



# TN-Daily Sales Performance As on 28-09-2025 11:55:23 PM

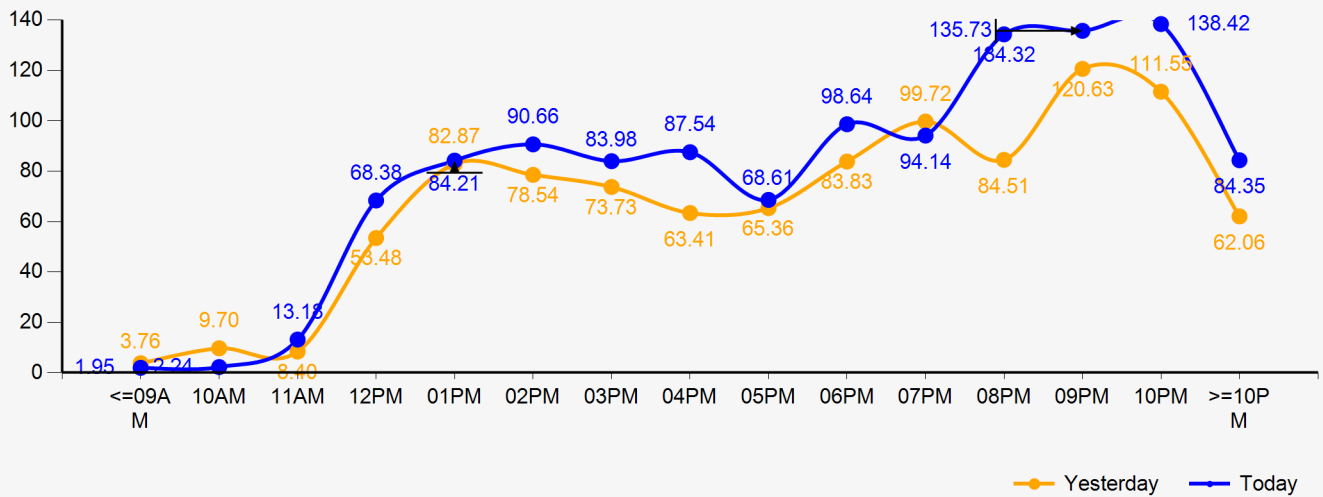
YD Sales : 1001.54 L    YD Order: 9.91 L

YD GP%: 6.90%

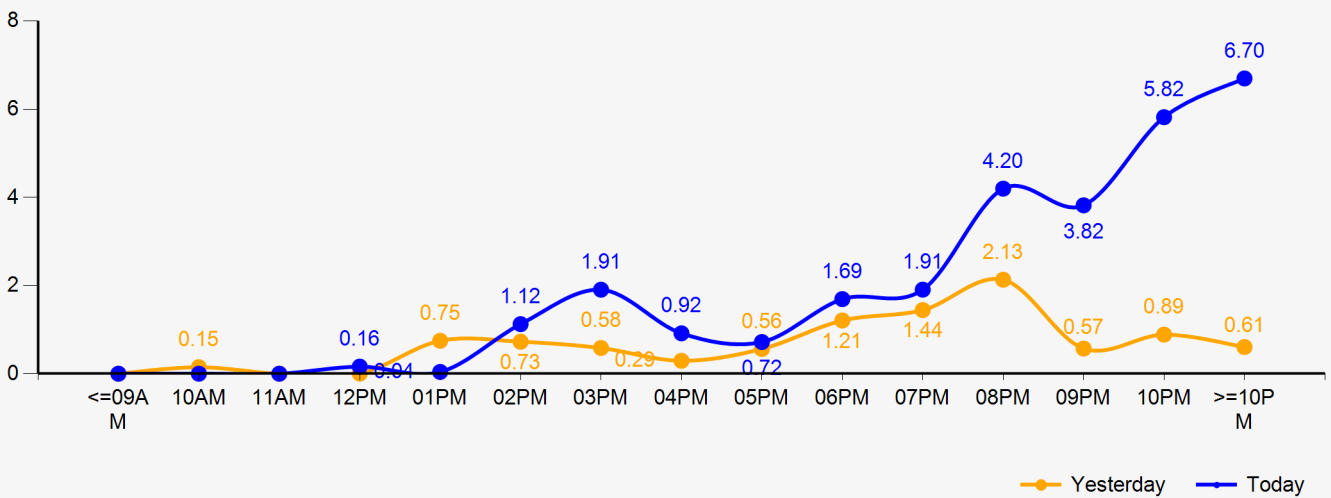
TD Sales : 1186.36 L    TD Order: 29.00 L

TD GP%: 7.59%

### 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    | 128.17   | 287.88   | 159.71      | 6.92%  | 6.08%  | -0.84%    | 175.98     |
| CHENNAI-01  | 168.15   | 199.74   | 31.59       | 7.93%  | 7.97%  | 0.04%     | 132.72     |
| CHENNAI-02  | 171.84   | 184.45   | 12.62       | 5.40%  | 7.53%  | 2.13%     | 126.03     |
| WEST-02     | 65.32    | 108.47   | 43.15       | 8.31%  | 8.57%  | 0.27%     | 86.48      |
| NORTH ARCOT | 75.46    | 101.67   | 26.22       | 6.79%  | 7.69%  | 0.90%     | 77.46      |
| SOUTH-03    | 148.81   | 92.53    | -56.28      | 6.75%  | 8.74%  | 1.99%     | 113.65     |
| TRICHY-01   | 77.44    | 80.62    | 3.18        | 8.09%  | 7.54%  | -0.55%    | 99.59      |
| WEST-01     | 51.25    | 78.10    | 26.86       | 8.73%  | 9.62%  | 0.89%     | 71.08      |
| SOUTH ARCOT | 75.91    | 71.58    | -4.33       | 6.91%  | 7.74%  | 0.83%     | 76.66      |
| KL-SOUTH    | 9.04     | 10.30    | 1.26        | 5.32%  | 6.11%  | 0.79%     | 10.34      |
| OTHERS      | 40.08    |          | -40.08      | 3.10%  | #Error | #Error    | 0.00       |
| Total       | 1011.45  | 1215.36  | 203.90      | 6.90%  | 7.59%  | 0.69%     | 969.99     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-01   | TUT1   | 10.53    | 41.32    | 30.79       | 5.17%  | 5.19%  | 0.03%     | 18.41      |
|            | TVL1   | 7.38     | 23.90    | 16.53       | 6.79%  | 7.00%  | 0.21%     | 23.73      |
|            | TUT2   | 3.90     | 16.91    | 13.01       | 6.50%  | 4.66%  | -1.84%    | 6.87       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-01   | NGR1   | 5.95     | 15.88    | 9.93        | 9.85%  | 5.72%  | -4.13%    | 10.70      |
|            | TKS2   | 4.31     | 13.52    | 9.21        | 6.56%  | 3.90%  | -2.66%    | 5.53       |
|            | VNR2   | 3.28     | 12.80    | 9.52        | 7.97%  | 8.36%  | 0.39%     | 6.87       |
|            | KVT1   | 7.30     | 12.18    | 4.88        | 7.92%  | 7.02%  | -0.91%    | 11.51      |
|            | SDI1   | 1.22     | 10.41    | 9.19        | 7.10%  | 3.74%  | -3.36%    | 3.57       |
|            | APK1   | 0.96     | 10.17    | 9.21        | 13.74% | 4.80%  | -8.94%    | 3.37       |
|            | TKS1   | 1.75     | 9.46     | 7.72        | 13.87% | 5.23%  | -8.64%    | 4.86       |
|            | MAR1   | 2.82     | 9.28     | 6.46        | 6.29%  | 6.34%  | 0.05%     | 5.30       |
|            | RND1   | 2.44     | 8.57     | 6.13        | 9.84%  | 7.25%  | -2.59%    | 5.63       |
|            | SVK1   | 2.12     | 8.04     | 5.92        | 11.37% | 5.88%  | -5.49%    | 4.46       |
|            | APK2   | 1.13     | 7.69     | 6.56        | 10.93% | 7.48%  | -3.44%    | 5.40       |
|            | RPM1   | 4.06     | 7.13     | 3.07        | 7.48%  | 1.52%  | -5.96%    | 6.65       |
|            | UDN1   | 0.79     | 6.69     | 5.91        | 8.10%  | 6.51%  | -1.59%    | 2.07       |
|            | PDI1   | 1.77     | 6.32     | 4.54        | 9.88%  | 7.48%  | -2.40%    | 2.27       |
|            | TCN1   | 0.92     | 6.08     | 5.16        | 14.43% | 5.64%  | -8.79%    | 3.66       |
|            | VLY1   | 5.62     | 5.98     | 0.35        | 4.93%  | 6.11%  | 1.18%     | 4.88       |
|            | VNR1   | 2.34     | 5.31     | 2.97        | 8.08%  | 10.22% | 2.14%     | 2.45       |
|            | SKD1   | 1.37     | 5.00     | 3.63        | 9.17%  | 7.26%  | -1.91%    | 1.51       |
|            | SNL1   | 1.64     | 4.73     | 3.10        | 9.34%  | 6.55%  | -2.79%    | 2.77       |
|            | MMT1   | 1.09     | 4.25     | 3.16        | 7.19%  | 6.50%  | -0.69%    | 2.59       |
|            | PKD1   | 2.11     | 3.92     | 1.82        | 7.08%  | 7.57%  | 0.49%     | 2.63       |
|            | ERL2   | 7.69     | 3.77     | -3.92       | 9.11%  | 7.66%  | -1.46%    | 2.36       |
|            | STU2   | 1.29     | 3.64     | 2.35        | 15.03% | 9.14%  | -5.89%    | 1.87       |
|            | KSM1   | 0.27     | 3.63     | 3.36        | 4.23%  | 4.54%  | 0.31%     | 2.59       |
|            | ASM1   | 1.22     | 3.62     | 2.40        | 10.36% | 7.01%  | -3.34%    | 2.02       |
|            | TYI1   | 1.61     | 3.17     | 1.56        | 8.10%  | 7.95%  | -0.15%    | 2.18       |
|            | KYR1   | 0.51     | 2.62     | 2.11        | 9.66%  | 10.64% | 0.98%     | 1.55       |
|            | KGL1   | 0.73     | 2.36     | 1.63        | 6.18%  | 7.44%  | 1.27%     | 2.27       |
|            | ARM1   | 0.69     | 2.27     | 1.59        | 7.37%  | 3.73%  | -3.65%    | 2.15       |
|            | SGT1   | 33.50    | 1.79     | -31.71      | 4.85%  | 8.08%  | 3.22%     | 3.30       |
|            | VKM1   | 1.52     | 1.46     | -0.06       | -5.55% | 12.62% | 18.16%    | 2.09       |
|            | TKY1   | 0.52     | 1.45     | 0.94        | 6.50%  | 2.91%  | -3.58%    | 3.05       |
|            | TVL2   | 1.75     | 1.34     | -0.41       | 4.70%  | 6.66%  | 1.96%     | 1.70       |
|            | COL1   | 0.10     | 1.21     | 1.11        | 9.46%  | 8.83%  | -0.64%    | 1.14       |
|            | Total  | 128.17   | 287.88   | 159.71      | 6.92%  | 6.08%  | -0.84%    | 175.98     |
| CHENNAI-01 |        |          |          |             |        |        |           |            |
|            | CH14   | 5.99     | 21.41    | 15.42       | 7.59%  | 7.06%  | -0.53%    | 11.10      |
|            | CH08   | 11.88    | 14.36    | 2.48        | 10.03% | 10.83% | 0.79%     | 8.64       |
|            | MRM1   | 40.05    | 13.02    | -27.02      | 7.40%  | 9.86%  | 2.46%     | 4.08       |
|            | CH05   | 6.18     | 11.94    | 5.75        | 7.93%  | 6.25%  | -1.69%    | 7.53       |
|            | CH07   | 9.52     | 11.32    | 1.80        | 5.07%  | 8.16%  | 3.09%     | 6.83       |
|            | CH16   | 8.18     | 10.11    | 1.92        | 9.92%  | 7.92%  | -2.00%    | 9.09       |
|            | CH19   | 14.24    | 9.56     | -4.68       | 5.94%  | 3.39%  | -2.55%    | 6.28       |
|            | CH22   | 3.05     | 9.45     | 6.40        | 12.62% | 6.81%  | -5.81%    | 4.09       |
|            | CH42   | 8.02     | 8.76     | 0.75        | 7.48%  | 10.24% | 2.76%     | 5.52       |
|            | CH30   | 3.78     | 8.61     | 4.83        | 10.38% | 4.55%  | -5.83%    | 3.99       |
|            | CH37   | 0.47     | 8.42     | 7.95        | 12.54% | 5.47%  | -7.07%    | 1.82       |
|            | CH48   | 6.11     | 7.06     | 0.95        | 8.67%  | 7.53%  | -1.14%    | 6.10       |
|            | CH28   | 5.49     | 6.85     | 1.36        | 9.51%  | 13.73% | 4.22%     | 5.08       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| CHENNAI-01 | CH11   | 3.47     | 6.07     | 2.60        | 10.19% | 10.75% | 0.56%     | 4.73       |
|            | AVD1   | 4.62     | 5.82     | 1.20        | 9.19%  | 9.21%  | 0.02%     | 5.30       |
|            | CH45   | 5.62     | 5.81     | 0.19        | 7.10%  | 7.76%  | 0.66%     | 3.93       |
|            | GUD2   | 3.25     | 5.49     | 2.24        | 5.61%  | 7.76%  | 2.15%     | 4.06       |
|            | CH35   | 1.99     | 4.94     | 2.95        | 5.99%  | 9.82%  | 3.82%     | 2.55       |
|            | CH38   | 5.85     | 4.68     | -1.17       | 6.81%  | 10.84% | 4.03%     | 3.45       |
|            | GUD1   | 4.84     | 4.43     | -0.41       | 12.80% | 9.86%  | -2.93%    | 4.21       |
|            | CH40   | 1.62     | 4.34     | 2.72        | 5.20%  | 3.29%  | -1.91%    | 3.42       |
|            | CGL1   | 0.73     | 3.38     | 2.65        | 12.29% | 8.54%  | -3.75%    | 3.16       |
|            | KNR1   | 3.46     | 2.92     | -0.54       | 7.21%  | 6.89%  | -0.32%    | 3.58       |
|            | TKM1   | 1.62     | 2.19     | 0.57        | 5.92%  | 11.54% | 5.62%     | 2.30       |
|            | SKL1   | 2.95     | 2.16     | -0.78       | 3.24%  | 9.19%  | 5.94%     | 2.92       |
|            | MC09   | 0.17     | 1.66     | 1.49        | 4.89%  | 3.01%  | -1.88%    | 0.71       |
|            | CH26   | 0.70     | 1.60     | 0.90        | 20.77% | 8.53%  | -12.24%   | 1.43       |
|            | MC10   | 0.72     | 1.47     | 0.75        | 1.65%  | 1.30%  | -0.35%    | 1.28       |
|            | CH39   | 2.91     | 1.34     | -1.57       | 9.96%  | 7.42%  | -2.53%    | 3.35       |
|            | CH29   | 0.50     | 0.54     | 0.05        | 4.81%  | 3.44%  | -1.37%    | 1.25       |
|            | MC02   | 0.17     | 0.01     | -0.16       | 7.03%  | 12.13% | 5.10%     | 0.92       |
|            | Total  | 168.15   | 199.74   | 31.59       | 7.93%  | 7.97%  | 0.04%     | 132.72     |
|            |        |          |          |             |        |        |           |            |
| CHENNAI-02 | PON1   | 0.05     | 34.18    | 34.13       | 19.39% | 7.04%  | -12.35%   | 2.84       |
|            | CH15   | 28.21    | 19.09    | -9.12       | 4.41%  | 7.60%  | 3.19%     | 14.11      |
|            | CH03   | 15.83    | 18.89    | 3.06        | 5.88%  | 5.62%  | -0.25%    | 11.87      |
|            | CH18   | 10.09    | 12.77    | 2.69        | 8.91%  | 5.79%  | -3.12%    | 6.38       |
|            | CH21   | 14.35    | 12.67    | -1.67       | 4.64%  | 6.89%  | 2.25%     | 8.67       |
|            | CH24   | 5.12     | 8.30     | 3.18        | 3.77%  | 8.80%  | 5.03%     | 5.26       |
|            | CH34   | 3.20     | 8.06     | 4.86        | 6.81%  | 8.09%  | 1.28%     | 5.60       |
|            | CH12   | 11.50    | 7.92     | -3.58       | 5.92%  | 11.57% | 5.65%     | 6.44       |
|            | CH09   | 1.89     | 6.29     | 4.41        | -6.59% | 9.15%  | 15.75%    | 5.19       |
|            | CH44   | 10.66    | 5.75     | -4.90       | 2.18%  | 5.92%  | 3.74%     | 4.05       |
|            | GPD1   | 6.48     | 4.92     | -1.56       | 5.41%  | 6.12%  | 0.71%     | 3.06       |
|            | CH06   | 3.38     | 4.20     | 0.82        | 8.24%  | 11.10% | 2.86%     | 5.58       |
|            | CH43   | 4.75     | 4.17     | -0.58       | 8.43%  | 10.40% | 1.96%     | 3.60       |
|            | CH33   | 9.25     | 3.98     | -5.27       | 6.99%  | 8.40%  | 1.41%     | 4.02       |
|            | CH41   | 2.95     | 3.46     | 0.51        | 7.54%  | 8.71%  | 1.16%     | 4.07       |
|            | CH46   | 2.08     | 3.24     | 1.16        | 5.19%  | 6.15%  | 0.95%     | 2.53       |
|            | CH31   | 2.49     | 3.23     | 0.74        | 8.65%  | 11.51% | 2.86%     | 2.68       |
|            | CH20   | 5.14     | 3.18     | -1.96       | 7.14%  | 3.57%  | -3.57%    | 6.28       |
|            | CH17   | 2.43     | 3.15     | 0.72        | 4.74%  | 6.98%  | 2.25%     | 2.60       |
|            | UKI1   | 2.35     | 3.12     | 0.77        | 5.18%  | 5.40%  | 0.22%     | 2.76       |
|            | MJR1   | 14.62    | 3.10     | -11.52      | 6.10%  | 12.08% | 5.98%     | 5.30       |
|            | CH23   | 3.22     | 3.03     | -0.20       | 6.49%  | 11.13% | 4.64%     | 2.41       |
|            | CH27   | 2.50     | 2.14     | -0.37       | 6.53%  | 9.38%  | 2.85%     | 1.84       |
|            | MC06   | 2.81     | 2.08     | -0.73       | 1.61%  | 4.87%  | 3.26%     | 1.49       |
|            | CH36   | 2.79     | 1.58     | -1.21       | 3.87%  | 6.65%  | 2.78%     | 3.06       |
|            | MC05   | 3.47     | 1.27     | -2.19       | 2.27%  | 3.05%  | 0.78%     | 2.12       |
|            | CH32   | 0.25     | 0.68     | 0.43        | 5.26%  | 10.71% | 5.45%     | 0.92       |
|            | CH01   |          |          |             | #Error | #Error | #Error    | 0.45       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| CHENNAI-02  | MC08   |          |          |             | #Error | #Error | #Error    | 0.87       |
|             | Total  | 171.84   | 184.45   | 12.62       | 5.40%  | 7.53%  | 2.13%     | 126.03     |
| WEST-02     |        |          |          |             |        |        |           |            |
|             | HSR2   | 7.85     | 10.08    | 2.23        | 8.43%  | 11.94% | 3.50%     | 5.02       |
|             | SLM1   | 5.74     | 9.33     | 3.59        | 4.25%  | 5.30%  | 1.05%     | 8.72       |
|             | ERD2   | 4.65     | 8.45     | 3.80        | 9.15%  | 10.83% | 1.68%     | 4.15       |
|             | HSR1   | 2.05     | 6.59     | 4.55        | 12.27% | 7.76%  | -4.51%    | 3.20       |
|             | ERD1   | 3.49     | 5.62     | 2.13        | 10.31% | 4.50%  | -5.81%    | 3.98       |
|             | VPD1   | 2.69     | 4.49     | 1.80        | 9.39%  | 9.24%  | -0.15%    | 2.89       |
|             | NKL2   | 2.87     | 4.20     | 1.33        | 9.46%  | 8.67%  | -0.79%    | 4.24       |
|             | OML1   | 1.58     | 3.79     | 2.22        | 5.22%  | 4.22%  | -1.01%    | 2.37       |
|             | PMP1   | 1.45     | 3.60     | 2.15        | 6.08%  | 7.25%  | 1.18%     | 1.79       |
|             | APN1   | 0.92     | 3.55     | 2.64        | 13.35% | 9.80%  | -3.55%    | 2.01       |
|             | MCR1   | 2.66     | 3.28     | 0.63        | 5.85%  | 7.74%  | 1.89%     | 2.27       |
|             | TRM1   | 1.57     | 3.25     | 1.68        | 8.13%  | 6.67%  | -1.47%    | 3.63       |
|             | EPI1   | 1.56     | 3.16     | 1.60        | 6.61%  | 10.24% | 3.63%     | 2.35       |
|             | SGI1   | 1.03     | 3.13     | 2.10        | 5.78%  | 7.91%  | 2.13%     | 1.57       |
|             | SLM2   | 1.54     | 3.09     | 1.55        | 11.01% | 7.84%  | -3.17%    | 2.57       |
|             | MTR1   | 1.10     | 2.93     | 1.84        | 9.63%  | 9.68%  | 0.05%     | 2.86       |
|             | BMD1   | 2.21     | 2.87     | 0.67        | 7.14%  | 6.53%  | -0.60%    | 1.67       |
|             | RSP1   | 0.68     | 2.83     | 2.16        | 6.88%  | 11.20% | 4.32%     | 2.27       |
|             | EDP1   | 0.73     | 2.47     | 1.73        | 5.40%  | 6.37%  | 0.96%     | 1.12       |
|             | KVP1   | 1.28     | 2.41     | 1.13        | 6.85%  | 5.26%  | -1.60%    | 1.82       |
|             | KMM1   | 2.10     | 2.17     | 0.07        | 10.64% | 11.59% | 0.95%     | 1.69       |
|             | HRR1   | 2.11     | 2.14     | 0.03        | 6.20%  | 6.01%  | -0.19%    | 2.09       |
|             | PLC1   | 1.22     | 2.03     | 0.81        | 7.41%  | 10.57% | 3.16%     | 1.66       |
|             | ATU1   | 1.95     | 1.95     |             | 10.52% | 8.15%  | -2.37%    | 3.29       |
|             | PDR1   | 0.92     | 1.87     | 0.95        | 15.09% | 21.18% | 6.08%     | 1.56       |
|             | DPR2   | 1.86     | 1.63     | -0.23       | 5.52%  | 11.55% | 6.02%     | 1.90       |
|             | TCG1   | 1.45     | 1.52     | 0.07        | 5.22%  | 10.63% | 5.41%     | 2.00       |
|             | SLM3   | 1.93     | 1.50     | -0.44       | 10.28% | 8.18%  | -2.11%    | 4.04       |
|             | CMI1   | 1.53     | 1.34     | -0.19       | 9.04%  | 7.31%  | -1.73%    | 1.33       |
|             | DPR1   | 1.04     | 1.10     | 0.06        | 9.09%  | 9.69%  | 0.60%     | 1.44       |
|             | SGG1   | 0.22     | 0.84     | 0.62        | 9.97%  | 11.45% | 1.48%     | 1.21       |
|             | VKL1   | 0.57     | 0.67     | 0.10        | 11.80% | 9.90%  | -1.90%    | 1.54       |
|             | KRI1   | 0.80     | 0.57     | -0.23       | 15.88% | 5.20%  | -10.68%   | 2.22       |
|             | Total  | 65.32    | 108.47   | 43.15       | 8.31%  | 8.57%  | 0.27%     | 86.48      |
| NORTH ARCOT |        |          |          |             |        |        |           |            |
|             | KPM2   | 13.30    | 11.21    | -2.09       | 5.62%  | 8.10%  | 2.47%     | 8.35       |
|             | VEL2   | 1.55     | 10.08    | 8.53        | 10.05% | 7.48%  | -2.57%    | 4.57       |
|             | VSI1   | 0.45     | 8.57     | 8.12        | 5.29%  | 7.96%  | 2.67%     | 2.41       |
|             | AKM1   | 0.29     | 5.99     | 5.69        | 14.97% | 6.21%  | -8.76%    | 2.93       |
|             | TRL1   | 3.17     | 5.55     | 2.38        | 10.21% | 8.64%  | -1.57%    | 5.75       |
|             | CGM1   | 4.53     | 5.30     | 0.77        | 5.65%  | 6.31%  | 0.67%     | 3.47       |
|             | WJD1   | 5.07     | 5.20     | 0.13        | 4.27%  | 9.07%  | 4.81%     | 4.92       |
|             | VEL1   | 9.96     | 5.19     | -4.77       | 6.30%  | 12.33% | 6.03%     | 4.52       |
|             | ABR1   | 1.06     | 4.88     | 3.82        | 11.88% | 7.09%  | -4.79%    | 2.75       |
|             | SBR1   | 2.80     | 4.83     | 2.03        | 5.77%  | 7.92%  | 2.14%     | 4.22       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| NORTH ARCOT | WJP1   | 3.80     | 4.42     | 0.62        | 6.51%  | 7.23%  | 0.72%     | 2.33       |
|             | VNB1   | 2.29     | 3.41     | 1.12        | 3.97%  | 5.62%  | 1.65%     | 1.99       |
|             | GDM1   | 2.31     | 3.16     | 0.85        | 5.44%  | 5.54%  | 0.10%     | 2.61       |
|             | KPM1   | 3.07     | 3.11     | 0.03        | 6.19%  | 6.06%  | -0.13%    | 3.09       |
|             | ARC2   | 3.34     | 3.07     | -0.26       | 7.98%  | 5.71%  | -2.27%    | 3.52       |
|             | TRR1   | 2.28     | 2.89     | 0.60        | 9.22%  | 5.74%  | -3.48%    | 4.54       |
|             | CPT1   | 2.00     | 2.32     | 0.32        | 5.29%  | 11.53% | 6.24%     | 1.35       |
|             | CYR1   | 0.50     | 2.31     | 1.81        | 12.09% | 8.91%  | -3.18%    | 1.81       |
|             | TRT1   | 1.41     | 2.20     | 0.79        | 10.42% | 9.75%  | -0.67%    | 2.15       |
|             | PLR1   | 5.67     | 2.08     | -3.59       | 8.08%  | 5.57%  | -2.52%    | 2.12       |
|             | BGR1   | 1.38     | 2.02     | 0.63        | 7.13%  | 8.17%  | 1.04%     | 1.73       |
|             | PTU1   | 0.46     | 1.13     | 0.68        | 5.36%  | 10.91% | 5.55%     | 1.05       |
|             | UGI1   | 0.99     | 1.08     | 0.09        | 3.92%  | 2.32%  | -1.61%    | 1.80       |
|             | SLG1   | 2.33     | 0.99     | -1.35       | 13.48% | 4.69%  | -8.80%    | 1.74       |
|             | ANI1   | 1.44     | 0.69     | -0.75       | 4.04%  | 10.17% | 6.13%     | 1.74       |
|             | Total  | 75.46    | 101.67   | 26.22       | 6.79%  | 7.69%  | 0.90%     | 77.46      |
| SOUTH-03    |        |          |          |             |        |        |           |            |
|             | MDU1   | 15.99    | 12.81    | -3.18       | 4.40%  | 8.16%  | 3.76%     | 14.54      |
|             | MDU2   | 9.47     | 7.78     | -1.69       | 7.09%  | 9.06%  | 1.97%     | 6.23       |
|             | KKD3   | 5.02     | 7.72     | 2.70        | 13.62% | 8.59%  | -5.04%    | 1.47       |
|             | DGL1   | 4.78     | 4.82     | 0.03        | 9.51%  | 10.10% | 0.59%     | 7.17       |
|             | MPA1   | 3.21     | 4.55     | 1.34        | 7.19%  | 10.05% | 2.86%     | 2.81       |
|             | MDU3   | 3.22     | 4.16     | 0.94        | 5.09%  | 9.25%  | 4.17%     | 4.41       |
|             | CBM1   | 3.21     | 4.15     | 0.94        | 5.98%  | 10.85% | 4.87%     | 2.86       |
|             | MDU6   | 5.37     | 4.06     | -1.31       | 5.91%  | 7.32%  | 1.41%     | 5.33       |
|             | MDU4   | 2.97     | 4.00     | 1.02        | 7.55%  | 5.61%  | -1.95%    | 2.82       |
|             | TMM1   | 3.69     | 3.56     | -0.12       | 3.39%  | 5.17%  | 1.79%     | 3.65       |
|             | NKI1   | 25.67    | 2.62     | -23.05      | 6.54%  | 7.76%  | 1.23%     | 1.84       |
|             | MDU5   | 2.04     | 2.60     | 0.56        | 11.88% | 11.54% | -0.33%    | 2.50       |
|             | KYK1   | 1.42     | 2.48     | 1.05        | 14.93% | 9.43%  | -5.50%    | 1.43       |
|             | TEN1   | 6.08     | 2.40     | -3.68       | 5.39%  | 9.53%  | 4.14%     | 2.94       |
|             | ATG1   | 3.01     | 2.06     | -0.96       | 6.07%  | 14.86% | 8.79%     | 3.64       |
|             | DKI1   | 3.95     | 1.94     | -2.01       | 7.88%  | 5.86%  | -2.02%    | 3.88       |
|             | MLR1   | 1.00     | 1.86     | 0.87        | 9.52%  | 4.27%  | -5.25%    | 1.90       |
|             | DGL2   | 1.87     | 1.65     | -0.22       | 11.01% | 6.81%  | -4.20%    | 2.66       |
|             | ADP1   | 3.13     | 1.45     | -1.68       | 11.69% | 7.24%  | -4.45%    | 1.94       |
|             | TEN2   | 7.30     | 1.35     | -5.95       | 3.48%  | 8.56%  | 5.08%     | 2.92       |
|             | TPT1   | 3.37     | 1.33     | -2.05       | 4.59%  | 7.32%  | 2.73%     | 2.45       |
|             | BNR1   | 2.28     | 1.32     | -0.97       | 10.15% | 13.54% | 3.39%     | 2.29       |
|             | PVI1   | 1.79     | 1.28     | -0.51       | 11.65% | 13.78% | 2.13%     | 2.83       |
|             | USL1   | 3.44     | 1.27     | -2.17       | 3.64%  | 7.24%  | 3.60%     | 2.28       |
|             | CMR1   | 2.35     | 1.25     | -1.10       | 4.05%  | 5.85%  | 1.80%     | 1.71       |
|             | NTM1   | 2.14     | 1.24     | -0.89       | -0.11% | 15.87% | 15.98%    | 2.11       |
|             | PNV1   | 2.23     | 1.06     | -1.17       | 4.80%  | 10.71% | 5.91%     | 1.38       |
|             | SVG1   | 2.36     | 1.05     | -1.31       | 12.47% | 4.41%  | -8.06%    | 2.72       |
|             | PNI1   | 0.90     | 0.72     | -0.18       | 5.21%  | 4.43%  | -0.77%    | 1.76       |
|             | MNM1   | 0.89     | 0.66     | -0.24       | 11.74% | 11.21% | -0.53%    | 1.88       |
|             | SGP1   | 1.43     | 0.64     | -0.79       | 7.61%  | 8.63%  | 1.03%     | 1.37       |
|             | KPT1   | 2.03     | 0.63     | -1.40       | 6.14%  | 14.75% | 8.61%     | 2.15       |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% | Day Target |
|------------|--------|----------|----------|-------------|--------|--------|-----------|------------|
| SOUTH-03   | BTU1   | 2.47     | 0.56     | -1.91       | 6.54%  | 1.64%  | -4.90%    | 1.45       |
|            | PKM1   | 1.49     | 0.46     | -1.03       | 6.91%  | 7.35%  | 0.44%     | 1.78       |
|            | ODM1   | 3.19     | 0.46     | -2.73       | 5.55%  | 9.18%  | 3.63%     | 1.92       |
|            | KKD2   | 0.46     | 0.32     | -0.14       | 18.99% | 14.89% | -4.09%    | 2.64       |
|            | TDI1   | 1.85     | 0.26     | -1.59       | 10.95% | 11.19% | 0.24%     | 2.03       |
|            | KRR1   | 1.72     |          | -1.72       | 4.43%  | #Error | #Error    | 1.98       |
|            | Total  | 148.81   | 92.53    | -56.28      | 6.75%  | 8.74%  | 1.99%     | 113.65     |
| TRICHY-01  | TRY1   | 16.23    | 20.28    | 4.05        | 6.39%  | 6.49%  | 0.10%     | 20.09      |
|            | TNJ1   | 6.32     | 6.35     | 0.03        | 10.99% | 7.63%  | -3.36%    | 6.71       |
|            | TNJ2   | 3.77     | 5.13     | 1.36        | 6.01%  | 7.03%  | 1.03%     | 4.44       |
|            | MVM1   | 3.17     | 4.35     | 1.18        | 14.98% | 8.89%  | -6.08%    | 4.60       |
|            | PBR2   | 4.05     | 3.56     | -0.49       | 6.84%  | 9.10%  | 2.26%     | 5.92       |
|            | KUM1   | 5.09     | 3.38     | -1.71       | 9.17%  | 9.75%  | 0.58%     | 5.44       |
|            | TRY3   | 2.51     | 3.17     | 0.66        | 8.31%  | 5.16%  | -3.16%    | 3.70       |
|            | TVR2   | 2.78     | 3.04     | 0.26        | 6.63%  | 8.57%  | 1.94%     | 4.49       |
|            | TYR1   | 3.28     | 2.98     | -0.31       | 8.09%  | 6.22%  | -1.87%    | 3.43       |
|            | PDK1   | 2.40     | 2.92     | 0.52        | 8.68%  | 7.27%  | -1.42%    | 1.67       |
|            | MSI1   | 3.76     | 2.87     | -0.89       | 6.67%  | 6.18%  | -0.49%    | 1.76       |
|            | TVR1   | 2.40     | 2.84     | 0.44        | 7.97%  | 9.62%  | 1.66%     | 1.67       |
|            | AYR1   | 0.63     | 2.56     | 1.93        | 6.86%  | 4.50%  | -2.37%    | 2.42       |
|            | NGT1   | 2.19     | 1.97     | -0.22       | 8.91%  | 10.83% | 1.91%     | 3.64       |
|            | NMM1   | 0.93     | 1.93     | 1.00        | 9.96%  | 9.39%  | -0.58%    | 2.48       |
|            | KIK1   | 1.74     | 1.54     | -0.20       | 10.19% | 16.59% | 6.39%     | 3.24       |
|            | PTK1   | 2.37     | 1.50     | -0.86       | 9.38%  | 2.63%  | -6.75%    | 4.07       |
|            | TTP1   | 1.11     | 1.48     | 0.37        | 7.56%  | 5.70%  | -1.85%    | 2.60       |
|            | TRY2   | 1.33     | 1.44     | 0.11        | 11.68% | 8.76%  | -2.92%    | 1.97       |
|            | MDI1   | 4.68     | 1.42     | -3.26       | 8.44%  | 9.45%  | 1.01%     | 2.98       |
|            | APM1   | 1.59     | 1.23     | -0.36       | 2.74%  | 10.68% | 7.93%     | 1.77       |
|            | JKM1   | 1.41     | 1.20     | -0.21       | 9.71%  | 7.88%  | -1.83%    | 2.90       |
|            | KRN1   | 1.01     | 1.12     | 0.11        | 7.10%  | 10.00% | 2.90%     | 1.70       |
|            | ORU1   | 1.41     | 0.90     | -0.51       | 6.73%  | 7.82%  | 1.09%     | 1.99       |
|            | PBR1   | 0.54     | 0.80     | 0.26        | 4.57%  | -6.52% | -11.09%   | 1.99       |
|            | NCK1   | 0.75     | 0.67     | -0.08       | 5.88%  | 14.48% | 8.60%     | 1.93       |
|            | Total  | 77.44    | 80.62    | 3.18        | 8.09%  | 7.54%  | -0.55%    | 99.59      |
| WEST-01    | CBE2   | 6.34     | 12.12    | 5.77        | 10.00% | 7.56%  | -2.44%    | 10.98      |
|            | TPR2   | 4.68     | 9.40     | 4.72        | 6.53%  | 8.53%  | 2.00%     | 4.27       |
|            | TPR1   | 1.49     | 5.04     | 3.55        | 3.90%  | 8.16%  | 4.26%     | 3.13       |
|            | AVI1   | 1.00     | 4.72     | 3.73        | 9.02%  | 10.61% | 1.59%     | 1.87       |
|            | TPR3   | 1.29     | 3.63     | 2.34        | 8.43%  | 10.86% | 2.43%     | 2.03       |
|            | GBM1   | 1.15     | 3.39     | 2.23        | 2.12%  | 5.37%  | 3.25%     | 1.74       |
|            | PLI1   | 2.64     | 3.29     | 0.65        | 6.61%  | 8.53%  | 1.92%     | 3.00       |
|            | CBE6   | 1.37     | 3.04     | 1.67        | 13.13% | 9.00%  | -4.12%    | 2.84       |
|            | TPR4   | 1.08     | 2.72     | 1.64        | 0.65%  | 8.00%  | 7.35%     | 2.01       |
|            | KMD1   | 1.42     | 2.53     | 1.11        | 8.33%  | 9.03%  | 0.70%     | 1.81       |
|            | SNR1   | 0.87     | 2.51     | 1.63        | 11.93% | 16.45% | 4.52%     | 2.27       |
|            | SUL1   | 2.13     | 2.34     | 0.21        | 12.60% | 11.14% | -1.46%    | 1.57       |
|            | KGI1   | 2.96     | 2.23     | -0.73       | 7.82%  | 5.31%  | -2.51%    | 1.98       |
|            | UAM1   | 4.63     | 2.15     | -2.48       | 6.38%  | 10.80% | 4.43%     | 4.14       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% | Day Target |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|------------|
| WEST-01     | SYM2   | 0.19     | 2.02     | 1.83        | 17.57%  | 12.74% | -4.84%    | 1.32       |
|             | MPM1   | 3.07     | 1.71     | -1.36       | 10.85%  | 15.13% | 4.28%     | 2.13       |
|             | CBE4   | 2.33     | 1.69     | -0.64       | 9.51%   | 9.78%  | 0.27%     | 4.53       |
|             | KGM1   | 0.78     | 1.52     | 0.74        | 17.77%  | 13.12% | -4.65%    | 1.32       |
|             | CBE5   | 0.49     | 1.44     | 0.96        | 19.46%  | 15.94% | -3.52%    | 1.68       |
|             | CBE1   | 0.56     | 1.43     | 0.87        | 14.25%  | 11.94% | -2.31%    | 2.28       |
|             | CBE3   | 0.02     | 1.42     | 1.39        | -86.25% | 13.72% | 99.97%    | 0.98       |
|             | KMR1   | 2.09     | 1.34     | -0.75       | 8.24%   | 7.04%  | -1.20%    | 3.58       |
|             | UMP1   | 1.06     | 1.20     | 0.14        | 6.19%   | 11.66% | 5.47%     | 1.71       |
|             | CNR1   | 1.51     | 1.18     | -0.33       | 10.14%  | 11.27% | 1.13%     | 1.67       |
|             | PDM1   | 1.37     | 1.15     | -0.22       | 8.07%   | 8.73%  | 0.66%     | 1.15       |
|             | GDR1   | 1.31     | 1.03     | -0.28       | 11.14%  | 13.24% | 2.11%     | 1.63       |
|             | DPM2   | 2.70     | 1.03     | -1.67       | 10.82%  | 9.31%  | -1.51%    | 1.68       |
|             | ANR1   | 0.53     | 0.62     | 0.09        | 4.86%   | 14.89% | 10.04%    | 0.67       |
|             | PPI1   | 0.18     | 0.23     | 0.05        | 15.31%  | 7.72%  | -7.58%    | 1.09       |
|             | Total  | 51.25    | 78.10    | 26.86       | 8.73%   | 9.62%  | 0.89%     | 71.08      |
| SOUTH ARCOT | TRK1   | 9.79     | 11.58    | 1.79        | 6.43%   | 6.21%  | -0.22%    | 4.94       |
|             | CUD1   | 6.31     | 9.49     | 3.18        | 7.29%   | 6.63%  | -0.66%    | 7.23       |
|             | POY1   | 12.31    | 6.92     | -5.39       | 7.04%   | 9.26%  | 2.22%     | 6.24       |
|             | KLM1   | 3.22     | 6.72     | 3.50        | 8.74%   | 9.09%  | 0.35%     | 3.47       |
|             | KKI2   | 6.36     | 5.27     | -1.09       | 6.48%   | 1.77%  | -4.71%    | 4.61       |
|             | POY2   | 7.89     | 4.46     | -3.44       | 7.42%   | 10.83% | 3.40%     | 6.11       |
|             | VPM2   | 1.69     | 4.01     | 2.32        | 2.52%   | 9.02%  | 6.51%     | 3.93       |
|             | NVL2   | 6.71     | 3.52     | -3.19       | 4.70%   | 9.32%  | 4.62%     | 5.46       |
|             | CDM1   | 2.35     | 3.40     | 1.04        | 10.64%  | 9.45%  | -1.18%    | 4.34       |
|             | TDM1   | 4.03     | 2.75     | -1.29       | 6.94%   | 10.64% | 3.70%     | 4.12       |
|             | ULP1   | 4.24     | 2.74     | -1.50       | 8.25%   | 3.91%  | -4.34%    | 3.73       |
|             | PRT1   | 0.70     | 1.98     | 1.28        | 7.91%   | 8.39%  | 0.48%     | 3.14       |
|             | TVM2   | 2.58     | 1.74     | -0.85       | 4.97%   | 2.11%  | -2.86%    | 3.31       |
|             | STP1   | 0.46     | 1.48     | 1.02        | 13.32%  | 9.73%  | -3.59%    | 1.86       |
|             | MKM1   | 1.75     | 1.40     | -0.35       | 7.40%   | 12.37% | 4.97%     | 2.02       |
|             | SJI1   | 1.41     | 1.39     | -0.02       | 6.22%   | 11.51% | 5.29%     | 3.81       |
|             | TVM1   | 1.68     | 1.08     | -0.59       | 6.28%   | 10.87% | 4.59%     | 2.25       |
|             | KML1   | 0.91     | 0.93     | 0.02        | 9.21%   | 10.63% | 1.42%     | 2.07       |
|             | VPM1   | 1.10     | 0.51     | -0.58       | 7.48%   | 7.09%  | -0.39%    | 1.65       |
|             | VCM1   | 0.43     | 0.22     | -0.21       | 9.29%   | 10.30% | 1.01%     | 2.36       |
|             | Total  | 75.91    | 71.58    | -4.33       | 6.91%   | 7.74%  | 0.83%     | 76.66      |
| KL-SOUTH    | TVP1   | 6.21     | 7.57     | 1.36        | 5.44%   | 5.93%  | 0.49%     | 5.55       |
|             | KLR1   | 1.73     | 1.52     | -0.21       | 6.37%   | 8.28%  | 1.91%     | 2.75       |
|             | PAS1   | 1.10     | 1.21     | 0.11        | 2.96%   | 4.50%  | 1.54%     | 2.04       |
|             | Total  | 9.04     | 10.30    | 1.26        | 5.32%   | 6.11%  | 0.79%     | 10.34      |
| OTHERS      | CZWH   | 22.01    |          | -22.01      | -2.23%  | #Error | #Error    | 0.00       |
|             | GHUB   | 2.30     |          | -2.30       | 5.04%   | #Error | #Error    | 0.00       |
|             | S2SD   | 2.51     |          | -2.51       | -3.99%  | #Error | #Error    | 0.00       |
|             | SZSD   | 2.38     |          | -2.38       | 1.49%   | #Error | #Error    | 0.00       |
|             | TZSD   | 2.21     |          | -2.21       | -2.00%  | #Error | #Error    | 0.00       |
|             | WHC3   | 3.55     |          | -3.55       | 17.03%  | #Error | #Error    | 0.00       |
|             | WZSD   | 3.22     |          | -3.22       | 30.00%  | #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   | 1.89     |          | -1.89       | 8.13%  | #Error | #Error    | 0.00       |
|            | Total  | 40.08    |          | -40.08      | 3.10%  | #Error | #Error    | 0.00       |
|            | Total  | 1011.45  | 1215.36  | 203.90      | 6.90%  | 7.59%  | 0.69%     | 969.99     |