



# Wash-Mac - Daily Sales Performance As on 01-12-2025 11:25:25 PM

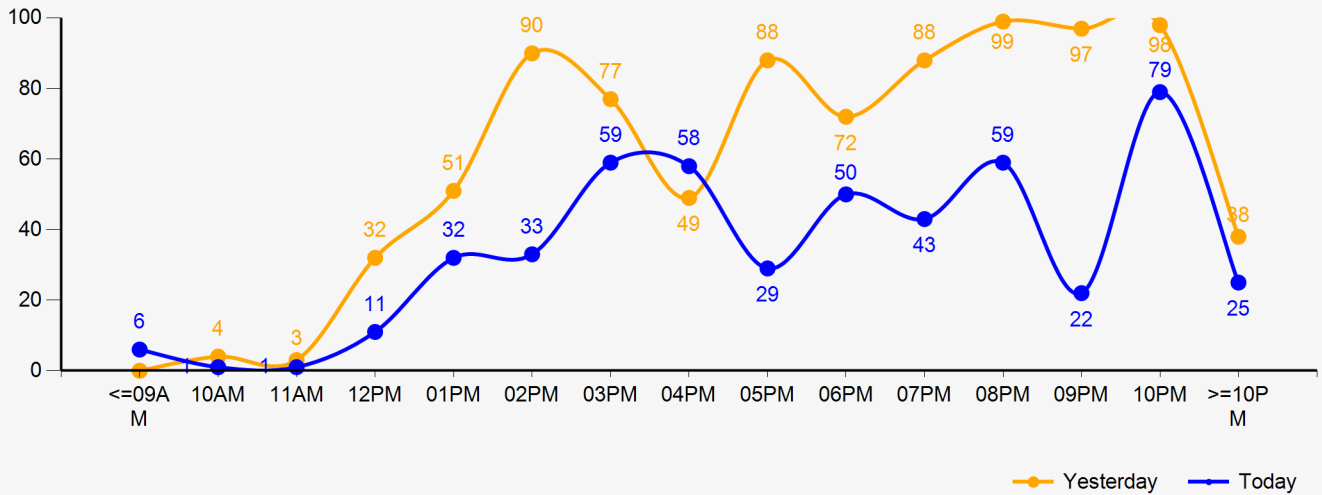
YD Sales : 886

YD GP%: 8.59%

TD Sales : 508

TD GP%: 9.64%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01      | 225      | 84       | (141)       | 8.94%  | 9.08%  | 0.15%     |
| SOUTH-03      | 96       | 79       | (17)        | 9.41%  | 9.21%  | -0.20%    |
| WEST-01       | 90       | 73       | (17)        | 9.79%  | 11.00% | 1.22%     |
| WEST-02       | 89       | 59       | (30)        | 8.71%  | 11.63% | 2.93%     |
| CHENNAI-01    | 89       | 38       | (51)        | 8.65%  | 12.87% | 4.22%     |
| TRICHY-01     | 58       | 38       | (20)        | 8.55%  | 9.39%  | 0.83%     |
| TIRUPATI-01   | 36       | 34       | (2)         | 5.92%  | 7.30%  | 1.38%     |
| VIJAYAWADA-01 | 27       | 32       | 5           | 3.87%  | 3.15%  | -0.72%    |
| NORTH ARCOT   | 57       | 25       | (32)        | 7.65%  | 11.04% | 3.39%     |
| SOUTH ARCOT   | 24       | 22       | (2)         | 8.71%  | 9.87%  | 1.16%     |
| CHENNAI-02    | 86       | 20       | (66)        | 9.24%  | 10.74% | 1.50%     |
| KL-SOUTH      | 9        | 4        | (5)         | 6.81%  | 11.67% | 4.86%     |
| Total         | 886      | 508      | (378)       | 8.59%  | 9.64%  | 1.05%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | TVL1   | 15       | 9        | (6)         | 9.87%  | 5.59%  | -4.28%    |
|            | TKS1   | 8        | 6        | (2)         | 8.53%  | 7.60%  | -0.93%    |
|            | RPM1   | 8        | 5        | (3)         | 12.31% | 11.36% | -0.95%    |
|            | TCN1   | 7        | 5        | (2)         | 12.18% | 8.45%  | -3.73%    |
|            | TKS2   | 13       | 5        | (8)         | 7.93%  | 8.70%  | 0.78%     |
|            | NGR1   | 14       | 4        | (10)        | 8.18%  | 0.05%  | -8.13%    |
|            | SVK1   | 7        | 4        | (3)         | 10.30% | 14.78% | 4.48%     |
|            | ARM1   | 3        | 3        |             | 6.21%  | 7.69%  | 1.48%     |
|            | PDI1   | 3        | 3        |             | 8.69%  | 9.88%  | 1.19%     |
|            | PKD1   | 5        | 3        | (2)         | 10.23% | 15.63% | 5.40%     |
|            | SDI1   | 3        | 3        |             | 5.78%  | 6.59%  | 0.81%     |
|            | SNL1   | 1        | 3        | 2           | 7.44%  | 11.31% | 3.87%     |
|            | STU2   | 2        | 3        | 1           | 17.66% | 7.25%  | -10.41%   |
|            | TUT1   | 26       | 3        | (23)        | 7.76%  | 15.03% | 7.28%     |
|            | TUT2   | 15       | 3        | (12)        | 7.66%  | 3.76%  | -3.91%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH-01   | KVT1   | 11       | 2        | (9)         | 12.95% | 16.25%  | 3.30%     |
|            | KYR1   | 1        | 2        | 1           | 12.84% | 11.05%  | -1.79%    |
|            | RND1   | 11       | 2        | (9)         | 9.17%  | 13.94%  | 4.77%     |
|            | SKD1   | 3        | 2        | (1)         | 10.97% | 11.61%  | 0.64%     |
|            | APK1   | 5        | 1        | (4)         | 7.78%  | 11.59%  | 3.81%     |
|            | ASM1   | 4        | 1        | (3)         | 7.94%  | -8.78%  | -16.72%   |
|            | COL1   | 1        | 1        |             | 7.72%  | 19.74%  | 12.01%    |
|            | ERL2   | 3        | 1        | (2)         | 12.53% | 14.95%  | 2.41%     |
|            | KGL1   | 1        | 1        |             | 15.35% | 5.89%   | -9.46%    |
|            | MAR1   | 6        | 1        | (5)         | 7.36%  | 2.22%   | -5.14%    |
|            | MMT1   | 6        | 1        | (5)         | 2.88%  | 2.76%   | -0.12%    |
|            | SGT1   | 2        | 1        | (1)         | 3.44%  | -11.79% | -15.22%   |
|            | TVL2   |          | 1        | 1           | #Error | 12.96%  | #Error    |
|            | TYI1   | 3        | 1        | (2)         | 8.04%  | 22.54%  | 14.50%    |
|            | UDN1   | 6        | 1        | (5)         | 6.28%  | 11.89%  | 5.62%     |
|            | VKM1   | 4        | 1        | (3)         | 13.91% | 16.17%  | 2.26%     |
|            | VLY1   | 10       | 1        | (9)         | 6.70%  | 19.36%  | 12.67%    |
|            | VNR2   | 7        | 1        | (6)         | 11.89% | 24.87%  | 12.98%    |
|            | APK2   | 5        |          | (5)         | 10.44% | #Error  | #Error    |
|            | KSM1   | 2        |          | (2)         | 10.51% | #Error  | #Error    |
|            | TKY1   | 3        |          | (3)         | 7.11%  | #Error  | #Error    |
|            | VNR1   | 1        |          | (1)         | 3.44%  | #Error  | #Error    |
|            | Total  | 225      | 84       | (141)       | 8.94%  | 9.08%   | 0.15%     |
| SOUTH-03   | DGL1   | 9        | 7        | (2)         | 8.75%  | 9.77%   | 1.02%     |
|            | KKD3   | 3        | 5        | 2           | 10.35% | 9.86%   | -0.49%    |
|            | MDU2   | 3        | 5        | 2           | 6.42%  | 1.60%   | -4.82%    |
|            | MDU6   | 2        | 5        | 3           | 14.03% | 9.98%   | -4.05%    |
|            | BTU1   | 2        | 4        | 2           | 4.97%  | -1.35%  | -6.31%    |
|            | DKI1   | 4        | 4        |             | 13.78% | 8.20%   | -5.58%    |
|            | KRR1   | 1        | 4        | 3           | 15.63% | 9.34%   | -6.29%    |
|            | ATG1   | 11       | 3        | (8)         | 9.50%  | 13.58%  | 4.08%     |
|            | MDU1   | 8        | 3        | (5)         | 9.97%  | 10.42%  | 0.45%     |
|            | MDU3   | 1        | 3        | 2           | 8.99%  | 7.61%   | -1.38%    |
|            | MDU4   | 3        | 3        |             | 6.59%  | 13.72%  | 7.13%     |
|            | PNI1   | 1        | 3        | 2           | 3.44%  | 12.81%  | 9.37%     |
|            | SVG1   | 3        | 3        |             | 6.09%  | 15.04%  | 8.96%     |
|            | CBM1   | 2        | 2        |             | 12.66% | 9.09%   | -3.58%    |
|            | KYK1   | 3        | 2        | (1)         | 3.29%  | 5.77%   | 2.49%     |
|            | MDU5   | 2        | 2        |             | 13.28% | 2.34%   | -10.93%   |
|            | MLR1   | 2        | 2        |             | 10.20% | 12.05%  | 1.84%     |
|            | NKI1   | 3        | 2        | (1)         | 8.40%  | 11.55%  | 3.15%     |
|            | SGP1   |          | 2        | 2           | #Error | 13.44%  | #Error    |
|            | TEN1   | 4        | 2        | (2)         | 8.95%  | 19.26%  | 10.31%    |
|            | USL1   | 2        | 2        |             | 12.54% | 12.15%  | -0.39%    |
|            | ADP1   | 1        | 1        |             | 3.07%  | 12.38%  | 9.31%     |
|            | CMR1   | 1        | 1        |             | 10.82% | -8.57%  | -19.39%   |
|            | DGL2   | 4        | 1        | (3)         | 14.92% | 11.52%  | -3.40%    |
|            | MNM1   | 2        | 1        | (1)         | 13.97% | 10.56%  | -3.41%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH-03   | NTM1   |          | 1        | 1           | #Error | 12.16%  | #Error    |
|            | PKM1   |          | 1        | 1           | #Error | 4.97%   | #Error    |
|            | PNV2   |          | 1        | 1           | #Error | 22.52%  | #Error    |
|            | PVI1   | 3        | 1        | (2)         | 5.44%  | 14.74%  | 9.31%     |
|            | TEN2   | 2        | 1        | (1)         | 5.44%  | 10.80%  | 5.36%     |
|            | TMM1   | 4        | 1        | (3)         | 8.45%  | 11.74%  | 3.30%     |
|            | TPT1   | 2        | 1        | (1)         | 10.00% | 9.56%   | -0.45%    |
|            | BNR1   | 2        |          | (2)         | 15.90% | 100.00% | 84.10%    |
|            | KPT1   | 1        |          | (1)         | 8.72%  | #Error  | #Error    |
|            | MPA1   | 2        |          | (2)         | 8.78%  | #Error  | #Error    |
|            | ODM1   | 2        |          | (2)         | 13.06% | #Error  | #Error    |
|            | TDI1   | 1        |          | (1)         | 3.07%  | #Error  | #Error    |
|            | Total  | 96       | 79       | (17)        | 9.41%  | 9.21%   | -0.20%    |
|            |        |          |          |             |        |         |           |
| WEST-01    | CBE2   | 8        | 10       | 2           | 6.56%  | 7.41%   | 0.86%     |
|            | CBE4   | 6        | 6        |             | 9.95%  | 15.09%  | 5.15%     |
|            | AVI1   | 1        | 5        | 4           | 15.70% | 13.97%  | -1.73%    |
|            | MPM1   | 5        | 5        |             | 15.82% | 9.28%   | -6.54%    |
|            | KMR1   | 7        | 4        | (3)         | 14.71% | 10.66%  | -4.05%    |
|            | PDM1   | 1        | 4        | 3           | 17.33% | 7.58%   | -9.75%    |
|            | CBE6   | 3        | 3        |             | 5.77%  | 7.58%   | 1.81%     |
|            | KMD1   |          | 3        | 3           | #Error | 17.69%  | #Error    |
|            | TPR1   | 7        | 3        | (4)         | 8.55%  | 12.59%  | 4.03%     |
|            | TPR2   | 8        | 3        | (5)         | 4.58%  | 8.91%   | 4.33%     |
|            | TPR4   | 5        | 3        | (2)         | 8.80%  | 6.82%   | -1.97%    |
|            | UAM1   | 1        | 3        | 2           | 6.62%  | 9.72%   | 3.10%     |
|            | CBE1   | 3        | 2        | (1)         | 10.67% | 14.26%  | 3.58%     |
|            | CBE5   | 5        | 2        | (3)         | 7.49%  | 14.84%  | 7.36%     |
|            | GBM1   |          | 2        | 2           | #Error | 12.49%  | #Error    |
|            | KGM1   | 3        | 2        | (1)         | 10.29% | 18.55%  | 8.26%     |
|            | PLI1   |          | 2        | 2           | #Error | 11.96%  | #Error    |
|            | PPI1   |          | 2        | 2           | #Error | 11.76%  | #Error    |
|            | SUL1   | 2        | 2        |             | 11.58% | 7.91%   | -3.67%    |
|            | WZSD   |          | 2        | 2           | #Error | 6.52%   | #Error    |
|            | CBE3   | 3        | 1        | (2)         | 11.93% | 17.27%  | 5.34%     |
|            | DPM2   | 2        | 1        | (1)         | 14.83% | 17.59%  | 2.76%     |
|            | GDR1   | 1        | 1        |             | 16.10% | 11.82%  | -4.27%    |
|            | SYM2   | 2        | 1        | (1)         | 10.37% | 14.43%  | 4.05%     |
|            | TPR3   | 6        | 1        | (5)         | 11.67% | 8.26%   | -3.41%    |
|            | ANR1   | 1        |          | (1)         | -4.38% | #Error  | #Error    |
|            | CNR1   |          |          |             | #Error | #Error  | #Error    |
|            | KGI1   | 3        |          | (3)         | 9.67%  | #Error  | #Error    |
|            | SNR1   | 5        |          | (5)         | 11.15% | #Error  | #Error    |
|            | UMP1   | 3        |          | (3)         | 7.62%  | #Error  | #Error    |
|            | WHCB   | (1)      |          | 1           | 2.50%  | #Error  | #Error    |
|            | Total  | 90       | 73       | (17)        | 9.79%  | 11.00%  | 1.22%     |
|            |        |          |          |             |        |         |           |
| WEST-02    | ERD2   | 6        | 6        |             | 15.25% | 17.81%  | 2.56%     |
|            | NKL2   | 3        | 5        | 2           | 3.29%  | 3.83%   | 0.55%     |
|            | PLC1   |          | 5        | 5           | #Error | 15.72%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02    | SLM2   | 4        | 5        | 1           | 9.24%  | 11.91% | 2.67%     |
|            | HSR2   | 5        | 4        | (1)         | 10.45% | 13.76% | 3.31%     |
|            | EPI1   | 2        | 3        | 1           | 8.74%  | 15.99% | 7.25%     |
|            | SLM3   | 5        | 3        | (2)         | 6.57%  | 14.61% | 8.05%     |
|            | ATU1   | 6        | 2        | (4)         | 8.76%  | 3.97%  | -4.78%    |
|            | DPR1   |          | 2        | 2           | #Error | 12.19% | #Error    |
|            | ERD1   | 7        | 2        | (5)         | 8.51%  | 8.37%  | -0.14%    |
|            | HRR1   |          | 2        | 2           | #Error | 5.80%  | #Error    |
|            | KRI1   | 4        | 2        | (2)         | 5.16%  | 15.57% | 10.40%    |
|            | MCR1   | 3        | 2        | (1)         | 8.18%  | 9.42%  | 1.25%     |
|            | PDR1   | 4        | 2        | (2)         | 7.74%  | 2.19%  | -5.55%    |
|            | RSP1   | 3        | 2        | (1)         | 5.49%  | 9.47%  | 3.98%     |
|            | SLM1   | 6        | 2        | (4)         | 9.00%  | 19.08% | 10.08%    |
|            | TCG1   |          | 2        | 2           | #Error | 14.35% | #Error    |
|            | BMD1   |          | 1        | 1           | #Error | 11.76% | #Error    |
|            | CMI1   | 3        | 1        | (2)         | 3.42%  | 9.28%  | 5.86%     |
|            | EDP1   | 3        | 1        | (2)         | 8.14%  | 13.21% | 5.06%     |
|            | HSR1   | 3        | 1        | (2)         | 9.27%  | 13.20% | 3.92%     |
|            | KMM1   | 3        | 1        | (2)         | 8.53%  | 11.63% | 3.09%     |
|            | MTR1   | 5        | 1        | (4)         | 9.59%  | 2.09%  | -7.50%    |
|            | PMP1   |          | 1        | 1           | #Error | 13.21% | #Error    |
|            | VPD1   |          | 1        | 1           | #Error | 16.77% | #Error    |
|            | APN1   | 3        |          | (3)         | 13.68% | #Error | #Error    |
|            | DPR2   | 1        |          | (1)         | 3.44%  | #Error | #Error    |
|            | KVP1   |          |          |             | #Error | #Error | #Error    |
|            | OML1   |          |          |             | #Error | #Error | #Error    |
|            | SGG1   | 2        |          | (2)         | 8.09%  | #Error | #Error    |
|            | SGI1   | 1        |          | (1)         | 3.07%  | #Error | #Error    |
|            | TRM1   | 4        |          | (4)         | 11.31% | #Error | #Error    |
|            | VKL1   | 3        |          | (3)         | 11.81% | #Error | #Error    |
|            | Total  | 89       | 59       | (30)        | 8.71%  | 11.63% | 2.93%     |
| CHENNAI-01 |        |          |          |             |        |        |           |
|            | CH16   | 4        | 6        | 2           | 12.63% | 13.31% | 0.68%     |
|            | CH45   | 2        | 5        | 3           | 12.59% | 6.22%  | -6.37%    |
|            | CH05   | 6        | 3        | (3)         | 7.15%  | 11.59% | 4.44%     |
|            | CH22   | 5        | 3        | (2)         | 6.25%  | 16.79% | 10.55%    |
|            | GUD2   | 5        | 3        | (2)         | 6.92%  | 13.65% | 6.73%     |
|            | CH07   | 4        | 2        | (2)         | 10.75% | 2.86%  | -7.90%    |
|            | CH28   | 1        | 2        | 1           | 3.44%  | 17.55% | 14.11%    |
|            | CH39   | 4        | 2        | (2)         | 7.70%  | 12.56% | 4.86%     |
|            | GUD1   | 2        | 2        |             | 8.66%  | 18.51% | 9.85%     |
|            | SKL1   | 5        | 2        | (3)         | 10.43% | 16.88% | 6.45%     |
|            | AVD1   | 3        | 1        | (2)         | 9.99%  | 2.54%  | -7.44%    |
|            | CGL1   |          | 1        | 1           | #Error | 21.25% | #Error    |
|            | CH11   | 3        | 1        | (2)         | 13.24% | 15.57% | 2.33%     |
|            | CH14   | 8        | 1        | (7)         | 5.76%  | 13.76% | 8.00%     |
|            | CH30   | 6        | 1        | (5)         | 11.25% | 19.98% | 8.73%     |
|            | CH35   | 3        | 1        | (2)         | 8.48%  | 10.48% | 2.01%     |
|            | CH38   |          | 1        | 1           | #Error | 17.35% | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01  | CH48   | 5        | 1        | (4)         | 7.46%  | 14.88% | 7.42%     |
|             | CH08   | 4        |          | (4)         | 12.18% | #Error | #Error    |
|             | CH19   | 5        |          | (5)         | 8.83%  | #Error | #Error    |
|             | CH26   |          |          |             | #Error | #Error | #Error    |
|             | CH29   | 1        |          | (1)         | 3.44%  | #Error | #Error    |
|             | CH37   | 1        |          | (1)         | 22.38% | #Error | #Error    |
|             | CH40   |          |          |             | #Error | #Error | #Error    |
|             | CH42   | 7        |          | (7)         | 7.58%  | #Error | #Error    |
|             | CZWH   | 3        |          | (3)         | -6.92% | #Error | #Error    |
|             | KNR1   | 1        |          | (1)         | 3.44%  | #Error | #Error    |
|             | MC02   |          |          |             | #Error | #Error | #Error    |
|             | MC09   |          |          |             | #Error | #Error | #Error    |
|             | MC10   |          |          |             | #Error | #Error | #Error    |
|             | MRM1   | 1        |          | (1)         | 10.04% | #Error | #Error    |
|             | TKM1   | 1        |          | (1)         | 9.82%  | #Error | #Error    |
|             | WCHN   | (1)      |          | 1           | 9.82%  | #Error | #Error    |
|             | Total  | 89       | 38       | (51)        | 8.65%  | 12.87% | 4.22%     |
| TRICHY-01   | TRY1   | 6        | 9        | 3           | 3.23%  | 4.28%  | 1.05%     |
|             | KIK1   | 3        | 4        | 1           | 9.65%  | 15.71% | 6.06%     |
|             | TRY3   | 2        | 4        | 2           | 12.88% | 3.30%  | -9.58%    |
|             | KUM1   | 5        | 3        | (2)         | 9.73%  | 9.52%  | -0.21%    |
|             | TRY4   | 5        | 3        | (2)         | 12.33% | 15.71% | 3.38%     |
|             | NGT1   | 2        | 2        |             | 7.52%  | 13.97% | 6.45%     |
|             | PBR2   | 5        | 2        | (3)         | 7.41%  | 10.78% | 3.37%     |
|             | PTK1   | 4        | 2        | (2)         | 8.27%  | 15.33% | 7.05%     |
|             | TYR1   | 3        | 2        | (1)         | 9.82%  | 15.42% | 5.59%     |
|             | APM1   | 3        | 1        | (2)         | 9.59%  | 18.45% | 8.86%     |
|             | AYR1   | 1        | 1        |             | 8.75%  | 21.25% | 12.50%    |
|             | KRN1   | 1        | 1        |             | 11.19% | 14.30% | 3.11%     |
|             | ORU1   |          | 1        | 1           | #Error | -2.97% | #Error    |
|             | TNJ2   | 2        | 1        | (1)         | 1.60%  | 14.65% | 13.05%    |
|             | TRY2   |          | 1        | 1           | #Error | 12.42% | #Error    |
|             | TVR2   | 1        | 1        |             | 3.07%  | -8.97% | -12.04%   |
|             | JKM1   | 3        |          | (3)         | 7.46%  | #Error | #Error    |
|             | MDI1   | 2        |          | (2)         | 13.64% | #Error | #Error    |
|             | MSI1   |          |          |             | #Error | #Error | #Error    |
|             | MVM1   | 1        |          | (1)         | 3.07%  | #Error | #Error    |
|             | NCK1   | 1        |          | (1)         | 9.82%  | #Error | #Error    |
|             | NMM1   |          |          |             | #Error | #Error | #Error    |
|             | PBR1   |          |          |             | #Error | #Error | #Error    |
|             | PDK1   | 2        |          | (2)         | 11.39% | #Error | #Error    |
|             | TNJ1   | 3        |          | (3)         | 10.20% | #Error | #Error    |
|             | TTP1   |          |          |             | #Error | #Error | #Error    |
|             | TVR1   | 3        |          | (3)         | 6.62%  | #Error | #Error    |
|             | Total  | 58       | 38       | (20)        | 8.55%  | 9.39%  | 0.83%     |
| TIRUPATI-01 | ATP1   | 4        | 4        |             | 6.49%  | 4.46%  | -2.03%    |
|             | MPL1   |          | 3        | 3           | #Error | 15.07% | #Error    |
|             | NYP1   | 2        | 3        | 1           | 2.82%  | 10.06% | 7.24%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|---------|-----------|
| TIRUPATI-01   | KOU1   | 2        | 2        |             | -0.44% | 1.26%   | 1.70%     |
|               | NLR1   | 1        | 2        | 1           | 3.16%  | 3.70%   | 0.54%     |
|               | PMR1   | 3        | 2        | (1)         | 6.22%  | 5.57%   | -0.65%    |
|               | RJP1   |          | 2        | 2           | #Error | 11.51%  | #Error    |
|               | TPY1   |          | 2        | 2           | #Error | 1.44%   | #Error    |
|               | TPY2   | 2        | 2        |             | 2.12%  | 1.67%   | -0.45%    |
|               | ADI1   | 2        | 1        | (1)         | 8.60%  | 10.08%  | 1.47%     |
|               | CTO1   | 5        | 1        | (4)         | 6.28%  | 9.07%   | 2.79%     |
|               | GTL1   |          | 1        | 1           | #Error | 9.64%   | #Error    |
|               | KDA1   |          | 1        | 1           | #Error | 8.31%   | #Error    |
|               | KHT1   |          | 1        | 1           | #Error | 7.43%   | #Error    |
|               | KVL1   |          | 1        | 1           | #Error | 7.93%   | #Error    |
|               | NDL1   | 5        | 1        | (4)         | 6.42%  | 4.49%   | -1.93%    |
|               | PDT1   | 3        | 1        | (2)         | 4.34%  | 5.26%   | 0.92%     |
|               | PGR1   | 1        | 1        |             | 6.02%  | 4.51%   | -1.51%    |
|               | PIL1   | 2        | 1        | (1)         | 8.27%  | 7.66%   | -0.61%    |
|               | PUT1   | 1        | 1        |             | 10.49% | 18.78%  | 8.29%     |
|               | VKI1   |          | 1        | 1           | #Error | 6.54%   | #Error    |
|               | BVL1   |          |          |             | #Error | #Error  | #Error    |
|               | DHN1   | 1        |          | (1)         | 6.36%  | #Error  | #Error    |
|               | KNL1   | 1        |          | (1)         | 9.07%  | #Error  | #Error    |
|               | KNL2   |          |          |             | #Error | #Error  | #Error    |
|               | RCY1   |          |          |             | #Error | #Error  | #Error    |
|               | SPE1   |          |          |             | #Error | #Error  | #Error    |
|               | TPI1   | 1        |          | (1)         | 4.97%  | #Error  | #Error    |
|               | Total  | 36       | 34       | (2)         | 5.92%  | 7.30%   | 1.38%     |
| VIJAYAWADA-01 | BVR1   | 3        | 2        | (1)         | 3.98%  | -6.27%  | -10.25%   |
|               | GNT2   |          | 2        | 2           | #Error | 8.89%   | #Error    |
|               | NPR1   |          | 2        | 2           | #Error | 3.32%   | #Error    |
|               | PAP1   |          | 2        | 2           | #Error | 6.56%   | #Error    |
|               | PPM1   |          | 2        | 2           | #Error | 5.53%   | #Error    |
|               | TDD1   |          | 2        | 2           | #Error | 8.68%   | #Error    |
|               | TNK1   | 1        | 2        | 1           | 3.16%  | -12.60% | -15.75%   |
|               | VJW2   | 1        | 2        | 1           | 2.27%  | 7.39%   | 5.12%     |
|               | VJW4   |          | 2        | 2           | #Error | 9.38%   | #Error    |
|               | CKT1   | 1        | 1        |             | 3.16%  | 3.16%   | 0.00%     |
|               | CRL1   | 3        | 1        | (2)         | 2.75%  | 4.74%   | 1.99%     |
|               | GDV1   |          | 1        | 1           | #Error | 3.44%   | #Error    |
|               | GNT1   | 3        | 1        | (2)         | 3.71%  | -6.96%  | -10.67%   |
|               | GVM1   |          | 1        | 1           | #Error | 5.99%   | #Error    |
|               | KDR1   |          | 1        | 1           | #Error | -14.81% | #Error    |
|               | NRT1   |          | 1        | 1           | #Error | 10.87%  | #Error    |
|               | OGL1   |          | 1        | 1           | #Error | 10.63%  | #Error    |
|               | RAL1   |          | 1        | 1           | #Error | 6.03%   | #Error    |
|               | RMV1   | 2        | 1        | (1)         | 2.59%  | 8.04%   | 5.45%     |
|               | TEL1   | 1        | 1        |             | 7.28%  | 3.20%   | -4.08%    |
|               | TNI1   | 2        | 1        | (1)         | 7.80%  | -8.57%  | -16.37%   |
|               | TVU1   |          | 1        | 1           | #Error | 3.53%   | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | VJW3   | 1        | 1        |             | 3.99%  | 9.60%  | 5.61%     |
|               | AMP1   |          |          |             | #Error | #Error | #Error    |
|               | BPP1   |          |          |             | #Error | #Error | #Error    |
|               | DPE1   | 1        |          | (1)         | 4.80%  | #Error | #Error    |
|               | ELU1   | 2        |          | (2)         | 7.01%  | #Error | #Error    |
|               | JGG1   | 1        |          | (1)         | -2.26% | #Error | #Error    |
|               | JPT1   | 1        |          | (1)         | 8.79%  | #Error | #Error    |
|               | KND1   |          |          |             | #Error | #Error | #Error    |
|               | MTM1   |          |          |             | #Error | #Error | #Error    |
|               | PNR1   | 1        |          | (1)         | 3.16%  | #Error | #Error    |
|               | PRL1   | 1        |          | (1)         | -8.11% | #Error | #Error    |
|               | VJW1   | 2        |          | (2)         | 1.83%  | #Error | #Error    |
|               | VJW5   |          |          |             | #Error | #Error | #Error    |
|               | VKN1   |          |          |             | #Error | #Error | #Error    |
|               | VUY1   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 27       | 32       | 5           | 3.87%  | 3.15%  | -0.72%    |
|               |        |          |          |             |        |        |           |
| NORTH ARCOT   | KPM2   | 4        | 8        | 4           | 3.14%  | 9.37%  | 6.23%     |
|               | ARC2   | 3        | 3        |             | 9.52%  | 10.56% | 1.04%     |
|               | TRL1   | 5        | 3        | (2)         | 5.75%  | 14.14% | 8.39%     |
|               | GDM1   |          | 2        | 2           | 7.73%  | 8.73%  | 1.00%     |
|               | TRR1   | 5        | 2        | (3)         | 8.84%  | 3.47%  | -5.36%    |
|               | AKM1   | 5        | 1        | (4)         | 5.94%  | 21.25% | 15.31%    |
|               | KPM1   |          | 1        | 1           | #Error | 8.96%  | #Error    |
|               | SBR1   | 6        | 1        | (5)         | 5.72%  | 13.15% | 7.44%     |
|               | TRT1   | 1        | 1        |             | 3.44%  | 12.77% | 9.33%     |
|               | VEL1   | 4        | 1        | (3)         | 5.23%  | 6.62%  | 1.39%     |
|               | VNB1   | 1        | 1        |             | 11.19% | 9.97%  | -1.22%    |
|               | WJP1   | 1        | 1        |             | 11.59% | 11.95% | 0.36%     |
|               | ABR1   | 3        |          | (3)         | 9.84%  | #Error | #Error    |
|               | ANI1   | 6        |          | (6)         | 11.43% | #Error | #Error    |
|               | BGR1   | 2        |          | (2)         | 3.44%  | #Error | #Error    |
|               | CGM1   |          |          |             | #Error | #Error | #Error    |
|               | CPT1   | 1        |          | (1)         | 9.82%  | #Error | #Error    |
|               | CYR1   |          |          |             | #Error | #Error | #Error    |
|               | PLR1   |          |          |             | #Error | #Error | #Error    |
|               | PTU1   |          |          |             | #Error | #Error | #Error    |
|               | SLG1   | 2        |          | (2)         | 10.12% | #Error | #Error    |
|               | UGI1   | 1        |          | (1)         | 3.44%  | #Error | #Error    |
|               | VEL2   | 4        |          | (4)         | 4.13%  | #Error | #Error    |
|               | VSI1   | 1        |          | (1)         | 5.90%  | #Error | #Error    |
|               | WJD1   | 2        |          | (2)         | 19.68% | #Error | #Error    |
|               | Total  | 57       | 25       | (32)        | 7.65%  | 11.04% | 3.39%     |
|               |        |          |          |             |        |        |           |
| SOUTH ARCOT   | CUD1   |          | 4        | 4           | #Error | 13.09% | #Error    |
|               | NVL2   | 1        | 3        | 2           | 3.07%  | 0.81%  | -2.26%    |
|               | TDM1   | 1        | 3        | 2           | 11.80% | 15.52% | 3.72%     |
|               | TRK1   | 2        | 3        | 1           | 6.03%  | 6.62%  | 0.59%     |
|               | KLM1   | 1        | 2        | 1           | 16.14% | 12.54% | -3.59%    |
|               | KKI2   | 1        | 1        |             | 2.11%  | 1.62%  | -0.48%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH ARCOT | MKM1   |          | 1        | 1           | #Error | 13.93% | #Error    |
|             | POY1   | 5        | 1        | (4)         | 8.21%  | 8.32%  | 0.11%     |
|             | SJI2   |          | 1        | 1           | #Error | 11.45% | #Error    |
|             | TVM1   |          | 1        | 1           | #Error | 12.88% | #Error    |
|             | ULP1   |          | 1        | 1           | #Error | 10.51% | #Error    |
|             | VCM1   | 1        | 1        |             | 11.19% | 11.82% | 0.63%     |
|             | CDM1   | 2        |          | (2)         | 15.27% | #Error | #Error    |
|             | KML1   | 2        |          | (2)         | 5.13%  | #Error | #Error    |
|             | POY2   | 4        |          | (4)         | 8.38%  | #Error | #Error    |
|             | PRT1   | 1        |          | (1)         | 6.79%  | #Error | #Error    |
|             | STP1   |          |          |             | #Error | #Error | #Error    |
|             | TVM2   | 2        |          | (2)         | 9.05%  | #Error | #Error    |
|             | VPM1   |          |          |             | #Error | #Error | #Error    |
|             | VPM2   | 1        |          | (1)         | 8.73%  | #Error | #Error    |
|             | Total  | 24       | 22       | (2)         | 8.71%  | 9.87%  | 1.16%     |
| CHENNAI-02  |        |          |          |             |        |        |           |
|             | CH34   | 2        | 3        | 1           | 4.87%  | 9.60%  | 4.73%     |
|             | CH03   | 5        | 2        | (3)         | 7.26%  | 8.75%  | 1.49%     |
|             | CH09   | 5        | 2        | (3)         | 9.74%  | 13.49% | 3.75%     |
|             | CH15   | 10       | 2        | (8)         | 7.09%  | 2.27%  | -4.82%    |
|             | CH17   | 7        | 2        | (5)         | 9.90%  | 14.48% | 4.58%     |
|             | CH21   | 4        | 2        | (2)         | 7.49%  | 12.40% | 4.91%     |
|             | CH36   | 1        | 2        | 1           | 10.77% | 13.41% | 2.64%     |
|             | CH18   | 6        | 1        | (5)         | 11.27% | 11.19% | -0.08%    |
|             | CH20   | 3        | 1        | (2)         | 10.31% | 10.54% | 0.23%     |
|             | CH24   | 3        | 1        | (2)         | 10.28% | 19.01% | 8.73%     |
|             | CH43   | 2        | 1        | (1)         | 5.80%  | 3.07%  | -2.73%    |
|             | GPD1   | 5        | 1        | (4)         | 6.71%  | 18.46% | 11.75%    |
|             | CH01   |          |          |             | #Error | #Error | #Error    |
|             | CH06   | 1        |          | (1)         | 19.01% | #Error | #Error    |
|             | CH12   | 8        |          | (8)         | 7.84%  | #Error | #Error    |
|             | CH23   | 3        |          | (3)         | 12.21% | #Error | #Error    |
|             | CH27   | 1        |          | (1)         | 3.44%  | #Error | #Error    |
|             | CH31   |          |          |             | #Error | #Error | #Error    |
|             | CH32   |          |          |             | #Error | #Error | #Error    |
|             | CH33   | 3        |          | (3)         | 6.93%  | #Error | #Error    |
|             | CH41   | 6        |          | (6)         | 11.68% | #Error | #Error    |
|             | CH44   | 3        |          | (3)         | 16.42% | #Error | #Error    |
|             | CH46   | 2        |          | (2)         | 6.57%  | #Error | #Error    |
|             | MC05   |          |          |             | #Error | #Error | #Error    |
|             | MC06   |          |          |             | #Error | #Error | #Error    |
|             | MJR1   | 4        |          | (4)         | 12.55% | #Error | #Error    |
|             | PON1   | 1        |          | (1)         | 9.82%  | #Error | #Error    |
|             | UKI1   | 1        |          | (1)         | 3.44%  | #Error | #Error    |
|             | Total  | 86       | 20       | (66)        | 9.24%  | 10.74% | 1.50%     |
| KL-SOUTH    |        |          |          |             |        |        |           |
|             | TVP1   | 5        | 3        | (2)         | 7.54%  | 10.50% | 2.96%     |
|             | PAS1   |          | 1        | 1           | #Error | 16.42% | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| KL-SOUTH   | KLR1   | 4        |          | (4)         | 5.91%  | #Error | #Error    |
|            | Total  | 9        | 4        | (5)         | 6.81%  | 11.67% | 4.86%     |
|            | Total  | 886      | 508      | (378)       | 8.59%  | 9.64%  | 1.05%     |