



# TN-Daily Sales Performance As on 25-11-2025 11:55:06 PM

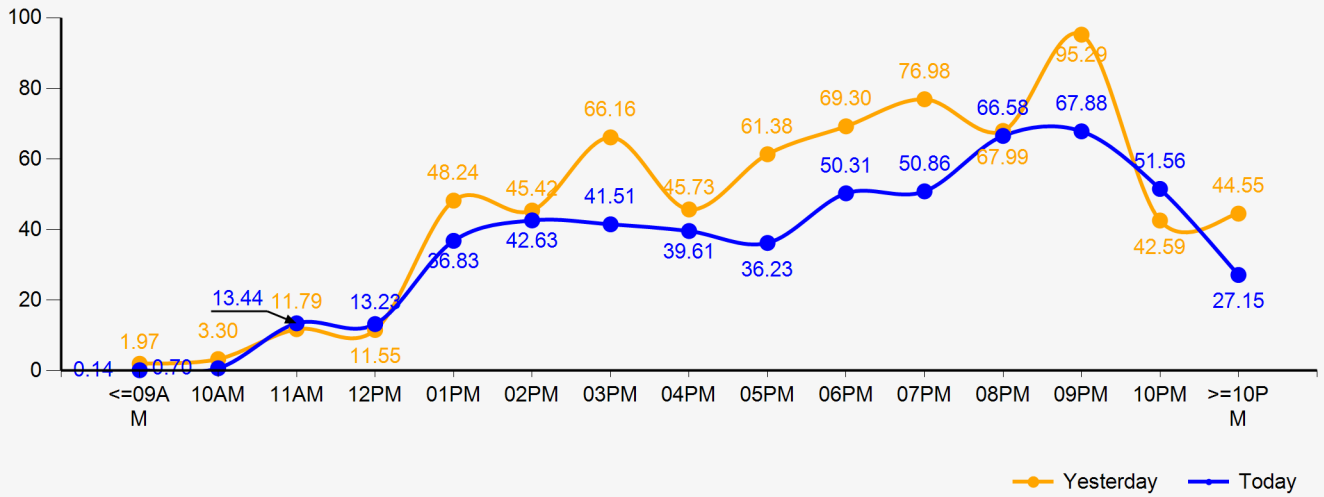
YD Sales : 692.25 L    YD Order: 15.69 L

YD GP%: 7.49%

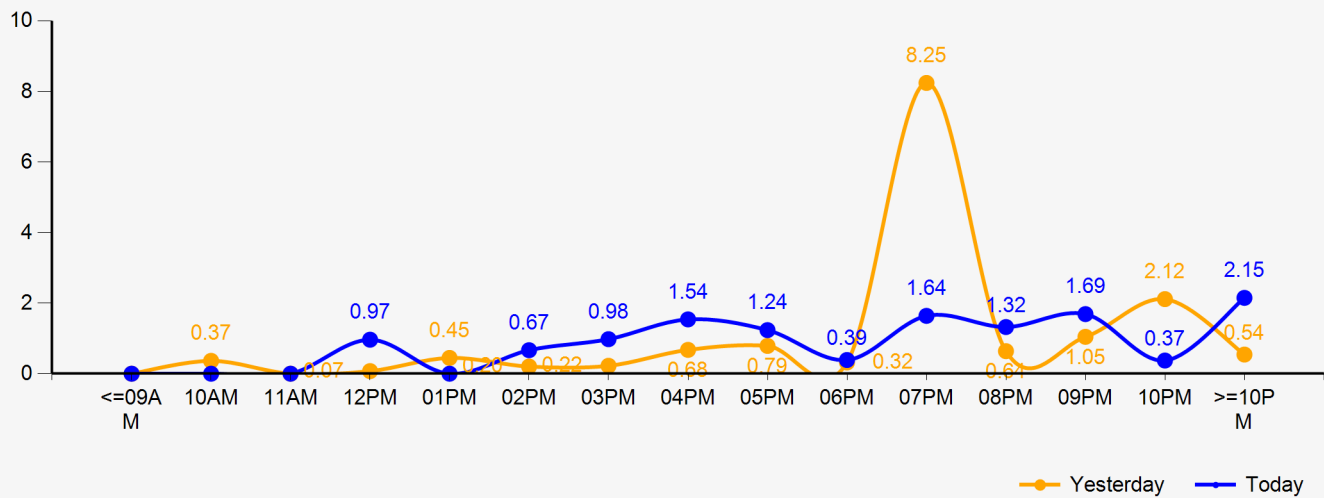
TD Sales : 538.65 L    TD Order: 12.96 L

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    | 109.63   | 104.66   | -4.97       | 7.59%  | 6.63%  | -0.95%    | 154.24     |
| SOUTH-03    | 68.99    | 70.18    | 1.19        | 9.66%  | 7.53%  | -2.13%    | 117.75     |
| CHENNAI-01  | 64.63    | 68.51    | 3.88        | 9.08%  | 9.45%  | 0.36%     | 119.76     |
| CHENNAI-02  | 64.17    | 65.44    | 1.27        | 8.19%  | 7.22%  | -0.97%    | 115.55     |
| TRICHY-01   | 56.82    | 52.85    | -3.97       | 9.42%  | 9.27%  | -0.15%    | 91.37      |
| NORTH ARCOT | 53.31    | 48.16    | -5.14       | 8.87%  | 6.68%  | -2.19%    | 75.52      |
| WEST-02     | 59.08    | 47.62    | -11.46      | 8.41%  | 8.09%  | -0.32%    | 95.33      |
| WEST-01     | 43.27    | 43.99    | 0.72        | 10.68% | 10.03% | -0.65%    | 79.82      |
| SOUTH ARCOT | 137.60   | 40.68    | -96.92      | 5.89%  | 8.45%  | 2.56%     | 62.90      |
| KL-SOUTH    | 4.73     | 6.74     | 2.01        | -4.03% | 2.93%  | 6.96%     | 11.19      |
| OTHERS      | 45.72    | 2.78     | -42.94      | -1.37% | -9.79% | -8.42%    | 0.00       |
| Total       | 707.94   | 551.61   | -156.34     | 7.49%  | 7.83%  | 0.33%     | 923.42     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-01   | TVL1   | 11.88    | 12.75    | 0.87        | 5.50%  | 2.49%  | -3.01%    | 14.45      |
|            | TUT1   | 14.14    | 11.46    | -2.68       | 9.51%  | 7.04%  | -2.46%    | 16.50      |
|            | NGR1   | 6.16     | 6.25     | 0.08        | 6.97%  | 1.89%  | -5.09%    | 10.67      |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|---------|-----------|------------|
| SOUTH-01   | KVT1   | 4.74     | 5.57     | 0.83        | 2.70%  | 7.21%   | 4.51%     | 8.40       |
|            | TUT2   | 4.60     | 4.03     | -0.57       | 6.09%  | 7.23%   | 1.14%     | 6.64       |
|            | TCN1   | 2.53     | 3.91     | 1.38        | 5.74%  | 7.99%   | 2.25%     | 3.49       |
|            | TKS2   | 6.45     | 3.79     | -2.66       | 5.30%  | 6.18%   | 0.89%     | 7.88       |
|            | UDN1   | 2.05     | 3.68     | 1.62        | 7.38%  | 1.26%   | -6.12%    | 1.91       |
|            | VNR2   | 3.31     | 3.30     |             | 9.23%  | 10.88%  | 1.65%     | 7.45       |
|            | ERL2   | 2.53     | 3.17     | 0.64        | 6.86%  | 12.00%  | 5.14%     | 2.23       |
|            | RPM1   | 4.88     | 2.82     | -2.05       | 11.27% | 6.82%   | -4.45%    | 4.40       |
|            | ASM1   | 0.88     | 2.77     | 1.89        | 7.08%  | 8.92%   | 1.83%     | 2.77       |
|            | VLY1   | 2.29     | 2.77     | 0.48        | 10.27% | 4.58%   | -5.69%    | 4.98       |
|            | SGT1   | 1.36     | 2.73     | 1.38        | 7.12%  | 21.85%  | 14.73%    | 1.71       |
|            | SDI1   | 1.14     | 2.53     | 1.39        | 5.86%  | 4.83%   | -1.03%    | 2.02       |
|            | SKD1   | 0.59     | 2.33     | 1.74        | 12.54% | 10.93%  | -1.62%    | 2.05       |
|            | KGL1   | 1.88     | 2.28     | 0.40        | 3.49%  | 4.85%   | 1.37%     | 1.83       |
|            | APK1   | 1.84     | 2.26     | 0.42        | 11.37% | 9.14%   | -2.24%    | 3.70       |
|            | SVK1   | 4.08     | 2.14     | -1.94       | 8.44%  | 6.34%   | -2.10%    | 5.15       |
|            | APK2   | 2.46     | 2.11     | -0.35       | 6.91%  | 6.94%   | 0.03%     | 2.75       |
|            | ARM1   | 1.08     | 2.01     | 0.93        | 2.70%  | -19.00% | -21.69%   | 1.37       |
|            | PDI1   | 1.77     | 1.99     | 0.22        | 6.00%  | 9.18%   | 3.18%     | 2.15       |
|            | MAR1   | 3.49     | 1.93     | -1.56       | 10.40% | 9.45%   | -0.95%    | 4.81       |
|            | TKS1   | 4.28     | 1.88     | -2.40       | 4.76%  | 11.63%  | 6.87%     | 4.29       |
|            | KYR1   | 1.66     | 1.73     | 0.07        | 10.55% | 9.27%   | -1.28%    | 1.81       |
|            | VNR1   | 1.00     | 1.47     | 0.47        | 13.64% | 9.76%   | -3.88%    | 2.02       |
|            | TKY1   | 1.94     | 1.44     | -0.50       | 6.78%  | 9.66%   | 2.88%     | 2.96       |
|            | TYI1   | 2.79     | 1.31     | -1.47       | 7.12%  | 7.30%   | 0.18%     | 2.80       |
|            | KSM1   | 0.81     | 1.19     | 0.38        | 2.72%  | 3.75%   | 1.03%     | 1.79       |
|            | SNL1   | 2.61     | 1.18     | -1.44       | 7.50%  | 9.66%   | 2.16%     | 3.22       |
|            | RND1   | 2.45     | 1.12     | -1.33       | 8.78%  | 17.70%  | 8.92%     | 4.14       |
|            | PKD1   | 1.70     | 1.10     | -0.59       | 12.54% | 16.18%  | 3.64%     | 3.00       |
|            | VKM1   | 0.64     | 1.05     | 0.40        | 8.49%  | 11.30%  | 2.81%     | 2.16       |
|            | MMT1   | 1.15     | 1.04     | -0.11       | 5.87%  | 4.43%   | -1.45%    | 2.56       |
|            | COL1   | 1.07     | 1.02     | -0.05       | 15.98% | 3.14%   | -12.84%   | 0.90       |
|            | STU2   | 1.33     | 0.87     | -0.46       | 14.37% | 13.35%  | -1.03%    | 2.09       |
|            | TVL2   | 0.07     | (0.30)   | -0.37       | 22.11% | 18.12%  | -3.99%    | 1.17       |
|            | Total  | 109.63   | 104.66   | -4.97       | 7.59%  | 6.63%   | -0.95%    | 154.24     |
| SOUTH-03   |        |          |          |             |        |         |           |            |
|            | MDU1   | 12.90    | 5.02     | -7.88       | 8.60%  | 8.59%   | 0.00%     | 15.43      |
|            | MDU3   | 2.13     | 4.42     | 2.29        | 5.50%  | 1.98%   | -3.51%    | 4.01       |
|            | MDU2   | 4.06     | 4.08     | 0.02        | 10.83% | 8.72%   | -2.11%    | 5.84       |
|            | TEN1   | 1.50     | 3.96     | 2.45        | 5.05%  | 5.64%   | 0.60%     | 3.40       |
|            | DGL1   | 3.09     | 3.38     | 0.29        | 11.11% | 9.05%   | -2.06%    | 7.75       |
|            | KKD3   | 2.41     | 3.29     | 0.88        | 12.74% | 12.56%  | -0.18%    | 5.24       |
|            | ATG1   | 2.88     | 3.12     | 0.24        | 12.24% | 8.96%   | -3.28%    | 3.42       |
|            | KRR1   | 1.51     | 3.06     | 1.55        | 13.86% | 8.24%   | -5.62%    | 2.20       |
|            | MPA1   | 1.91     | 3.03     | 1.12        | 14.93% | 3.77%   | -11.16%   | 3.43       |
|            | MDU6   | 2.40     | 2.62     | 0.22        | -8.12% | 9.24%   | 17.36%    | 5.04       |
|            | PVI1   | 1.07     | 2.48     | 1.41        | 8.31%  | 8.15%   | -0.16%    | 2.52       |
|            | TMM1   | 1.44     | 2.29     | 0.84        | 12.15% | 10.72%  | -1.43%    | 3.82       |
|            | PNV2   | 1.54     | 2.22     | 0.69        | 6.93%  | 5.60%   | -1.33%    | 1.74       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|---------|---------|-----------|------------|
| SOUTH-03   | TEN2   | 2.80     | 2.01     | -0.79       | 10.28%  | 3.21%   | -7.07%    | 3.23       |
|            | ODM1   | 0.99     | 2.00     | 1.01        | 8.16%   | 9.11%   | 0.95%     | 1.92       |
|            | SVG1   | 1.87     | 2.00     | 0.13        | 11.98%  | 5.11%   | -6.87%    | 2.48       |
|            | DKI1   | 3.11     | 1.97     | -1.14       | 15.80%  | 14.80%  | -1.00%    | 2.54       |
|            | BNR1   | 1.26     | 1.46     | 0.20        | 9.09%   | 6.38%   | -2.71%    | 2.06       |
|            | MDU5   | 1.94     | 1.39     | -0.55       | 13.10%  | 14.28%  | 1.18%     | 2.32       |
|            | TDI1   | 1.12     | 1.33     | 0.21        | 12.83%  | 10.89%  | -1.95%    | 2.57       |
|            | SGP1   | 1.56     | 1.27     | -0.29       | 7.40%   | 14.64%  | 7.24%     | 1.75       |
|            | KYK1   | 0.62     | 1.18     | 0.57        | 18.81%  | -34.67% | -53.48%   | 2.25       |
|            | PKM1   | 0.94     | 1.17     | 0.24        | 3.78%   | 11.49%  | 7.71%     | 1.72       |
|            | NKI1   | 0.72     | 1.16     | 0.44        | 7.50%   | 10.29%  | 2.79%     | 2.21       |
|            | ADP1   | 0.99     | 1.00     | 0.01        | 9.61%   | 10.96%  | 1.35%     | 2.39       |
|            | PNI1   | 0.20     | 0.97     | 0.77        | -64.91% | 4.94%   | 69.85%    | 1.52       |
|            | TPT1   | 0.82     | 0.96     | 0.14        | 12.23%  | 13.37%  | 1.14%     | 2.68       |
|            | DGL2   | 1.49     | 0.94     | -0.55       | 7.35%   | 9.92%   | 2.57%     | 2.56       |
|            | CMR1   | 0.30     | 0.91     | 0.61        | 6.70%   | 2.80%   | -3.91%    | 1.83       |
|            | CBM1   | 2.28     | 0.90     | -1.39       | 14.55%  | 14.82%  | 0.27%     | 3.62       |
|            | BTU1   | 0.42     | 0.89     | 0.47        | 13.04%  | 3.71%   | -9.33%    | 1.51       |
|            | KPT1   | 1.46     | 0.85     | -0.61       | 7.21%   | 8.54%   | 1.34%     | 2.05       |
|            | MLR1   | 0.36     | 0.73     | 0.37        | 11.36%  | 6.25%   | -5.11%    | 1.72       |
|            | MNM1   | 1.36     | 0.62     | -0.74       | 15.91%  | 12.13%  | -3.77%    | 1.80       |
|            | NTM1   | 1.10     | 0.60     | -0.49       | 7.97%   | 5.58%   | -2.39%    | 2.14       |
|            | USL1   | 1.53     | 0.56     | -0.96       | 12.12%  | 12.55%  | 0.43%     | 2.45       |
|            | MDU4   | 0.92     | 0.34     | -0.58       | 12.00%  | 9.98%   | -2.02%    | 2.58       |
|            | Total  | 68.99    | 70.18    | 1.19        | 9.66%   | 7.53%   | -2.13%    | 117.75     |
| CHENNAI-01 |        |          |          |             |         |         |           |            |
|            | AVD1   | 1.54     | 6.39     | 4.84        | 5.83%   | 10.02%  | 4.19%     | 5.24       |
|            | CH14   | 1.29     | 5.13     | 3.84        | 12.35%  | 5.13%   | -7.22%    | 8.03       |
|            | CH16   | 3.94     | 3.99     | 0.04        | 11.53%  | 11.60%  | 0.08%     | 7.68       |
|            | CH48   | 1.89     | 3.93     | 2.04        | 16.28%  | 13.11%  | -3.18%    | 6.18       |
|            | MRM1   | 2.57     | 3.92     | 1.35        | 11.40%  | 10.45%  | -0.95%    | 3.84       |
|            | CH07   | 2.80     | 3.67     | 0.86        | 7.50%   | 9.13%   | 1.63%     | 5.87       |
|            | CH05   | 3.98     | 3.65     | -0.33       | 6.93%   | 4.45%   | -2.48%    | 6.98       |
|            | CH45   | 4.85     | 3.49     | -1.36       | 7.50%   | 9.48%   | 1.98%     | 3.37       |
|            | CH08   | 5.40     | 3.07     | -2.33       | 13.13%  | 10.87%  | -2.26%    | 8.40       |
|            | CH28   | 6.59     | 2.96     | -3.63       | 8.52%   | 14.77%  | 6.25%     | 5.98       |
|            | TKM1   | 2.30     | 2.88     | 0.58        | 7.58%   | 9.10%   | 1.52%     | 2.19       |
|            | CH38   | 3.02     | 2.53     | -0.49       | 7.91%   | 8.49%   | 0.58%     | 2.59       |
|            | GUD1   | 1.61     | 2.22     | 0.61        | 17.71%  | 14.34%  | -3.37%    | 3.60       |
|            | CH30   | 1.35     | 2.21     | 0.86        | 9.26%   | 1.29%   | -7.97%    | 3.91       |
|            | CH42   | 3.26     | 2.04     | -1.21       | 11.71%  | 12.49%  | 0.78%     | 5.16       |
|            | CH22   | 1.29     | 1.91     | 0.62        | 8.21%   | 14.45%  | 6.24%     | 4.09       |
|            | CGL1   | 0.89     | 1.87     | 0.98        | 6.87%   | 6.26%   | -0.61%    | 2.86       |
|            | CH35   | 1.91     | 1.56     | -0.35       | 11.89%  | 5.97%   | -5.92%    | 2.87       |
|            | CH19   | 3.44     | 1.33     | -2.11       | 10.43%  | 10.31%  | -0.12%    | 4.39       |
|            | GUD2   | 1.04     | 1.27     | 0.24        | 7.38%   | 14.33%  | 6.95%     | 3.55       |
|            | CH11   | 1.79     | 1.25     | -0.54       | -7.36%  | 14.13%  | 21.48%    | 3.79       |
|            | CH39   | 0.86     | 1.20     | 0.34        | 10.12%  | 12.03%  | 1.92%     | 2.71       |
|            | SKL1   | 2.20     | 1.13     | -1.07       | 10.52%  | 7.82%   | -2.69%    | 2.90       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%   | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|----------|--------|-----------|------------|
| CHENNAI-01 | CH37   | 1.48     | 1.09     | -0.39       | 4.25%    | 17.70% | 13.45%    | 1.90       |
|            | CH40   | 0.01     | 1.04     | 1.04        | -174.97% | -4.30% | 170.68%   | 2.98       |
|            | CH26   | 0.75     | 0.79     | 0.04        | 4.09%    | 8.01%  | 3.93%     | 1.61       |
|            | KNR1   | 0.80     | 0.75     | -0.05       | 5.33%    | 1.64%  | -3.69%    | 3.22       |
|            | MC09   | 0.74     | 0.67     | -0.07       | 3.13%    | 5.48%  | 2.35%     | 0.71       |
|            | MC10   | 0.53     | 0.51     | -0.02       | 4.99%    | 3.21%  | -1.78%    | 0.98       |
|            | CH29   | 0.48     | 0.05     | -0.43       | 9.95%    | 19.16% | 9.21%     | 1.38       |
|            | MC02   |          |          |             | #Error   | #Error | #Error    | 0.79       |
|            | Total  | 64.63    | 68.51    | 3.88        | 9.08%    | 9.45%  | 0.36%     | 119.76     |
|            |        |          |          |             |          |        |           |            |
| CHENNAI-02 | CH12   | 3.54     | 6.26     | 2.72        | 9.44%    | 6.64%  | -2.79%    | 6.32       |
|            | CH15   | 7.11     | 5.47     | -1.64       | 8.60%    | 10.89% | 2.29%     | 12.89      |
|            | CH03   | 7.53     | 5.34     | -2.19       | 7.55%    | 4.60%  | -2.95%    | 11.36      |
|            | CH41   | 1.14     | 5.14     | 4.00        | 7.37%    | 4.75%  | -2.63%    | 3.89       |
|            | CH34   | 6.06     | 4.77     | -1.29       | 9.58%    | 5.01%  | -4.57%    | 4.09       |
|            | CH18   | 2.29     | 4.11     | 1.82        | 12.58%   | 13.12% | 0.54%     | 5.74       |
|            | MJR1   | 3.67     | 3.70     | 0.03        | 5.57%    | 5.98%  | 0.41%     | 5.59       |
|            | CH06   | 1.26     | 3.06     | 1.80        | 0.52%    | 4.98%  | 4.47%     | 4.03       |
|            | CH44   | 2.30     | 2.72     | 0.42        | 4.59%    | 8.95%  | 4.36%     | 4.02       |
|            | CH21   | 4.03     | 2.66     | -1.37       | 5.99%    | 5.60%  | -0.39%    | 7.70       |
|            | CH46   | 1.54     | 2.61     | 1.07        | 6.25%    | 5.79%  | -0.45%    | 3.17       |
|            | CH33   | 2.15     | 2.47     | 0.32        | 12.89%   | 10.19% | -2.70%    | 4.00       |
|            | CH09   | 2.18     | 2.31     | 0.12        | 5.76%    | 2.59%  | -3.18%    | 4.10       |
|            | CH43   | 2.06     | 2.26     | 0.20        | 15.68%   | 8.87%  | -6.81%    | 3.25       |
|            | PON1   | 1.47     | 2.24     | 0.77        | 10.28%   | 6.39%  | -3.90%    | 2.72       |
|            | CH27   | (0.08)   | 1.83     | 1.91        | 28.25%   | 4.93%  | -23.32%   | 1.23       |
|            | GPD1   | 0.74     | 1.50     | 0.75        | 11.69%   | 7.99%  | -3.70%    | 2.92       |
|            | CH23   | 0.51     | 1.40     | 0.89        | 12.52%   | 6.21%  | -6.30%    | 1.68       |
|            | CH24   | 4.84     | 1.09     | -3.76       | 9.01%    | 8.65%  | -0.36%    | 3.78       |
|            | CH20   | 2.15     | 0.98     | -1.17       | 9.35%    | 14.89% | 5.54%     | 6.21       |
|            | CH36   | 0.32     | 0.80     | 0.47        | 16.37%   | 13.01% | -3.37%    | 2.08       |
|            | CH17   | 2.62     | 0.80     | -1.83       | 8.83%    | 15.37% | 6.54%     | 4.40       |
|            | CH32   | 0.01     | 0.71     | 0.71        | 37.10%   | 3.10%  | -34.01%   | 0.80       |
|            | UKI1   | 0.97     | 0.57     | -0.40       | 6.63%    | 5.17%  | -1.46%    | 2.64       |
|            | MC06   | 0.42     | 0.33     | -0.10       | 6.27%    | 7.65%  | 1.38%     | 1.69       |
|            | MC05   | 1.85     | 0.25     | -1.61       | 1.03%    | 4.63%  | 3.60%     | 2.09       |
|            | CH31   | 1.47     | 0.09     | -1.38       | 6.34%    | 26.63% | 20.29%    | 2.97       |
|            | CH01   |          |          |             | #Error   | #Error | #Error    | 0.20       |
|            | Total  | 64.17    | 65.44    | 1.27        | 8.19%    | 7.22%  | -0.97%    | 115.55     |
|            |        |          |          |             |          |        |           |            |
| TRICHY-01  | TRY1   | 7.82     | 8.13     | 0.31        | 7.16%    | 6.23%  | -0.93%    | 15.02      |
|            | TRY4   | 3.80     | 3.38     | -0.42       | 11.75%   | 11.04% | -0.71%    | 4.81       |
|            | PBR2   | 4.19     | 3.38     | -0.81       | 8.70%    | 9.90%  | 1.19%     | 8.05       |
|            | KUM1   | 3.47     | 3.25     | -0.21       | 9.38%    | 10.24% | 0.86%     | 5.13       |
|            | TVR2   | 4.48     | 3.16     | -1.32       | 2.77%    | 6.58%  | 3.81%     | 3.25       |
|            | TYR1   | 2.21     | 2.60     | 0.38        | 10.36%   | 10.02% | -0.34%    | 3.68       |
|            | PDK1   | 1.13     | 2.56     | 1.42        | 6.55%    | 12.73% | 6.18%     | 1.41       |
|            | PTK1   | 2.55     | 2.29     | -0.26       | 6.64%    | 5.24%  | -1.40%    | 3.55       |
|            | JKM1   | 0.42     | 2.21     | 1.79        | 11.15%   | 11.09% | -0.06%    | 2.81       |
|            | TNJ2   | 3.00     | 2.18     | -0.82       | 9.69%    | 11.02% | 1.33%     | 3.95       |
|            |        |          |          |             |          |        |           |            |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| TRICHY-01   | TVR1   | 1.29     | 1.83     | 0.54        | 10.12% | 9.91%  | -0.22%    | 1.55       |
|             | TTP1   | 1.05     | 1.76     | 0.71        | 14.67% | 8.58%  | -6.08%    | 2.85       |
|             | TNJ1   | 1.91     | 1.66     | -0.25       | 10.98% | 11.14% | 0.16%     | 4.99       |
|             | TRY3   | 1.11     | 1.58     | 0.47        | 15.41% | 5.60%  | -9.81%    | 2.90       |
|             | ORU1   | 1.70     | 1.57     | -0.14       | 10.12% | 8.70%  | -1.42%    | 1.69       |
|             | APM1   | 0.30     | 1.35     | 1.05        | 18.71% | 3.12%  | -15.59%   | 1.24       |
|             | KIK1   | 0.72     | 1.21     | 0.49        | 9.54%  | 16.11% | 6.57%     | 1.60       |
|             | NMM1   | 2.07     | 1.10     | -0.98       | 9.43%  | 11.60% | 2.18%     | 2.22       |
|             | MDI1   | 2.40     | 1.09     | -1.31       | 9.55%  | 15.63% | 6.08%     | 3.11       |
|             | AYR1   | 1.13     | 1.08     | -0.05       | 6.37%  | 12.21% | 5.84%     | 2.49       |
|             | NCK1   | 0.78     | 1.06     | 0.28        | 12.32% | 5.03%  | -7.29%    | 1.60       |
|             | PBR1   | 0.94     | 0.92     | -0.02       | 10.27% | 11.01% | 0.74%     | 1.54       |
|             | KRN1   | 1.01     | 0.88     | -0.14       | 10.81% | 10.52% | -0.29%    | 1.74       |
|             | MVM1   | 2.46     | 0.83     | -1.63       | 12.47% | 7.38%  | -5.09%    | 3.64       |
|             | NGT1   | 2.95     | 0.73     | -2.22       | 14.78% | 15.82% | 1.04%     | 2.99       |
|             | MSI1   | 1.16     | 0.54     | -0.62       | 10.48% | 7.97%  | -2.51%    | 2.35       |
|             | TRY2   | 0.77     | 0.54     | -0.23       | 12.80% | 14.81% | 2.01%     | 1.22       |
|             | Total  | 56.82    | 52.85    | -3.97       | 9.42%  | 9.27%  | -0.15%    | 91.37      |
|             |        |          |          |             |        |        |           |            |
| NORTH ARCOT | KPM2   | 8.61     | 6.69     | -1.92       | 4.97%  | 2.62%  | -2.36%    | 8.39       |
|             | GDM1   | 2.24     | 3.86     | 1.63        | 8.47%  | 6.37%  | -2.10%    | 2.67       |
|             | VEL2   | 3.32     | 3.55     | 0.23        | 11.58% | 7.57%  | -4.01%    | 5.16       |
|             | SBR1   | 2.10     | 3.11     | 1.01        | 7.37%  | 8.53%  | 1.15%     | 4.66       |
|             | VNB1   | 2.74     | 2.71     | -0.03       | 7.27%  | 5.59%  | -1.68%    | 2.13       |
|             | BGR1   | 0.76     | 2.57     | 1.81        | 8.41%  | 6.91%  | -1.49%    | 1.81       |
|             | WJP1   | 1.29     | 2.56     | 1.27        | 5.93%  | 4.87%  | -1.06%    | 2.48       |
|             | ARC2   | 2.70     | 2.48     | -0.22       | 10.00% | 4.33%  | -5.67%    | 3.35       |
|             | TRL1   | 2.84     | 2.28     | -0.56       | 13.19% | 10.66% | -2.53%    | 4.41       |
|             | VEL1   | 3.16     | 2.28     | -0.88       | 7.28%  | 6.49%  | -0.79%    | 3.74       |
|             | TRR1   | 4.40     | 2.00     | -2.40       | 8.42%  | 9.30%  | 0.87%     | 5.18       |
|             | CYR1   | 1.84     | 1.71     | -0.13       | 9.79%  | 5.74%  | -4.05%    | 1.72       |
|             | CPT1   | 0.69     | 1.52     | 0.83        | 15.15% | 13.27% | -1.87%    | 1.68       |
|             | VSI1   | 1.26     | 1.38     | 0.11        | 12.54% | 9.35%  | -3.19%    | 3.61       |
|             | PLR1   | 0.80     | 1.30     | 0.50        | 14.58% | 11.14% | -3.44%    | 1.45       |
|             | UGI1   | 1.77     | 1.27     | -0.50       | 8.33%  | 7.42%  | -0.91%    | 1.78       |
|             | TRT1   | 0.71     | 1.13     | 0.42        | 4.56%  | 4.16%  | -0.40%    | 2.12       |
|             | ANI1   | 2.02     | 0.94     | -1.09       | 8.13%  | 5.51%  | -2.63%    | 1.65       |
|             | ABR1   | 0.82     | 0.91     | 0.09        | 11.54% | 8.13%  | -3.42%    | 2.68       |
|             | CGM1   | 1.26     | 0.83     | -0.43       | 5.79%  | 2.22%  | -3.57%    | 2.68       |
|             | KPM1   | 1.72     | 0.78     | -0.94       | 10.47% | 12.04% | 1.57%     | 3.07       |
|             | WJD1   | 2.34     | 0.69     | -1.65       | 14.32% | 10.95% | -3.38%    | 3.23       |
|             | AKM1   | 1.87     | 0.68     | -1.19       | 11.70% | 6.93%  | -4.78%    | 2.81       |
|             | SLG1   | 0.98     | 0.66     | -0.32       | 9.53%  | 5.37%  | -4.16%    | 1.44       |
|             | PTU1   | 1.07     | 0.27     | -0.80       | 8.05%  | 3.94%  | -4.11%    | 1.59       |
|             | Total  | 53.31    | 48.16    | -5.14       | 8.87%  | 6.68%  | -2.19%    | 75.52      |
|             |        |          |          |             |        |        |           |            |
| WEST-02     | SLM1   | 1.87     | 5.40     | 3.53        | 6.14%  | 6.54%  | 0.40%     | 8.21       |
|             | MCR1   | 0.86     | 3.19     | 2.33        | 10.40% | 3.40%  | -7.00%    | 2.78       |
|             | ERD2   | 4.14     | 2.64     | -1.50       | 11.83% | 11.39% | -0.45%    | 5.10       |
|             | SLM3   | 1.51     | 2.20     | 0.70        | 10.22% | 7.62%  | -2.60%    | 3.90       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| WEST-02    | NKL2   | 0.68     | 2.14     | 1.45        | 11.66% | 11.56% | -0.10%    | 3.80       |
|            | ERD1   | 1.31     | 2.09     | 0.77        | 13.24% | 10.78% | -2.46%    | 4.77       |
|            | TRM1   | 2.04     | 2.05     | 0.01        | 3.05%  | 10.35% | 7.31%     | 4.15       |
|            | MTR1   | 1.40     | 1.99     | 0.59        | 10.09% | -0.06% | -10.14%   | 3.69       |
|            | EPI1   | 2.25     | 1.95     | -0.30       | 10.86% | 4.52%  | -6.34%    | 3.17       |
|            | DPR1   | 0.12     | 1.84     | 1.72        | 6.01%  | 6.01%  | 0.00%     | 1.48       |
|            | BMD1   | 1.98     | 1.82     | -0.16       | 7.01%  | 11.15% | 4.14%     | 2.39       |
|            | VKL1   | 12.84    | 1.78     | -11.06      | 6.37%  | 8.16%  | 1.78%     | 1.62       |
|            | SLM2   | 0.74     | 1.64     | 0.91        | 10.37% | 8.81%  | -1.56%    | 2.81       |
|            | HRR1   | 1.30     | 1.63     | 0.33        | 6.03%  | 5.62%  | -0.41%    | 2.32       |
|            | APN1   | 2.08     | 1.47     | -0.61       | 10.67% | 13.64% | 2.97%     | 2.18       |
|            | ATU1   | 2.28     | 1.36     | -0.92       | 5.41%  | 5.58%  | 0.18%     | 3.13       |
|            | VPD1   | 2.73     | 1.32     | -1.41       | 10.04% | 8.16%  | -1.88%    | 3.09       |
|            | RSP1   | 1.13     | 1.30     | 0.17        | 11.20% | 6.73%  | -4.47%    | 2.42       |
|            | OML1   | 1.46     | 1.25     | -0.20       | 6.02%  | 11.63% | 5.60%     | 3.43       |
|            | TCG1   | 1.34     | 1.24     | -0.10       | 13.76% | 8.58%  | -5.18%    | 1.55       |
|            | DPR2   | 1.24     | 1.12     | -0.11       | 12.53% | 16.15% | 3.61%     | 1.89       |
|            | PLC1   | 2.37     | 0.93     | -1.44       | 11.64% | 8.93%  | -2.70%    | 1.72       |
|            | KRI1   | 2.06     | 0.92     | -1.13       | 3.59%  | 6.27%  | 2.68%     | 2.90       |
|            | CMI1   | 0.46     | 0.91     | 0.44        | 5.07%  | 11.92% | 6.85%     | 1.72       |
|            | PDR1   | 0.45     | 0.83     | 0.38        | 12.89% | 4.18%  | -8.71%    | 1.31       |
|            | EDP1   | 1.05     | 0.83     | -0.23       | 2.66%  | 7.07%  | 4.41%     | 1.29       |
|            | KVP1   | 0.75     | 0.82     | 0.07        | 9.73%  | 9.76%  | 0.02%     | 1.55       |
|            | SGG1   | 0.61     | 0.63     | 0.02        | 11.14% | 11.65% | 0.52%     | 1.49       |
|            | KMM1   | 0.21     | 0.33     | 0.12        | 9.53%  | 17.81% | 8.28%     | 2.04       |
|            | HSR1   | 1.21     |          | -1.21       | 11.64% | #Error | #Error    | 4.60       |
|            | HSR2   | 1.57     |          | -1.57       | 10.59% | #Error | #Error    | 5.56       |
|            | PMP1   | 1.72     |          | -1.72       | 6.60%  | #Error | #Error    | 1.72       |
|            | SGI1   | 1.33     |          | -1.33       | 6.66%  | #Error | #Error    | 1.58       |
|            | Total  | 59.08    | 47.62    | -11.46      | 8.41%  | 8.09%  | -0.32%    | 95.33      |
| WEST-01    |        |          |          |             |        |        |           |            |
|            | CBE2   | 5.58     | 6.12     | 0.54        | 11.84% | 8.67%  | -3.17%    | 12.30      |
|            | CBE6   | 1.02     | 3.41     | 2.38        | 9.05%  | 9.65%  | 0.59%     | 2.87       |
|            | TPR1   | 1.67     | 2.39     | 0.72        | 13.34% | 8.49%  | -4.86%    | 4.66       |
|            | SNR1   | 0.92     | 2.04     | 1.12        | 14.49% | 12.50% | -1.99%    | 2.24       |
|            | CBE5   | 0.61     | 1.93     | 1.33        | 16.58% | 12.40% | -4.17%    | 1.96       |
|            | TPR2   | 2.28     | 1.93     | -0.35       | 3.20%  | 12.45% | 9.26%     | 4.90       |
|            | TPR3   | 1.03     | 1.88     | 0.85        | 14.58% | 11.68% | -2.89%    | 2.11       |
|            | MPM1   | 2.13     | 1.87     | -0.26       | 15.55% | 7.02%  | -8.53%    | 2.05       |
|            | SYM2   | 0.29     | 1.84     | 1.55        | -7.59% | 12.01% | 19.60%    | 1.80       |
|            | SUL1   | 2.28     | 1.83     | -0.45       | 13.19% | 11.85% | -1.34%    | 1.72       |
|            | CNR1   | 2.68     | 1.81     | -0.88       | 4.32%  | 5.20%  | 0.89%     | 2.22       |
|            | KMD1   | 1.29     | 1.62     | 0.33        | 11.96% | 8.49%  | -3.47%    | 1.32       |
|            | KGI1   | 1.10     | 1.37     | 0.26        | 5.93%  | 10.24% | 4.31%     | 2.64       |
|            | CBE1   | 1.50     | 1.36     | -0.13       | 10.12% | 8.12%  | -2.00%    | 2.26       |
|            | TPR4   | 1.06     | 1.27     | 0.21        | 11.78% | 11.67% | -0.11%    | 1.92       |
|            | PLI1   | 1.29     | 1.25     | -0.03       | 13.87% | 13.32% | -0.55%    | 3.35       |
|            | PPI1   | 2.53     | 1.25     | -1.28       | 4.30%  | 9.90%  | 5.60%     | 1.76       |
|            | UAM1   | 1.87     | 1.12     | -0.75       | 9.41%  | 1.47%  | -7.93%    | 4.23       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%    | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|---------|-----------|-----------|------------|
| WEST-01     | KMR1   | 1.51     | 1.07     | -0.45       | 10.95%  | 10.93%    | -0.02%    | 4.97       |
|             | CBE4   | 2.48     | 1.03     | -1.45       | 11.40%  | 17.53%    | 6.13%     | 3.67       |
|             | CBE3   | 0.84     | 1.01     | 0.17        | 22.01%  | 14.31%    | -7.70%    | 1.18       |
|             | AVI1   | 1.80     | 1.00     | -0.80       | 12.84%  | 4.51%     | -8.34%    | 1.90       |
|             | DPM2   | 1.00     | 0.94     | -0.05       | 15.93%  | 16.73%    | 0.79%     | 2.29       |
|             | PDM1   | 0.76     | 0.88     | 0.13        | 14.31%  | 5.30%     | -9.01%    | 1.82       |
|             | KGM1   | 1.42     | 0.48     | -0.94       | 5.69%   | 10.89%    | 5.20%     | 1.52       |
|             | GBM1   | 0.73     | 0.39     | -0.34       | 12.03%  | 4.43%     | -7.61%    | 1.55       |
|             | GDR1   | 0.96     | 0.32     | -0.64       | 9.46%   | 10.99%    | 1.53%     | 1.95       |
|             | ANR1   | 0.24     | 0.30     | 0.07        | 13.43%  | 18.21%    | 4.77%     | 0.60       |
|             | UMP1   | 0.39     | 0.26     | -0.14       | 19.93%  | 14.54%    | -5.39%    | 2.06       |
|             | Total  | 43.27    | 43.99    | 0.72        | 10.68%  | 10.03%    | -0.65%    | 79.82      |
|             |        |          |          |             |         |           |           |            |
| SOUTH ARCOT | CUD1   | 19.82    | 6.47     | -13.35      | 7.83%   | 8.09%     | 0.25%     | 6.05       |
|             | VPM2   | 9.17     | 3.41     | -5.76       | 4.92%   | 6.99%     | 2.07%     | 3.19       |
|             | PRT1   | 6.89     | 3.15     | -3.74       | 7.25%   | 9.67%     | 2.42%     | 2.64       |
|             | KKI2   | 2.34     | 2.66     | 0.32        | 6.38%   | 9.08%     | 2.70%     | 3.43       |
|             | TVM2   | 1.90     | 2.65     | 0.75        | 2.35%   | 3.53%     | 1.18%     | 2.78       |
|             | SJI2   | 4.49     | 2.60     | -1.90       | 3.53%   | 10.89%    | 7.35%     | 3.50       |
|             | KLM1   | 10.05    | 2.26     | -7.79       | 8.51%   | 10.30%    | 1.79%     | 3.24       |
|             | ULP1   | 5.05     | 2.11     | -2.95       | 4.89%   | 9.07%     | 4.18%     | 3.72       |
|             | TRK1   | 9.52     | 2.09     | -7.43       | 3.59%   | 10.11%    | 6.52%     | 4.14       |
|             | POY1   | 25.45    | 2.05     | -23.40      | 3.74%   | 9.15%     | 5.40%     | 5.22       |
|             | CDM1   | 3.82     | 2.04     | -1.78       | 10.90%  | 10.85%    | -0.05%    | 3.92       |
|             | MKM1   | 1.18     | 1.60     | 0.42        | 8.78%   | 1.53%     | -7.26%    | 1.69       |
|             | KML1   | 1.51     | 1.58     | 0.07        | 8.56%   | 7.60%     | -0.96%    | 1.74       |
|             | POY2   | 19.98    | 1.39     | -18.58      | 5.23%   | 11.60%    | 6.37%     | 4.25       |
|             | NVL2   | 4.98     | 1.30     | -3.68       | 6.17%   | 10.52%    | 4.35%     | 3.53       |
|             | STP1   | 1.08     | 1.11     | 0.02        | 7.70%   | 8.02%     | 0.32%     | 1.49       |
|             | TVM1   | 1.74     | 0.67     | -1.07       | 8.77%   | 4.23%     | -4.54%    | 2.10       |
|             | TDM1   | 3.96     | 0.54     | -3.42       | 5.17%   | 9.75%     | 4.58%     | 2.74       |
|             | VCM1   | 3.50     | 0.53     | -2.97       | 8.35%   | 6.03%     | -2.32%    | 1.99       |
|             | VPM1   | 1.16     | 0.47     | -0.69       | 9.72%   | 13.34%    | 3.62%     | 1.53       |
|             | Total  | 137.60   | 40.68    | -96.92      | 5.89%   | 8.45%     | 2.56%     | 62.90      |
|             |        |          |          |             |         |           |           |            |
|             |        |          |          |             |         |           |           |            |
| KL-SOUTH    | TVP1   | 2.77     | 4.07     | 1.30        | -7.75%  | 10.18%    | 17.93%    | 6.67       |
|             | PAS1   | 1.53     | 1.90     | 0.38        | -2.24%  | -2.09%    | 0.15%     | 2.72       |
|             | KLR1   | 0.44     | 0.77     | 0.33        | 13.10%  | -22.88%   | -35.98%   | 1.80       |
|             | Total  | 4.73     | 6.74     | 2.01        | -4.03%  | 2.93%     | 6.96%     | 11.19      |
|             |        |          |          |             |         |           |           |            |
| OTHERS      | GHUB   | 36.92    | 3.49     | -33.43      | -0.80%  | 3.40%     | 4.20%     | 0.00       |
|             | S2SD   | 0.71     | 0.94     | 0.22        | 6.48%   | -5.27%    | -11.74%   | 0.00       |
|             | CZWH   | 0.35     | 0.72     | 0.37        | -6.73%  | -3.17%    | 3.56%     | 0.00       |
|             | MSWH   | 0.23     | 0.21     | -0.01       | -1.62%  | 1.06%     | 2.68%     | 0.00       |
|             | WHC3   | 0.76     |          | -0.76       | -1.97%  | -3450.43% | -3448.46% | 0.00       |
|             | SZSD   | 4.68     |          | -4.68       | -0.41%  | #Error    | #Error    | 0.00       |
|             | TVSD   | 0.67     |          | -0.67       | -11.60% | #Error    | #Error    | 0.00       |
|             | TZSD   | 0.71     |          | -0.71       | -6.16%  | #Error    | #Error    | 0.00       |
|             | WHPD   | (0.27)   |          | 0.27        | -0.78%  | #Error    | #Error    | 0.00       |
|             | WTRZ   | (0.19)   |          | 0.19        | 5.95%   | #Error    | #Error    | 0.00       |
|             | WZSD   | 0.95     |          | -0.95       | -5.27%  | #Error    | #Error    | 0.00       |
|             |        |          |          |             |         |           |           |            |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| OTHERS     | WZWH   | 1.11     |          | -1.11       | 1.23%  | #Error | #Error    | 0.00       |
|            | WHUT   |          | (0.14)   | -0.14       | #Error | 7.85%  | #Error    | 0.00       |
|            | WHVL   | (0.16)   | (0.18)   | -0.01       | 8.75%  | -1.01% | -9.76%    | 0.00       |
|            | WHCB   |          | (0.21)   | -0.21       | #Error | 17.00% | #Error    | 0.00       |
|            | WCHN   | (0.10)   | (0.30)   | -0.20       | 16.05% | 13.14% | -2.90%    | 0.00       |
|            | WHTV   |          | (0.38)   | -0.38       | #Error | 16.41% | #Error    | 0.00       |
|            | WHKP   | (0.63)   | (0.39)   | 0.24        | 19.01% | 8.05%  | -10.96%   | 0.00       |
|            | WHMD   |          | (0.98)   | -0.98       | #Error | 13.62% | #Error    | 0.00       |
|            | Total  | 45.72    | 2.78     | -42.94      | -1.37% | -9.79% | -8.42%    | 0.00       |
|            | Total  | 707.94   | 551.61   | -156.34     | 7.49%  | 7.83%  | 0.33%     | 923.42     |