



# TN-Daily Sales Performance As on 23-07-2025 11:55:44 PM

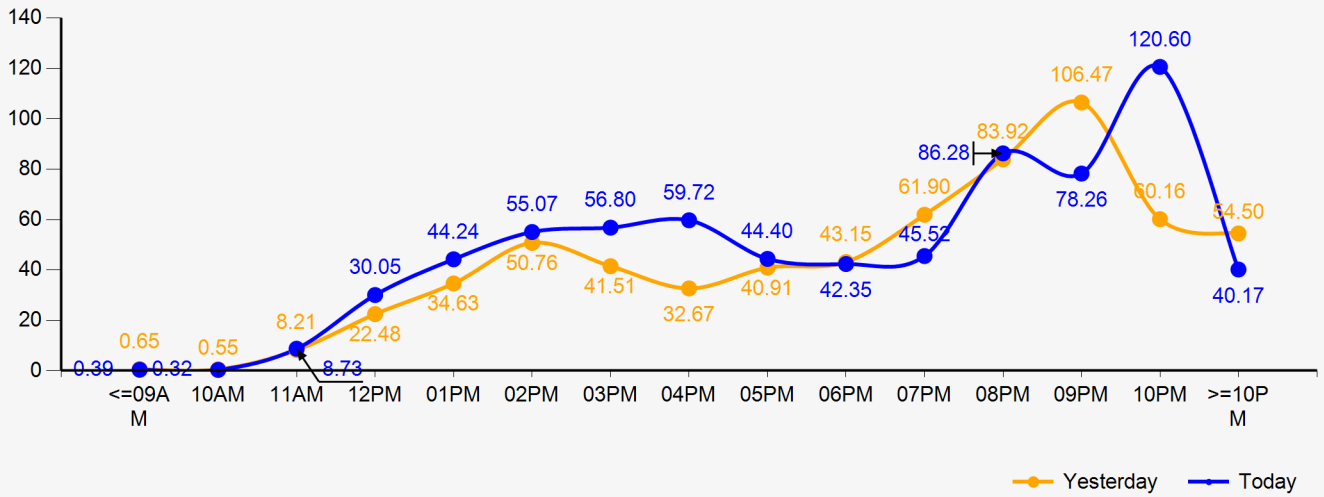
YD Sales : 642.45 L    YD Order: 6.46 L

YD GP%: 7.23%

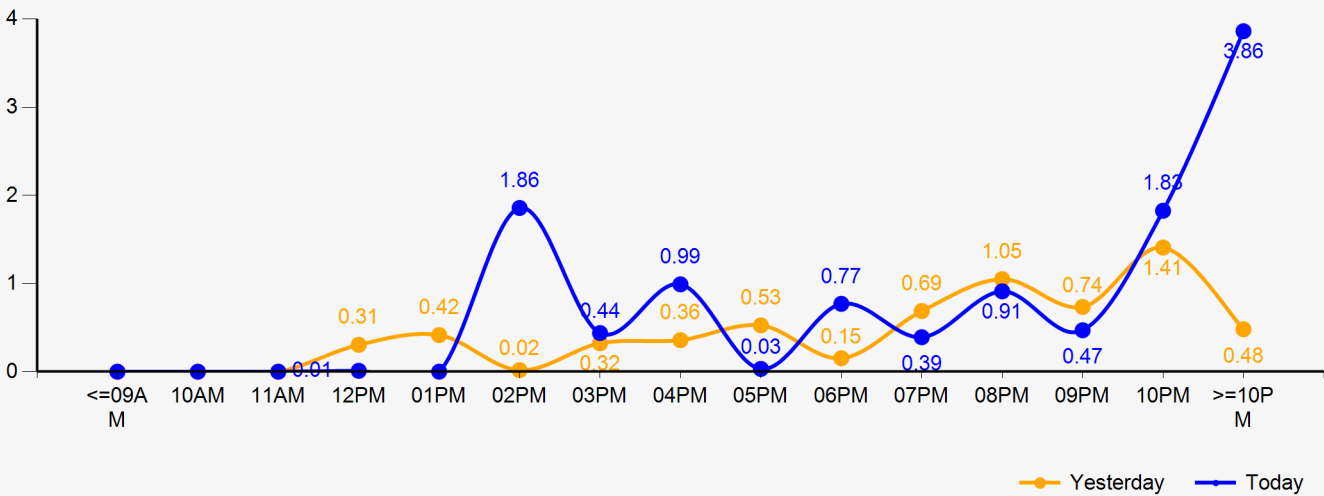
TD Sales : 712.92 L    TD Order: 11.56 L

TD GP%: 7.83%

### 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    | 105.11   | 130.32   | 25.20       | 6.91%  | 7.37%  | 0.46%     | 166.52     |
| TRICHY-01   | 75.18    | 89.77    | 14.58       | 7.49%  | 7.98%  | 0.49%     | 107.99     |
| SOUTH-03    | 67.35    | 87.83    | 20.48       | 8.84%  | 10.55% | 1.71%     | 113.02     |
| CHENNAI-02  | 76.57    | 77.50    | 0.93        | 7.56%  | 6.19%  | -1.37%    | 121.13     |
| NORTH ARCOT | 52.54    | 76.76    | 24.22       | 7.98%  | 7.74%  | -0.24%    | 73.90      |
| CHENNAI-01  | 85.90    | 71.12    | -14.78      | 8.98%  | 7.45%  | -1.53%    | 125.57     |
| WEST-02     | 55.65    | 63.19    | 7.54        | 7.68%  | 9.44%  | 1.76%     | 93.01      |
| SOUTH ARCOT | 41.95    | 62.96    | 21.01       | 8.05%  | 7.66%  | -0.39%    | 65.47      |
| WEST-01     | 48.25    | 47.16    | -1.09       | 8.63%  | 9.22%  | 0.59%     | 71.36      |
| KL-SOUTH    | 4.82     | 5.46     | 0.63        | 8.28%  | 4.81%  | -3.47%    | 8.56       |
| OTHERS      | 35.59    | 12.41    | -23.18      | -5.19% | -6.20% | -1.01%    | 0.00       |
| Total       | 648.91   | 724.48   | 75.56       | 7.23%  | 7.83%  | 0.60%     | 946.54     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-01   | TKS1   | 2.70     | 36.89    | 34.20       | 9.42%  | 6.98%  | -2.44%    | 6.32       |
|            | TVL1   | 5.12     | 11.25    | 6.13        | 10.93% | 6.27%  | -4.67%    | 17.02      |
|            | TUT1   | 9.50     | 8.15     | -1.36       | 6.65%  | 9.02%  | 2.37%     | 18.80      |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-01   | MAR1   | 11.52    | 7.08     | -4.44       | 0.91%  | -5.81% | -6.71%    | 8.83       |
|            | NGR1   | 6.38     | 5.92     | -0.46       | 7.79%  | 4.65%  | -3.14%    | 10.85      |
|            | VL1    | 4.33     | 5.43     | 1.10        | 1.60%  | 6.34%  | 4.74%     | 5.77       |
|            | KVT1   | 5.62     | 5.39     | -0.23       | 5.55%  | 12.63% | 7.07%     | 7.82       |
|            | TUT2   | 5.77     | 4.97     | -0.79       | 7.86%  | 8.36%  | 0.50%     | 6.82       |
|            | TKS2   | 4.05     | 4.36     | 0.31        | 6.05%  | 5.21%  | -0.84%    | 7.15       |
|            | VNR2   | 7.83     | 4.28     | -3.55       | 9.95%  | 9.25%  | -0.71%    | 7.56       |
|            | RPM1   | 4.12     | 3.80     | -0.32       | 5.00%  | 8.38%  | 3.38%     | 4.04       |
|            | RND1   | 4.48     | 3.26     | -1.22       | 8.34%  | 11.04% | 2.70%     | 7.44       |
|            | PKD1   | 2.69     | 2.96     | 0.27        | 8.52%  | 11.98% | 3.46%     | 4.42       |
|            | TKY1   | 1.73     | 2.28     | 0.55        | 6.13%  | 7.92%  | 1.79%     | 3.28       |
|            | SDI1   | 0.80     | 2.23     | 1.43        | 11.37% | 8.69%  | -2.68%    | 1.89       |
|            | SVK1   | 3.34     | 2.07     | -1.27       | 7.73%  | 14.54% | 6.81%     | 4.58       |
|            | ASM1   | 1.55     | 1.85     | 0.30        | 8.60%  | 11.88% | 3.28%     | 2.06       |
|            | APK1   | 3.06     | 1.79     | -1.27       | 7.81%  | 11.35% | 3.54%     | 3.83       |
|            | MMT1   | 1.70     | 1.60     | -0.10       | 7.08%  | 9.50%  | 2.42%     | 2.84       |
|            | STU2   | 1.47     | 1.52     | 0.05        | 6.23%  | 9.70%  | 3.46%     | 1.92       |
|            | PDI1   | 2.35     | 1.39     | -0.96       | 7.84%  | 6.61%  | -1.23%    | 2.13       |
|            | SNL1   | 1.74     | 1.27     | -0.47       | 8.53%  | 6.94%  | -1.59%    | 2.69       |
|            | ERL1   | 0.91     | 1.19     | 0.29        | 15.55% | 14.71% | -0.83%    | 2.34       |
|            | SGT1   | 0.69     | 1.18     | 0.48        | 11.21% | 4.24%  | -6.97%    | 1.87       |
|            | TYI1   | 0.82     | 1.06     | 0.24        | 12.94% | 10.23% | -2.71%    | 1.49       |
|            | VNR1   | 1.62     | 1.03     | -0.59       | 9.39%  | 7.55%  | -1.84%    | 2.55       |
|            | TCN1   | 2.29     | 0.94     | -1.35       | 8.50%  | 17.48% | 8.98%     | 4.05       |
|            | KGL1   | 1.09     | 0.86     | -0.23       | 4.60%  | 2.27%  | -2.33%    | 2.39       |
|            | ARM1   | 0.75     | 0.75     |             | 8.24%  | -0.10% | -8.34%    | 1.58       |
|            | UDN1   | 0.87     | 0.75     | -0.12       | 9.34%  | 15.04% | 5.71%     | 2.91       |
|            | KSM1   | 1.82     | 0.65     | -1.17       | 5.33%  | 4.77%  | -0.57%    | 1.36       |
|            | TVL2   | 1.32     | 0.64     | -0.68       | 4.39%  | 9.59%  | 5.21%     | 1.89       |
|            | COL1   | 0.21     | 0.58     | 0.37        | 11.95% | 18.26% | 6.32%     | 1.53       |
|            | KYR1   | 0.53     | 0.50     | -0.04       | 12.81% | 12.18% | -0.63%    | 2.33       |
|            | VKM1   | 0.33     | 0.47     | 0.14        | 19.33% | 18.26% | -1.08%    | 2.16       |
|            | Total  | 105.11   | 130.32   | 25.20       | 6.91%  | 7.37%  | 0.46%     | 166.52     |
| TRICHY-01  |        |          |          |             |        |        |           |            |
|            | TRY1   | 9.25     | 14.26    | 5.01        | 8.38%  | 8.41%  | 0.03%     | 24.04      |
|            | PBR2   | 6.80     | 10.70    | 3.90        | 7.20%  | 7.31%  | 0.12%     | 6.32       |
|            | TNJ1   | 4.77     | 6.73     | 1.96        | 7.77%  | 5.34%  | -2.43%    | 6.84       |
|            | MDI1   | 2.57     | 6.12     | 3.55        | 7.12%  | 6.27%  | -0.84%    | 3.35       |
|            | MVM1   | 3.62     | 5.51     | 1.89        | 11.02% | 6.92%  | -4.10%    | 4.50       |
|            | TVR2   | 5.29     | 5.06     | -0.23       | 4.74%  | 6.33%  | 1.58%     | 4.21       |
|            | TNJ2   | 2.42     | 3.87     | 1.46        | 7.88%  | 10.01% | 2.14%     | 5.11       |
|            | KIK1   | 1.88     | 3.82     | 1.94        | 7.45%  | 10.06% | 2.61%     | 2.31       |
|            | PTK1   | 5.89     | 3.45     | -2.43       | 7.30%  | 8.46%  | 1.15%     | 4.55       |
|            | KUM1   | 5.26     | 3.09     | -2.17       | 7.33%  | 9.16%  | 1.83%     | 6.36       |
|            | JKM1   | 1.47     | 2.75     | 1.28        | 9.85%  | 11.29% | 1.44%     | 3.05       |
|            | ORU1   | 2.33     | 2.45     | 0.12        | 6.88%  | 7.69%  | 0.81%     | 2.02       |
|            | NGT1   | 3.93     | 2.38     | -1.55       | 7.92%  | 9.73%  | 1.81%     | 3.75       |
|            | AYR1   | 1.62     | 2.05     | 0.43        | 8.16%  | 11.43% | 3.26%     | 2.15       |
|            | MSI1   | 2.51     | 1.90     | -0.61       | 6.68%  | 7.01%  | 0.33%     | 3.31       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| TRICHY-01  | TRY3   | 1.81     | 1.89     | 0.09        | 7.27%  | 5.79%  | -1.48%    | 4.48       |
|            | PBR1   | 1.48     | 1.89     | 0.41        | 10.09% | 9.90%  | -0.19%    | 2.08       |
|            | TYR1   | 2.16     | 1.64     | -0.52       | 6.73%  | 5.28%  | -1.45%    | 3.22       |
|            | NCK1   | 1.07     | 1.62     | 0.55        | 5.52%  | 9.58%  | 4.06%     | 1.60       |
|            | TTP1   | 2.83     | 1.51     | -1.32       | 6.40%  | 2.59%  | -3.80%    | 3.10       |
|            | NMM1   | 0.70     | 1.40     | 0.70        | 9.43%  | 11.32% | 1.89%     | 2.24       |
|            | KRN1   | 1.14     | 1.30     | 0.16        | 3.80%  | 9.79%  | 5.99%     | 1.59       |
|            | PDK1   | 2.42     | 1.19     | -1.23       | 6.12%  | 15.66% | 9.54%     | 1.62       |
|            | TVR1   | 0.92     | 1.12     | 0.20        | 5.44%  | 6.52%  | 1.08%     | 1.63       |
|            | TRY2   | 0.31     | 1.10     | 0.79        | 15.67% | 6.19%  | -9.48%    | 2.33       |
|            | APM1   | 0.74     | 0.95     | 0.21        | 10.97% | 10.64% | -0.32%    | 2.23       |
|            | Total  | 75.18    | 89.77    | 14.58       | 7.49%  | 7.98%  | 0.49%     | 107.99     |
|            |        |          |          |             |        |        |           |            |
| SOUTH-03   | MDU1   | 6.58     | 23.56    | 16.98       | 9.33%  | 10.86% | 1.53%     | 12.64      |
|            | ATG1   | 1.62     | 5.99     | 4.36        | 7.25%  | 3.45%  | -3.80%    | 3.55       |
|            | DGL1   | 4.08     | 4.89     | 0.81        | 10.96% | 11.98% | 1.02%     | 7.52       |
|            | DKI1   | 2.10     | 3.67     | 1.58        | 8.13%  | 11.27% | 3.14%     | 3.13       |
|            | SGP1   | 0.62     | 3.12     | 2.50        | 11.64% | 13.78% | 2.14%     | 1.64       |
|            | MPA1   | 4.47     | 3.09     | -1.37       | 3.41%  | 11.16% | 7.76%     | 2.79       |
|            | TPT1   | 3.12     | 3.05     | -0.07       | 12.20% | 14.45% | 2.25%     | 2.78       |
|            | MDU2   | 4.22     | 2.85     | -1.37       | 6.76%  | 9.39%  | 2.63%     | 6.24       |
|            | SVG1   | 1.26     | 2.45     | 1.19        | 13.73% | 15.08% | 1.35%     | 2.92       |
|            | DGL2   | 1.40     | 2.43     | 1.03        | 12.05% | 7.65%  | -4.40%    | 3.14       |
|            | TMM1   | 2.47     | 2.17     | -0.30       | 3.98%  | 11.36% | 7.39%     | 4.41       |
|            | TEN2   | 1.32     | 2.00     | 0.68        | 13.24% | 12.12% | -1.12%    | 3.28       |
|            | KKD2   | 1.26     | 1.75     | 0.49        | 16.20% | 15.93% | -0.27%    | 2.68       |
|            | MDU3   | 3.20     | 1.69     | -1.51       | 5.07%  | 7.35%  | 2.28%     | 3.58       |
|            | MDU6   | 4.25     | 1.68     | -2.57       | 7.70%  | 4.96%  | -2.74%    | 5.56       |
|            | BNR1   | 1.97     | 1.63     | -0.34       | 7.24%  | 9.84%  | 2.60%     | 2.25       |
|            | TDI1   | 1.57     | 1.59     | 0.02        | 7.93%  | 12.14% | 4.21%     | 3.19       |
|            | PNI1   | 0.86     | 1.37     | 0.51        | 6.17%  | 13.73% | 7.56%     | 1.75       |
|            | TEN1   | 1.31     | 1.36     | 0.04        | 8.22%  | 8.84%  | 0.62%     | 2.91       |
|            | USL1   | 1.18     | 1.33     | 0.15        | 12.11% | 8.51%  | -3.61%    | 2.28       |
|            | ADP1   | 0.86     | 1.33     | 0.47        | 11.43% | 9.44%  | -1.99%    | 2.03       |
|            | CBM1   | 2.00     | 1.31     | -0.69       | 8.09%  | 9.61%  | 1.52%     | 3.50       |
|            | MDU4   | 1.27     | 1.30     | 0.03        | 8.35%  | 10.80% | 2.46%     | 3.13       |
|            | NTM1   | 1.62     | 1.27     | -0.35       | 3.06%  | 10.10% | 7.04%     | 2.22       |
|            | PNV1   | 0.67     | 1.23     | 0.56        | 9.95%  | 9.31%  | -0.64%    | 1.52       |
|            | MDU5   | 1.03     | 1.20     | 0.17        | 11.75% | 15.19% | 3.44%     | 2.64       |
|            | PVI1   | 2.11     | 1.20     | -0.91       | 13.91% | 11.67% | -2.24%    | 2.57       |
|            | NKI1   | 1.05     | 1.18     | 0.13        | 13.33% | 8.07%  | -5.26%    | 2.04       |
|            | MLR1   | 1.30     | 1.01     | -0.29       | 7.85%  | 11.38% | 3.53%     | 2.35       |
|            | KPT1   | 1.34     | 0.91     | -0.43       | 12.60% | 13.76% | 1.16%     | 1.97       |
|            | BTU1   | 0.34     | 0.87     | 0.54        | 17.11% | 10.14% | -6.97%    | 1.34       |
|            | CMR1   | 1.02     | 0.80     | -0.22       | 7.03%  | 5.47%  | -1.55%    | 1.81       |
|            | PKM1   | 0.92     | 0.76     | -0.15       | 8.60%  | 7.84%  | -0.77%    | 1.46       |
|            | KRR1   | 0.32     | 0.75     | 0.43        | 14.90% | 14.53% | -0.37%    | 2.40       |
|            | MNM1   | 1.63     | 0.62     | -1.01       | 10.62% | 15.94% | 5.32%     | 1.89       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-03    | ODM1   | 0.99     | 0.41     | -0.58       | 9.53%  | 5.00%  | -4.54%    | 1.93       |
|             | Total  | 67.35    | 87.83    | 20.48       | 8.84%  | 10.55% | 1.71%     | 113.02     |
| CHENNAI-02  |        |          |          |             |        |        |           |            |
|             | CH03   | 6.40     | 9.59     | 3.19        | 8.72%  | 7.07%  | -1.65%    | 12.27      |
|             | CH21   | 7.12     | 7.02     | -0.10       | 5.31%  | 4.57%  | -0.74%    | 8.32       |
|             | CH15   | 7.92     | 5.66     | -2.26       | 7.21%  | 0.82%  | -6.39%    | 12.63      |
|             | CH41   | 2.58     | 4.63     | 2.05        | 5.05%  | 6.06%  | 1.01%     | 3.99       |
|             | CH20   | 4.95     | 4.12     | -0.84       | 9.38%  | 5.07%  | -4.31%    | 6.28       |
|             | CH09   | 1.91     | 4.00     | 2.09        | 7.33%  | 10.04% | 2.71%     | 4.81       |
|             | CH44   | 1.70     | 4.00     | 2.29        | 5.53%  | 7.08%  | 1.55%     | 3.82       |
|             | CH18   | 2.51     | 3.20     | 0.70        | 7.74%  | 8.42%  | 0.68%     | 6.28       |
|             | CH06   | 3.69     | 3.12     | -0.56       | 8.30%  | 9.59%  | 1.29%     | 4.91       |
|             | CH43   | 1.32     | 2.87     | 1.55        | 17.41% | 7.63%  | -9.78%    | 3.56       |
|             | MJR1   | 4.90     | 2.82     | -2.07       | 8.98%  | 6.77%  | -2.21%    | 6.29       |
|             | CH12   | 5.00     | 2.72     | -2.28       | 7.55%  | 10.87% | 3.32%     | 6.06       |
|             | CH46   | 1.16     | 2.60     | 1.44        | 10.57% | 2.84%  | -7.73%    | 1.91       |
|             | UKI1   | 4.33     | 2.24     | -2.09       | 6.00%  | 7.11%  | 1.11%     | 2.96       |
|             | CH33   | 1.89     | 2.16     | 0.28        | 10.57% | 8.93%  | -1.64%    | 4.33       |
|             | PON1   | 1.36     | 2.12     | 0.76        | 4.19%  | 7.35%  | 3.15%     | 2.45       |
|             | MC06   | 1.44     | 2.09     | 0.65        | 6.05%  | 4.49%  | -1.56%    | 1.56       |
|             | CH34   | 4.06     | 2.08     | -1.97       | 5.99%  | 10.32% | 4.33%     | 5.75       |
|             | GPD1   | 1.10     | 1.84     | 0.74        | 8.46%  | 3.69%  | -4.77%    | 3.70       |
|             | CH24   | 1.59     | 1.74     | 0.14        | 9.14%  | 4.72%  | -4.42%    | 4.32       |
|             | CH23   | 0.56     | 1.53     | 0.97        | 7.10%  | 3.99%  | -3.11%    | 1.84       |
|             | MC05   | 1.14     | 1.33     | 0.19        | 3.90%  | 2.86%  | -1.03%    | 1.89       |
|             | CH31   | 2.33     | 1.02     | -1.31       | 2.48%  | 1.21%  | -1.27%    | 1.84       |
|             | CH27   | 1.44     | 0.90     | -0.54       | 10.38% | 4.11%  | -6.27%    | 1.68       |
|             | CH36   | 1.03     | 0.78     | -0.25       | 9.51%  | -4.04% | -13.55%   | 2.75       |
|             | CH17   | 2.16     | 0.65     | -1.51       | 12.16% | 16.67% | 4.51%     | 2.73       |
|             | CH01   | 0.01     | 0.53     | 0.52        | 27.07% | 4.67%  | -22.40%   | 0.36       |
|             | MC08   | 0.21     | 0.13     | -0.08       | 3.93%  | 6.75%  | 2.82%     | 0.66       |
|             | CH32   | 0.75     | 0.01     | -0.73       | 4.75%  | 17.32% | 12.57%    | 1.17       |
|             | Total  | 76.57    | 77.50    | 0.93        | 7.56%  | 6.19%  | -1.37%    | 121.13     |
| NORTH ARCOT |        |          |          |             |        |        |           |            |
|             | KPM2   | 3.53     | 10.81    | 7.28        | 6.63%  | 6.82%  | 0.19%     | 7.97       |
|             | WJD1   | 1.70     | 10.30    | 8.60        | 9.48%  | 11.31% | 1.84%     | 2.89       |
|             | TRR1   | 5.24     | 7.07     | 1.83        | 4.17%  | 8.42%  | 4.26%     | 5.35       |
|             | VEL1   | 1.75     | 4.67     | 2.92        | 9.40%  | 5.03%  | -4.37%    | 6.57       |
|             | SBR1   | 2.65     | 4.24     | 1.60        | 10.06% | 10.83% | 0.77%     | 3.68       |
|             | VEL2   | 5.21     | 3.76     | -1.45       | 6.89%  | 6.91%  | 0.02%     | 4.58       |
|             | AKM1   | 1.11     | 3.70     | 2.58        | 12.51% | 5.04%  | -7.46%    | 3.02       |
|             | ARC2   | 3.02     | 3.13     | 0.11        | 8.26%  | 4.45%  | -3.81%    | 2.30       |
|             | CGM1   | 2.71     | 3.02     | 0.31        | 7.96%  | 8.21%  | 0.25%     | 2.51       |
|             | GDM1   | 2.54     | 2.48     | -0.06       | 5.70%  | 9.89%  | 4.19%     | 2.27       |
|             | TRL1   | 1.64     | 2.40     | 0.77        | 9.41%  | 6.52%  | -2.89%    | 5.09       |
|             | TRT1   | 1.13     | 2.05     | 0.92        | 15.77% | 7.37%  | -8.41%    | 2.24       |
|             | CYR1   | 0.92     | 2.03     | 1.11        | 12.07% | 7.96%  | -4.11%    | 1.79       |
|             | ABR1   | 2.78     | 1.94     | -0.84       | 7.76%  | 6.49%  | -1.26%    | 2.79       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| NORTH ARCOT | WJP1   | 1.38     | 1.82     | 0.44        | 6.53%  | 2.73%  | -3.81%    | 1.97       |
|             | SLG1   | 0.63     | 1.79     | 1.16        | 8.64%  | 5.53%  | -3.10%    | 1.72       |
|             | BGR1   | 1.40     | 1.70     | 0.30        | 14.30% | 7.59%  | -6.72%    | 1.85       |
|             | UGI1   | 1.91     | 1.62     | -0.29       | 13.08% | 10.52% | -2.56%    | 1.73       |
|             | CPT1   | 1.04     | 1.55     | 0.52        | 8.57%  | 4.26%  | -4.32%    | 1.31       |
|             | VNB1   | 2.54     | 1.53     | -1.01       | 7.15%  | 5.94%  | -1.21%    | 1.75       |
|             | KPM1   | 0.51     | 1.48     | 0.98        | 9.53%  | 9.14%  | -0.39%    | 3.35       |
|             | VSI1   | 3.06     | 1.38     | -1.68       | 5.93%  | 9.97%  | 4.05%     | 2.80       |
|             | ANI1   | 1.86     | 1.31     | -0.55       | 7.92%  | 5.95%  | -1.96%    | 1.63       |
|             | PLR1   | 0.93     | 0.95     | 0.01        | 4.84%  | 12.12% | 7.28%     | 1.51       |
|             | PTU1   | 1.35     | 0.04     | -1.32       | 6.92%  | 17.11% | 10.19%    | 1.23       |
|             | Total  | 52.54    | 76.76    | 24.22       | 7.98%  | 7.74%  | -0.24%    | 73.90      |
|             |        |          |          |             |        |        |           |            |
| CHENNAI-01  | CH19   | 3.18     | 5.77     | 2.59        | 10.30% | 0.93%  | -9.36%    | 6.15       |
|             | CH22   | 3.01     | 4.52     | 1.51        | 9.65%  | 9.28%  | -0.37%    | 4.44       |
|             | CH07   | 1.50     | 4.25     | 2.75        | 11.50% | 5.98%  | -5.52%    | 6.08       |
|             | CH16   | 4.28     | 4.23     | -0.05       | 9.57%  | 10.24% | 0.67%     | 9.04       |
|             | CH38   | 4.00     | 4.09     | 0.08        | 9.40%  | 1.06%  | -8.35%    | 3.09       |
|             | CH14   | 7.67     | 3.84     | -3.84       | 7.01%  | 8.22%  | 1.22%     | 8.99       |
|             | CH08   | 6.25     | 3.79     | -2.46       | 12.64% | 8.46%  | -4.17%    | 8.47       |
|             | CH30   | 4.56     | 3.79     | -0.77       | 9.81%  | 3.16%  | -6.66%    | 4.52       |
|             | CH05   | 5.99     | 3.69     | -2.30       | 8.93%  | 7.34%  | -1.60%    | 7.05       |
|             | CGL1   | 0.81     | 3.50     | 2.69        | 11.74% | 5.97%  | -5.77%    | 3.10       |
|             | CH48   | 2.66     | 3.11     | 0.44        | 7.66%  | 8.32%  | 0.66%     | 4.03       |
|             | CH45   | 3.83     | 3.04     | -0.80       | 7.58%  | 9.93%  | 2.35%     | 3.53       |
|             | MC02   | 0.86     | 2.46     | 1.59        | 2.12%  | 4.75%  | 2.62%     | 1.37       |
|             | GUD2   | 2.42     | 2.42     |             | 3.35%  | 8.87%  | 5.51%     | 3.55       |
|             | GUD1   | 2.82     | 2.22     | -0.60       | 9.12%  | 15.83% | 6.71%     | 4.08       |
|             | KNR1   | 2.98     | 1.98     | -1.00       | 8.01%  | 11.63% | 3.62%     | 3.15       |
|             | CH42   | 0.93     | 1.80     | 0.87        | 13.85% | 10.62% | -3.23%    | 5.62       |
|             | MRM1   | 2.34     | 1.60     | -0.74       | 9.30%  | 8.74%  | -0.56%    | 3.20       |
|             | CH11   | 1.78     | 1.54     | -0.24       | 13.12% | 5.13%  | -8.00%    | 3.97       |
|             | CH28   | 3.56     | 1.36     | -2.19       | 9.06%  | 14.32% | 5.26%     | 4.14       |
|             | CH39   | 2.62     | 1.30     | -1.32       | 9.04%  | 8.53%  | -0.52%    | 2.88       |
|             | TKM1   | 1.03     | 1.18     | 0.15        | 11.14% | 6.49%  | -4.65%    | 2.46       |
|             | AVD1   | 5.28     | 1.18     | -4.10       | 6.05%  | 13.57% | 7.52%     | 4.70       |
|             | CH26   | 0.28     | 1.09     | 0.81        | 8.40%  | 10.96% | 2.56%     | 1.77       |
|             | SKL1   | 2.48     | 0.93     | -1.55       | 12.34% | 11.26% | -1.08%    | 3.11       |
|             | CH35   | 2.76     | 0.71     | -2.05       | 12.11% | 11.09% | -1.02%    | 2.86       |
|             | CH29   | 0.13     | 0.57     | 0.44        | 10.19% | 5.68%  | -4.50%    | 2.60       |
|             | CH40   | 2.25     | 0.56     | -1.69       | 8.62%  | 11.18% | 2.55%     | 3.55       |
|             | MC10   | 2.67     | 0.41     | -2.26       | 4.77%  | 5.49%  | 0.72%     | 1.43       |
|             | MC09   | 0.54     | 0.16     | -0.38       | 5.06%  | 6.04%  | 0.98%     | 1.11       |
|             | CH37   | 0.42     | 0.03     | -0.39       | 9.58%  | 7.87%  | -1.72%    | 1.51       |
|             | Total  | 85.90    | 71.12    | -14.78      | 8.98%  | 7.45%  | -1.53%    | 125.57     |
|             |        |          |          |             |        |        |           |            |
| WEST-02     | HSR2   | 3.68     | 6.48     | 2.80        | 6.28%  | 6.15%  | -0.13%    | 5.20       |
|             | SLM1   | 4.74     | 6.23     | 1.49        | -0.14% | 6.48%  | 6.62%     | 8.06       |
|             | SLM3   | 1.38     | 4.11     | 2.73        | 11.92% | 7.80%  | -4.12%    | 4.06       |
|             | TRM1   | 2.56     | 3.67     | 1.11        | 9.52%  | 9.22%  | -0.29%    | 2.91       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| WEST-02     | ERD2   | 2.27     | 3.44     | 1.18        | 11.78% | 12.90% | 1.12%     | 4.06       |
|             | HSR1   | 2.10     | 3.34     | 1.24        | 1.03%  | 9.81%  | 8.78%     | 4.09       |
|             | OML1   | 1.86     | 3.14     | 1.28        | 10.67% | 9.00%  | -1.67%    | 2.48       |
|             | VPD1   | 2.30     | 2.55     | 0.25        | 8.90%  | 10.71% | 1.81%     | 3.58       |
|             | NKL2   | 2.72     | 2.52     | -0.19       | 8.94%  | 9.51%  | 0.57%     | 4.75       |
|             | KRI1   | 1.84     | 2.31     | 0.46        | 8.03%  | 11.44% | 3.40%     | 2.40       |
|             | MCR1   | 1.72     | 2.25     | 0.53        | 11.24% | 9.69%  | -1.56%    | 2.87       |
|             | MTR1   | 2.76     | 2.01     | -0.75       | 10.49% | 8.67%  | -1.82%    | 3.68       |
|             | ERD1   | 1.35     | 1.80     | 0.45        | 10.51% | 10.70% | 0.19%     | 4.51       |
|             | EDP1   | 0.65     | 1.60     | 0.95        | 3.31%  | -6.63% | -9.93%    | 1.70       |
|             | PLC1   | 1.10     | 1.53     | 0.42        | 14.70% | 14.07% | -0.63%    | 1.48       |
|             | SGI1   | 2.02     | 1.48     | -0.53       | 9.23%  | 13.16% | 3.93%     | 1.73       |
|             | ATU1   | 1.79     | 1.48     | -0.31       | 3.10%  | 10.60% | 7.51%     | 3.56       |
|             | TCG1   | 0.88     | 1.29     | 0.41        | 4.95%  | 15.32% | 10.37%    | 1.47       |
|             | KVP1   | 0.49     | 1.26     | 0.77        | 13.23% | 10.06% | -3.17%    | 2.33       |
|             | EPI1   | 0.33     | 1.11     | 0.78        | 10.17% | 9.06%  | -1.11%    | 2.33       |
|             | CMI1   | 0.69     | 1.08     | 0.38        | 11.86% | 15.92% | 4.06%     | 1.50       |
|             | VKL1   | 0.71     | 1.07     | 0.36        | 4.71%  | 17.11% | 12.39%    | 1.18       |
|             | PMP1   | 3.10     | 1.02     | -2.09       | 7.01%  | 12.44% | 5.43%     | 2.45       |
|             | SLM2   | 0.58     | 0.96     | 0.38        | 12.70% | 9.97%  | -2.72%    | 3.18       |
|             | HRR1   | 2.65     | 0.90     | -1.76       | 4.52%  | 12.38% | 7.86%     | 2.17       |
|             | DPR2   | 0.50     | 0.90     | 0.40        | 14.91% | 14.63% | -0.28%    | 1.70       |
|             | DPR1   | 0.62     | 0.77     | 0.15        | 15.31% | 8.66%  | -6.65%    | 1.49       |
|             | APN1   | 1.44     | 0.71     | -0.73       | 8.12%  | 11.20% | 3.07%     | 2.51       |
|             | RSP1   | 0.84     | 0.67     | -0.17       | 11.89% | 14.23% | 2.34%     | 2.50       |
|             | PDR1   | 1.61     | 0.52     | -1.09       | 6.82%  | 12.07% | 5.25%     | 1.47       |
|             | SGG1   | 0.46     | 0.50     | 0.04        | 5.55%  | 7.76%  | 2.21%     | 1.38       |
|             | BMD1   | 0.34     | 0.34     |             | 12.75% | 8.92%  | -3.83%    | 2.25       |
|             | KMM1   | 3.59     | 0.18     | -3.41       | 7.74%  | 6.48%  | -1.26%    | 1.98       |
|             | Total  | 55.65    | 63.19    | 7.54        | 7.68%  | 9.44%  | 1.76%     | 93.01      |
| SOUTH ARCOT |        |          |          |             |        |        |           |            |
|             | TRK1   | 2.41     | 8.13     | 5.72        | 9.36%  | 5.41%  | -3.94%    | 4.22       |
|             | ULP1   | 1.53     | 6.82     | 5.30        | 11.00% | 9.44%  | -1.56%    | 3.41       |
|             | CUD1   | 7.00     | 6.10     | -0.91       | 7.04%  | 8.19%  | 1.14%     | 6.71       |
|             | POY2   | 2.23     | 4.61     | 2.37        | 8.30%  | 9.50%  | 1.20%     | 4.37       |
|             | NVL2   | 3.98     | 4.14     | 0.16        | 3.85%  | 2.44%  | -1.41%    | 4.31       |
|             | KLM1   | 2.30     | 3.98     | 1.68        | 12.65% | 8.61%  | -4.05%    | 3.35       |
|             | CDM1   | 2.74     | 3.75     | 1.01        | 8.89%  | 9.43%  | 0.55%     | 4.20       |
|             | TVM2   | 0.69     | 3.55     | 2.85        | 3.65%  | 5.85%  | 2.20%     | 3.00       |
|             | VCM1   | 1.58     | 3.13     | 1.54        | 9.95%  | 9.27%  | -0.68%    | 2.51       |
|             | VPM2   | 1.22     | 3.04     | 1.82        | 7.28%  | 9.81%  | 2.52%     | 3.39       |
|             | SJI1   | 2.31     | 2.88     | 0.58        | 8.06%  | 4.38%  | -3.68%    | 2.89       |
|             | KKI2   | 4.77     | 2.74     | -2.03       | 6.18%  | 6.68%  | 0.50%     | 4.38       |
|             | POY1   | 2.20     | 2.48     | 0.28        | 17.18% | 7.87%  | -9.31%    | 5.48       |
|             | KML1   | 0.32     | 2.06     | 1.74        | 7.69%  | 10.02% | 2.33%     | 1.89       |
|             | TVM1   | 0.63     | 1.43     | 0.79        | 6.63%  | 6.36%  | -0.27%    | 2.15       |
|             | STP1   | 1.27     | 1.08     | -0.19       | 5.79%  | 9.20%  | 3.41%     | 1.61       |
|             | PRT1   | 2.10     | 1.07     | -1.03       | 7.46%  | 11.49% | 4.03%     | 2.12       |
|             | TDM1   | 1.16     | 0.96     | -0.20       | 7.03%  | 9.65%  | 2.62%     | 2.79       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|---------|---------|-----------|------------|
| SOUTH ARCOT | VPM1   | 0.44     | 0.71     | 0.28        | 5.90%   | 9.39%   | 3.48%     | 1.18       |
|             | MKM1   | 1.04     | 0.31     | -0.73       | 8.03%   | 8.36%   | 0.32%     | 1.51       |
|             | Total  | 41.95    | 62.96    | 21.01       | 8.05%   | 7.66%   | -0.39%    | 65.47      |
| WEST-01     |        |          |          |             |         |         |           |            |
|             | KMR1   | 2.39     | 6.24     | 3.85        | 13.38%  | 7.42%   | -5.96%    | 4.19       |
|             | CBE2   | 6.20     | 5.29     | -0.91       | 5.28%   | 10.07%  | 4.79%     | 11.30      |
|             | UAM1   | 2.22     | 4.16     | 1.95        | 8.81%   | 7.47%   | -1.35%    | 4.19       |
|             | GDR1   | 4.13     | 2.22     | -1.91       | 6.77%   | 4.41%   | -2.35%    | 1.80       |
|             | KGI1   | 2.10     | 2.15     | 0.05        | 5.67%   | 5.04%   | -0.63%    | 2.55       |
|             | MPM1   | 3.16     | 2.12     | -1.04       | 7.83%   | 10.60%  | 2.77%     | 2.52       |
|             | TPR1   | 0.96     | 2.01     | 1.04        | 10.93%  | 6.90%   | -4.03%    | 3.39       |
|             | GBM1   | 1.45     | 1.97     | 0.52        | 5.79%   | 6.34%   | 0.55%     | 1.77       |
|             | CBE4   | 2.62     | 1.75     | -0.87       | 7.01%   | 7.33%   | 0.31%     | 3.38       |
|             | PPI1   | 1.69     | 1.73     | 0.04        | 6.16%   | 14.57%  | 8.40%     | 1.32       |
|             | TPR4   | 0.50     | 1.61     | 1.11        | 12.94%  | 11.29%  | -1.65%    | 1.88       |
|             | PDM1   | 0.56     | 1.58     | 1.02        | 8.35%   | 9.70%   | 1.35%     | 1.20       |
|             | UMP1   | 0.87     | 1.43     | 0.56        | 2.26%   | 8.64%   | 6.38%     | 1.72       |
|             | KGM1   | 1.68     | 1.25     | -0.44       | 11.61%  | 16.74%  | 5.12%     | 1.38       |
|             | TPR2   | 1.27     | 1.20     | -0.08       | 12.10%  | 12.12%  | 0.01%     | 3.60       |
|             | DPM2   | 0.29     | 1.16     | 0.87        | 6.67%   | 7.36%   | 0.68%     | 1.71       |
|             | PLI1   | 5.04     | 1.16     | -3.89       | 13.45%  | 9.51%   | -3.95%    | 2.97       |
|             | CBE1   | 0.67     | 1.14     | 0.47        | 13.86%  | 13.50%  | -0.36%    | 1.98       |
|             | SYM2   | 0.33     | 1.10     | 0.78        | 12.71%  | 10.34%  | -2.38%    | 1.66       |
|             | SNR1   | 2.36     | 1.09     | -1.27       | 6.68%   | 13.50%  | 6.82%     | 2.41       |
|             | CBE6   | 0.84     | 0.96     | 0.12        | 12.81%  | 7.93%   | -4.87%    | 3.38       |
|             | CBE3   | 0.87     | 0.95     | 0.08        | 10.75%  | 18.62%  | 7.87%     | 1.29       |
|             | TPR3   | 1.49     | 0.80     | -0.69       | 7.52%   | 5.47%   | -2.05%    | 2.36       |
|             | AVI1   | 0.47     | 0.69     | 0.23        | 11.42%  | 10.58%  | -0.85%    | 1.95       |
|             | KMD1   | 1.68     | 0.68     | -1.00       | 9.00%   | 14.42%  | 5.43%     | 1.28       |
|             | CNR1   | 0.86     | 0.49     | -0.37       | 14.00%  | 9.93%   | -4.06%    | 2.13       |
|             | ANR1   | 0.34     | 0.23     | -0.11       | 12.88%  | 11.24%  | -1.64%    | 0.71       |
|             | SUL1   | 1.19     |          | -1.19       | 3.51%   | #Error  | #Error    | 1.32       |
|             | Total  | 48.25    | 47.16    | -1.09       | 8.63%   | 9.22%   | 0.59%     | 71.36      |
| KL-SOUTH    |        |          |          |             |         |         |           |            |
|             | TVP1   | 3.56     | 4.66     | 1.10        | 8.13%   | 4.04%   | -4.09%    | 6.55       |
|             | PAS1   | 1.26     | 0.80     | -0.47       | 8.70%   | 9.28%   | 0.59%     | 2.00       |
|             | Total  | 4.82     | 5.46     | 0.63        | 8.28%   | 4.81%   | -3.47%    | 8.56       |
| OTHERS      |        |          |          |             |         |         |           |            |
|             | CZWH   | 33.45    | 5.85     | -27.60      | -1.87%  | -5.30%  | -3.43%    | 0.00       |
|             | WZWH   | 0.35     | 1.98     | 1.62        | -57.21% | -1.02%  | 56.19%    | 0.00       |
|             | WHC3   |          | 1.47     | 1.47        | #Error  | -2.18%  | #Error    | 0.00       |
|             | SZSD   |          | 1.11     | 1.11        | #Error  | -1.72%  | #Error    | 0.00       |
|             | MSWH   | 0.53     | 0.93     | 0.41        | -2.06%  | -1.85%  | 0.21%     | 0.00       |
|             | S2SD   | 1.51     | 0.92     | -0.59       | -31.68% | -1.32%  | 30.36%    | 0.00       |
|             | TZSD   | 0.19     | 0.78     | 0.59        | -58.06% | -1.87%  | 56.19%    | 0.00       |
|             | GHUB   |          | 0.59     | 0.59        | #Error  | -13.81% | #Error    | 0.00       |
|             | WZSD   | 0.54     | 0.31     | -0.23       | -54.37% | -32.24% | 22.13%    | 0.00       |
|             | WHMD   | (0.58)   |          | 0.58        | 11.55%  | #Error  | #Error    | 0.00       |
|             | WHVL   | (0.40)   | (0.11)   | 0.30        | 15.01%  | 13.56%  | -1.45%    | 0.00       |
|             | WHUT   |          | (0.38)   | -0.38       | #Error  | 3.39%   | #Error    | 0.00       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| OTHERS     | WCHN   |          | (1.04)   | -1.04       | #Error | 12.96% | #Error    | 0.00       |
|            | Total  | 35.59    | 12.41    | -23.18      | -5.19% | -6.20% | -1.01%    | 0.00       |
|            | Total  | 648.91   | 724.48   | 75.56       | 7.23%  | 7.83%  | 0.60%     | 946.54     |