

Yest. Sales

616

Today. Sales

472

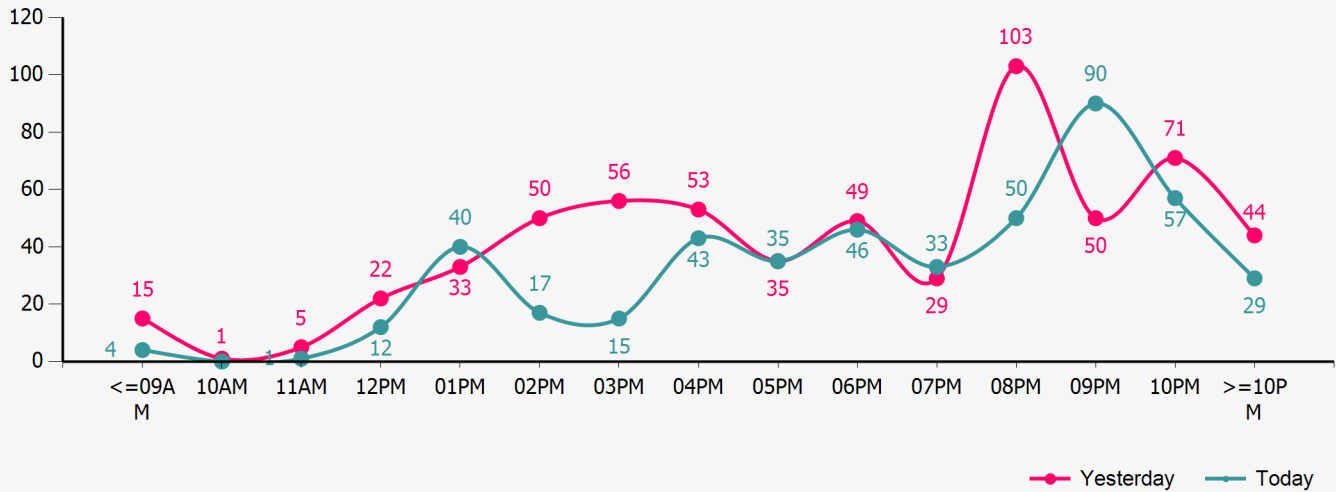
Yest. GP%

9.78%

Today GP%

10.28%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02    | 69       | 58       | (11)        | 11.33% | 11.05% | -0.28%    |
| SOUTH-01      | 97       | 57       | (40)        | 11.93% | 9.35%  | -2.58%    |
| CHENNAI-01    | 65       | 56       | (9)         | 10.21% | 11.76% | 1.55%     |
| TRICHY-01     | 47       | 51       | 4           | 12.80% | 13.27% | 0.47%     |
| SOUTH-03      | 46       | 46       |             | 8.88%  | 8.51%  | -0.38%    |
| WEST-01       | 26       | 37       | 11          | 8.56%  | 12.64% | 4.08%     |
| TIRUPATI-01   | 58       | 27       | (31)        | 6.47%  | 6.27%  | -0.20%    |
| VIJAYAWADA-01 | 37       | 27       | (10)        | 8.88%  | 9.72%  | 0.83%     |
| WEST-02       | 21       | 26       | 5           | 11.81% | 9.83%  | -1.98%    |
| NORTH ARCOT   | 45       | 21       | (24)        | 9.65%  | 11.78% | 2.13%     |
| SOUTH ARCOT   | 48       | 21       | (27)        | 11.98% | 12.07% | 0.10%     |
| WEST-03       | 16       | 19       | 3           | 10.94% | 12.49% | 1.55%     |
| KL-SOUTH      | 11       | 13       | 2           | 1.83%  | 1.56%  | -0.27%    |
| KL-NORTH      | 27       | 12       | (15)        | -1.11% | 3.67%  | 4.78%     |
| KL-CENTRAL    | 2        | 1        | (1)         | 3.03%  | 15.38% | 12.35%    |
| HYDERABAD-01  | 1        |          | (1)         | -3.57% | 0.00%  | 3.57%     |
| Total         | 616      | 472      | (144)       | 9.78%  | 10.28% | 0.50%     |

| Branch            | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------------|----------|----------|-------------|--------|--------|-----------|
| <b>CHENNAI-02</b> |          |          |             |        |        |           |
| CH03              | 9        | 8        | (1)         | 12.65% | 8.11%  | -4.53%    |
| CH18              | 8        | 7        | (1)         | 17.19% | 16.26% | -0.93%    |
| CH06              | 3        | 6        | 3           | 9.03%  | 11.84% | 2.81%     |
| CH50              | 5        | 5        |             | 9.72%  | 12.61% | 2.90%     |
| CH15              | 6        | 4        | (2)         | 10.53% | 15.84% | 5.31%     |
| CH21              | 5        | 4        | (1)         | 9.68%  | 7.39%  | -2.29%    |
| CH41              | 2        | 4        | 2           | 11.09% | 3.28%  | -7.81%    |
| GPD1              |          | 4        | 4           | 0.00%  | 7.33%  | 7.33%     |
| CH33              | 5        | 2        | (3)         | 13.95% | 6.64%  | -7.31%    |
| CH36              |          | 2        | 2           | 0.00%  | 3.39%  | 3.39%     |
| CH44              | 1        | 2        | 1           | 6.14%  | 16.42% | 10.28%    |

| Branch                    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------------------|----------|----------|-------------|--------|--------|-----------|
| CH51                      | 3        | 2        | (1)         | 9.36%  | 8.01%  | -1.35%    |
| MJR1                      |          | 2        | 2           | 0.00%  | 17.58% | 17.58%    |
| CH12                      | 1        | 1        |             | -0.24% | 10.34% | 10.58%    |
| CH17                      | 4        | 1        | (3)         | 11.02% | 14.01% | 2.99%     |
| CH24                      | 3        | 1        | (2)         | 6.10%  | 10.21% | 4.11%     |
| CH31                      |          | 1        | 1           | 0.00%  | 16.52% | 16.52%    |
| CH32                      |          | 1        | 1           | 0.00%  | 5.98%  | 5.98%     |
| CH37                      |          | 1        | 1           | 0.00%  | 12.75% | 12.75%    |
| CH43                      | 2        | 1        | (1)         | 18.72% | 11.55% | -7.18%    |
| PON1                      | 1        | 1        |             | 22.51% | 10.34% | -12.16%   |
| CH01                      | 1        |          | (1)         | 11.35% | 0.00%  | -11.35%   |
| CH20                      | 3        |          | (3)         | 3.89%  | 0.00%  | -3.89%    |
| CH23                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| CH27                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| CH34                      | 2        |          | (2)         | 13.94% | 0.00%  | -13.94%   |
| CH35                      | 2        |          | (2)         | 8.68%  | 0.00%  | -8.68%    |
| CH46                      | 1        |          | (1)         | 19.42% | 0.00%  | -19.42%   |
| MC05                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| MC06                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| UKI1                      | 2        |          | (2)         | 4.70%  | 0.00%  | -4.70%    |
| WHC3                      |          |          |             | 0.00%  | 26.85% | 26.85%    |
| WCHN                      |          | (2)      | (2)         | 0.00%  | -1.50% | -1.50%    |
| <b>Total : CHENNAI-02</b> | 69       | 58       | (11)        | 11.33% | 11.05% | -0.28%    |
| <b>SOUTH-01</b>           |          |          |             |        |        |           |
| KVT1                      | 3        | 6        | 3           | 20.89% | 11.07% | -9.82%    |
| TKS2                      | 3        | 6        | 3           | 13.02% | 11.90% | -1.12%    |
| VNR2                      | 2        | 6        | 4           | 12.20% | 10.70% | -1.50%    |
| TUT2                      | 2        | 4        | 2           | 11.01% | 10.73% | -0.28%    |
| NGR1                      | 4        | 3        | (1)         | 14.44% | 5.10%  | -9.33%    |
| PKD1                      | 1        | 3        | 2           | 2.62%  | 4.27%  | 1.65%     |
| TCN1                      | 2        | 3        | 1           | 21.43% | 9.03%  | -12.39%   |
| TUT1                      | 10       | 3        | (7)         | 14.66% | 14.47% | -0.19%    |
| TVL1                      | 9        | 3        | (6)         | 7.77%  | 3.69%  | -4.08%    |
| SDI1                      |          | 2        | 2           | 0.00%  | 6.34%  | 6.34%     |
| SKD1                      | 3        | 2        | (1)         | 11.72% | 3.54%  | -8.17%    |
| SNL1                      | 1        | 2        | 1           | 3.68%  | 2.82%  | -0.86%    |
| SVK1                      | 1        | 2        | 1           | 15.33% | 9.61%  | -5.73%    |
| VLY1                      | 4        | 2        | (2)         | 11.77% | 17.54% | 5.78%     |
| ARM1                      | 1        | 1        |             | 14.66% | 13.61% | -1.04%    |
| KYR1                      | 1        | 1        |             | 15.75% | 10.34% | -5.40%    |
| PDI1                      | 4        | 1        | (3)         | 15.11% | 6.09%  | -9.01%    |
| RND1                      | 4        | 1        | (3)         | 8.28%  | 15.05% | 6.77%     |
| RND2                      | 5        | 1        | (4)         | 16.11% | 13.61% | -2.50%    |
| RPM1                      | 2        | 1        | (1)         | 10.26% | 8.97%  | -1.30%    |
| SGT1                      | 2        | 1        | (1)         | 12.52% | 15.80% | 3.28%     |
| TKS1                      | 4        | 1        | (3)         | 10.14% | 6.14%  | -4.00%    |
| TYI1                      | 6        | 1        | (5)         | 14.02% | 11.01% | -3.01%    |
| VNR1                      | 3        | 1        | (2)         | 5.22%  | 1.82%  | -3.40%    |
| APK1                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |

| Branch                    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|---------------------------|----------|----------|-------------|--------|---------|-----------|
| APK2                      | 1        |          | (1)         | 10.07% | 0.00%   | -10.07%   |
| ASM1                      |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| COL1                      | 1        |          | (1)         | 14.66% | 0.00%   | -14.66%   |
| ERL2                      | 2        |          | (2)         | 15.55% | 0.00%   | -15.55%   |
| KGL1                      | 1        |          | (1)         | 12.07% | 0.00%   | -12.07%   |
| KSM1                      | 1        |          | (1)         | 11.35% | 0.00%   | -11.35%   |
| MAR1                      | 5        |          | (5)         | 7.25%  | 0.00%   | -7.25%    |
| MMT1                      | 1        |          | (1)         | 2.35%  | 0.00%   | -2.35%    |
| S2SD                      | (2)      |          | 2           | 14.62% | 0.00%   | -14.62%   |
| STU2                      | 2        |          | (2)         | 3.84%  | 0.00%   | -3.84%    |
| TKY1                      | 2        |          | (2)         | 12.69% | 0.00%   | -12.69%   |
| UDN1                      | 2        |          | (2)         | 7.58%  | 0.00%   | -7.58%    |
| VKM1                      | 4        |          | (4)         | 14.37% | -67.34% | -81.71%   |
| <b>Total : SOUTH-01</b>   | 97       | 57       | (40)        | 11.93% | 9.35%   | -2.58%    |
| <b>CHENNAI-01</b>         |          |          |             |        |         |           |
| CH05                      | 2        | 5        | 3           | 5.04%  | 11.49%  | 6.45%     |
| CH07                      | 1        | 5        | 4           | 0.99%  | 9.72%   | 8.73%     |
| CH48                      | 2        | 5        | 3           | 15.20% | 17.65%  | 2.45%     |
| CH16                      | 5        | 4        | (1)         | 14.86% | 13.66%  | -1.20%    |
| CH08                      | 1        | 3        | 2           | -6.31% | 2.63%   | 8.93%     |
| CH14                      | 2        | 3        | 1           | 1.31%  | 11.97%  | 10.65%    |
| CH22                      |          | 3        | 3           | 0.00%  | 17.37%  | 17.37%    |
| CH45                      | 6        | 3        | (3)         | 8.30%  | 11.99%  | 3.69%     |
| CH47                      | 3        | 3        |             | 11.60% | 5.30%   | -6.30%    |
| CH49                      | 6        | 3        | (3)         | 7.80%  | 14.97%  | 7.17%     |
| AVD1                      | 2        | 2        |             | 5.58%  | -5.41%  | -10.99%   |
| CH19                      | 5        | 2        | (3)         | 10.90% | 11.88%  | 0.98%     |
| CH25                      | 1        | 2        | 1           | -6.01% | 17.39%  | 23.40%    |
| GUD2                      | 3        | 2        | (1)         | 22.83% | 10.19%  | -12.64%   |
| KNR1                      | 2        | 2        |             | 3.21%  | 13.67%  | 10.47%    |
| MRM1                      | 4        | 2        | (2)         | 13.04% | 15.42%  | 2.38%     |
| SKL1                      | 2        | 2        |             | 7.49%  | 11.10%  | 3.61%     |
| CGL1                      | 1        | 1        |             | 15.34% | -0.06%  | -15.40%   |
| CH28                      | 2        | 1        | (1)         | 15.85% | 11.35%  | -4.51%    |
| CH30                      | 3        | 1        | (2)         | 11.32% | 16.21%  | 4.89%     |
| CH42                      | 2        | 1        | (1)         | -1.52% | 9.59%   | 11.12%    |
| MC09                      |          | 1        | 1           | 0.00%  | 11.35%  | 11.35%    |
| CH26                      | 1        |          | (1)         | 15.46% | 0.00%   | -15.46%   |
| CH29                      |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| CH38                      | 1        |          | (1)         | 16.47% | 0.00%   | -16.47%   |
| CH39                      | 1        |          | (1)         | 21.25% | 0.00%   | -21.25%   |
| CH40                      |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| CZWH                      | 1        |          | (1)         | -5.57% | 0.00%   | 5.57%     |
| GUD1                      | 6        |          | (6)         | 15.64% | 0.00%   | -15.64%   |
| TKM1                      |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| <b>Total : CHENNAI-01</b> | 65       | 56       | (9)         | 10.21% | 11.76%  | 1.55%     |
| <b>TRICHY-01</b>          |          |          |             |        |         |           |
| TRY1                      | 6        | 6        |             | 14.22% | 15.01%  | 0.79%     |
| MDI1                      | 3        | 5        | 2           | 6.67%  | 10.72%  | 4.05%     |

| Branch                   | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|--------------------------|----------|----------|-------------|--------|--------|-----------|
| PTK1                     | 1        | 4        | 3           | 12.25% | 12.22% | -0.03%    |
| TNJ1                     | 4        | 4        |             | 12.96% | 10.06% | -2.90%    |
| TNJ2                     | 3        | 4        | 1           | 16.95% | 16.32% | -0.63%    |
| JKM1                     |          | 3        | 3           | 0.00%  | 8.17%  | 8.17%     |
| NGT1                     | 1        | 3        | 2           | 18.50% | 16.03% | -2.48%    |
| TRY3                     | 1        | 3        | 2           | 21.48% | 14.79% | -6.69%    |
| TRY4                     | 1        | 3        | 2           | 16.21% | 14.21% | -2.00%    |
| TVR2                     | 1        | 3        | 2           | 13.61% | 12.73% | -0.89%    |
| KUM1                     | 2        | 2        |             | 9.74%  | 11.96% | 2.21%     |
| MVM1                     | 8        | 2        | (6)         | 12.55% | 15.89% | 3.33%     |
| PBR2                     | 1        | 2        | 1           | 18.50% | 5.84%  | -12.66%   |
| APM1                     | 3        | 1        | (2)         | 14.62% | 19.22% | 4.60%     |
| KUM2                     |          | 1        | 1           | 0.00%  | 15.80% | 15.80%    |
| ORU1                     | 1        | 1        |             | 16.63% | 1.21%  | -15.42%   |
| PDK2                     | 3        | 1        | (2)         | 18.41% | 14.41% | -4.00%    |
| TTP1                     |          | 1        | 1           | 0.00%  | 12.25% | 12.25%    |
| TVR1                     | 1        | 1        |             | 16.56% | 19.22% | 2.65%     |
| TZSD                     | (2)      | 1        | 3           | 11.95% | 19.87% | 7.92%     |
| AYR1                     | 1        |          | (1)         | 7.73%  | 0.00%  | -7.73%    |
| KIK1                     | 4        |          | (4)         | 9.13%  | 0.00%  | -9.13%    |
| KRN1                     |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| MSI1                     |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| NCK1                     | 1        |          | (1)         | 2.86%  | 0.00%  | -2.86%    |
| NMM1                     |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| PBR1                     | 1        |          | (1)         | 8.68%  | 0.00%  | -8.68%    |
| PDK1                     | 1        |          | (1)         | 2.35%  | 0.00%  | -2.35%    |
| TRY2                     |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| TYR1                     | 1        |          | (1)         | 9.47%  | 0.00%  | -9.47%    |
| <b>Total : TRICHY-01</b> | 47       | 51       | 4           | 12.80% | 13.27% | 0.47%     |
| <b>SOUTH-03</b>          |          |          |             |        |        |           |
| DGL1                     | 4        | 8        | 4           | 7.21%  | 4.61%  | -2.60%    |
| MDU4                     | 2        | 6        | 4           | 1.98%  | 8.16%  | 6.19%     |
| MDU1                     | 4        | 5        | 1           | 10.39% | 7.24%  | -3.14%    |
| MDU7                     | 2        | 5        | 3           | 14.62% | 7.93%  | -6.70%    |
| MDU2                     | 3        | 4        | 1           | 12.79% | 10.65% | -2.14%    |
| ATG1                     | 2        | 2        |             | 5.21%  | 12.27% | 7.06%     |
| DGL2                     | 1        | 2        | 1           | 3.09%  | 16.02% | 12.93%    |
| PNV2                     | 1        | 2        | 1           | 11.44% | 4.77%  | -6.66%    |
| USL1                     | 1        | 2        | 1           | 11.97% | 2.35%  | -9.62%    |
| ADP1                     | 4        | 1        | (3)         | 11.43% | 16.21% | 4.78%     |
| BNR1                     | 3        | 1        | (2)         | 13.33% | -0.22% | -13.55%   |
| CBM1                     | 2        | 1        | (1)         | 8.39%  | 6.21%  | -2.18%    |
| KRR1                     | 2        | 1        | (1)         | 2.35%  | 7.21%  | 4.86%     |
| MDU3                     |          | 1        | 1           | 0.00%  | 9.81%  | 9.81%     |
| MDU6                     | 1        | 1        |             | 13.61% | 16.21% | 2.60%     |
| NKI1                     | 1        | 1        |             | 14.71% | 2.86%  | -11.85%   |
| SGP1                     | 1        | 1        |             | 14.66% | 5.81%  | -8.85%    |
| SVG1                     | 1        | 1        |             | 17.66% | 2.24%  | -15.42%   |
| TEN1                     |          | 1        | 1           | 0.00%  | 19.42% | 19.42%    |

| Branch                  | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------------------|----------|----------|-------------|--------|---------|-----------|
| TMM1                    | 3        | 1        | (2)         | 6.48%  | 14.66%  | 8.18%     |
| BTU1                    | 1        |          | (1)         | 12.07% | 0.00%   | -12.07%   |
| CMR1                    |          |          |             | 0.00%  | 100.00% | 100.00%   |
| DKI1                    | 1        |          | (1)         | 10.34% | 0.00%   | -10.34%   |
| KKD3                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| KPT1                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| KYK1                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| MDU5                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| MLR1                    | 2        |          | (2)         | 13.68% | 0.00%   | -13.68%   |
| MNM1                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| MPA1                    | 2        |          | (2)         | 7.43%  | 0.00%   | -7.43%    |
| NTM1                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| ODM1                    | 1        |          | (1)         | 11.35% | 0.00%   | -11.35%   |
| PKM1                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| PVI1                    | 2        |          | (2)         | 10.21% | 0.00%   | -10.21%   |
| SZSD                    | (4)      |          | 4           | 22.41% | 0.00%   | -22.41%   |
| TDI1                    | 1        |          | (1)         | 8.33%  | -54.30% | -62.63%   |
| TEN2                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| TPT1                    | 2        |          | (2)         | 11.05% | 0.00%   | -11.05%   |
| WHMD                    | (1)      |          | 1           | 14.66% | 0.00%   | -14.66%   |
| PNI1                    | 1        | (1)      | (2)         | 0.99%  | 17.07%  | 16.08%    |
| <b>Total : SOUTH-03</b> | 46       | 46       |             | 8.88%  | 8.51%   | -0.38%    |
| <b>WEST-01</b>          |          |          |             |        |         |           |
| KMR1                    | 1        | 6        | 5           | 16.63% | 8.66%   | -7.97%    |
| CBE1                    | 4        | 5        | 1           | 14.26% | 11.56%  | -2.69%    |
| PLI1                    | 2        | 5        | 3           | 5.87%  | 10.50%  | 4.63%     |
| CBE2                    | 2        | 4        | 2           | 18.86% | 17.75%  | -1.11%    |
| CBE6                    | 5        | 3        | (2)         | 13.78% | 10.77%  | -3.00%    |
| CNR1                    | 1        | 3        | 2           | -0.66% | 13.35%  | 14.01%    |
| CBE4                    | 3        | 2        | (1)         | 14.48% | 20.98%  | 6.50%     |
| DPM2                    | 1        | 2        | 1           | 2.35%  | 15.39%  | 13.03%    |
| SNR1                    | 1        | 2        | 1           | 1.21%  | 17.99%  | 16.78%    |
| UMP1                    | 2        | 2        |             | 3.54%  | 7.14%   | 3.59%     |
| CBE5                    |          | 1        | 1           | 0.00%  | 14.66%  | 14.66%    |
| MPM1                    | 1        | 1        |             | 2.86%  | 16.21%  | 13.35%    |
| PPI1                    |          | 1        | 1           | 0.00%  | 8.52%   | 8.52%     |
| ANR1                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| CBE3                    | 1        |          | (1)         | 1.21%  | 0.00%   | -1.21%    |
| GDR1                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| KGI1                    | 1        |          | (1)         | 24.38% | 0.00%   | -24.38%   |
| KMD1                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| PDM1                    | 1        |          | (1)         | 2.64%  | 0.00%   | -2.64%    |
| SUL1                    |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| UAM1                    | 2        |          | (2)         | 7.68%  | 0.00%   | -7.68%    |
| WHCB                    | (2)      |          | 2           | 27.55% | 0.00%   | -27.55%   |
| <b>Total : WEST-01</b>  | 26       | 37       | 11          | 8.56%  | 12.64%  | 4.08%     |
| <b>TIRUPATI-01</b>      |          |          |             |        |         |           |
| CTO1                    | 5        | 3        | (2)         | 4.76%  | 9.55%   | 4.79%     |
| DHN1                    | 1        | 3        | 2           | 6.99%  | 6.35%   | -0.64%    |

| Branch                     | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|----------------------------|----------|----------|-------------|---------|---------|-----------|
| RCY1                       |          | 3        | 3           | 0.00%   | 6.68%   | 6.68%     |
| KHT1                       |          | 2        | 2           | 0.00%   | 3.77%   | 3.77%     |
| KOU1                       |          | 2        | 2           | 0.00%   | 11.61%  | 11.61%    |
| PIL1                       | 2        | 2        |             | 10.39%  | 1.98%   | -8.42%    |
| PMR1                       | 2        | 2        |             | 6.70%   | 5.84%   | -0.85%    |
| TPY2                       | 4        | 2        | (2)         | 1.56%   | 6.58%   | 5.02%     |
| ATP1                       | 4        | 1        | (3)         | 7.54%   | 18.50%  | 10.96%    |
| KAR1                       | 5        | 1        | (4)         | 12.10%  | 13.17%  | 1.07%     |
| KDA1                       |          | 1        | 1           | 0.00%   | 3.70%   | 3.70%     |
| KNL1                       | 1        | 1        |             | 18.43%  | -0.48%  | -18.91%   |
| NDL1                       | 2        | 1        | (1)         | 13.59%  | 15.43%  | 1.85%     |
| SPE1                       | 1        | 1        |             | 15.24%  | 2.86%   | -12.38%   |
| TPSD                       | 2        | 1        | (1)         | -42.06% | -42.41% | -0.35%    |
| TPY1                       | 3        | 1        | (2)         | 13.58%  | 11.43%  | -2.15%    |
| ADI1                       | 1        |          | (1)         | 9.20%   | 0.00%   | -9.20%    |
| BVL1                       | 1        |          | (1)         | 6.99%   | 0.00%   | -6.99%    |
| GTL1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KDR1                       | 12       |          | (12)        | 4.04%   | 0.00%   | -4.04%    |
| KNL2                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KVL1                       | 1        |          | (1)         | 3.70%   | 0.00%   | -3.70%    |
| MPL1                       | 3        |          | (3)         | 2.61%   | 0.00%   | -2.61%    |
| NLR1                       |          |          |             | 100.00% | 0.00%   | -100.00%  |
| NYP1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| PDT1                       | 2        |          | (2)         | 8.63%   | 0.00%   | -8.63%    |
| PGR1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| PUT1                       | 2        |          | (2)         | 5.62%   | 0.00%   | -5.62%    |
| RJP1                       | 2        |          | (2)         | 11.98%  | 0.00%   | -11.98%   |
| TPI1                       | 1        |          | (1)         | 19.54%  | 0.00%   | -19.54%   |
| VKI1                       | 1        |          | (1)         | 6.99%   | 0.00%   | -6.99%    |
| <b>Total : TIRUPATI-01</b> | 58       | 27       | (31)        | 6.47%   | 6.27%   | -0.20%    |
| <b>VIJAYAWADA-01</b>       |          |          |             |         |         |           |
| CKT1                       |          | 3        | 3           | 0.00%   | 11.60%  | 11.60%    |
| TNI1                       | 1        | 3        | 2           | 2.86%   | 7.09%   | 4.22%     |
| RMV1                       | 1        | 2        | 1           | 6.86%   | 12.81%  | 5.95%     |
| VJW2                       | 1        | 2        | 1           | 10.40%  | 10.81%  | 0.41%     |
| CRL1                       | 3        | 1        | (2)         | 10.05%  | 14.41%  | 4.36%     |
| GNT1                       | 3        | 1        | (2)         | 8.25%   | 3.70%   | -4.56%    |
| GNT2                       |          | 1        | 1           | 0.00%   | 5.13%   | 5.13%     |
| GVM1                       | 1        | 1        |             | 3.70%   | 16.21%  | 12.51%    |
| JGG1                       |          | 1        | 1           | 0.00%   | 10.07%  | 10.07%    |
| MTM1                       |          | 1        | 1           | 0.00%   | 3.70%   | 3.70%     |
| NZV1                       |          | 1        | 1           | 0.00%   | -1.05%  | -1.05%    |
| PNR1                       | 1        | 1        |             | 19.28%  | 11.35%  | -7.93%    |
| PPM1                       |          | 1        | 1           | 0.00%   | 1.21%   | 1.21%     |
| PRL1                       |          | 1        | 1           | 0.00%   | 18.43%  | 18.43%    |
| RAL1                       |          | 1        | 1           | 0.00%   | 3.63%   | 3.63%     |
| TEL1                       | 1        | 1        |             | 9.20%   | 1.21%   | -7.99%    |
| TVU1                       |          | 1        | 1           | 0.00%   | 7.73%   | 7.73%     |
| VJW1                       | 1        | 1        |             | -2.66%  | 1.21%   | 3.88%     |

| Branch                       | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------------------------|----------|----------|-------------|--------|---------|-----------|
| VJW3                         | 3        | 1        | (2)         | 8.24%  | 14.41%  | 6.17%     |
| VJW4                         |          | 1        | 1           | 0.00%  | -0.06%  | -0.06%    |
| VSK1                         | 6        | 1        | (5)         | 10.65% | 109.41% | 98.76%    |
| AMP1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| BPP1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| BVR1                         | 2        |          | (2)         | 9.73%  | 0.00%   | -9.73%    |
| DPE1                         | 1        |          | (1)         | 13.15% | 0.00%   | -13.15%   |
| ELU1                         | 1        |          | (1)         | 12.63% | 0.00%   | -12.63%   |
| GDV1                         | 1        |          | (1)         | 9.48%  | 0.00%   | -9.48%    |
| JPT1                         | 3        |          | (3)         | 7.77%  | 0.00%   | -7.77%    |
| KND1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| NPR1                         | 1        |          | (1)         | 6.99%  | 0.00%   | -6.99%    |
| NRT1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| OGL1                         | 2        |          | (2)         | 12.94% | 0.00%   | -12.94%   |
| PAP1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| TDD1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| TNK1                         | 3        |          | (3)         | 2.05%  | 0.00%   | -2.05%    |
| VJW5                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| VKN1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| VUY1                         | 1        |          | (1)         | 14.66% | 0.00%   | -14.66%   |
| <b>Total : VIJAYAWADA-01</b> | 37       | 27       | (10)        | 8.88%  | 9.72%   | 0.83%     |
| <b>WEST-02</b>               |          |          |             |        |         |           |
| WZWH                         |          | 6        | 6           | 0.00%  | 2.54%   | 2.54%     |
| EPI1                         | 3        | 3        |             | 13.71% | 7.11%   | -6.61%    |
| SLM1                         |          | 3        | 3           | 0.00%  | 8.33%   | 8.33%     |
| TRM1                         | 2        | 3        | 1           | 12.50% | 10.69%  | -1.82%    |
| ATU1                         | 4        | 2        | (2)         | 6.89%  | 12.19%  | 5.31%     |
| HSR2                         | 1        | 2        | 1           | 15.46% | 13.34%  | -2.12%    |
| PLC1                         |          | 2        | 2           | 0.00%  | 7.98%   | 7.98%     |
| SGI1                         |          | 2        | 2           | 0.00%  | 13.42%  | 13.42%    |
| KRI1                         | 1        | 1        |             | 10.21% | 1.21%   | -9.00%    |
| SLM3                         |          | 1        | 1           | 0.00%  | 7.73%   | 7.73%     |
| VPD1                         | 1        | 1        |             | 14.41% | 17.10%  | 2.68%     |
| APN1                         | 2        |          | (2)         | 13.64% | 0.00%   | -13.64%   |
| BMD1                         | 1        |          | (1)         | 14.41% | 0.00%   | -14.41%   |
| DPR1                         | 1        |          | (1)         | 16.63% | 0.00%   | -16.63%   |
| DPR2                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| EDP1                         |          |          |             | 18.12% | 0.00%   | -18.12%   |
| HRR1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| HSR1                         | 1        |          | (1)         | 12.25% | 0.00%   | -12.25%   |
| KAM1                         | 1        |          | (1)         | 13.61% | 0.00%   | -13.61%   |
| KVP1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| MCR1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| MTR1                         | 1        |          | (1)         | 11.35% | 0.00%   | -11.35%   |
| OML1                         | 1        |          | (1)         | 2.86%  | 0.00%   | -2.86%    |
| PMP1                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| PNG1                         | 1        |          | (1)         | 18.91% | 0.00%   | -18.91%   |
| SLM2                         |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| <b>Total : WEST-02</b>       | 21       | 26       | 5           | 11.81% | 9.83%   | -1.98%    |

| Branch                     | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|----------------------------|----------|----------|-------------|--------|--------|-----------|
| <b>NORTH ARCOT</b>         |          |          |             |        |        |           |
| VEL1                       | 1        | 4        | 3           | 8.97%  | 10.03% | 1.06%     |
| KPM2                       | 4        | 3        | (1)         | 11.17% | 9.90%  | -1.27%    |
| TRL1                       | 3        | 3        |             | 11.66% | 13.20% | 1.54%     |
| VEL2                       | 6        | 3        | (3)         | 11.41% | 11.63% | 0.22%     |
| VEL4                       | 3        | 2        | (1)         | 9.57%  | 12.56% | 3.00%     |
| ABR1                       | 5        | 1        | (4)         | 3.99%  | 2.28%  | -1.71%    |
| AKM1                       | 3        | 1        | (2)         | 11.43% | 7.28%  | -4.15%    |
| CGM1                       | 2        | 1        | (1)         | 4.48%  | 18.50% | 14.03%    |
| KPM1                       | 1        | 1        |             | 1.95%  | 16.52% | 14.58%    |
| SBR1                       | 5        | 1        | (4)         | 9.49%  | 11.35% | 1.86%     |
| VEL3                       | 2        | 1        | (1)         | 13.64% | 3.78%  | -9.86%    |
| VSI1                       |          | 1        | 1           | 0.00%  | 22.51% | 22.51%    |
| WJD1                       |          | 1        | 1           | 0.00%  | 19.54% | 19.54%    |
| ANI1                       | 1        |          | (1)         | 15.10% | 0.00%  | -15.10%   |
| BGR1                       | 3        |          | (3)         | 11.49% | 0.00%  | -11.49%   |
| CPT1                       | 1        |          | (1)         | 12.25% | 0.00%  | -12.25%   |
| CYR1                       | 1        |          | (1)         | 16.52% | 0.00%  | -16.52%   |
| GDM1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| PLR1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| PTU1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| SLG1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| TRR1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| TRT1                       | 1        |          | (1)         | 11.05% | 0.00%  | -11.05%   |
| UGI1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| VNB1                       | 1        |          | (1)         | -2.07% | 0.00%  | 2.07%     |
| WJP1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| ARC2                       | 2        | (1)      | (3)         | 5.61%  | 11.41% | 5.79%     |
| WHVL                       |          | (1)      | (1)         | 0.00%  | 15.10% | 15.10%    |
| <b>Total : NORTH ARCOT</b> | 45       | 21       | (24)        | 9.65%  | 11.78% | 2.13%     |
| <b>SOUTH ARCOT</b>         |          |          |             |        |        |           |
| CUD1                       | 7        | 5        | (2)         | 14.70% | 16.90% | 2.20%     |
| NVL2                       | 2        | 3        | 1           | 14.12% | 5.27%  | -8.85%    |
| POY1                       | 6        | 2        | (4)         | 11.59% | 10.89% | -0.70%    |
| POY2                       | 4        | 2        | (2)         | 13.03% | 7.78%  | -5.24%    |
| KLM1                       | 2        | 1        | (1)         | 7.24%  | 14.38% | 7.13%     |
| KML1                       | 3        | 1        | (2)         | 6.98%  | 14.66% | 7.68%     |
| MKM1                       |          | 1        | 1           | 0.00%  | 16.21% | 16.21%    |
| PRT1                       | 2        | 1        | (1)         | 9.19%  | 1.33%  | -7.86%    |
| TRK1                       | 5        | 1        | (4)         | 10.63% | 22.51% | 11.87%    |
| ULP1                       | 2        | 1        | (1)         | 9.84%  | 12.61% | 2.77%     |
| VCM1                       |          | 1        | 1           | 0.00%  | 13.59% | 13.59%    |
| VCM2                       | 1        | 1        |             | 7.59%  | 2.86%  | -4.73%    |
| VPM2                       |          | 1        | 1           | 0.00%  | 16.21% | 16.21%    |
| CDM1                       | 5        |          | (5)         | 16.52% | 15.11% | -1.41%    |
| KKI2                       | 1        |          | (1)         | 2.86%  | 0.00%  | -2.86%    |
| SJI2                       | 3        |          | (3)         | 9.32%  | 0.00%  | -9.32%    |
| STP1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| TDM1                       | 3        |          | (3)         | 13.16% | 0.00%  | -13.16%   |

| Branch                      | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%   | TD-YD GP% |
|-----------------------------|----------|----------|-------------|--------|----------|-----------|
| TVM1                        | 3        |          | (3)         | 10.50% | 0.00%    | -10.50%   |
| TVM2                        |          |          |             | 0.00%  | 0.00%    | 0.00%     |
| VPM1                        | 2        |          | (2)         | 15.39% | 0.00%    | -15.39%   |
| WHUT                        | (3)      |          | 3           | 11.77% | 0.00%    | -11.77%   |
| <b>Total : SOUTH ARCOT</b>  | 48       | 21       | (27)        | 11.98% | 12.07%   | 0.10%     |
| <b>WEST-03</b>              |          |          |             |        |          |           |
| ERD1                        | 2        | 4        | 2           | 14.15% | 11.33%   | -2.83%    |
| AVI1                        | 1        | 3        | 2           | 13.61% | 6.67%    | -6.94%    |
| ERD2                        | 1        | 3        | 2           | 10.01% | 17.69%   | 7.68%     |
| TPR1                        | 1        | 3        | 2           | 2.47%  | 14.94%   | 12.46%    |
| TPR2                        | 1        | 2        | 1           | 6.02%  | 11.31%   | 5.29%     |
| NKL2                        | 1        | 1        |             | 13.61% | 14.29%   | 0.68%     |
| PDR1                        |          | 1        | 1           | 0.00%  | 13.61%   | 13.61%    |
| SYM2                        | 2        | 1        | (1)         | 7.35%  | 12.79%   | 5.44%     |
| TPR4                        | 1        | 1        |             | 15.46% | 10.07%   | -5.39%    |
| CMI1                        | 1        |          | (1)         | 16.21% | 0.00%    | -16.21%   |
| GBM1                        | 1        |          | (1)         | -4.12% | 0.00%    | 4.12%     |
| KGM1                        |          |          |             | 0.00%  | 0.00%    | 0.00%     |
| KMM1                        | 1        |          | (1)         | 16.52% | 0.00%    | -16.52%   |
| RSP1                        |          |          |             | 0.00%  | 0.00%    | 0.00%     |
| SGG1                        |          |          |             | 0.00%  | -103.83% | -103.83%  |
| TCG1                        | 3        |          | (3)         | 14.19% | 0.00%    | -14.19%   |
| TPR3                        |          |          |             | 0.00%  | 0.00%    | 0.00%     |
| VKL1                        |          |          |             | 0.00%  | 0.00%    | 0.00%     |
| <b>Total : WEST-03</b>      | 16       | 19       | 3           | 10.94% | 12.49%   | 1.55%     |
| <b>KL-SOUTH</b>             |          |          |             |        |          |           |
| TVP1                        | 4        | 7        | 3           | 0.79%  | -1.23%   | -2.02%    |
| KOM1                        | 4        | 3        | (1)         | -1.44% | 1.14%    | 2.58%     |
| KLR1                        |          | 1        | 1           | 0.00%  | 22.98%   | 22.98%    |
| PAS1                        | 1        | 1        |             | 12.48% | -2.98%   | -15.46%   |
| PNL1                        | 2        | 1        | (1)         | 4.33%  | 3.79%    | -0.54%    |
| <b>Total : KL-SOUTH</b>     | 11       | 13       | 2           | 1.83%  | 1.56%    | -0.27%    |
| <b>KL-NORTH</b>             |          |          |             |        |          |           |
| KZD1                        | 15       | 7        | (8)         | 1.75%  | 5.70%    | 3.95%     |
| KNU1                        | 5        | 4        | (1)         | -5.41% | 0.88%    | 6.29%     |
| VLC1                        | 3        | 3        |             | -5.06% | 3.99%    | 9.05%     |
| BSY1                        | 5        | 2        | (3)         | -0.79% | 1.43%    | 2.22%     |
| KZSD                        | (1)      |          | 1           | 9.87%  | 0.00%    | -9.87%    |
| WHKZ                        |          | (4)      | (4)         | 0.00%  | 3.46%    | 3.46%     |
| <b>Total : KL-NORTH</b>     | 27       | 12       | (15)        | -1.11% | 3.67%    | 4.78%     |
| <b>KL-CENTRAL</b>           |          |          |             |        |          |           |
| KOC1                        | 2        | 1        | (1)         | 3.03%  | 15.38%   | 12.35%    |
| <b>Total : KL-CENTRAL</b>   | 2        | 1        | (1)         | 3.03%  | 15.38%   | 12.35%    |
| <b>HYDERABAD-01</b>         |          |          |             |        |          |           |
| HYD1                        | 1        |          | (1)         | -3.57% | 0.00%    | 3.57%     |
| <b>Total : HYDERABAD-01</b> | 1        |          | (1)         | -3.57% | 0.00%    | 3.57%     |
| <b>Grand Total</b>          | 616      | 472      | (144)       | 9.78%  | 10.28%   | 0.50%     |