



# Wash-Mac - Daily Sales Performance As on 01-04-2026 11:25:27 PM

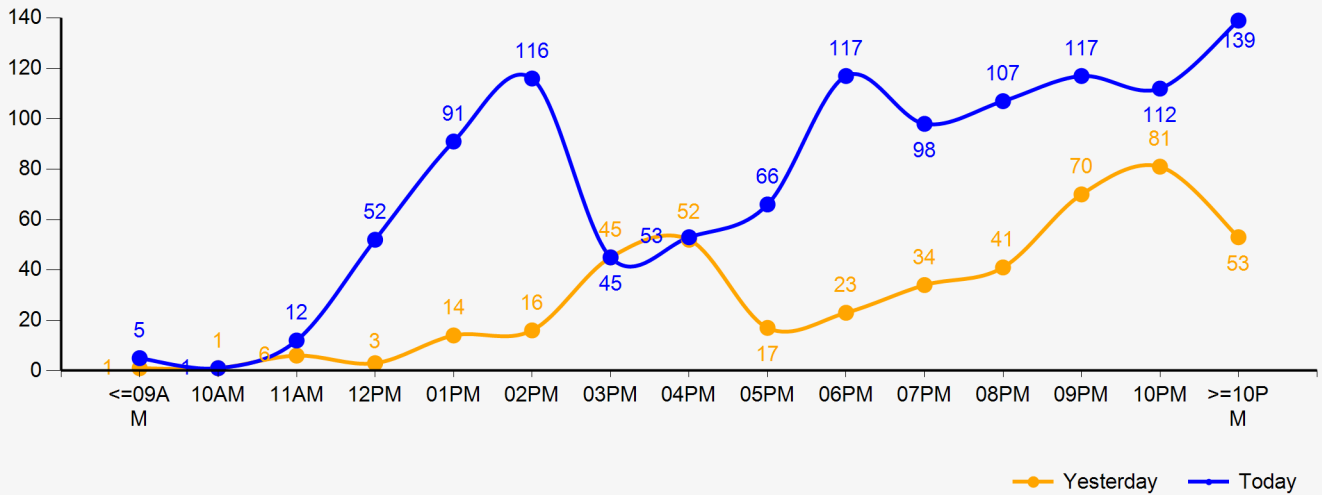
YD Sales : 457

YD GP%: 9.68%

TD Sales : 1131

TD GP%: 7.73%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales   | TD Sales    | TD-YD Sales | YD GP%       | TD GP%       | TD-YD GP%     |
|---------------|------------|-------------|-------------|--------------|--------------|---------------|
| SOUTH-03      | 48         | 159         | 111         | 8.45%        | 6.20%        | -2.25%        |
| TRICHY-01     | 41         | 159         | 118         | 10.86%       | 7.29%        | -3.57%        |
| WEST-02       | 34         | 137         | 103         | 11.10%       | 8.61%        | -2.49%        |
| SOUTH-01      | 87         | 134         | 47          | 9.18%        | 7.83%        | -1.35%        |
| CHENNAI-01    | 63         | 96          | 33          | 10.29%       | 8.44%        | -1.85%        |
| WEST-01       | 34         | 83          | 49          | 11.10%       | 10.17%       | -0.93%        |
| CHENNAI-02    | 62         | 75          | 13          | 10.69%       | 8.09%        | -2.60%        |
| TIRUPATI-01   | 19         | 71          | 52          | 9.24%        | 9.17%        | -0.07%        |
| VIJAYAWADA-01 | 5          | 70          | 65          | 5.74%        | 6.21%        | 0.47%         |
| NORTH ARCOT   | 25         | 67          | 42          | 9.02%        | 9.91%        | 0.89%         |
| SOUTH ARCOT   | 23         | 60          | 37          | 10.31%       | 4.01%        | -6.31%        |
| KL-SOUTH      | 4          | 17          | 13          | 9.64%        | 6.55%        | -3.09%        |
| KL-NORTH      | 12         | 3           | (9)         | 1.69%        | 2.06%        | 0.37%         |
| <b>Total</b>  | <b>457</b> | <b>1131</b> | <b>674</b>  | <b>9.68%</b> | <b>7.73%</b> | <b>-1.95%</b> |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |        |
|------------|--------|----------|----------|-------------|--------|--------|-----------|--------|
| SOUTH-03   | MDU1   | 4        | 20       | 16          | 4.89%  | 5.79%  | 0.90%     |        |
|            | KKD3   |          | 10       | 10          | #Error | 5.31%  | #Error    |        |
|            | MDU6   | 1        | 10       | 9           | -2.28% | 9.29%  | 11.58%    |        |
|            | ATG1   | 3        | 9        | 6           | 1.39%  | 7.03%  | 5.63%     |        |
|            | MLR1   | 1        | 9        | 8           | -0.60% | 5.86%  | 6.46%     |        |
|            | MDU2   | 1        | 7        | 6           | 7.72%  | 7.70%  | -0.02%    |        |
|            | USL1   |          |          | 7           | 7      | #Error | 8.37%     | #Error |
|            | BTU1   | 1        | 6        | 5           | 16.31% | 8.10%  | -8.21%    |        |
|            | DGL1   | 6        | 6        |             | 11.42% | 5.94%  | -5.48%    |        |
|            | MPA1   |          |          | 6           | 6      | #Error | 7.87%     | #Error |
|            | TEN2   | 3        | 6        | 3           | 10.49% | 9.67%  | -0.82%    |        |
|            | CMR1   |          |          | 5           | 5      | #Error | 3.76%     | #Error |
|            | MDU7   | 2        | 5        | 3           | 6.82%  | 7.24%  | 0.42%     |        |
|            | PNV2   |          |          | 5           | 5      | #Error | 1.17%     | #Error |

| Sales Zone | Branch    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |        |
|------------|-----------|----------|----------|-------------|--------|--------|-----------|--------|
| SOUTH-03   | PVI1      | 1        | 5        | 4           | 15.50% | 8.03%  | -7.47%    |        |
|            | DKI1      | 1        | 4        | 3           | 13.80% | 3.18%  | -10.62%   |        |
|            | KYK1      |          | 4        | 4           | #Error | 5.67%  | #Error    |        |
|            | MDU3      | 2        | 4        | 2           | 12.89% | 1.13%  | -11.76%   |        |
|            | TMM1      |          | 4        | 4           | #Error | 6.08%  | #Error    |        |
|            | KRR1      | 3        | 3        |             | 20.70% | 6.45%  | -14.24%   |        |
|            | MDU4      | 4        | 3        | (1)         | 1.27%  | 5.73%  | 4.46%     |        |
|            | PKM1      | 3        | 3        |             | 5.61%  | 4.97%  | -0.64%    |        |
|            | SGP1      | 1        | 3        | 2           | 11.34% | 4.23%  | -7.12%    |        |
|            | MDU5      | 2        | 2        |             | 8.32%  | -4.55% | -12.87%   |        |
|            | NKI1      |          | 2        | 2           | #Error | 7.73%  | #Error    |        |
|            | ODM1      | 1        | 2        | 1           | 8.90%  | 6.77%  | -2.13%    |        |
|            | PNI1      | 1        | 2        | 1           | 8.52%  | 7.46%  | -1.06%    |        |
|            | TDI1      | 1        | 2        | 1           | -0.60% | 11.77% | 12.37%    |        |
|            | ADP1      |          | 1        | 1           | #Error | -5.14% | #Error    |        |
|            | CBM1      |          | 1        | 1           | #Error | -4.55% | #Error    |        |
|            | MNM1      |          | 1        | 1           | #Error | 7.72%  | #Error    |        |
|            | SVG1      |          | 1        | 1           | #Error | -5.14% | #Error    |        |
|            | TEN1      | 2        | 1        | (1)         | 10.54% | 7.13%  | -3.42%    |        |
|            | TPT1      |          | 1        | 1           | #Error | 3.54%  | #Error    |        |
|            | BNR1      | 1        |          | (1)         | 5.71%  | #Error | #Error    |        |
|            | DGL2      | 1        |          | (1)         | 11.78% | #Error | #Error    |        |
|            | KPT1      | 1        |          | (1)         | 8.92%  | #Error | #Error    |        |
|            | NTM1      | 1        |          | (1)         | -0.60% | #Error | #Error    |        |
|            | WHMD      |          |          | (1)         | (1)    | #Error | 8.90%     | #Error |
|            | Total     | 48       | 159      | 111         | 8.45%  | 6.20%  | -2.25%    |        |
|            | TRICHY-01 | TRY1     | 7        | 20          | 13     | 10.47% | 6.83%     | -3.64% |
| JKM1       |           | 3        | 13       | 10          | 4.08%  | 4.74%  | 0.65%     |        |
| TVR2       |           | 1        | 12       | 11          | 16.79% | 8.69%  | -8.10%    |        |
| MDI1       |           |          | 11       | 11          | #Error | 7.13%  | #Error    |        |
| MVM1       |           | 1        | 10       | 9           | 17.58% | 8.58%  | -9.00%    |        |
| TYR1       |           |          | 9        | 9           | #Error | 5.51%  | #Error    |        |
| ORU1       |           |          | 8        | 8           | #Error | 7.74%  | #Error    |        |
| TRY3       |           |          | 7        | 7           | #Error | 12.04% | #Error    |        |
| PBR1       |           |          | 6        | 6           | #Error | 10.95% | #Error    |        |
| TNJ1       |           | 8        | 6        | (2)         | 10.05% | 4.51%  | -5.54%    |        |
| TVR1       |           |          | 6        | 6           | #Error | -1.08% | #Error    |        |
| AYR1       |           |          | 5        | 5           | #Error | 17.28% | #Error    |        |
| KIK1       |           |          | 5        | 5           | #Error | 4.03%  | #Error    |        |
| KUM1       |           | 1        | 5        | 4           | 8.31%  | 5.45%  | -2.86%    |        |
| MSI1       |           |          | 5        | 5           | #Error | 7.52%  | #Error    |        |
| NGT1       |           |          | 5        | 5           | #Error | 1.42%  | #Error    |        |
| PTK1       |           | 1        | 5        | 4           | 12.38% | 9.52%  | -2.86%    |        |
| NCK1       |           |          | 3        | 3           | #Error | 0.58%  | #Error    |        |
| NMM1       |           |          | 3        | 3           | #Error | 9.69%  | #Error    |        |
| TTP1       |           | 2        | 3        | 1           | 15.62% | 13.58% | -2.04%    |        |
| PBR2       |           | 3        | 2        | (1)         | 9.99%  | 13.25% | 3.26%     |        |
| PDK1       |           | 1        | 2        | 1           | 11.21% | 0.44%  | -10.76%   |        |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01  | TNJ2   | 10       | 2        | (8)         | 11.14% | 12.75% | 1.61%     |
|            | TRY2   |          | 2        | 2           | #Error | 0.12%  | #Error    |
|            | TRY4   | 1        | 2        | 1           | 18.49% | 1.73%  | -16.75%   |
|            | APM1   | 2        | 1        | (1)         | 15.32% | 7.10%  | -8.23%    |
|            | KRN1   |          | 1        | 1           | #Error | 14.29% | #Error    |
|            | Total  | 41       | 159      | 118         | 10.86% | 7.29%  | -3.57%    |
| WEST-02    | ATU1   | 1        | 10       | 9           | 8.52%  | 8.36%  | -0.16%    |
|            | ERD1   | 1        | 10       | 9           | 7.10%  | 10.84% | 3.74%     |
|            | SLM1   | 4        | 10       | 6           | 7.64%  | 7.75%  | 0.11%     |
|            | NKL2   | 1        | 7        | 6           | 13.47% | 7.31%  | -6.16%    |
|            | SLM2   | 2        | 7        | 5           | 8.85%  | 2.68%  | -6.17%    |
|            | TCG1   | 1        | 7        | 6           | 14.56% | 8.36%  | -6.20%    |
|            | HSR2   | 4        | 6        | 2           | 10.66% | 9.03%  | -1.63%    |
|            | RSP1   |          | 6        | 6           | #Error | 5.63%  | #Error    |
|            | EDP1   |          | 5        | 5           | #Error | 7.77%  | #Error    |
|            | KRI1   |          | 5        | 5           | #Error | 6.98%  | #Error    |
|            | VPD1   | 1        | 5        | 4           | 15.48% | 12.20% | -3.28%    |
|            | WHKP   |          | 5        | 5           | #Error | 12.09% | #Error    |
|            | APN1   |          | 4        | 4           | #Error | 11.78% | #Error    |
|            | EPI1   | 1        | 4        | 3           | 14.47% | 8.64%  | -5.83%    |
|            | ERD2   | 3        | 4        | 1           | 5.13%  | 7.65%  | 2.52%     |
|            | HSR1   | 1        | 4        | 3           | 11.02% | 8.86%  | -2.16%    |
|            | KAM1   |          | 4        | 4           | #Error | 14.63% | #Error    |
|            | MCR1   | 1        | 4        | 3           | 12.38% | 10.56% | -1.81%    |
|            | BMD1   |          | 3        | 3           | #Error | 9.06%  | #Error    |
|            | PDR1   | 1        | 3        | 2           | 14.82% | -8.39% | -23.21%   |
|            | PMP1   |          | 3        | 3           | #Error | 8.90%  | #Error    |
|            | SGG1   |          | 3        | 3           | #Error | 4.10%  | #Error    |
|            | SLM3   | 2        | 3        | 1           | 11.01% | 10.74% | -0.27%    |
|            | DPR2   | 1        | 2        | 1           | -0.60% | 0.19%  | 0.80%     |
|            | KVP1   |          | 2        | 2           | #Error | 11.14% | #Error    |
|            | MTR1   | 1        | 2        | 1           | 10.07% | 2.85%  | -7.22%    |
|            | OML1   | 2        | 2        |             | 12.00% | 18.54% | 6.54%     |
|            | TRM1   | 2        | 2        |             | 16.85% | 10.21% | -6.65%    |
|            | CMI1   | 1        | 1        |             | 12.98% | -2.57% | -15.56%   |
|            | HRR1   | 1        | 1        |             | 23.04% | 18.45% | -4.59%    |
|            | PLC1   | 2        | 1        | (1)         | 12.12% | 15.86% | 3.73%     |
|            | SGI1   |          | 1        | 1           | #Error | 3.54%  | #Error    |
|            | VKL1   |          | 1        | 1           | #Error | 11.49% | #Error    |
|            | DPR1   |          |          |             | #Error | #Error | #Error    |
| KMM1       |        |          |          | #Error      | #Error | #Error |           |
| Total      | 34     | 137      | 103      | 11.10%      | 8.61%  | -2.49% |           |
| SOUTH-01   | TVL1   | 9        | 10       | 1           | 11.39% | 9.61%  | -1.78%    |
|            | SVK1   | 5        | 9        | 4           | 7.62%  | 5.18%  | -2.44%    |
|            | TUT1   | 9        | 8        | (1)         | 8.17%  | 12.95% | 4.78%     |
|            | NGR1   | 6        | 7        | 1           | 8.09%  | 7.79%  | -0.30%    |
|            | TCN1   | 6        | 7        | 1           | 7.97%  | 7.88%  | -0.09%    |
|            | TKS2   | 2        | 7        | 5           | 8.70%  | 7.21%  | -1.50%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | KVT1   | 5        | 6        | 1           | 14.38% | 11.28% | -3.10%    |
|            | SNL1   |          | 6        | 6           | #Error | 1.50%  | #Error    |
|            | KSM1   | 1        | 5        | 4           | 1.79%  | 8.63%  | 6.84%     |
|            | TUT2   | 3        | 5        | 2           | 8.71%  | 7.58%  | -1.13%    |
|            | MAR1   | 1        | 4        | 3           | 14.19% | 0.84%  | -13.34%   |
|            | TKY1   | 1        | 4        | 3           | -2.57% | 8.90%  | 11.47%    |
|            | VLY1   | 3        | 4        | 1           | 5.88%  | 6.04%  | 0.16%     |
|            | VNR2   |          | 4        | 4           | #Error | 9.12%  | #Error    |
|            | ARM1   | 1        | 3        | 2           | 3.54%  | 3.95%  | 0.41%     |
|            | COL1   |          | 3        | 3           | 21.66% | -2.47% | -24.13%   |
|            | ERL2   | 2        | 3        | 1           | 6.93%  | 5.59%  | -1.34%    |
|            | KGL1   |          | 3        | 3           | #Error | 7.83%  | #Error    |
|            | KYR1   |          | 3        | 3           | #Error | 9.91%  | #Error    |
|            | PKD1   | 1        | 3        | 2           | 13.64% | 7.25%  | -6.39%    |
|            | RND1   | 2        | 3        | 1           | 1.75%  | 13.45% | 11.70%    |
|            | RPM1   | 7        | 3        | (4)         | 5.76%  | -1.76% | -7.52%    |
|            | TKS1   | 5        | 3        | (2)         | 11.13% | 10.07% | -1.06%    |
|            | TYI1   |          | 3        | 3           | #Error | 2.90%  | #Error    |
|            | VNR1   | 1        | 3        | 2           | 12.98% | 9.67%  | -3.31%    |
|            | APK1   | 1        | 2        | 1           | -2.28% | 17.60% | 19.88%    |
|            | ASM1   | 2        | 2        |             | 14.01% | 18.00% | 3.99%     |
|            | MMT1   | 2        | 2        |             | 1.25%  | 9.80%  | 8.55%     |
|            | SDI1   |          | 2        | 2           | #Error | 1.56%  | #Error    |
|            | VKM1   | 1        | 2        | 1           | -0.60% | 10.52% | 11.12%    |
|            | APK2   | 1        | 1        |             | 26.32% | 7.72%  | -18.60%   |
|            | PDI1   | 3        | 1        | (2)         | 4.55%  | 9.06%  | 4.51%     |
|            | SGT1   |          | 1        | 1           | #Error | 13.59% | #Error    |
|            | SKD1   | 2        | 1        | (1)         | 13.81% | 3.54%  | -10.27%   |
|            | UDN1   | 3        | 1        | (2)         | 12.46% | 7.72%  | -4.74%    |
|            | STU2   | 2        |          | (2)         | 20.95% | #Error | #Error    |
| Total      | 87     | 134      | 47       | 9.18%       | 7.83%  | -1.35% |           |
| CHENNAI-01 | CH07   | 3        | 9        | 6           | 8.57%  | 8.85%  | 0.28%     |
|            | MRM1   | 2        | 9        | 7           | 12.33% | 9.32%  | -3.01%    |
|            | CH08   | 6        | 7        | 1           | 13.32% | 13.53% | 0.21%     |
|            | CH16   | 3        | 6        | 3           | 7.97%  | 13.47% | 5.50%     |
|            | CH19   | 4        | 6        | 2           | 5.04%  | 7.73%  | 2.69%     |
|            | AVD1   |          | 5        | 5           | #Error | 0.49%  | #Error    |
|            | CH14   | 5        | 5        |             | 11.14% | 5.42%  | -5.72%    |
|            | CH28   | 3        | 4        | 1           | 14.54% | 10.66% | -3.88%    |
|            | CH42   | 5        | 4        | (1)         | 9.29%  | 8.24%  | -1.06%    |
|            | CH47   | 1        | 4        | 3           | 17.90% | 10.26% | -7.64%    |
|            | GUD2   | 3        | 4        | 1           | 10.92% | -1.85% | -12.77%   |
|            | CH22   | 2        | 3        | 1           | 15.24% | 14.56% | -0.69%    |
|            | CH38   | 1        | 3        | 2           | 10.37% | 8.83%  | -1.54%    |
|            | CH48   | 3        | 3        |             | 12.20% | 12.27% | 0.07%     |
|            | GUD1   | 3        | 3        |             | 16.74% | 16.06% | -0.68%    |
|            | CGL1   | 1        | 2        | 1           | 14.56% | 3.54%  | -11.02%   |
|            | CH35   | 3        | 2        | (1)         | 14.76% | 6.61%  | -8.14%    |

| Sales Zone | Branch  | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |        |
|------------|---------|----------|----------|-------------|--------|--------|-----------|--------|
| CHENNAI-01 | CH45    | 3        | 2        | (1)         | 13.01% | 8.28%  | -4.73%    |        |
|            | CZWH    | 3        | 2        | (1)         | -7.92% | -6.90% | 1.01%     |        |
|            | KNR1    | 1        | 2        | 1           | 11.21% | 3.54%  | -7.67%    |        |
|            | SKL1    |          | 2        | 2           | #Error | 17.87% | #Error    |        |
|            | TKM1    |          | 2        | 2           | #Error | 15.99% | #Error    |        |
|            | CH05    | 2        | 1        | (1)         | 9.00%  | 6.56%  | -2.44%    |        |
|            | CH25    | 2        | 1        | (1)         | 16.94% | 4.21%  | -12.73%   |        |
|            | CH26    | 1        | 1        |             | 9.59%  | -4.55% | -14.15%   |        |
|            | CH30    | 5        | 1        | (4)         | 9.85%  | 8.90%  | -0.95%    |        |
|            | CH37    |          | 1        | 1           | #Error | 3.54%  | #Error    |        |
|            | CH39    |          | 1        | 1           | #Error | 0.48%  | #Error    |        |
|            | CH40    | 1        | 1        |             | 8.52%  | 9.06%  | 0.54%     |        |
|            | CH49    | 3        | 1        | (2)         | 7.51%  | 16.07% | 8.56%     |        |
|            | CH29    | 1        |          | (1)         | 23.71% | #Error | #Error    |        |
|            | MC09    |          |          |             | #Error | #Error | #Error    |        |
|            | MC10    |          |          |             | #Error | #Error | #Error    |        |
|            | WCHN    | (7)      | (1)      | 6           | 13.51% | 12.38% | -1.13%    |        |
|            | Total   | 63       | 96       | 33          | 10.29% | 8.44%  | -1.85%    |        |
|            | WEST-01 | CBE2     | 4        | 9           | 5      | 10.23% | 14.16%    | 3.93%  |
|            |         | TPR2     | 3        | 6           | 3      | 8.89%  | 4.81%     | -4.08% |
| DPM2       |         | 1        | 5        | 4           | -0.60% | 7.48%  | 8.08%     |        |
| GDR1       |         | 1        | 5        | 4           | 3.54%  | 8.76%  | 5.23%     |        |
| MPM1       |         | 1        | 5        | 4           | 23.04% | 9.81%  | -13.23%   |        |
| UAM1       |         | 3        | 5        | 2           | 5.28%  | 14.27% | 8.99%     |        |
| CBE4       |         | 3        | 4        | 1           | 7.20%  | 8.52%  | 1.32%     |        |
| CBE6       |         | 1        | 4        | 3           | 19.14% | 12.38% | -6.76%    |        |
| KMD1       |         |          | 4        | 4           | #Error | 8.49%  | #Error    |        |
| TPR1       |         | 3        | 4        | 1           | 12.72% | 14.29% | 1.57%     |        |
| CBE1       |         | 1        | 3        | 2           | 8.52%  | 15.71% | 7.19%     |        |
| KGM1       |         | 2        | 3        | 1           | 14.05% | 9.32%  | -4.73%    |        |
| PDM1       |         | 1        | 3        | 2           | 8.76%  | 6.38%  | -2.38%    |        |
| PLI1       |         | 2        | 3        | 1           | 12.68% | 1.62%  | -11.06%   |        |
| ANR1       |         |          | 2        | 2           | #Error | 11.88% | #Error    |        |
| CBE3       |         |          | 2        | 2           | #Error | -1.40% | #Error    |        |
| CNR1       |         | 1        | 2        | 1           | 14.56% | 10.20% | -4.35%    |        |
| KMR1       |         | 1        | 2        | 1           | 9.33%  | 14.14% | 4.81%     |        |
| PPI1       |         |          | 2        | 2           | #Error | 17.55% | #Error    |        |
| SNR1       |         | 1        | 2        | 1           | 16.79% | 9.72%  | -7.08%    |        |
| SUL1       |         | 2        | 2        |             | 15.97% | 7.72%  | -8.24%    |        |
| TPR4       |         |          | 2        | 2           | #Error | 13.00% | #Error    |        |
| AVI1       |         |          | 1        | 1           | #Error | -4.55% | #Error    |        |
| KGI1       |         | 1        | 1        |             | 9.06%  | 12.41% | 3.35%     |        |
| TPR3       |         |          | 1        | 1           | #Error | 7.19%  | #Error    |        |
| UMP1       |         | 2        | 1        | (1)         | 9.06%  | 13.64% | 4.58%     |        |
| CBE5       |         |          |          |             | #Error | #Error | #Error    |        |
| GBM1       |         |          |          |             | #Error | #Error | #Error    |        |
| SYM2       |         | 1        |          | (1)         | 13.07% | #Error | #Error    |        |

| Sales Zone | Branch      | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|-------------|----------|----------|-------------|--------|---------|-----------|
| WEST-01    | WHCB        | (1)      |          | 1           | 0.32%  | #Error  | #Error    |
|            | Total       | 34       | 83       | 49          | 11.10% | 10.17%  | -0.93%    |
| CHENNAI-02 | CH15        | 4        | 7        | 3           | 14.71% | 8.78%   | -5.93%    |
|            | CH18        | 1        | 7        | 6           | 22.52% | 13.80%  | -8.72%    |
|            | CH03        | 4        | 5        | 1           | 16.12% | 11.74%  | -4.38%    |
|            | CH20        | 3        | 5        | 2           | 10.89% | 5.15%   | -5.74%    |
|            | MJR1        | 2        | 5        | 3           | 9.06%  | 6.15%   | -2.91%    |
|            | CH17        | 2        | 4        | 2           | 13.25% | 11.35%  | -1.90%    |
|            | CH24        | 14       | 4        | (10)        | 4.48%  | 4.57%   | 0.09%     |
|            | CH33        | 4        | 4        |             | 18.33% | 7.43%   | -10.90%   |
|            | CH51        | 6        | 4        | (2)         | 13.01% | 16.23%  | 3.22%     |
|            | PON1        |          | 4        | 4           | #Error | 9.62%   | #Error    |
|            | CH06        | 1        | 3        | 2           | 14.74% | 8.85%   | -5.89%    |
|            | CH21        | 4        | 3        | (1)         | 4.86%  | 6.36%   | 1.50%     |
|            | CH12        | 3        | 2        | (1)         | 9.36%  | 3.71%   | -5.65%    |
|            | CH34        |          | 2        | 2           | #Error | 16.52%  | #Error    |
|            | CH43        | 1        | 2        | 1           | 14.56% | 10.11%  | -4.45%    |
|            | CH44        | 6        | 2        | (4)         | 6.43%  | 4.08%   | -2.35%    |
|            | CH50        | 2        | 2        |             | 4.88%  | 12.11%  | 7.23%     |
|            | GPD1        |          | 2        | 2           | #Error | -4.95%  | #Error    |
|            | CH23        |          | 1        | 1           | #Error | -19.23% | #Error    |
|            | CH27        | 1        | 1        |             | 15.45% | 3.54%   | -11.92%   |
|            | CH31        |          | 1        | 1           | #Error | -4.55%  | #Error    |
|            | CH32        |          | 1        | 1           | #Error | 22.72%  | #Error    |
|            | CH41        | 2        | 1        | (1)         | 10.06% | 7.72%   | -2.34%    |
|            | CH46        | 1        | 1        |             | 9.06%  | 5.58%   | -3.48%    |
|            | MC06        |          | 1        | 1           | #Error | 13.70%  | #Error    |
|            | UKI1        | 1        | 1        |             | 0.36%  | 3.54%   | 3.18%     |
|            | CH01        |          |          |             | #Error | #Error  | #Error    |
|            | CH36        |          |          |             | #Error | #Error  | #Error    |
|            | MC05        |          |          |             | #Error | #Error  | #Error    |
|            | Total       | 62       | 75       | 13          | 10.69% | 8.09%   | -2.60%    |
|            | TIRUPATI-01 | PUT1     | 1        | 7           | 6      | 14.78%  | 7.74%     |
| TPY2       |             | 5        | 7        | 2           | 5.28%  | 8.38%   | 3.10%     |
| CTO1       |             | 4        | 5        | 1           | 10.06% | 11.79%  | 1.73%     |
| KAR1       |             |          | 5        | 5           | #Error | 9.36%   | #Error    |
| KVL1       |             |          | 5        | 5           | #Error | 8.09%   | #Error    |
| PIL1       |             |          | 5        | 5           | #Error | 5.85%   | #Error    |
| PMR1       |             |          | 5        | 5           | #Error | 7.08%   | #Error    |
| RJP1       |             |          | 5        | 5           | #Error | 9.69%   | #Error    |
| ATP1       |             | 3        | 3        |             | 8.55%  | 12.20%  | 3.65%     |
| PDT1       |             | 1        | 3        | 2           | 9.30%  | 11.79%  | 2.49%     |
| ADI1       |             |          | 2        | 2           | #Error | 6.41%   | #Error    |
| KNL1       |             |          | 2        | 2           | #Error | 7.37%   | #Error    |
| KNL2       |             |          | 2        | 2           | #Error | 14.45%  | #Error    |
| KOU1       |             |          | 2        | 2           | #Error | 4.92%   | #Error    |

| Sales Zone  | Branch        | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |        |
|-------------|---------------|----------|----------|-------------|--------|--------|-----------|--------|
| TIRUPATI-01 | MPL1          |          | 2        | 2           | #Error | 12.91% | #Error    |        |
|             | PGR1          |          | 2        | 2           | #Error | 13.41% | #Error    |        |
|             | SPE1          | 2        | 2        |             | 13.95% | 9.38%  | -4.57%    |        |
|             | BVL1          |          | 1        | 1           | #Error | 11.27% | #Error    |        |
|             | DHN1          | 1        | 1        |             | 17.88% | 15.40% | -2.48%    |        |
|             | KDR1          |          | 1        | 1           | #Error | 6.03%  | #Error    |        |
|             | KHT1          |          | 1        | 1           | #Error | 18.31% | #Error    |        |
|             | NDL1          | 1        | 1        |             | 10.40% | 15.49% | 5.09%     |        |
|             | NYP1          |          | 1        | 1           | #Error | 2.67%  | #Error    |        |
|             | RCY1          |          | 1        | 1           | #Error | 7.16%  | #Error    |        |
|             | TPI1          |          | 1        | 1           | #Error | 6.53%  | #Error    |        |
|             | GTL1          |          |          |             | #Error | #Error | #Error    |        |
|             | KDA1          | 1        |          | (1)         | 9.84%  | #Error | #Error    |        |
|             | NLR1          |          |          |             | #Error | #Error | #Error    |        |
|             | TPY1          |          |          |             | #Error | #Error | #Error    |        |
|             | VKI1          |          |          |             | #Error | #Error | #Error    |        |
|             | WHRN          |          | (1)      | (1)         | #Error | 4.49%  | #Error    |        |
|             | Total         | 19       | 71       | 52          | 9.24%  | 9.17%  | -0.07%    |        |
|             | VIJAYAWADA-01 | BVR1     |          | 6           | 6      | #Error | 5.79%     | #Error |
|             |               | GVM1     |          | 5           | 5      | #Error | 7.38%     | #Error |
| PAP1        |               |          | 5        | 5           | #Error | 6.42%  | #Error    |        |
| TVU1        |               |          | 5        | 5           | #Error | 4.63%  | #Error    |        |
| BPP1        |               |          | 4        | 4           | #Error | 8.57%  | #Error    |        |
| CRL1        |               |          | 4        | 4           | #Error | 6.07%  | #Error    |        |
| TEL1        |               | 1        | 4        | 3           | 4.49%  | 8.02%  | 3.53%     |        |
| CKT1        |               |          | 3        | 3           | #Error | 5.41%  | #Error    |        |
| GNT1        |               |          | 3        | 3           | #Error | 8.41%  | #Error    |        |
| OGL1        |               | 1        | 3        | 2           | 7.27%  | 8.70%  | 1.43%     |        |
| TNK1        |               | 1        | 3        | 2           | 4.31%  | -5.72% | -10.03%   |        |
| AMP1        |               |          | 2        | 2           | #Error | 4.45%  | #Error    |        |
| DPE1        |               |          | 2        | 2           | #Error | 8.13%  | #Error    |        |
| ELU1        |               | 1        | 2        | 1           | 8.26%  | 5.10%  | -3.16%    |        |
| GDV1        |               |          | 2        | 2           | #Error | 8.31%  | #Error    |        |
| NRT1        |               |          | 2        | 2           | #Error | 13.45% | #Error    |        |
| TNI1        |               |          | 2        | 2           | #Error | 9.10%  | #Error    |        |
| VJW1        |               |          | 2        | 2           | #Error | 4.85%  | #Error    |        |
| VJW4        |               |          | 2        | 2           | #Error | 2.71%  | #Error    |        |
| VKN1        |               |          | 2        | 2           | #Error | 7.25%  | #Error    |        |
| JPT1        |               |          | 1        | 1           | #Error | 7.04%  | #Error    |        |
| MTM1        |               |          | 1        | 1           | #Error | 7.56%  | #Error    |        |
| PRL1        |               |          | 1        | 1           | #Error | 8.18%  | #Error    |        |
| RAL1        |               |          | 1        | 1           | #Error | 14.59% | #Error    |        |
| RMV1        |               | 1        | 1        | 1           | 5.58%  | 5.73%  | 0.15%     |        |
| TDD1        |               |          | 1        | 1           | #Error | 9.86%  | #Error    |        |
| VJW5        |               |          | 1        | 1           | #Error | 2.09%  | #Error    |        |
| GNT2        |               |          |          |             | #Error | #Error | #Error    |        |
| JGG1        |               |          |          |             | #Error | #Error | #Error    |        |
| KND1        |               |          |          |             | #Error | #Error | #Error    |        |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | NPR1   |          |          |             | #Error | #Error | #Error    |
|               | PNR1   |          |          |             | #Error | #Error | #Error    |
|               | PPM1   |          |          |             | #Error | #Error | #Error    |
|               | VJW2   |          |          |             | #Error | #Error | #Error    |
|               | VJW3   |          |          |             | #Error | #Error | #Error    |
|               | VUY1   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 5        | 70       | 65          | 5.74%  | 6.21%  | 0.47%     |
| NORTH ARCOT   | VEL2   | 5        | 9        | 4           | 13.76% | 11.07% | -2.69%    |
|               | WJP1   | 2        | 6        | 4           | 14.22% | 11.30% | -2.92%    |
|               | AKM1   |          | 5        | 5           | #Error | 6.82%  | #Error    |
|               | ABR1   |          | 4        | 4           | #Error | 11.74% | #Error    |
|               | KPM2   | 1        | 4        | 3           | 15.87% | 12.06% | -3.82%    |
|               | SBR1   | 3        | 4        | 1           | 1.39%  | -0.13% | -1.52%    |
|               | TRL1   | 1        | 4        | 3           | 13.47% | 14.14% | 0.67%     |
|               | CPT1   | 1        | 3        | 2           | 12.38% | 9.20%  | -3.18%    |
|               | GDM1   | 1        | 3        | 2           | 7.19%  | 11.32% | 4.13%     |
|               | TRR1   |          | 3        | 3           | #Error | 5.74%  | #Error    |
|               | VEL1   | 1        | 3        | 2           | 7.96%  | 16.27% | 8.31%     |
|               | VNB1   |          | 3        | 3           | #Error | 5.68%  | #Error    |
|               | ANI1   |          | 2        | 2           | #Error | 4.68%  | #Error    |
|               | ARC2   | 1        | 2        | 1           | 7.72%  | 7.72%  | 0.00%     |
|               | CGM1   | 1        | 2        | 1           | -2.28% | 5.18%  | 7.46%     |
|               | CYR1   |          | 2        | 2           | #Error | 20.43% | #Error    |
|               | SLG1   | 1        | 2        | 1           | 3.14%  | 7.72%  | 4.58%     |
|               | TRT1   |          | 2        | 2           | #Error | 4.98%  | #Error    |
|               | PLR1   |          | 1        | 1           | #Error | 13.89% | #Error    |
|               | UGI1   | 2        | 1        | (1)         | 3.54%  | 9.06%  | 5.52%     |
|               | VSI1   |          | 1        | 1           | #Error | 15.40% | #Error    |
|               | WJD1   | 1        | 1        |             | 3.54%  | 3.54%  | 0.00%     |
|               | BGR1   | 2        |          | (2)         | 8.85%  | #Error | #Error    |
|               | KPM1   | 1        |          | (1)         | 10.22% | #Error | #Error    |
|               | PTU1   | 1        |          | (1)         | 7.72%  | #Error | #Error    |
|               | Total  | 25       | 67       | 42          | 9.02%  | 9.91%  | 0.89%     |
| SOUTH ARCOT   | CUD1   | 1        | 6        | 5           | 9.83%  | 2.93%  | -6.90%    |
|               | NVL2   |          | 6        | 6           | #Error | 3.59%  | #Error    |
|               | ULP1   |          | 6        | 6           | #Error | 6.23%  | #Error    |
|               | KML1   | 1        | 5        | 4           | 17.88% | 3.83%  | -14.05%   |
|               | POY1   | 4        | 5        | 1           | 15.56% | 8.07%  | -7.48%    |
|               | TDM1   | 2        | 5        | 3           | 11.47% | -2.39% | -13.86%   |
|               | CDM1   | 2        | 4        | 2           | 9.18%  | 7.17%  | -2.01%    |
|               | KKI2   | 1        | 4        | 3           | 3.54%  | 5.63%  | 2.10%     |
|               | VPM2   | 2        | 4        | 2           | 11.35% | 0.12%  | -11.23%   |
|               | POY2   | 1        | 3        | 2           | 12.38% | 6.36%  | -6.02%    |
|               | PRT1   | 1        | 3        | 2           | 3.54%  | -2.00% | -5.53%    |
|               | TVM1   |          | 3        | 3           | #Error | 7.22%  | #Error    |
|               | KLM1   | 4        | 2        | (2)         | 7.41%  | 8.16%  | 0.74%     |
|               | MKM1   |          | 1        | 1           | #Error | -5.14% | #Error    |
|               | STP1   | 2        | 1        | (1)         | 9.54%  | 16.60% | 7.06%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH ARCOT | VCM1   |          | 1        | 1           | #Error | -5.14% | #Error    |
|             | VPM1   |          | 1        | 1           | #Error | 3.54%  | #Error    |
|             | SJI2   |          |          |             | #Error | #Error | #Error    |
|             | TRK1   | 2        |          | (2)         | 5.81%  | #Error | #Error    |
|             | TVM2   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 23       | 60       | 37          | 10.31% | 4.01%  | -6.31%    |
| KL-SOUTH    | TVP1   | 2        | 11       | 9           | 6.87%  | 8.37%  | 1.50%     |
|             | PNL1   |          | 3        | 3           | #Error | 1.93%  | #Error    |
|             | PAS1   |          | 2        | 2           | #Error | 7.42%  | #Error    |
|             | KLR1   | 2        | 1        | (1)         | 12.78% | -2.57% | -15.35%   |
|             | Total  | 4        | 17       | 13          | 9.64%  | 6.55%  | -3.09%    |
| KL-NORTH    | KZD1   | 12       | 3        | (9)         | 1.69%  | 2.06%  | 0.37%     |
|             | Total  | 12       | 3        | (9)         | 1.69%  | 2.06%  | 0.37%     |
|             | Total  | 457      | 1131     | 674         | 9.68%  | 7.73%  | -1.95%    |