



# Wash-Mac - Daily Sales Performance As on 19-05-2026 11:25:38 PM

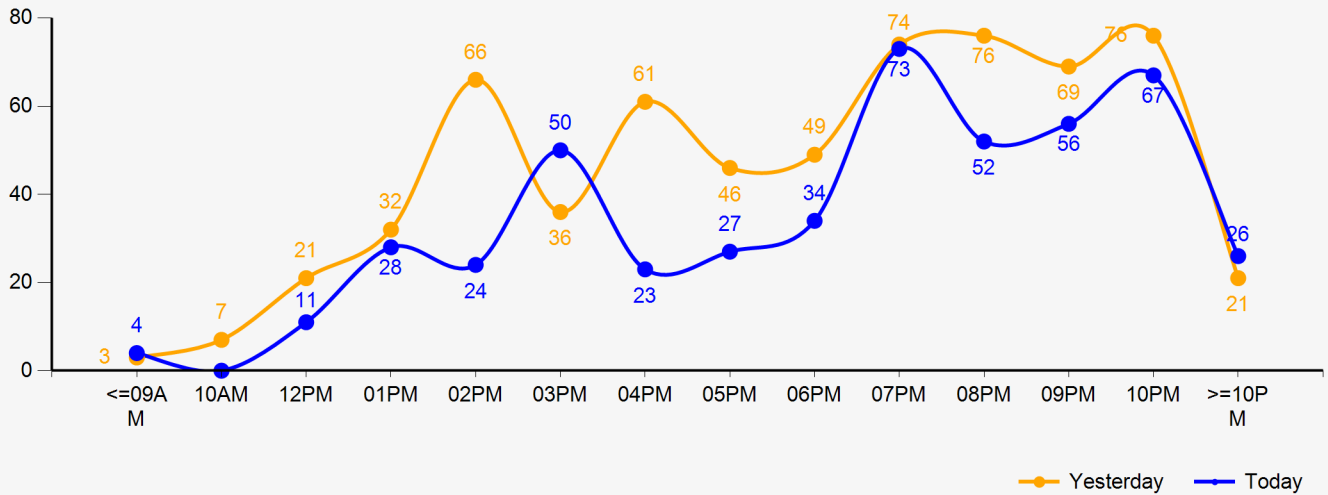
YD Sales : 637

YD GP%: 11.02%

TD Sales : 475

TD GP%: 11.18%

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      | 88         | 76         | (12)         | 12.66%        | 12.14%        | -0.53%       |
| SOUTH-03      | 55         | 59         | 4            | 11.51%        | 11.01%        | -0.51%       |
| TRICHY-01     | 60         | 55         | (5)          | 12.82%        | 12.37%        | -0.45%       |
| CHENNAI-01    | 30         | 54         | 24           | 14.26%        | 11.09%        | -3.17%       |
| WEST-01       | 45         | 40         | (5)          | 12.68%        | 11.99%        | -0.69%       |
| WEST-02       | 50         | 38         | (12)         | 14.55%        | 13.32%        | -1.23%       |
| CHENNAI-02    | 51         | 37         | (14)         | 13.05%        | 12.33%        | -0.72%       |
| SOUTH ARCOT   | 109        | 33         | (76)         | 8.93%         | 11.61%        | 2.68%        |
| VIJAYAWADA-01 | 50         | 25         | (25)         | 6.70%         | 6.33%         | -0.37%       |
| TIRUPATI-01   | 41         | 22         | (19)         | 9.32%         | 9.36%         | 0.04%        |
| NORTH ARCOT   | 33         | 21         | (12)         | 11.73%        | 11.32%        | -0.41%       |
| KL-NORTH      | 16         | 11         | (5)          | -1.26%        | 1.03%         | 2.29%        |
| KL-SOUTH      | 9          | 4          | (5)          | 9.69%         | 4.33%         | -5.36%       |
| <b>Total</b>  | <b>637</b> | <b>475</b> | <b>(162)</b> | <b>11.02%</b> | <b>11.18%</b> | <b>0.16%</b> |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | KVT1   | 7        | 8        | 1           | 17.26% | 16.33% | -0.93%    |
|            | TUT1   | 9        | 7        | (2)         | 15.61% | 13.03% | -2.59%    |
|            | NGR1   | 4        | 6        | 2           | 11.76% | 12.24% | 0.48%     |
|            | TKS1   | 2        | 6        | 4           | 11.85% | 10.16% | -1.70%    |
|            | RPM1   | 1        | 5        | 4           | 8.91%  | 13.70% | 4.79%     |
|            | TVL1   | 8        | 5        | (3)         | 10.72% | 11.68% | 0.96%     |
|            | SVK1   | 1        | 4        | 3           | 18.09% | 4.87%  | -13.22%   |
|            | TKS2   | 3        | 4        | 1           | 6.09%  | 14.95% | 8.85%     |
|            | ASM1   | 5        | 3        | (2)         | 7.68%  | 3.73%  | -3.95%    |
|            | MAR1   | 2        | 3        | 1           | 16.31% | 13.52% | -2.79%    |
|            | TUT2   | 4        | 3        | (1)         | 14.67% | 17.25% | 2.58%     |
|            | TYI1   | 2        | 3        | 1           | 9.07%  | 11.30% | 2.23%     |
|            | VNR2   | 2        | 3        | 1           | 14.22% | 14.45% | 0.22%     |
|            | RND1   | 3        | 2        | (1)         | 8.39%  | 22.57% | 14.18%    |

| Sales Zone | Branch   | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |        |
|------------|----------|----------|----------|-------------|--------|--------|-----------|--------|
| SOUTH-01   | SGT1     |          | 2        | 2           | #Error | 10.84% | #Error    |        |
|            | APK1     | 2        | 1        | (1)         | 16.01% | 6.37%  | -9.65%    |        |
|            | APK2     | 1        | 1        |             | 8.96%  | -0.70% | -9.66%    |        |
|            | ARM1     |          | 1        | 1           | #Error | 9.40%  | #Error    |        |
|            | KGL1     | 2        | 1        | (1)         | 10.23% | 5.88%  | -4.35%    |        |
|            | MMT1     | 1        | 1        |             | 5.66%  | 13.88% | 8.22%     |        |
|            | PDI1     |          | 1        | 1           | #Error | 20.12% | #Error    |        |
|            | SKD1     | 2        | 1        | (1)         | 13.84% | 8.71%  | -5.14%    |        |
|            | SNL1     | 2        | 1        | (1)         | 11.43% | 5.75%  | -5.68%    |        |
|            | STU2     | 4        | 1        | (3)         | 12.94% | 13.56% | 0.62%     |        |
|            | TCN1     | 3        | 1        | (2)         | 9.33%  | 2.89%  | -6.45%    |        |
|            | UDN1     | 3        | 1        | (2)         | 9.68%  | 12.52% | 2.85%     |        |
|            | VKM1     | 1        | 1        |             | 14.74% | 24.10% | 9.36%     |        |
|            | VLY1     | 1        | 1        |             | 11.05% | 10.18% | -0.86%    |        |
|            | COL1     |          |          |             | #Error | #Error | #Error    |        |
|            | ERL2     | 3        |          | (3)         | 17.15% | #Error | #Error    |        |
|            | KSM1     | 1        |          | (1)         | 13.56% | #Error | #Error    |        |
|            | KYR1     | 1        |          | (1)         | 14.84% | #Error | #Error    |        |
|            | PKD1     | 3        |          | (3)         | 11.12% | #Error | #Error    |        |
|            | SDI1     | 3        |          | (3)         | 11.60% | #Error | #Error    |        |
|            | VNR1     |          |          |             | #Error | #Error | #Error    |        |
|            | TKY1     | 2        | (1)      | (3)         | 10.82% | 20.99% | 10.17%    |        |
|            | Total    | 88       | 76       | (12)        | 12.66% | 12.14% | -0.53%    |        |
|            | SOUTH-03 | DGL1     | 8        | 4           | (4)    | 9.93%  | 14.34%    | 4.41%  |
|            |          | DGL2     | 2        | 4           | 2      | 14.61% | 12.08%    | -2.53% |
|            |          | MDU1     | 5        | 4           | (1)    | 10.80% | 10.59%    | -0.21% |
| MDU2       |          |          | 4        | 4           | #Error | 12.21% | #Error    |        |
| MDU3       |          | 2        | 4        | 2           | 6.98%  | 7.19%  | 0.22%     |        |
| MDU6       |          | 6        | 4        | (2)         | 10.23% | 12.66% | 2.43%     |        |
| TMM1       |          | 3        | 4        | 1           | 12.92% | 9.95%  | -2.97%    |        |
| ATG1       |          | 2        | 3        | 1           | 18.74% | 13.42% | -5.32%    |        |
| TPT1       |          | 1        | 3        | 2           | 24.57% | 9.74%  | -14.83%   |        |
| CBM1       |          | 2        | 2        |             | 6.98%  | 12.93% | 5.94%     |        |
| KYK1       |          | 1        | 2        | 1           | 12.75% | 13.64% | 0.89%     |        |
| PNV2       |          |          | 2        | 2           | #Error | 5.33%  | #Error    |        |
| TEN2       |          | 3        | 2        | (1)         | 13.16% | 4.61%  | -8.55%    |        |
| ADP1       |          | 2        | 1        | (1)         | 16.15% | 13.85% | -2.30%    |        |
| BNR1       |          | 1        | 1        |             | 13.23% | 13.19% | -0.04%    |        |
| BTU1       |          |          | 1        | 1           | #Error | 12.85% | #Error    |        |
| CMR1       |          |          | 1        | 1           | #Error | 6.79%  | #Error    |        |
| KKD3       |          | 1        | 1        |             | 6.41%  | 9.66%  | 3.25%     |        |
| KPT1       |          |          | 1        | 1           | #Error | 9.57%  | #Error    |        |
| MDU7       |          | 4        | 1        | (3)         | 10.33% | 6.79%  | -3.54%    |        |
| MLR1       |          |          | 1        | 1           | #Error | 12.19% | #Error    |        |
| MNM1       |          | 2        | 1        | (1)         | 14.61% | 9.08%  | -5.52%    |        |
| MPA1       |          |          | 1        | 1           | #Error | 13.23% | #Error    |        |
| NKI1       |          |          | 1        | 1           | #Error | 6.78%  | #Error    |        |
| NTM1       |          |          | 1        | 1           | #Error | 5.77%  | #Error    |        |

| Sales Zone | Branch    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|-----------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | ODM1      |          | 1        | 1           | #Error | 17.54% | #Error    |
|            | SVG1      | 1        | 1        |             | 15.64% | 8.12%  | -7.53%    |
|            | TDI1      | 1        | 1        |             | -6.64% | 16.53% | 23.17%    |
|            | TEN1      | 2        | 1        | (1)         | 14.99% | 9.66%  | -5.32%    |
|            | USL1      | 2        | 1        | (1)         | 12.89% | 14.45% | 1.55%     |
|            | DKI1      | 1        |          | (1)         | 20.11% | #Error | #Error    |
|            | KRR1      |          |          |             | #Error | #Error | #Error    |
|            | MDU4      |          |          |             | #Error | #Error | #Error    |
|            | MDU5      |          |          |             | #Error | #Error | #Error    |
|            | PKM1      | 1        |          | (1)         | 7.22%  | #Error | #Error    |
|            | PNI1      |          |          |             | #Error | #Error | #Error    |
|            | PVI1      | 2        |          | (2)         | 5.20%  | #Error | #Error    |
|            | SGP1      |          |          |             | #Error | #Error | #Error    |
|            | Total     | 55       | 59       | 4           | 11.51% | 11.01% | -0.51%    |
|            | TRICHY-01 | TRY1     | 12       | 7           | (5)    | 13.06% | 12.01%    |
| PBR2       |           | 5        | 6        | 1           | 12.73% | 12.73% | 0.00%     |
| PTK1       |           | 4        | 6        | 2           | 13.73% | 12.34% | -1.40%    |
| KUM1       |           |          | 5        | 5           | #Error | 11.36% | #Error    |
| MVM1       |           | 7        | 5        | (2)         | 12.55% | 15.00% | 2.45%     |
| TRY3       |           | 1        | 4        | 3           | 14.45% | 13.17% | -1.28%    |
| KUM2       |           | 1        | 3        | 2           | 14.62% | 11.10% | -3.51%    |
| TVR2       |           |          | 3        | 3           | #Error | 12.09% | #Error    |
| AYR1       |           | 4        | 2        | (2)         | 13.67% | 14.17% | 0.49%     |
| KIK1       |           |          | 2        | 2           | #Error | 15.69% | #Error    |
| MDI1       |           | 3        | 2        | (1)         | 8.94%  | 15.36% | 6.42%     |
| NGT1       |           | 4        | 2        | (2)         | 12.79% | 16.08% | 3.29%     |
| TNJ1       |           | 3        | 2        | (1)         | 13.58% | 7.57%  | -6.01%    |
| TYR1       |           | 2        | 2        |             | 10.19% | 5.97%  | -4.21%    |
| NMM1       |           | 1        | 1        |             | 5.99%  | 5.78%  | -0.21%    |
| ORU1       |           | 1        | 1        |             | 13.85% | 14.45% | 0.60%     |
| TRY2       |           | 1        | 1        |             | 20.55% | 2.22%  | -18.33%   |
| TRY4       |           | 1        | 1        |             | 19.70% | 13.04% | -6.66%    |
| APM1       |           | 1        |          | (1)         | 17.53% | #Error | #Error    |
| JKM1       |           | 3        |          | (3)         | 15.13% | #Error | #Error    |
| KRN1       |           |          |          |             | #Error | #Error | #Error    |
| MSI1       |           |          |          |             | #Error | #Error | #Error    |
| NCK1       |           | 1        |          | (1)         | 13.77% | #Error | #Error    |
| PBR1       |           | 1        |          | (1)         | 12.74% | #Error | #Error    |
| PDK1       |           | 3        |          | (3)         | 12.40% | #Error | #Error    |
| TNJ2       |           | 1        |          | (1)         | 14.33% | #Error | #Error    |
| TTP1       |           | 1        |          | (1)         | 14.02% | #Error | #Error    |
| TVR1       |           | 2        |          | (2)         | 14.79% | #Error | #Error    |
| WTRZ       |           | (3)      |          | 3           | 20.08% | #Error | #Error    |
| Total      |           | 60       | 55       | (5)         | 12.82% | 12.37% | -0.45%    |
| CHENNAI-01 | CH07      | 4        | 5        | 1           | 9.37%  | 15.36% | 5.99%     |
|            | CH38      | 2        | 5        | 3           | 15.45% | 12.99% | -2.47%    |
|            | CH05      | 3        | 4        | 1           | 7.83%  | 9.47%  | 1.63%     |
|            | CH08      | 3        | 4        | 1           | 17.88% | 8.41%  | -9.47%    |

| Sales Zone | Branch  | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |       |
|------------|---------|----------|----------|-------------|--------|--------|-----------|-------|
| CHENNAI-01 | CH16    | 3        | 4        | 1           | 19.82% | 10.80% | -9.02%    |       |
|            | CH30    | 2        | 4        | 2           | 7.46%  | 12.41% | 4.95%     |       |
|            | CH47    | 1        | 4        | 3           | 7.76%  | 16.25% | 8.50%     |       |
|            | CH49    | 1        | 3        | 2           | 16.40% | 14.74% | -1.66%    |       |
|            | SKL1    |          | 3        | 3           | #Error | 14.29% | #Error    |       |
|            | CH14    | 3        | 2        | (1)         | 9.86%  | 3.67%  | -6.19%    |       |
|            | CH19    | 3        | 2        | (1)         | 17.23% | 9.65%  | -7.58%    |       |
|            | CH28    | 2        | 2        |             | 17.06% | 4.03%  | -13.02%   |       |
|            | CH39    |          | 2        | 2           | #Error | 16.07% | #Error    |       |
|            | GUD1    |          | 2        | 2           | #Error | 14.96% | #Error    |       |
|            | KNR1    |          | 2        | 2           | #Error | 11.46% | #Error    |       |
|            | MRM1    |          | 2        | 2           | #Error | 4.01%  | #Error    |       |
|            | CGL1    | 1        | 1        |             | 7.37%  | 8.13%  | 0.76%     |       |
|            | CH22    |          | 1        | 1           | #Error | 16.08% | #Error    |       |
|            | CH25    | 3        | 1        | (2)         | 12.56% | 10.74% | -1.82%    |       |
|            | CH26    |          | 1        | 1           | #Error | 19.70% | #Error    |       |
|            | CH42    | 3        | 1        | (2)         | 9.28%  | 21.67% | 12.39%    |       |
|            | CZWH    |          | 1        | 1           | #Error | -6.54% | #Error    |       |
|            | AVD1    |          |          |             | #Error | #Error | #Error    |       |
|            | CH29    |          |          |             | #Error | #Error | #Error    |       |
|            | CH35    | 1        |          | (1)         | 15.24% | #Error | #Error    |       |
|            | CH37    |          |          |             | #Error | #Error | #Error    |       |
|            | CH40    |          |          |             | #Error | #Error | #Error    |       |
|            | CH45    | 1        |          | (1)         | 11.13% | #Error | #Error    |       |
|            | CH48    | 1        |          | (1)         | 11.50% | #Error | #Error    |       |
|            | GUD2    |          |          |             | #Error | #Error | #Error    |       |
|            | MC09    |          |          |             | #Error | #Error | #Error    |       |
|            | MC10    |          |          |             | #Error | #Error | #Error    |       |
|            | TKM1    |          |          |             | #Error | #Error | #Error    |       |
|            | WCHN    | (7)      | (2)      | 5           | 13.10% | 12.02% | -1.08%    |       |
|            | Total   | 30       | 54       | 24          | 14.26% | 11.09% | -3.17%    |       |
|            | WEST-01 | CBE2     | 6        | 5           | (1)    | 13.17% | 15.54%    | 2.36% |
|            |         | CBE1     | 1        | 3           | 2      | 5.74%  | 12.42%    | 6.68% |
| MPM1       |         | 1        | 3        | 2           | 14.40% | 8.22%  | -6.18%    |       |
| PPI1       |         |          | 3        | 3           | #Error | 10.55% | #Error    |       |
| TPR1       |         | 1        | 3        | 2           | 11.29% | 9.79%  | -1.51%    |       |
| ANR1       |         |          | 2        | 2           | #Error | 19.45% | #Error    |       |
| CBE6       |         | 4        | 2        | (2)         | 11.77% | 10.67% | -1.10%    |       |
| GBM1       |         |          | 2        | 2           | #Error | 10.25% | #Error    |       |
| PLI1       |         | 2        | 2        |             | 13.30% | 13.17% | -0.13%    |       |
| SNR1       |         | 3        | 2        | (1)         | 13.77% | 9.11%  | -4.66%    |       |
| TPR2       |         | 3        | 2        | (1)         | 8.42%  | 5.61%  | -2.80%    |       |
| TPR3       |         | 1        | 2        | 1           | 24.07% | 11.92% | -12.15%   |       |
| AVI1       |         |          | 1        | 1           | #Error | 14.63% | #Error    |       |
| CBE4       |         | 1        | 1        |             | 14.45% | 22.24% | 7.79%     |       |
| KGM1       |         |          | 1        | 1           | #Error | 15.73% | #Error    |       |
| KMD1       |         | 1        | 1        |             | 14.61% | 6.10%  | -8.51%    |       |
| KMR1       |         | 3        | 1        | (2)         | 14.68% | 10.68% | -4.00%    |       |

| Sales Zone | Branch  | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|---------|----------|----------|-------------|--------|--------|-----------|
| WEST-01    | SUL1    | 2        | 1        | (1)         | 13.95% | 17.57% | 3.62%     |
|            | TPR4    | 1        | 1        |             | 19.70% | 17.90% | -1.80%    |
|            | UAM1    | 4        | 1        | (3)         | 13.82% | 14.86% | 1.04%     |
|            | UMP1    | 4        | 1        | (3)         | 11.23% | 2.56%  | -8.67%    |
|            | CBE3    | 2        |          | (2)         | 15.10% | #Error | #Error    |
|            | CBE5    |          |          |             | #Error | #Error | #Error    |
|            | CNR1    |          |          |             | #Error | #Error | #Error    |
|            | DPM2    |          |          |             | #Error | #Error | #Error    |
|            | GDR1    | 2        |          | (2)         | 10.80% | #Error | #Error    |
|            | KGI1    |          |          |             | #Error | #Error | #Error    |
|            | PDM1    | 2        |          | (2)         | 8.71%  | #Error | #Error    |
|            | SYM2    | 1        |          | (1)         | 17.90% | #Error | #Error    |
|            | Total   | 45       | 40       | (5)         | 12.68% | 11.99% | -0.69%    |
|            | WEST-02 | ERD2     | 4        | 7           | 3      | 13.60% | 16.00%    |
| ERD1       |         |          | 4        | 4           | #Error | 6.98%  | #Error    |
| HSR1       |         | 6        | 4        | (2)         | 17.56% | 11.82% | -5.74%    |
| KAM1       |         |          | 4        | 4           | #Error | 18.85% | #Error    |
| SLM1       |         | 8        | 3        | (5)         | 15.84% | 13.28% | -2.57%    |
| HSR2       |         | 4        | 2        | (2)         | 12.53% | 10.12% | -2.41%    |
| KRI1       |         | 2        | 2        |             | 12.39% | 14.70% | 2.31%     |
| PDR1       |         | 1        | 2        | 1           | 20.12% | 19.09% | -1.03%    |
| SLM2       |         | 1        | 2        | 1           | 17.90% | 10.80% | -7.10%    |
| SLM3       |         |          | 2        | 2           | #Error | 14.67% | #Error    |
| DPR1       |         | 2        | 1        | (1)         | 14.46% | 11.71% | -2.75%    |
| KVP1       |         |          | 1        | 1           | #Error | 15.75% | #Error    |
| RSP1       |         | 3        | 1        | (2)         | 11.62% | 17.90% | 6.28%     |
| SGG1       |         | 1        | 1        |             | 24.08% | 5.90%  | -18.19%   |
| SGI1       |         |          | 1        | 1           | #Error | 14.40% | #Error    |
| TRM1       |         |          | 1        | 1           | #Error | 15.88% | #Error    |
| VPD1       |         | 2        | 1        | (1)         | 11.55% | 13.18% | 1.64%     |
| APN1       |         |          |          |             | #Error | #Error | #Error    |
| ATU1       |         | 4        |          | (4)         | 12.89% | #Error | #Error    |
| BMD1       |         |          |          |             | #Error | #Error | #Error    |
| CMI1       |         | 3        |          | (3)         | 11.72% | #Error | #Error    |
| DPR2       |         | 1        |          | (1)         | 14.33% | #Error | #Error    |
| EDP1       |         |          |          |             | #Error | #Error | #Error    |
| EPI1       |         | 1        |          | (1)         | 13.56% | #Error | #Error    |
| HRR1       |         | 1        |          | (1)         | 13.23% | #Error | #Error    |
| KMM1       |         | 1        |          | (1)         | 14.65% | #Error | #Error    |
| MCR1       |         | 1        |          | (1)         | 14.33% | #Error | #Error    |
| MTR1       |         | 2        |          | (2)         | 17.39% | #Error | #Error    |
| NKL2       |         | 2        |          | (2)         | 17.14% | #Error | #Error    |
| OML1       |         | 1        |          | (1)         | 18.52% | #Error | #Error    |
| PLC1       |         |          |          |             | #Error | #Error | #Error    |
| PMP1       |         |          |          |             | #Error | #Error | #Error    |
| TCG1       |         |          |          |             | #Error | #Error | #Error    |
| VKL1       |         |          |          |             | #Error | #Error | #Error    |

| Sales Zone | Branch      | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|-------------|----------|----------|-------------|--------|--------|-----------|
| WEST-02    | WHKP        | (1)      | (1)      |             | 22.73% | 19.15% | -3.59%    |
|            | Total       | 50       | 38       | (12)        | 14.55% | 13.32% | -1.23%    |
| CHENNAI-02 | CH03        | 4        | 5        | 1           | 13.30% | 10.08% | -3.22%    |
|            | CH18        | 4        | 5        | 1           | 9.66%  | 17.44% | 7.78%     |
|            | CH15        | 6        | 3        | (3)         | 14.61% | 17.67% | 3.06%     |
|            | CH17        | 4        | 3        | (1)         | 14.77% | 16.53% | 1.77%     |
|            | CH51        | 3        | 3        |             | 24.17% | 10.50% | -13.67%   |
|            | CH21        | 3        | 2        | (1)         | 9.36%  | 8.70%  | -0.65%    |
|            | CH33        | 2        | 2        |             | 11.89% | 9.52%  | -2.36%    |
|            | CH34        | 1        | 2        | 1           | 14.32% | 6.64%  | -7.68%    |
|            | CH36        |          | 2        | 2           | #Error | 14.44% | #Error    |
|            | CH41        | 1        | 2        | 1           | 8.95%  | 7.45%  | -1.51%    |
|            | CH50        | 4        | 2        | (2)         | 22.95% | 9.87%  | -13.08%   |
|            | GPD1        | 1        | 2        | 1           | 10.21% | 9.25%  | -0.96%    |
|            | PON1        | 3        | 2        | (1)         | 16.71% | 19.25% | 2.54%     |
|            | CH20        | 2        | 1        | (1)         | 20.65% | 24.22% | 3.57%     |
|            | CH31        |          | 1        | 1           | #Error | 6.58%  | #Error    |
|            | CH01        |          |          |             | #Error | #Error | #Error    |
|            | CH06        | 2        |          | (2)         | 17.21% | #Error | #Error    |
|            | CH12        | 2        |          | (2)         | 15.58% | #Error | #Error    |
|            | CH23        | 1        |          | (1)         | 8.11%  | #Error | #Error    |
|            | CH24        |          |          |             | #Error | #Error | #Error    |
|            | CH27        | 3        |          | (3)         | -6.55% | #Error | #Error    |
|            | CH32        |          |          |             | #Error | #Error | #Error    |
|            | CH43        | 1        |          | (1)         | 11.82% | #Error | #Error    |
|            | CH44        | 3        |          | (3)         | 10.29% | #Error | #Error    |
|            | CH46        |          |          |             | #Error | #Error | #Error    |
|            | MC05        |          |          |             | #Error | #Error | #Error    |
|            | MC06        |          |          |             | #Error | #Error | #Error    |
|            | MJR1        | 1        |          | (1)         | 11.48% | #Error | #Error    |
|            | UKI1        |          |          |             | #Error | #Error | #Error    |
|            | Total       | 51       | 37       | (14)        | 13.05% | 12.33% | -0.72%    |
|            | SOUTH ARCOT | CUD1     | 3        | 7           | 4      | 10.94% | 15.77%    |
| POY1       |             | 47       | 4        | (43)        | 6.99%  | 6.03%  | -0.95%    |
| TDM1       |             |          | 4        | 4           | #Error | 10.30% | #Error    |
| VPM2       |             | 3        | 3        |             | 13.68% | 8.07%  | -5.61%    |
| KLM1       |             | 6        | 2        | (4)         | 14.20% | 24.43% | 10.23%    |
| MKM1       |             | 3        | 2        | (1)         | 17.18% | 7.90%  | -9.28%    |
| NVL2       |             | 2        | 2        |             | 13.94% | 8.80%  | -5.14%    |
| POY2       |             | 16       | 2        | (14)        | 6.69%  | 10.26% | 3.57%     |
| VCM2       |             | 1        | 2        | 1           | 15.02% | 11.72% | -3.30%    |
| CDM1       |             | 3        | 1        | (2)         | 12.85% | 14.74% | 1.89%     |
| PRT1       |             | 2        | 1        | (1)         | 9.77%  | 12.25% | 2.48%     |
| SJI2       |             | 4        | 1        | (3)         | 10.90% | 10.99% | 0.08%     |
| TVM1       |             |          | 1        | 1           | #Error | 17.90% | #Error    |
| ULP1       |             | 9        | 1        | (8)         | 10.18% | 24.22% | 14.04%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH ARCOT   | VPM1   | 3        | 1        | (2)         | 14.51% | 4.92%  | -9.60%    |
|               | KKI2   | 2        |          | (2)         | 12.28% | #Error | #Error    |
|               | KML1   | 1        |          | (1)         | 9.97%  | #Error | #Error    |
|               | STP1   | 2        |          | (2)         | 11.25% | #Error | #Error    |
|               | TRK1   | 2        |          | (2)         | 7.08%  | #Error | #Error    |
|               | TVM2   |          |          |             | #Error | #Error | #Error    |
|               | VCM1   |          |          |             | #Error | #Error | #Error    |
|               | WHUT   |          | (1)      | (1)         | #Error | 3.81%  | #Error    |
|               | Total  | 109      | 33       | (76)        | 8.93%  | 11.61% | 2.68%     |
| VIJAYAWADA-01 | CRL1   | 1        | 3        | 2           | 16.65% | 11.66% | -4.98%    |
|               | BVR1   |          | 2        | 2           | #Error | 3.95%  | #Error    |
|               | GNT1   | 2        | 2        |             | 1.42%  | 1.50%  | 0.08%     |
|               | TEL1   | 2        | 2        |             | 13.69% | 4.40%  | -9.28%    |
|               | VJW1   | 1        | 2        | 1           | 6.68%  | 7.65%  | 0.97%     |
|               | ELU1   | 11       | 1        | (10)        | 1.08%  | 8.84%  | 7.75%     |
|               | KND1   |          | 1        | 1           | #Error | 9.40%  | #Error    |
|               | NRT1   | 2        | 1        | (1)         | 11.93% | 4.57%  | -7.36%    |
|               | NZV1   | 2        | 1        | (1)         | 9.28%  | 8.46%  | -0.81%    |
|               | OGL1   | 3        | 1        | (2)         | 17.00% | 2.61%  | -14.40%   |
|               | PAP1   | 5        | 1        | (4)         | 8.74%  | 8.18%  | -0.56%    |
|               | PPM1   | 1        | 1        |             | 2.75%  | 11.34% | 8.59%     |
|               | RAL1   | 2        | 1        | (1)         | 4.36%  | 8.00%  | 3.64%     |
|               | TDD1   | 1        | 1        |             | 2.71%  | 2.57%  | -0.14%    |
|               | TNI1   | 1        | 1        |             | 11.58% | 10.68% | -0.90%    |
|               | TNK1   | 2        | 1        | (1)         | 7.14%  | 1.73%  | -5.41%    |
|               | TVU1   | 2        | 1        | (1)         | 6.24%  | 3.74%  | -2.50%    |
|               | VJW2   | 1        | 1        |             | 11.71% | 10.39% | -1.32%    |
|               | VUY1   |          | 1        | 1           | #Error | 13.08% | #Error    |
|               | AMP1   | 1        |          | (1)         | 12.89% | #Error | #Error    |
|               | BPP1   | 1        |          | (1)         | -2.21% | #Error | #Error    |
|               | CKT1   |          |          |             | #Error | #Error | #Error    |
|               | DPE1   |          |          |             | #Error | #Error | #Error    |
|               | GDV1   |          |          |             | #Error | #Error | #Error    |
|               | GNT2   |          |          |             | #Error | #Error | #Error    |
|               | GVM1   |          |          |             | #Error | #Error | #Error    |
|               | JGG1   |          |          |             | #Error | #Error | #Error    |
|               | JPT1   |          |          |             | #Error | #Error | #Error    |
|               | MTM1   |          |          |             | #Error | #Error | #Error    |
|               | NPR1   |          |          |             | #Error | #Error | #Error    |
|               | PNR1   | 2        |          | (2)         | 9.20%  | #Error | #Error    |
|               | PRL1   |          |          |             | #Error | #Error | #Error    |
|               | RMV1   | 2        |          | (2)         | 6.70%  | #Error | #Error    |
|               | VJW3   | 2        |          | (2)         | 8.28%  | #Error | #Error    |
| VJW4          | 1      |          | (1)      | 3.03%       | #Error | #Error |           |
| VJW5          |        |          |          | #Error      | #Error | #Error |           |
| VKN1          | 2      |          | (2)      | 17.40%      | #Error | #Error |           |
| Total         | 50     | 25       | (25)     | 6.70%       | 6.33%  | -0.37% |           |
| TIRUPATI-01   | ATP1   | 1        | 2        | 1           | 7.95%  | 10.15% | 2.19%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | KOU1   | 1        | 2        | 1           | 6.86%  | 6.78%  | -0.08%    |
|             | KVL1   | 1        | 2        | 1           | 8.56%  | 14.72% | 6.16%     |
|             | SPE1   | 1        | 2        | 1           | 17.90% | 11.74% | -6.16%    |
|             | TPY2   | 3        | 2        | (1)         | 7.74%  | 4.30%  | -3.44%    |
|             | CTO1   | 4        | 1        | (3)         | 12.00% | 11.54% | -0.46%    |
|             | DHN1   | 3        | 1        | (2)         | 3.62%  | 10.72% | 7.10%     |
|             | GTL1   |          | 1        | 1           | #Error | -6.49% | #Error    |
|             | KAR1   | 2        | 1        | (1)         | 7.28%  | 14.43% | 7.15%     |
|             | KHT1   |          | 1        | 1           | #Error | 6.21%  | #Error    |
|             | NDL1   | 2        | 1        | (1)         | 11.88% | 10.82% | -1.06%    |
|             | NLR1   | 1        | 1        |             | 10.30% | 14.40% | 4.10%     |
|             | NYP1   | 2        | 1        | (1)         | 3.70%  | 19.70% | 16.00%    |
|             | PMR1   | 3        | 1        | (2)         | 11.12% | 10.24% | -0.88%    |
|             | RCY1   |          | 1        | 1           | #Error | 14.97% | #Error    |
|             | RJP1   | 2        | 1        | (1)         | 9.34%  | 2.44%  | -6.90%    |
|             | VKI1   | 1        | 1        |             | 7.06%  | 9.51%  | 2.45%     |
|             | ADI1   | 1        |          | (1)         | 2.82%  | #Error | #Error    |
|             | BVL1   | 1        |          | (1)         | 18.46% | #Error | #Error    |
|             | KDA1   | 2        |          | (2)         | 6.13%  | #Error | #Error    |
|             | KDR1   | 1        |          | (1)         | 15.09% | #Error | #Error    |
|             | KNL1   | 2        |          | (2)         | 12.87% | #Error | #Error    |
|             | KNL2   | 1        |          | (1)         | 16.62% | #Error | #Error    |
|             | MPL1   | 1        |          | (1)         | 7.77%  | #Error | #Error    |
|             | PDT1   |          |          |             | #Error | #Error | #Error    |
|             | PGR1   | 2        |          | (2)         | -0.50% | #Error | #Error    |
|             | PIL1   | 1        |          | (1)         | 10.82% | #Error | #Error    |
|             | PUT1   | 1        |          | (1)         | 13.36% | #Error | #Error    |
|             | TPI1   |          |          |             | #Error | #Error | #Error    |
|             | TPY1   | 1        |          | (1)         | 26.37% | #Error | #Error    |
|             | Total  | 41       | 22       | (19)        | 9.32%  | 9.36%  | 0.04%     |
| NORTH ARCOT | KPM2   | 4        | 3        | (1)         | 9.17%  | 10.05% | 0.88%     |
|             | TRR1   | 3        | 3        |             | 13.90% | 11.12% | -2.78%    |
|             | GDM1   | 1        | 2        | 1           | 17.90% | -1.61% | -19.51%   |
|             | SBR1   | 1        | 2        | 1           | 13.37% | 21.98% | 8.60%     |
|             | TRT1   |          | 2        | 2           | #Error | 12.60% | #Error    |
|             | VEL1   | 3        | 2        | (1)         | 17.96% | 18.19% | 0.23%     |
|             | VEL2   | 4        | 2        | (2)         | 12.73% | 9.61%  | -3.12%    |
|             | ABR1   |          | 1        | 1           | #Error | 14.74% | #Error    |
|             | CYR1   | 1        | 1        |             | 17.62% | 13.79% | -3.83%    |
|             | KPM1   |          | 1        | 1           | #Error | 13.56% | #Error    |
|             | TRL1   | 5        | 1        | (4)         | 9.09%  | 11.81% | 2.72%     |
|             | VNB1   | 1        | 1        |             | -6.49% | 11.31% | 17.80%    |
|             | WJP1   | 1        | 1        |             | 14.40% | 10.55% | -3.85%    |
|             | AKM1   | 1        |          | (1)         | 12.76% | #Error | #Error    |
|             | ANI1   | 4        |          | (4)         | 10.83% | #Error | #Error    |
|             | ARC2   | 1        |          | (1)         | 16.42% | #Error | #Error    |
|             | BGR1   |          |          |             | #Error | #Error | #Error    |
|             | CGM1   | 1        |          | (1)         | 4.92%  | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | CPT1   |          |          |             | #Error | #Error | #Error    |
|             | PLR1   |          |          |             | #Error | #Error | #Error    |
|             | PTU1   | 1        |          | (1)         | 12.49% | #Error | #Error    |
|             | SLG1   |          |          |             | #Error | #Error | #Error    |
|             | UGI1   |          |          |             | #Error | #Error | #Error    |
|             | VSI1   |          |          |             | #Error | #Error | #Error    |
|             | WJD1   | 1        |          | (1)         | 17.90% | #Error | #Error    |
|             | WHVL   |          | (1)      | (1)         | #Error | 11.41% | #Error    |
|             | Total  | 33       | 21       | (12)        | 11.73% | 11.32% | -0.41%    |
| KL-NORTH    | KZD1   | 16       | 12       | (4)         | -1.26% | 0.72%  | 1.98%     |
|             | WHKZ   |          | (1)      | (1)         | #Error | -1.27% | #Error    |
|             | Total  | 16       | 11       | (5)         | -1.26% | 1.03%  | 2.29%     |
| KL-SOUTH    | TVP1   | 5        | 2        | (3)         | 9.06%  | 2.99%  | -6.07%    |
|             | KLR1   | 1        | 1        |             | 14.74% | 5.58%  | -9.16%    |
|             | PAS1   | 1        | 1        |             | 10.23% | 6.01%  | -4.22%    |
|             | PNL1   | 2        |          | (2)         | 8.17%  | #Error | #Error    |
|             | Total  | 9        | 4        | (5)         | 9.69%  | 4.33%  | -5.36%    |
| Total       | 637    | 475      | (162)    | 11.02%      | 11.18% | 0.16%  |           |