



# Wash-Mac - Daily Sales Performance As on 02-12-2025 11:25:39 PM

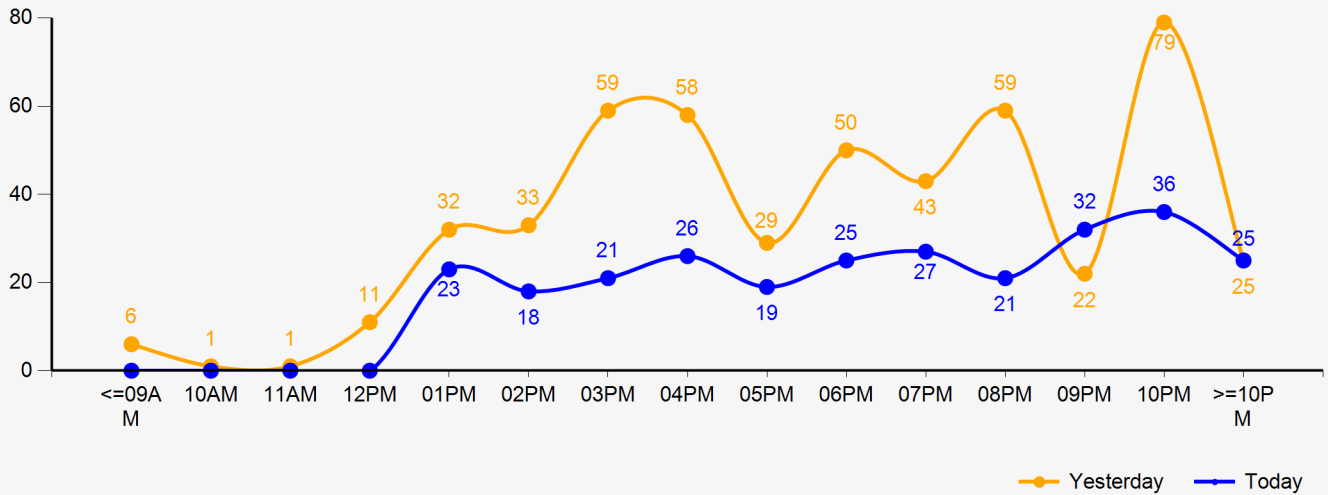
YD Sales : 508

YD GP%: 9.90%

TD Sales : 273

TD GP%: 9.97%

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      | 84       | 53       | (31)        | 9.33%  | 10.91% | 1.58%     |
| SOUTH-03      | 79       | 45       | (34)        | 9.27%  | 10.01% | 0.74%     |
| CHENNAI-01    | 38       | 39       | 1           | 13.12% | 10.28% | -2.84%    |
| TIRUPATI-01   | 34       | 26       | (8)         | 7.43%  | 3.86%  | -3.56%    |
| WEST-02       | 59       | 25       | (34)        | 12.19% | 11.94% | -0.25%    |
| WEST-01       | 73       | 22       | (51)        | 11.15% | 10.68% | -0.48%    |
| CHENNAI-02    | 20       | 14       | (6)         | 10.74% | 13.43% | 2.70%     |
| VIJAYAWADA-01 | 32       | 14       | (18)        | 3.15%  | 7.46%  | 4.32%     |
| TRICHY-01     | 38       | 12       | (26)        | 10.39% | 10.34% | -0.05%    |
| NORTH ARCOT   | 25       | 11       | (14)        | 11.45% | 13.92% | 2.47%     |
| SOUTH ARCOT   | 22       | 10       | (12)        | 9.87%  | 10.48% | 0.62%     |
| KL-SOUTH      | 4        | 2        | (2)         | 11.67% | 2.89%  | -8.78%    |
| Total         | 508      | 273      | (235)       | 9.90%  | 9.97%  | 0.07%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | RPM1   | 5        | 6        | 1           | 11.36% | 9.41%  | -1.94%    |
|            | TVL1   | 9        | 5        | (4)         | 5.59%  | 9.91%  | 4.31%     |
|            | TKS2   | 5        | 4        | (1)         | 8.70%  | 11.69% | 2.99%     |
|            | TUT1   | 3        | 4        | 1           | 15.03% | 7.47%  | -7.56%    |
|            | KVT1   | 2        | 3        | 1           | 16.25% | 13.01% | -3.24%    |
|            | NGR1   | 4        | 3        | (1)         | 0.05%  | 8.97%  | 8.92%     |
|            | TKS1   | 6        | 3        | (3)         | 9.39%  | 8.23%  | -1.16%    |
|            | APK1   | 1        | 2        | 1           | 11.59% | 8.31%  | -3.28%    |
|            | APK2   |          | 2        | 2           | #Error | 6.74%  | #Error    |
|            | RND1   | 2        | 2        |             | 13.94% | 14.58% | 0.64%     |
|            | SVK1   | 4        | 2        | (2)         | 14.78% | 11.96% | -2.83%    |
|            | TUT2   | 3        | 2        | (1)         | 3.76%  | 12.63% | 8.87%     |
|            | UDN1   | 1        | 2        | 1           | 11.89% | 15.45% | 3.56%     |
|            | VNR2   | 1        | 2        | 1           | 24.87% | 21.41% | -3.46%    |
|            | ARM1   | 3        | 1        | (2)         | 7.69%  | 6.79%  | -0.90%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH-01   | ASM1   | 1        | 1        |             | 2.23%   | 3.20%  | 0.97%     |
|            | COL1   | 1        | 1        |             | 19.74%  | 17.22% | -2.52%    |
|            | ERL2   | 1        | 1        |             | 14.95%  | 6.93%  | -8.02%    |
|            | MMT1   | 1        | 1        |             | 2.76%   | 11.68% | 8.92%     |
|            | S2SD   |          | 1        | 1           | #Error  | 12.04% | #Error    |
|            | SDI1   | 3        | 1        | (2)         | 6.59%   | 10.55% | 3.96%     |
|            | SGT1   | 1        | 1        |             | -11.79% | 4.80%  | 16.59%    |
|            | SKD1   | 2        | 1        | (1)         | 11.61%  | 16.39% | 4.77%     |
|            | VKM1   | 1        | 1        |             | 16.17%  | 14.01% | -2.16%    |
|            | VNR1   |          | 1        | 1           | #Error  | 18.61% | #Error    |
|            | KGL1   | 1        |          | (1)         | 5.89%   | #Error | #Error    |
|            | KSM1   |          |          |             | #Error  | #Error | #Error    |
|            | KYR1   | 2        |          | (2)         | 11.05%  | #Error | #Error    |
|            | MAR1   | 1        |          | (1)         | 2.22%   | #Error | #Error    |
|            | PDI1   | 3        |          | (3)         | 9.88%   | #Error | #Error    |
|            | PKD1   | 3        |          | (3)         | 15.63%  | #Error | #Error    |
|            | SNL1   | 3        |          | (3)         | 11.31%  | #Error | #Error    |
|            | STU2   | 3        |          | (3)         | 7.25%   | #Error | #Error    |
|            | TCN1   | 5        |          | (5)         | 8.45%   | #Error | #Error    |
|            | TKY1   |          |          |             | #Error  | #Error | #Error    |
|            | TVL2   | 1        |          | (1)         | 12.96%  | #Error | #Error    |
|            | TYI1   | 1        |          | (1)         | 22.54%  | #Error | #Error    |
|            | VLY1   | 1        |          | (1)         | 19.36%  | #Error | #Error    |
|            | Total  | 84       | 53       | (31)        | 9.33%   | 10.91% | 1.58%     |
|            |        |          |          |             |         |        |           |
| SOUTH-03   | DGL1   | 7        | 8        | 1           | 9.77%   | 11.55% | 1.78%     |
|            | MDU1   | 3        | 6        | 3           | 10.42%  | 6.83%  | -3.59%    |
|            | MDU2   | 5        | 4        | (1)         | 1.60%   | 4.19%  | 2.59%     |
|            | MDU3   | 3        | 3        |             | 7.61%   | 8.05%  | 0.44%     |
|            | SGP1   | 2        | 3        | 1           | 13.44%  | 15.03% | 1.59%     |
|            | ADP1   | 1        | 2        | 1           | 12.38%  | 10.89% | -1.49%    |
|            | BTU1   | 4        | 2        | (2)         | -1.35%  | 6.92%  | 8.26%     |
|            | DKI1   | 4        | 2        | (2)         | 8.20%   | 11.80% | 3.60%     |
|            | NTM1   | 1        | 2        | 1           | 12.16%  | 8.53%  | -3.63%    |
|            | SZSD   |          | 2        | 2           | #Error  | 21.09% | #Error    |
|            | BNR1   |          | 1        | 1           | 100.00% | 13.32% | -86.68%   |
|            | KKD3   | 5        | 1        | (4)         | 9.86%   | 11.22% | 1.36%     |
|            | MDU6   | 5        | 1        | (4)         | 9.98%   | 20.94% | 10.96%    |
|            | MLR1   | 2        | 1        | (1)         | 12.05%  | 14.50% | 2.45%     |
|            | MNM1   | 1        | 1        |             | 10.56%  | 11.71% | 1.15%     |
|            | PVI1   | 1        | 1        |             | 14.74%  | 16.17% | 1.42%     |
|            | SVG1   | 3        | 1        | (2)         | 15.04%  | 11.93% | -3.11%    |
|            | TEN1   | 2        | 1        | (1)         | 19.26%  | -0.66% | -19.91%   |
|            | TEN2   | 1        | 1        |             | 10.80%  | 10.81% | 0.02%     |
|            | TPT1   | 1        | 1        |             | 9.56%   | -6.64% | -16.20%   |
|            | USL1   | 2        | 1        | (1)         | 12.15%  | 11.82% | -0.33%    |
|            | ATG1   | 3        |          | (3)         | 13.58%  | #Error | #Error    |
|            | CBM1   | 2        |          | (2)         | 9.09%   | #Error | #Error    |
|            | CMR1   | 1        |          | (1)         | -8.57%  | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03    | DGL2   | 1        |          | (1)         | 11.52% | #Error | #Error    |
|             | KPT1   |          |          |             | #Error | #Error | #Error    |
|             | KRR1   | 4        |          | (4)         | 10.48% | #Error | #Error    |
|             | KYK1   | 2        |          | (2)         | 5.77%  | #Error | #Error    |
|             | MDU4   | 3        |          | (3)         | 13.72% | #Error | #Error    |
|             | MDU5   | 2        |          | (2)         | 2.34%  | #Error | #Error    |
|             | MPA1   |          |          |             | #Error | #Error | #Error    |
|             | NKI1   | 2        |          | (2)         | 11.55% | #Error | #Error    |
|             | ODM1   |          |          |             | #Error | #Error | #Error    |
|             | PKM1   | 1        |          | (1)         | 4.97%  | #Error | #Error    |
|             | PNI1   | 3        |          | (3)         | 12.81% | #Error | #Error    |
|             | PNV2   | 1        |          | (1)         | 22.52% | #Error | #Error    |
|             | TDI1   |          |          |             | #Error | #Error | #Error    |
|             | TMM1   | 1        |          | (1)         | 11.74% | #Error | #Error    |
|             | Total  | 79       | 45       | (34)        | 9.27%  | 10.01% | 0.74%     |
| CHENNAI-01  | CH28   | 2        | 4        | 2           | 17.55% | 10.76% | -6.79%    |
|             | GUD2   | 3        | 4        | 1           | 13.65% | 13.65% | 0.00%     |
|             | CH16   | 6        | 3        | (3)         | 13.31% | 7.57%  | -5.74%    |
|             | CH19   |          | 3        | 3           | #Error | 6.17%  | #Error    |
|             | CH30   | 1        | 3        | 2           | 19.98% | 10.35% | -9.64%    |
|             | AVD1   | 1        | 2        | 1           | 2.54%  | 17.52% | 14.98%    |
|             | CH05   | 3        | 2        | (1)         | 11.59% | -0.89% | -12.48%   |
|             | CH11   | 1        | 2        | 1           | 15.57% | 15.53% | -0.04%    |
|             | CH14   | 1        | 2        | 1           | 13.76% | 2.78%  | -10.98%   |
|             | CH37   |          | 2        | 2           | #Error | 6.90%  | #Error    |
|             | CH42   |          | 2        | 2           | #Error | 13.21% | #Error    |
|             | KNR1   |          | 2        | 2           | #Error | 12.54% | #Error    |
|             | SKL1   | 2        | 2        |             | 16.88% | 20.01% | 3.14%     |
|             | CH07   | 2        | 1        | (1)         | 2.86%  | 2.80%  | -0.05%    |
|             | CH08   |          | 1        | 1           | #Error | 10.91% | #Error    |
|             | CH22   | 3        | 1        | (2)         | 16.79% | 14.40% | -2.39%    |
|             | CH26   |          | 1        | 1           | #Error | 13.59% | #Error    |
|             | CH35   | 1        | 1        |             | 10.48% | 16.87% | 6.39%     |
|             | GUD1   | 2        | 1        | (1)         | 18.51% | 9.00%  | -9.52%    |
|             | CGL1   | 1        |          | (1)         | 21.25% | #Error | #Error    |
|             | CH29   |          |          |             | #Error | #Error | #Error    |
|             | CH38   | 1        |          | (1)         | 17.35% | #Error | #Error    |
|             | CH39   | 2        |          | (2)         | 12.56% | #Error | #Error    |
|             | CH40   |          |          |             | #Error | #Error | #Error    |
|             | CH45   | 5        |          | (5)         | 8.08%  | #Error | #Error    |
|             | CH48   | 1        |          | (1)         | 14.88% | #Error | #Error    |
|             | MC02   |          |          |             | #Error | #Error | #Error    |
|             | MC09   |          |          |             | #Error | #Error | #Error    |
|             | MC10   |          |          |             | #Error | #Error | #Error    |
|             | MRM1   |          |          |             | #Error | #Error | #Error    |
|             | TKM1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 38       | 39       | 1           | 13.12% | 10.28% | -2.84%    |
| TIRUPATI-01 | ADI1   | 1        | 3        | 2           | 10.08% | 7.99%  | -2.09%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | NDL1   | 1        | 3        | 2           | 4.49%  | 2.08%  | -2.41%    |
|             | PDT1   | 1        | 3        | 2           | 5.26%  | 3.37%  | -1.89%    |
|             | TPY2   | 2        | 3        | 1           | 1.67%  | 3.80%  | 2.13%     |
|             | CTO1   | 1        | 2        | 1           | 9.07%  | 6.17%  | -2.90%    |
|             | ATP1   | 4        | 1        | (3)         | 4.46%  | -4.38% | -8.84%    |
|             | BVL1   |          | 1        | 1           | #Error | -3.68% | #Error    |
|             | DHN1   |          | 1        | 1           | #Error | 0.48%  | #Error    |
|             | GTL1   | 1        | 1        |             | 9.64%  | 15.09% | 5.45%     |
|             | KDA1   | 1        | 1        |             | 8.31%  | 13.69% | 5.38%     |
|             | KNL2   |          | 1        | 1           | #Error | 4.49%  | #Error    |
|             | KOU1   | 2        | 1        | (1)         | 1.26%  | 11.65% | 10.38%    |
|             | MPL1   | 3        | 1        | (2)         | 16.44% | 3.96%  | -12.48%   |
|             | NLR1   | 2        | 1        | (1)         | 3.70%  | -8.22% | -11.92%   |
|             | PMR1   | 2        | 1        | (1)         | 5.57%  | 6.22%  | 0.65%     |
|             | PUT1   | 1        | 1        |             | 18.78% | 13.63% | -5.16%    |
|             | TPI1   |          | 1        | 1           | #Error | 7.33%  | #Error    |
|             | KHT1   | 1        |          | (1)         | 7.43%  | #Error | #Error    |
|             | KNL1   |          |          |             | #Error | #Error | #Error    |
|             | KVL1   | 1        |          | (1)         | 7.93%  | #Error | #Error    |
|             | NYP1   | 3        |          | (3)         | 10.06% | #Error | #Error    |
|             | PGR1   | 1        |          | (1)         | 4.51%  | #Error | #Error    |
|             | PIL1   | 1        |          | (1)         | 7.66%  | #Error | #Error    |
|             | RCY1   |          |          |             | #Error | #Error | #Error    |
|             | RJP1   | 2        |          | (2)         | 11.51% | #Error | #Error    |
|             | SPE1   |          |          |             | #Error | #Error | #Error    |
|             | TPY1   | 2        |          | (2)         | 1.44%  | #Error | #Error    |
|             | VKI1   | 1        |          | (1)         | 6.54%  | #Error | #Error    |
|             | Total  | 34       | 26       | (8)         | 7.43%  | 3.86%  | -3.56%    |
|             |        |          |          |             |        |        |           |
| WEST-02     | ERD2   | 6        | 5        | (1)         | 17.81% | 9.77%  | -8.05%    |
|             | DPR2   |          | 3        | 3           | #Error | 10.10% | #Error    |
|             | EPI1   | 3        | 2        | (1)         | 15.99% | 10.00% | -5.99%    |
|             | HSR1   | 1        | 2        | 1           | 13.20% | 19.56% | 6.37%     |
|             | MCR1   | 2        | 2        |             | 9.42%  | 12.42% | 3.00%     |
|             | PDR1   | 2        | 2        |             | 2.19%  | 10.29% | 8.11%     |
|             | BMD1   | 1        | 1        |             | 11.76% | 14.33% | 2.56%     |
|             | EDP1   | 1        | 1        |             | 13.21% | 8.99%  | -4.22%    |
|             | ERD1   | 2        | 1        | (1)         | 8.37%  | 12.31% | 3.94%     |
|             | HSR2   | 4        | 1        | (3)         | 13.76% | 14.09% | 0.33%     |
|             | KVP1   |          | 1        | 1           | #Error | 11.43% | #Error    |
|             | NKL2   | 5        | 1        | (4)         | 7.14%  | 11.21% | 4.07%     |
|             | SLM1   | 2        | 1        | (1)         | 19.08% | 8.90%  | -10.18%   |
|             | TCG1   | 2        | 1        | (1)         | 14.35% | 13.92% | -0.43%    |
|             | VPD1   | 1        | 1        |             | 16.77% | 15.25% | -1.52%    |
|             | APN1   |          |          |             | #Error | #Error | #Error    |
|             | ATU1   | 2        |          | (2)         | 3.97%  | #Error | #Error    |
|             | CMI1   | 1        |          | (1)         | 9.28%  | #Error | #Error    |
|             | DPR1   | 2        |          | (2)         | 12.19% | #Error | #Error    |
|             | HRR1   | 2        |          | (2)         | 5.80%  | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02    | KMM1   | 1        |          | (1)         | 11.63% | #Error | #Error    |
|            | KRI1   | 2        |          | (2)         | 15.57% | #Error | #Error    |
|            | MTR1   | 1        |          | (1)         | 12.00% | #Error | #Error    |
|            | OML1   |          |          |             | #Error | #Error | #Error    |
|            | PLC1   | 5        |          | (5)         | 15.72% | #Error | #Error    |
|            | PMP1   | 1        |          | (1)         | 13.21% | #Error | #Error    |
|            | RSP1   | 2        |          | (2)         | 9.47%  | #Error | #Error    |
|            | SGG1   |          |          |             | #Error | #Error | #Error    |
|            | SGI1   |          |          |             | #Error | #Error | #Error    |
|            | SLM2   | 5        |          | (5)         | 11.91% | #Error | #Error    |
|            | SLM3   | 3        |          | (3)         | 14.61% | #Error | #Error    |
|            | TRM1   |          |          |             | #Error | #Error | #Error    |
|            | VKL1   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 59       | 25       | (34)        | 12.19% | 11.94% | -0.25%    |
|            |        |          |          |             |        |        |           |
| WEST-01    | CBE2   | 10       | 9        | (1)         | 7.41%  | 9.19%  | 1.78%     |
|            | CBE1   | 2        | 2        |             | 14.26% | 8.48%  | -5.78%    |
|            | CBE4   | 6        | 2        | (4)         | 15.09% | 13.00% | -2.10%    |
|            | SNR1   |          | 2        | 2           | #Error | 9.42%  | #Error    |
|            | AVI1   | 5        | 1        | (4)         | 13.97% | 10.21% | -3.76%    |
|            | CBE6   | 3        | 1        | (2)         | 7.58%  | 16.58% | 8.99%     |
|            | DPM2   | 1        | 1        |             | 17.59% | 13.94% | -3.65%    |
|            | MPM1   | 5        | 1        | (4)         | 9.28%  | 17.04% | 7.76%     |
|            | TPR1   | 3        | 1        | (2)         | 12.59% | 3.35%  | -9.24%    |
|            | UAM1   | 3        | 1        | (2)         | 9.72%  | 16.58% | 6.85%     |
|            | UMP1   |          | 1        | 1           | #Error | 14.40% | #Error    |
|            | ANR1   |          |          |             | #Error | #Error | #Error    |
|            | CBE3   | 1        |          | (1)         | 17.27% | #Error | #Error    |
|            | CBE5   | 2        |          | (2)         | 14.84% | #Error | #Error    |
|            | CNR1   |          |          |             | #Error | #Error | #Error    |
|            | GBM1   | 2        |          | (2)         | 12.49% | #Error | #Error    |
|            | GDR1   | 1        |          | (1)         | 11.82% | #Error | #Error    |
|            | KGI1   |          |          |             | #Error | #Error | #Error    |
|            | KGM1   | 2        |          | (2)         | 18.55% | #Error | #Error    |
|            | KMD1   | 3        |          | (3)         | 17.69% | #Error | #Error    |
|            | KMR1   | 4        |          | (4)         | 10.66% | #Error | #Error    |
|            | PDM1   | 4        |          | (4)         | 11.10% | #Error | #Error    |
|            | PLI1   | 2        |          | (2)         | 11.96% | #Error | #Error    |
|            | PPI1   | 2        |          | (2)         | 11.76% | #Error | #Error    |
|            | SUL1   | 2        |          | (2)         | 7.91%  | #Error | #Error    |
|            | SYM2   | 1        |          | (1)         | 14.43% | #Error | #Error    |
|            | TPR2   | 3        |          | (3)         | 8.91%  | #Error | #Error    |
|            | TPR3   | 1        |          | (1)         | 8.26%  | #Error | #Error    |
|            | TPR4   | 3        |          | (3)         | 6.82%  | #Error | #Error    |
|            | WZSD   | 2        |          | (2)         | 6.52%  | #Error | #Error    |
|            | Total  | 73       | 22       | (51)        | 11.15% | 10.68% | -0.48%    |
|            |        |          |          |             |        |        |           |
| CHENNAI-02 | CH41   |          | 2        | 2           | #Error | 20.49% | #Error    |
|            | GPD1   | 1        | 2        | 1           | 18.46% | 12.53% | -5.93%    |
|            | MJR1   |          | 2        | 2           | #Error | 4.96%  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|---------|-----------|
| CHENNAI-02    | CH03   | 2        | 1        | (1)         | 8.75%   | 8.44%   | -0.31%    |
|               | CH09   | 2        | 1        | (1)         | 13.49%  | 8.79%   | -4.71%    |
|               | CH15   | 2        | 1        | (1)         | 2.27%   | 17.06%  | 14.79%    |
|               | CH18   | 1        | 1        |             | 11.19%  | 14.99%  | 3.80%     |
|               | CH24   | 1        | 1        |             | 19.01%  | 6.59%   | -12.41%   |
|               | CH33   |          | 1        | 1           | #Error  | 11.97%  | #Error    |
|               | CH43   | 1        | 1        |             | 3.07%   | 21.15%  | 18.08%    |
|               | UKI1   |          | 1        | 1           | #Error  | 14.37%  | #Error    |
|               | CH01   |          |          |             | #Error  | #Error  | #Error    |
|               | CH06   |          |          |             | #Error  | #Error  | #Error    |
|               | CH12   |          |          |             | #Error  | #Error  | #Error    |
|               | CH17   | 2        |          | (2)         | 14.48%  | #Error  | #Error    |
|               | CH20   | 1        |          | (1)         | 10.54%  | #Error  | #Error    |
|               | CH21   | 2        |          | (2)         | 12.40%  | #Error  | #Error    |
|               | CH23   |          |          |             | #Error  | #Error  | #Error    |
|               | CH27   |          |          |             | #Error  | #Error  | #Error    |
|               | CH31   |          |          |             | #Error  | #Error  | #Error    |
|               | CH32   |          |          |             | #Error  | #Error  | #Error    |
|               | CH34   | 3        |          | (3)         | 9.60%   | #Error  | #Error    |
|               | CH36   | 2        |          | (2)         | 13.41%  | #Error  | #Error    |
|               | CH44   |          |          |             | #Error  | #Error  | #Error    |
|               | CH46   |          |          |             | #Error  | #Error  | #Error    |
|               | MC05   |          |          |             | #Error  | #Error  | #Error    |
|               | MC06   |          |          |             | #Error  | #Error  | #Error    |
|               | PON1   |          |          |             | #Error  | #Error  | #Error    |
|               | Total  | 20       | 14       | (6)         | 10.74%  | 13.43%  | 2.70%     |
| VIJAYAWADA-01 | VJW2   | 2        | 3        | 1           | 7.39%   | 7.80%   | 0.41%     |
|               | BVR1   | 2        | 1        | (1)         | -6.27%  | 9.07%   | 15.34%    |
|               | CRL1   | 1        | 1        |             | 4.74%   | 22.00%  | 17.26%    |
|               | ELU1   |          | 1        | 1           | #Error  | 4.49%   | #Error    |
|               | GNT1   | 1        | 1        |             | -6.96%  | 7.88%   | 14.84%    |
|               | JPT1   |          | 1        | 1           | #Error  | -12.04% | #Error    |
|               | NRT1   | 1        | 1        |             | 10.87%  | 5.15%   | -5.72%    |
|               | OGL1   | 1        | 1        |             | 10.63%  | 9.07%   | -1.56%    |
|               | PNR1   |          | 1        | 1           | #Error  | 10.40%  | #Error    |
|               | PRL1   |          | 1        | 1           | #Error  | 4.55%   | #Error    |
|               | TNI1   | 1        | 1        |             | -8.57%  | 9.97%   | 18.54%    |
|               | VJW1   |          | 1        | 1           | #Error  | 4.20%   | #Error    |
|               | AMP1   |          |          |             | #Error  | #Error  | #Error    |
|               | BPP1   |          |          |             | #Error  | #Error  | #Error    |
|               | CKT1   | 1        |          | (1)         | 3.16%   | #Error  | #Error    |
|               | DPE1   |          |          |             | #Error  | #Error  | #Error    |
|               | GDV1   | 1        |          | (1)         | 3.44%   | #Error  | #Error    |
|               | GNT2   | 2        |          | (2)         | 8.89%   | #Error  | #Error    |
|               | GVM1   | 1        |          | (1)         | 5.99%   | #Error  | #Error    |
|               | JGG1   |          |          |             | #Error  | #Error  | #Error    |
|               | KDR1   | 1        |          | (1)         | -14.81% | #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 | MTM1   |          |          |             | #Error  | #Error | #Error    |
|               | NPR1   | 2        |          | (2)         | 3.32%   | #Error | #Error    |
|               | PAP1   | 2        |          | (2)         | 6.56%   | #Error | #Error    |
|               | PPM1   | 2        |          | (2)         | 5.53%   | #Error | #Error    |
|               | RAL1   | 1        |          | (1)         | 6.03%   | #Error | #Error    |
|               | RMV1   | 1        |          | (1)         | 8.04%   | #Error | #Error    |
|               | TDD1   | 2        |          | (2)         | 8.68%   | #Error | #Error    |
|               | TEL1   | 1        |          | (1)         | 3.20%   | #Error | #Error    |
|               | TNK1   | 2        |          | (2)         | -12.60% | #Error | #Error    |
|               | TVU1   | 1        |          | (1)         | 3.53%   | #Error | #Error    |
|               | VJW3   | 1        |          | (1)         | 9.60%   | #Error | #Error    |
|               | VJW4   | 2        |          | (2)         | 9.38%   | #Error | #Error    |
|               | VJW5   |          |          |             | #Error  | #Error | #Error    |
|               | VKN1   |          |          |             | #Error  | #Error | #Error    |
|               | VUY1   |          |          |             | #Error  | #Error | #Error    |
|               | Total  | 32       | 14       | (18)        | 3.15%   | 7.46%  | 4.32%     |
|               |        |          |          |             |         |        |           |
| TRICHY-01     | KIK1   | 4        | 2        | (2)         | 15.71%  | 9.50%  | -6.20%    |
|               | MDI1   |          | 2        | 2           | #Error  | 5.03%  | #Error    |
|               | NMM1   |          | 2        | 2           | #Error  | 17.31% | #Error    |
|               | PTK1   | 2        | 2        |             | 15.33%  | 8.73%  | -6.60%    |
|               | MSI1   |          | 1        | 1           | #Error  | 9.53%  | #Error    |
|               | PBR2   | 2        | 1        | (1)         | 10.78%  | 4.35%  | -6.43%    |
|               | TNJ1   |          | 1        | 1           | #Error  | 12.77% | #Error    |
|               | TVR2   | 1        | 1        |             | -8.97%  | 14.47% | 23.44%    |
|               | APM1   | 1        |          | (1)         | 18.45%  | #Error | #Error    |
|               | AYR1   | 1        |          | (1)         | 21.25%  | #Error | #Error    |
|               | JKM1   |          |          |             | #Error  | #Error | #Error    |
|               | KRN1   | 1        |          | (1)         | 14.30%  | #Error | #Error    |
|               | KUM1   | 3        |          | (3)         | 12.98%  | #Error | #Error    |
|               | MVM1   |          |          |             | #Error  | #Error | #Error    |
|               | NCK1   |          |          |             | #Error  | #Error | #Error    |
|               | NGT1   | 2        |          | (2)         | 13.97%  | #Error | #Error    |
|               | ORU1   | 1        |          | (1)         | 7.45%   | #Error | #Error    |
|               | PBR1   |          |          |             | #Error  | #Error | #Error    |
|               | PDK1   |          |          |             | #Error  | #Error | #Error    |
|               | TNJ2   | 1        |          | (1)         | 14.65%  | #Error | #Error    |
|               | TRY1   | 9        |          | (9)         | 5.09%   | #Error | #Error    |
|               | TRY2   | 1        |          | (1)         | 12.42%  | #Error | #Error    |
|               | TRY3   | 4        |          | (4)         | 6.64%   | #Error | #Error    |
|               | TRY4   | 3        |          | (3)         | 15.71%  | #Error | #Error    |
|               | TTP1   |          |          |             | #Error  | #Error | #Error    |
|               | TVR1   |          |          |             | #Error  | #Error | #Error    |
|               | TYR1   | 2        |          | (2)         | 15.42%  | #Error | #Error    |
|               | Total  | 38       | 12       | (26)        | 10.39%  | 10.34% | -0.05%    |
|               |        |          |          |             |         |        |           |
| NORTH ARCOT   | SBR1   | 1        | 2        | 1           | 13.15%  | 17.74% | 4.59%     |
|               | ABR1   |          | 1        | 1           | #Error  | 15.40% | #Error    |
|               | ARC2   | 3        | 1        | (2)         | 10.56%  | 22.50% | 11.94%    |
|               | CPT1   |          | 1        | 1           | #Error  | 11.76% | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | KPM2   | 8        | 1        | (7)         | 10.70% | 11.97% | 1.26%     |
|             | TRL1   | 3        | 1        | (2)         | 14.14% | 15.77% | 1.63%     |
|             | TRR1   | 2        | 1        | (1)         | 3.47%  | 5.68%  | 2.21%     |
|             | VSI1   |          | 1        | 1           | #Error | 6.85%  | #Error    |
|             | WJD1   |          | 1        | 1           | #Error | 8.79%  | #Error    |
|             | WJP1   | 1        | 1        |             | 11.95% | 10.22% | -1.73%    |
|             | AKM1   | 1        |          | (1)         | 21.25% | #Error | #Error    |
|             | ANI1   |          |          |             | #Error | #Error | #Error    |
|             | BGR1   |          |          |             | #Error | #Error | #Error    |
|             | CGM1   |          |          |             | #Error | #Error | #Error    |
|             | CYR1   |          |          |             | #Error | #Error | #Error    |
|             | GDM1   | 2        |          | (2)         | 8.73%  | #Error | #Error    |
|             | KPM1   | 1        |          | (1)         | 8.96%  | #Error | #Error    |
|             | PLR1   |          |          |             | #Error | #Error | #Error    |
|             | PTU1   |          |          |             | #Error | #Error | #Error    |
|             | SLG1   |          |          |             | #Error | #Error | #Error    |
|             | TRT1   | 1        |          | (1)         | 12.77% | #Error | #Error    |
|             | UGI1   |          |          |             | #Error | #Error | #Error    |
|             | VEL1   | 1        |          | (1)         | 6.62%  | #Error | #Error    |
|             | VEL2   |          |          |             | #Error | #Error | #Error    |
|             | VNB1   | 1        |          | (1)         | 9.97%  | #Error | #Error    |
|             | Total  | 25       | 11       | (14)        | 11.45% | 13.92% | 2.47%     |
|             |        |          |          |             |        |        |           |
| SOUTH ARCOT | KKI2   | 1        | 2        | 1           | 1.62%  | 11.09% | 9.47%     |
|             | CDM1   |          | 1        | 1           | #Error | 3.74%  | #Error    |
|             | CUD1   | 4        | 1        | (3)         | 13.09% | 12.85% | -0.24%    |
|             | POY1   | 1        | 1        |             | 8.32%  | 8.31%  | -0.01%    |
|             | SJI2   | 1        | 1        |             | 11.45% | 15.77% | 4.32%     |
|             | TDM1   | 3        | 1        | (2)         | 15.52% | 8.78%  | -6.74%    |
|             | TRK1   | 3        | 1        | (2)         | 6.62%  | 8.93%  | 2.31%     |
|             | ULP1   | 1        | 1        |             | 10.51% | 14.01% | 3.50%     |
|             | VPM2   |          | 1        | 1           | #Error | 10.98% | #Error    |
|             | KLM1   | 2        |          | (2)         | 12.54% | #Error | #Error    |
|             | KML1   |          |          |             | #Error | #Error | #Error    |
|             | MKM1   | 1        |          | (1)         | 13.93% | #Error | #Error    |
|             | NVL2   | 3        |          | (3)         | 0.81%  | #Error | #Error    |
|             | POY2   |          |          |             | #Error | #Error | #Error    |
|             | PRT1   |          |          |             | #Error | #Error | #Error    |
|             | STP1   |          |          |             | #Error | #Error | #Error    |
|             | TVM1   | 1        |          | (1)         | 12.88% | #Error | #Error    |
|             | TVM2   |          |          |             | #Error | #Error | #Error    |
|             | VCM1   | 1        |          | (1)         | 11.82% | #Error | #Error    |
|             | VPM1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 22       | 10       | (12)        | 9.87%  | 10.48% | 0.62%     |
|             |        |          |          |             |        |        |           |
| KL-SOUTH    | KLR1   |          | 1        | 1           | #Error | -2.37% | #Error    |
|             | TVP1   | 3        | 1        | (2)         | 10.50% | 7.99%  | -2.51%    |
|             | PAS1   | 1        |          | (1)         | 16.42% | #Error | #Error    |
|             | Total  | 4        | 2        | (2)         | 11.67% | 2.89%  | -8.78%    |
|             | Total  | 508      | 273      | (235)       | 9.90%  | 9.97%  | 0.07%     |

