 1.94     | -4.60       | 7.35%  | 5.36%  | -1.99%    | 3.45       |
|             | Total  | 251.97   | 149.75   | -102.22     | 7.30%  | 6.62%  | -0.68%    | 112.23     |
| TRICHY-01   | TRY1   | 61.00    | 21.37    | -39.63      | 3.57%  | 0.85%  | -2.72%    | 33.33      |
|             | TYR1   | 21.37    | 13.98    | -7.39       | 2.28%  | 3.04%  | 0.76%     | 6.67       |
|             | PBR2   | 26.36    | 10.88    | -15.48      | 6.10%  | 5.11%  | -0.99%    | 10.50      |
|             | TRY4   | 26.74    | 8.29     | -18.45      | 4.80%  | 5.60%  | 0.80%     | 2.04       |
|             | MSI1   | 14.09    | 8.16     | -5.93       | 7.73%  | 3.89%  | -3.84%    | 4.33       |
|             | TNJ1   | 17.79    | 7.09     | -10.70      | 5.85%  | 2.05%  | -3.79%    | 10.30      |
|             | JKM1   | 17.72    | 6.86     | -10.85      | 4.19%  | 3.85%  | -0.34%    | 5.52       |
|             | KUM1   | 11.44    | 6.68     | -4.76       | 6.91%  | 7.11%  | 0.20%     | 9.02       |
|             | TRY3   | 16.76    | 6.62     | -10.13      | 5.21%  | 0.57%  | -4.64%    | 4.34       |
|             | TNJ2   | 16.74    | 5.82     | -10.92      | 4.62%  | 6.05%  | 1.43%     | 8.13       |
|             | KRN1   | 14.73    | 5.12     | -9.61       | 7.34%  | 7.19%  | -0.15%    | 3.06       |
|             | MVM1   | 22.68    | 4.75     | -17.93      | 6.96%  | 8.61%  | 1.66%     | 6.98       |
|             | NCK1   | 5.04     | 4.29     | -0.75       | 8.09%  | 8.73%  | 0.63%     | 2.82       |
|             | PDK1   | 7.22     | 3.58     | -3.64       | 7.11%  | 5.27%  | -1.84%    | 3.52       |
|             | PBR1   | 10.88    | 3.53     | -7.34       | 1.74%  | 5.18%  | 3.45%     | 3.26       |
|             | TVR2   | 21.75    | 2.89     | -18.86      | 4.99%  | 0.64%  | -4.35%    | 6.14       |
|             | MDI1   | 20.65    | 2.74     | -17.91      | 5.81%  | 3.25%  | -2.56%    | 4.81       |
|             | NMM1   | 12.93    | 2.42     | -10.51      | 5.96%  | 1.81%  | -4.15%    | 3.69       |
|             | PTK1   | 10.62    | 2.26     | -8.36       | 6.36%  | 1.99%  | -4.37%    | 7.39       |
|             | NGT1   | 13.46    | 2.16     | -11.30      | 6.43%  | 6.87%  | 0.45%     | 5.62       |
|             | TTP1   | 16.46    | 1.85     | -14.61      | 7.29%  | 7.05%  | -0.24%    | 5.71       |
|             | ORU1   | 8.00     | 1.71     | -6.29       | 7.35%  | 4.09%  | -3.26%    | 3.09       |
|             | TRY2   | 5.26     | 1.44     | -3.82       | 5.09%  | 5.65%  | 0.57%     | 3.04       |
|             | AYR1   | 12.74    | 0.82     | -11.93      | 5.33%  | 4.32%  | -1.01%    | 4.33       |
|             | APM1   | 3.99     | 0.60     | -3.39       | 8.54%  | 2.74%  | -5.81%    | 2.20       |
|             | TVR1   | 7.44     | 0.52     | -6.92       | 7.72%  | 8.23%  | 0.50%     | 2.36       |
|             | KIK1   | 8.03     | 0.47     | -7.56       | 8.80%  | 4.94%  | -3.86%    | 3.51       |
|             | Total  | 431.90   | 136.91   | -294.99     | 5.46%  | 4.01%  | -1.45%    | 165.70     |
| KL-SOUTH    | TVP1   | 9.37     | 6.87     | -2.50       | 7.21%  | 8.48%  | 1.27%     | 8.20       |
|             | PAS1   | 6.19     | 4.46     | -1.73       | 5.55%  | 9.85%  | 4.30%     | 3.29       |
|             | KLR1   | 1.61     | 1.57     | -0.05       | 9.46%  | 5.78%  | -3.68%    | 2.66       |
|             | Total  | 17.17    | 12.90    | -4.27       | 6.82%  | 8.63%  | 1.80%     | 14.15      |
| OTHERS      | CZWH   |          | 2.34     | 2.34        | #Error | -4.97% | #Error    | 0.00       |
|             | Total  |          | 2.34     | 2.34        | #Error | -4.97% | #Error    | 0.00       |
|             | Total  | 3914.82  | 2318.90  | -1595.91    | 6.36%  | 6.26%  | -0.10%    | 1558.53    |