



# Wash-Mac - Daily Sales Performance As on 19-08-2025 11:25:12 PM

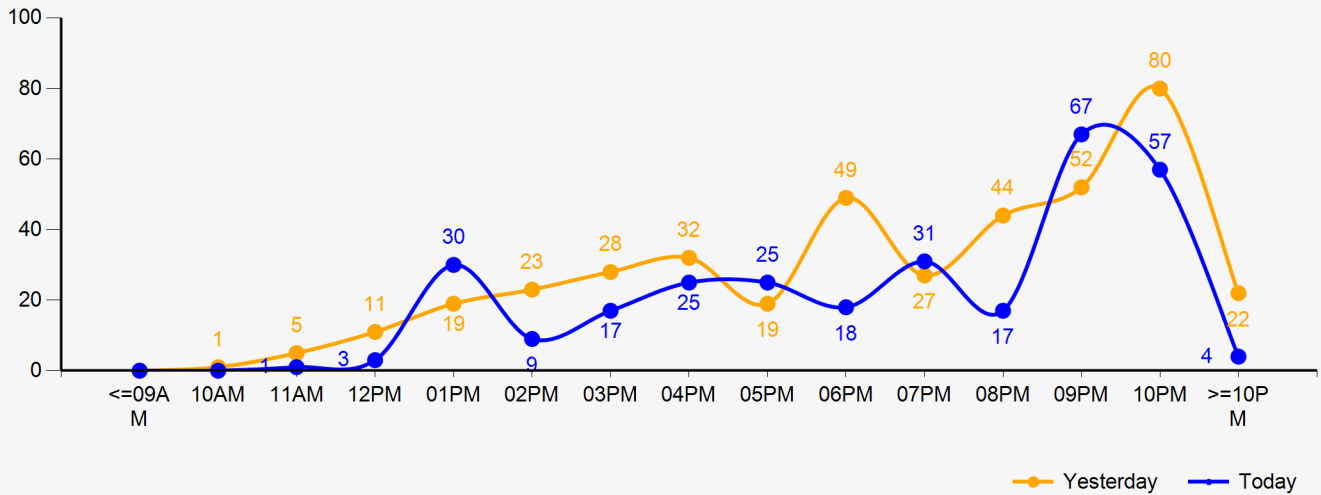
YD Sales : 412

YD GP%: 12.43%

TD Sales : 304

TD GP%: 11.97%

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      | 60       | 61       | 1           | 12.58% | 10.58% | -2.00%    |
| CHENNAI-01    | 43       | 57       | 14          | 12.64% | 13.55% | 0.91%     |
| CHENNAI-02    | 39       | 34       | (5)         | 12.08% | 12.26% | 0.18%     |
| SOUTH-03      | 52       | 28       | (24)        | 13.69% | 10.77% | -2.91%    |
| WEST-01       | 37       | 27       | (10)        | 12.99% | 13.14% | 0.15%     |
| TRICHY-01     | 31       | 21       | (10)        | 12.69% | 10.99% | -1.70%    |
| SOUTH ARCOT   | 23       | 20       | (3)         | 14.86% | 12.14% | -2.72%    |
| TIRUPATI-01   | 39       | 17       | (22)        | 11.34% | 11.25% | -0.09%    |
| NORTH ARCOT   | 18       | 14       | (4)         | 12.07% | 11.28% | -0.79%    |
| VIJAYAWADA-01 | 30       | 13       | (17)        | 9.30%  | 12.83% | 3.54%     |
| WEST-02       | 34       | 8        | (26)        | 12.12% | 12.37% | 0.25%     |
| KL-SOUTH      | 6        | 4        | (2)         | 16.56% | 11.35% | -5.21%    |
| Total         | 412      | 304      | (108)       | 12.43% | 11.97% | -0.46%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | NGR1   | 2        | 12       | 10          | 7.62%  | 7.73%  | 0.11%     |
|            | RPM1   | 2        | 6        | 4           | 18.65% | 11.61% | -7.04%    |
|            | TUT1   | 6        | 5        | (1)         | 13.62% | 14.55% | 0.94%     |
|            | VNR2   | 1        | 5        | 4           | 16.76% | 11.32% | -5.44%    |
|            | SKD1   | 1        | 4        | 3           | 11.64% | 10.15% | -1.48%    |
|            | TKS2   | 3        | 4        | 1           | 12.23% | 11.41% | -0.83%    |
|            | MAR1   |          | 3        | 3           | #Error | 5.23%  | #Error    |
|            | TVL1   | 6        | 3        | (3)         | 12.12% | 10.29% | -1.83%    |
|            | KYR1   | 2        | 2        |             | 12.56% | 7.33%  | -5.24%    |
|            | MMT1   |          | 2        | 2           | #Error | 20.35% | #Error    |
|            | PDI1   | 2        | 2        |             | 5.36%  | 10.79% | 5.42%     |
|            | TCN1   | 1        | 2        | 1           | 18.40% | 8.92%  | -9.47%    |
|            | TKS1   |          | 2        | 2           | #Error | 14.47% | #Error    |
|            | TKY1   |          | 2        | 2           | #Error | 13.45% | #Error    |
|            | UDN1   |          | 2        | 2           | #Error | 13.29% | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH-01   | VNR1   | 2        | 2        |             | 10.35%  | 3.86%  | -6.49%    |
|            | ERL2   | 4        | 1        | (3)         | 15.32%  | 22.07% | 6.76%     |
|            | KGL1   | 2        | 1        | (1)         | 13.31%  | 14.99% | 1.68%     |
|            | PKD1   |          | 1        | 1           | #Error  | 8.71%  | #Error    |
|            | SVK1   | 2        | 1        | (1)         | 16.14%  | 9.59%  | -6.55%    |
|            | TUT2   | 5        | 1        | (4)         | 15.31%  | 13.84% | -1.46%    |
|            | APK1   | 2        |          | (2)         | 15.69%  | #Error | #Error    |
|            | ARM1   |          |          |             | #Error  | #Error | #Error    |
|            | ASM1   | 3        |          | (3)         | 11.85%  | #Error | #Error    |
|            | COL1   |          |          |             | #Error  | #Error | #Error    |
|            | ERL1   |          |          |             | #Error  | #Error | #Error    |
|            | KSM1   |          |          |             | #Error  | #Error | #Error    |
|            | KVT1   | 4        |          | (4)         | 10.77%  | #Error | #Error    |
|            | SDI1   | 1        |          | (1)         | 12.51%  | #Error | #Error    |
|            | SGT1   | 1        |          | (1)         | 13.26%  | #Error | #Error    |
|            | SNL1   | 1        |          | (1)         | 13.34%  | #Error | #Error    |
|            | STU2   |          |          |             | #Error  | #Error | #Error    |
|            | TVL2   |          |          |             | #Error  | #Error | #Error    |
|            | TYI1   | 2        |          | (2)         | 12.16%  | #Error | #Error    |
|            | VKM1   |          |          |             | #Error  | #Error | #Error    |
|            | VLY1   | 2        |          | (2)         | 10.20%  | #Error | #Error    |
|            | WHTV   | (1)      |          | 1           | 6.24%   | #Error | #Error    |
|            | RND1   | 4        | (2)      | (6)         | 9.82%   | 12.56% | 2.74%     |
|            | Total  | 60       | 61       | 1           | 12.58%  | 10.58% | -2.00%    |
|            |        |          |          |             |         |        |           |
| CHENNAI-01 | CH16   | 5        | 6        | 1           | 15.13%  | 15.75% | 0.62%     |
|            | CH08   |          | 5        | 5           | #Error  | 13.20% | #Error    |
|            | CH45   | 2        | 5        | 3           | 8.94%   | 8.92%  | -0.02%    |
|            | CH05   | 6        | 4        | (2)         | 8.54%   | 7.11%  | -1.43%    |
|            | AVD1   | 2        | 3        | 1           | 12.98%  | 18.02% | 5.03%     |
|            | CH07   | 2        | 3        | 1           | 11.12%  | 12.48% | 1.37%     |
|            | CH11   | 2        | 3        | 1           | 15.89%  | 9.05%  | -6.84%    |
|            | CH28   | 2        | 3        | 1           | 15.10%  | 17.87% | 2.77%     |
|            | CH30   |          | 3        | 3           | #Error  | 16.23% | #Error    |
|            | GUD2   | 2        | 3        | 1           | 9.93%   | 9.86%  | -0.07%    |
|            | TKM1   |          | 3        | 3           | #Error  | 10.98% | #Error    |
|            | CH14   | 6        | 2        | (4)         | 12.31%  | 15.85% | 3.54%     |
|            | CH26   | 1        | 2        | 1           | 12.82%  | 16.94% | 4.12%     |
|            | CH35   | 1        | 2        | 1           | 8.58%   | 11.81% | 3.23%     |
|            | MRM1   |          | 2        | 2           | 100.00% | 9.07%  | -90.93%   |
|            | CH19   | 4        | 1        | (3)         | 16.85%  | 21.76% | 4.91%     |
|            | CH37   | 1        | 1        |             | 10.45%  | 21.29% | 10.84%    |
|            | CH38   |          | 1        | 1           | #Error  | 12.51% | #Error    |
|            | CH40   |          | 1        | 1           | #Error  | 12.51% | #Error    |
|            | CH42   | 1        | 1        |             | 13.33%  | 22.08% | 8.75%     |
|            | CH48   |          | 1        | 1           | #Error  | 10.13% | #Error    |
|            | KNR1   |          | 1        | 1           | #Error  | 9.83%  | #Error    |
|            | SKL1   | 1        | 1        |             | 12.02%  | 12.84% | 0.82%     |
|            | CGL1   |          |          |             | #Error  | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | CH22   | 2        |          | (2)         | 12.70% | #Error | #Error    |
|            | CH29   |          |          |             | #Error | #Error | #Error    |
|            | CH39   | 2        |          | (2)         | 15.88% | #Error | #Error    |
|            | GUD1   | 1        |          | (1)         | 25.22% | #Error | #Error    |
|            | MC02   |          |          |             | #Error | #Error | #Error    |
|            | MC09   |          |          |             | #Error | #Error | #Error    |
|            | MC10   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 43       | 57       | 14          | 12.64% | 13.55% | 0.91%     |
| CHENNAI-02 | CH03   | 2        | 6        | 4           | 12.32% | 14.48% | 2.15%     |
|            | CH21   | 2        | 4        | 2           | 22.56% | 12.16% | -10.39%   |
|            | CH20   | 1        | 3        | 2           | 12.80% | 8.99%  | -3.80%    |
|            | MJR1   |          | 3        | 3           | #Error | 8.97%  | #Error    |
|            | CH06   |          | 2        | 2           | #Error | 11.11% | #Error    |
|            | CH12   | 2        | 2        |             | 10.58% | 20.55% | 9.97%     |
|            | CH15   | 4        | 2        | (2)         | 10.10% | 13.44% | 3.34%     |
|            | CH41   |          | 2        | 2           | #Error | 8.58%  | #Error    |
|            | CH46   | 3        | 2        | (1)         | 12.76% | 9.83%  | -2.93%    |
|            | CH17   | 2        | 1        | (1)         | 14.07% | 17.50% | 3.43%     |
|            | CH18   | 5        | 1        | (4)         | 13.14% | 16.05% | 2.90%     |
|            | CH27   | 2        | 1        | (1)         | 16.05% | 9.07%  | -6.98%    |
|            | CH31   |          | 1        | 1           | #Error | 14.08% | #Error    |
|            | CH33   | 1        | 1        |             | 6.63%  | 16.05% | 9.42%     |
|            | CH44   |          | 1        | 1           | #Error | 9.07%  | #Error    |
|            | PON1   | 1        | 1        |             | 11.63% | 21.58% | 9.95%     |
|            | UKI1   | 2        | 1        | (1)         | 13.86% | 7.56%  | -6.30%    |
|            | CH01   |          |          |             | #Error | #Error | #Error    |
|            | CH09   |          |          |             | #Error | #Error | #Error    |
|            | CH23   | 2        |          | (2)         | 6.96%  | #Error | #Error    |
|            | CH24   | 1        |          | (1)         | 13.34% | #Error | #Error    |
|            | CH32   |          |          |             | #Error | #Error | #Error    |
|            | CH34   | 1        |          | (1)         | 23.72% | #Error | #Error    |
|            | CH36   | 1        |          | (1)         | -1.59% | #Error | #Error    |
|            | CH43   | 4        |          | (4)         | 10.25% | #Error | #Error    |
|            | GPD1   | 3        |          | (3)         | 10.03% | #Error | #Error    |
|            | MC05   |          |          |             | #Error | #Error | #Error    |
|            | MC06   |          |          |             | #Error | #Error | #Error    |
|            | MC08   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 39       | 34       | (5)         | 12.08% | 12.26% | 0.18%     |
| SOUTH-03   | ATG1   | 1        | 3        | 2           | 15.74% | 14.36% | -1.38%    |
|            | DGL1   | 4        | 3        | (1)         | 12.47% | 10.70% | -1.77%    |
|            | PKM1   |          | 3        | 3           | #Error | 8.13%  | #Error    |
|            | TEN1   | 3        | 3        |             | 12.11% | 11.24% | -0.87%    |
|            | CBM1   |          | 2        | 2           | #Error | 11.66% | #Error    |
|            | DKI1   | 3        | 2        | (1)         | 14.47% | 14.12% | -0.35%    |
|            | MDU1   | 9        | 2        | (7)         | 16.74% | 13.08% | -3.66%    |
|            | PNI1   |          | 2        | 2           | #Error | 10.31% | #Error    |
|            | ADP1   |          | 1        | 1           | #Error | 12.51% | #Error    |
|            | BTU1   |          | 1        | 1           | #Error | 10.20% | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH-03   | MDU4   | 4        | 1        | (3)         | 11.09%  | 5.46%  | -5.63%    |
|            | NKI1   |          | 1        | 1           | #Error  | 13.16% | #Error    |
|            | PVI1   |          | 1        | 1           | #Error  | 0.65%  | #Error    |
|            | TDI1   |          | 1        | 1           | #Error  | 16.76% | #Error    |
|            | TEN2   | 2        | 1        | (1)         | 16.58%  | 8.42%  | -8.16%    |
|            | TMM1   | 3        | 1        | (2)         | 10.60%  | 10.63% | 0.03%     |
|            | BNR1   | 2        |          | (2)         | 10.07%  | #Error | #Error    |
|            | CMR1   |          |          |             | #Error  | #Error | #Error    |
|            | DGL2   | 3        |          | (3)         | 10.05%  | #Error | #Error    |
|            | KKD2   | 1        |          | (1)         | 8.45%   | #Error | #Error    |
|            | KPT1   |          |          |             | #Error  | #Error | #Error    |
|            | KRR1   |          |          |             | #Error  | #Error | #Error    |
|            | MDU2   | 1        |          | (1)         | -41.06% | #Error | #Error    |
|            | MDU3   |          |          |             | #Error  | #Error | #Error    |
|            | MDU5   | 1        |          | (1)         | 8.65%   | #Error | #Error    |
|            | MDU6   | 1        |          | (1)         | 8.45%   | #Error | #Error    |
|            | MLR1   | 1        |          | (1)         | 17.87%  | #Error | #Error    |
|            | MNM1   |          |          |             | #Error  | #Error | #Error    |
|            | MPA1   | 1        |          | (1)         | 6.93%   | #Error | #Error    |
|            | NTM1   | 1        |          | (1)         | 8.65%   | #Error | #Error    |
|            | ODM1   |          |          |             | #Error  | #Error | #Error    |
|            | PNV1   | 3        |          | (3)         | 6.49%   | #Error | #Error    |
|            | SGP1   | 1        |          | (1)         | 8.43%   | #Error | #Error    |
|            | SVG1   | 3        |          | (3)         | 13.48%  | #Error | #Error    |
|            | TPT1   | 4        |          | (4)         | 20.06%  | #Error | #Error    |
|            | USL1   |          |          |             | #Error  | #Error | #Error    |
|            | Total  | 52       | 28       | (24)        | 13.69%  | 10.77% | -2.91%    |
| WEST-01    |        |          |          |             |         |        |           |
|            | CBE2   | 5        | 5        |             | 12.06%  | 13.53% | 1.47%     |
|            | SNR1   |          | 4        | 4           | #Error  | 15.47% | #Error    |
|            | CBE1   | 3        | 2        | (1)         | 12.26%  | 4.65%  | -7.61%    |
|            | CBE4   | 2        | 2        |             | 12.94%  | 15.64% | 2.71%     |
|            | MPM1   |          | 2        | 2           | #Error  | 9.65%  | #Error    |
|            | UAM1   | 1        | 2        | 1           | 12.76%  | 13.51% | 0.74%     |
|            | ANR1   | 1        | 1        |             | 20.86%  | 16.76% | -4.10%    |
|            | AVI1   |          | 1        | 1           | #Error  | 8.65%  | #Error    |
|            | CBE3   | 1        | 1        |             | 11.04%  | 13.34% | 2.31%     |
|            | DPM2   | 1        | 1        |             | 10.44%  | 13.49% | 3.05%     |
|            | KMD1   | 1        | 1        |             | 15.89%  | 16.05% | 0.17%     |
|            | PDM1   | 1        | 1        |             | 14.06%  | 15.84% | 1.77%     |
|            | TPR1   | 6        | 1        | (5)         | 9.45%   | 25.16% | 15.71%    |
|            | TPR2   | 1        | 1        |             | 15.89%  | 14.52% | -1.37%    |
|            | TPR3   |          | 1        | 1           | #Error  | 11.72% | #Error    |
|            | UMP1   | 2        | 1        | (1)         | 13.34%  | 7.92%  | -5.42%    |
|            | CBE6   | 2        |          | (2)         | 17.68%  | #Error | #Error    |
|            | CNR1   |          |          |             | #Error  | #Error | #Error    |
|            | GBM1   |          |          |             | #Error  | #Error | #Error    |
|            | GDR1   | 1        |          | (1)         | 16.05%  | #Error | #Error    |
|            | KGI1   | 2        |          | (2)         | 14.70%  | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-01     | KGM1   |          |          |             | #Error | #Error | #Error    |
|             | KMR1   | 1        |          | (1)         | 6.55%  | #Error | #Error    |
|             | PLI1   | 2        |          | (2)         | 13.10% | #Error | #Error    |
|             | PPI1   | 1        |          | (1)         | 17.05% | #Error | #Error    |
|             | SUL1   | 1        |          | (1)         | 10.42% | #Error | #Error    |
|             | SYM2   | 1        |          | (1)         | 12.51% | #Error | #Error    |
|             | TPR4   | 1        |          | (1)         | 17.55% | #Error | #Error    |
|             | Total  | 37       | 27       | (10)        | 12.99% | 13.14% | 0.15%     |
| TRICHY-01   | MSI1   |          | 3        | 3           | #Error | 9.35%  | #Error    |
|             | NGT1   | (1)      | 3        | 4           | 0.64%  | 7.61%  | 6.97%     |
|             | TNJ1   | 2        | 3        | 1           | 10.49% | 14.10% | 3.61%     |
|             | MVM1   | 2        | 2        |             | 15.54% | 15.52% | -0.02%    |
|             | PBR2   | 2        | 2        |             | 16.99% | 12.40% | -4.59%    |
|             | PTK1   | 4        | 2        | (2)         | 12.56% | 11.88% | -0.68%    |
|             | APM1   |          | 1        | 1           | #Error | 13.34% | #Error    |
|             | KUM1   | 3        | 1        | (2)         | 13.31% | 12.80% | -0.52%    |
|             | MDI1   | 3        | 1        | (2)         | 13.79% | 4.83%  | -8.97%    |
|             | PBR1   |          | 1        | 1           | #Error | 13.34% | #Error    |
|             | TNJ2   |          | 1        | 1           | #Error | 11.91% | #Error    |
|             | TRY1   | 5        | 1        | (4)         | 10.16% | 15.86% | 5.70%     |
|             | TYR1   |          | 1        | 1           | #Error | 0.77%  | #Error    |
|             | AYR1   | 2        |          | (2)         | 8.65%  | #Error | #Error    |
|             | JKM1   | 1        |          | (1)         | 14.82% | #Error | #Error    |
|             | KIK1   | 2        |          | (2)         | 8.83%  | #Error | #Error    |
|             | KRN1   |          |          |             | #Error | #Error | #Error    |
|             | NCK1   |          |          |             | #Error | #Error | #Error    |
|             | NMM1   | 2        |          | (2)         | 13.08% | #Error | #Error    |
|             | ORU1   | 1        |          | (1)         | 13.34% | #Error | #Error    |
|             | PDK1   | 1        |          | (1)         | 14.08% | #Error | #Error    |
|             | TRY2   | 2        |          | (2)         | 6.86%  | #Error | #Error    |
|             | TRY3   |          |          |             | #Error | #Error | #Error    |
|             | TTP1   |          |          |             | #Error | #Error | #Error    |
|             | TVR1   |          |          |             | #Error | #Error | #Error    |
|             | TVR2   |          |          |             | #Error | #Error | #Error    |
|             | WTRZ   |          | (1)      | (1)         | #Error | 11.84% | #Error    |
|             | Total  | 31       | 21       | (10)        | 12.69% | 10.99% | -1.70%    |
| SOUTH ARCOT | POY1   |          | 4        | 4           | #Error | 10.54% | #Error    |
|             | CDM1   | 3        | 3        |             | 15.95% | 13.05% | -2.90%    |
|             | CUD1   | 2        | 3        | 1           | 15.35% | 13.61% | -1.74%    |
|             | SJI1   | 2        | 2        |             | 13.01% | 7.14%  | -5.87%    |
|             | ULP1   | 2        | 2        |             | 16.42% | 12.62% | -3.80%    |
|             | KKI2   | 2        | 1        | (1)         | 15.63% | 13.02% | -2.61%    |
|             | KLM1   | 5        | 1        | (4)         | 13.78% | 12.86% | -0.92%    |
|             | KML1   | 1        | 1        |             | 13.84% | 12.51% | -1.34%    |
|             | POY2   |          | 1        | 1           | #Error | 18.55% | #Error    |
|             | TRK1   | 1        | 1        |             | 10.67% | 18.68% | 8.00%     |
|             | TVM2   | 2        | 1        | (1)         | 15.22% | 3.29%  | -11.93%   |
|             | MKM1   | 1        |          | (1)         | 14.99% | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH ARCOT | NVL2   | 1        |          | (1)         | 21.29% | #Error | #Error    |
|             | PRT1   |          |          |             | #Error | #Error | #Error    |
|             | STP1   |          |          |             | #Error | #Error | #Error    |
|             | TDM1   |          |          |             | #Error | #Error | #Error    |
|             | TVM1   |          |          |             | #Error | #Error | #Error    |
|             | VCM1   |          |          |             | #Error | #Error | #Error    |
|             | VPM1   | 1        |          | (1)         | 8.65%  | #Error | #Error    |
|             | VPM2   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 23       | 20       | (3)         | 14.86% | 12.14% | -2.72%    |
|             |        |          |          |             |        |        |           |
| TIRUPATI-01 | ATP1   |          | 2        | 2           | #Error | 8.48%  | #Error    |
|             | DHN1   |          | 2        | 2           | #Error | 8.57%  | #Error    |
|             | PIL1   |          | 2        | 2           | #Error | 17.16% | #Error    |
|             | RJP1   | 1        | 2        | 1           | 12.84% | 8.59%  | -4.25%    |
|             | TPY2   | 5        | 2        | (3)         | 8.47%  | 12.43% | 3.96%     |
|             | BVL1   |          | 1        | 1           | #Error | 11.64% | #Error    |
|             | KDA1   | 3        | 1        | (2)         | 10.35% | 13.81% | 3.46%     |
|             | KHT1   | (1)      | 1        | 2           | 20.65% | 11.82% | -8.84%    |
|             | KNL1   | 2        | 1        | (1)         | 8.82%  | 11.99% | 3.17%     |
|             | KOU1   | 2        | 1        | (1)         | 10.04% | 15.39% | 5.35%     |
|             | MPL1   | 1        | 1        |             | 18.99% | 8.65%  | -10.34%   |
|             | NYP1   |          | 1        | 1           | #Error | 6.65%  | #Error    |
|             | ADI1   | 1        |          | (1)         | 6.63%  | #Error | #Error    |
|             | CTO1   | 3        |          | (3)         | 12.15% | #Error | #Error    |
|             | GTL1   |          |          |             | #Error | #Error | #Error    |
|             | KNL2   |          |          |             | #Error | #Error | #Error    |
|             | NDL1   |          |          |             | #Error | #Error | #Error    |
|             | NLR1   | 2        |          | (2)         | 9.38%  | #Error | #Error    |
|             | PDT1   | 2        |          | (2)         | 13.89% | #Error | #Error    |
|             | PGR1   | 10       |          | (10)        | 12.10% | #Error | #Error    |
|             | PMR1   | 1        |          | (1)         | 15.33% | #Error | #Error    |
|             | PUT1   | 1        |          | (1)         | 3.45%  | #Error | #Error    |
|             | RCY1   | 3        |          | (3)         | 14.39% | #Error | #Error    |
|             | SPE1   | 1        |          | (1)         | 8.43%  | #Error | #Error    |
|             | TPI1   |          |          |             | #Error | #Error | #Error    |
|             | TPY1   | 1        |          | (1)         | 17.53% | #Error | #Error    |
|             | VKI1   | 1        |          | (1)         | 8.33%  | #Error | #Error    |
|             | Total  | 39       | 17       | (22)        | 11.34% | 11.25% | -0.09%    |
|             |        |          |          |             |        |        |           |
| NORTH ARCOT | SBR1   | 1        | 4        | 3           | 13.49% | 13.54% | 0.05%     |
|             | TRR1   | 1        | 2        | 1           | 14.75% | 15.37% | 0.62%     |
|             | VEL1   | 1        | 2        | 1           | 15.83% | 12.31% | -3.52%    |
|             | VNB1   |          | 2        | 2           | #Error | 9.99%  | #Error    |
|             | ABR1   | 1        | 1        |             | 8.63%  | 10.58% | 1.95%     |
|             | ANI1   | 1        | 1        |             | 24.65% | 9.83%  | -14.82%   |
|             | GDM1   |          | 1        | 1           | #Error | 8.65%  | #Error    |
|             | KPM2   | 3        | 1        | (2)         | 13.40% | 6.82%  | -6.58%    |
|             | TRL1   | 1        | 1        |             | 0.75%  | 15.15% | 14.40%    |
|             | AKM1   |          |          |             | #Error | #Error | #Error    |
|             | ARC2   | 1        |          | (1)         | 13.84% | #Error | #Error    |
|             |        |          |          |             |        |        |           |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT   | BGR1   | 2        |          | (2)         | 10.56% | #Error | #Error    |
|               | CGM1   |          |          |             | #Error | #Error | #Error    |
|               | CPT1   | 1        |          | (1)         | 12.84% | #Error | #Error    |
|               | CYR1   |          |          |             | #Error | #Error | #Error    |
|               | KPM1   |          |          |             | #Error | #Error | #Error    |
|               | PLR1   |          |          |             | #Error | #Error | #Error    |
|               | PTU1   |          |          |             | #Error | #Error | #Error    |
|               | SLG1   | 1        |          | (1)         | 1.80%  | #Error | #Error    |
|               | TRT1   | 1        |          | (1)         | 8.19%  | #Error | #Error    |
|               | UGI1   |          |          |             | #Error | #Error | #Error    |
|               | VEL2   | 2        |          | (2)         | 8.56%  | #Error | #Error    |
|               | WJD1   |          |          |             | #Error | #Error | #Error    |
|               | WJP1   |          |          |             | #Error | #Error | #Error    |
|               | VSI1   | 1        | (1)      | (2)         | 19.15% | 18.02% | -1.14%    |
|               | Total  | 18       | 14       | (4)         | 12.07% | 11.28% | -0.79%    |
|               |        |          |          |             |        |        |           |
| VIJAYAWADA-01 | GDV1   |          | 2        | 2           | #Error | 13.85% | #Error    |
|               | NRT1   | 2        | 2        |             | 17.58% | 21.31% | 3.73%     |
|               | OGL1   | 1        | 2        | 1           | 3.09%  | 11.02% | 7.93%     |
|               | BPP1   |          | 1        | 1           | #Error | 12.73% | #Error    |
|               | ELU1   | 2        | 1        | (1)         | 15.98% | 11.45% | -4.53%    |
|               | PAP1   | 1        | 1        |             | 13.25% | -2.17% | -15.42%   |
|               | PPM1   | 1        | 1        |             | 3.54%  | 6.73%  | 3.19%     |
|               | TDD1   |          | 1        | 1           | #Error | 17.79% | #Error    |
|               | VJW4   |          | 1        | 1           | #Error | 17.47% | #Error    |
|               | VKN1   | 1        | 1        |             | 15.34% | -2.82% | -18.16%   |
|               | AMP1   |          |          |             | #Error | #Error | #Error    |
|               | BVR1   | 6        |          | (6)         | 5.25%  | #Error | #Error    |
|               | CKT1   |          |          |             | #Error | #Error | #Error    |
|               | CRL1   | 1        |          | (1)         | 0.75%  | #Error | #Error    |
|               | DPE1   | 1        |          | (1)         | 6.73%  | #Error | #Error    |
|               | GNT1   | 1        |          | (1)         | 6.89%  | #Error | #Error    |
|               | GNT2   | 1        |          | (1)         | 13.43% | #Error | #Error    |
|               | GVM1   |          |          |             | #Error | #Error | #Error    |
|               | JGG1   | 1        |          | (1)         | 10.21% | #Error | #Error    |
|               | JPT1   | 2        |          | (2)         | 13.98% | #Error | #Error    |
|               | KDR1   |          |          |             | #Error | #Error | #Error    |
|               | KND1   |          |          |             | #Error | #Error | #Error    |
|               | MTM1   |          |          |             | #Error | #Error | #Error    |
|               | PNR1   | 1        |          | (1)         | 12.11% | #Error | #Error    |
|               | PRL1   | 1        |          | (1)         | -2.61% | #Error | #Error    |
|               | RAL1   | 1        |          | (1)         | 9.34%  | #Error | #Error    |
|               | RMV1   |          |          |             | #Error | #Error | #Error    |
|               | TEL1   | 2        |          | (2)         | 10.59% | #Error | #Error    |
|               | TNK1   | 1        |          | (1)         | 11.95% | #Error | #Error    |
|               | TVU1   |          |          |             | #Error | #Error | #Error    |
|               | VJW1   | 2        |          | (2)         | 5.98%  | #Error | #Error    |
|               | VJW2   |          |          |             | #Error | #Error | #Error    |
|               | VJW3   |          |          |             | #Error | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | VJW5   | 1        |          | (1)         | 14.24% | #Error | #Error    |
|               | VUY1   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 30       | 13       | (17)        | 9.30%  | 12.83% | 3.54%     |
| WEST-02       |        |          |          |             |        |        |           |
|               | TRM1   |          | 3        | 3           | #Error | 12.56% | #Error    |
|               | APN1   |          | 2        | 2           | #Error | 3.37%  | #Error    |
|               | ERD2   | 2        | 2        |             | 13.09% | 19.19% | 6.10%     |
|               | SLM1   | 2        | 2        |             | 14.86% | 13.16% | -1.69%    |
|               | KVP1   | 2        | 1        | (1)         | 8.04%  | 22.50% | 14.46%    |
|               | PMP1   | 1        | 1        |             | 15.98% | 6.41%  | -9.57%    |
|               | SLM3   | 2        | 1        | (1)         | 11.79% | 12.16% | 0.36%     |
|               | ATU1   |          |          |             | #Error | #Error | #Error    |
|               | BMD1   |          |          |             | #Error | #Error | #Error    |
|               | CMI1   |          |          |             | #Error | #Error | #Error    |
|               | DPR1   | 2        |          | (2)         | 8.42%  | #Error | #Error    |
|               | DPR2   | 1        |          | (1)         | 5.89%  | #Error | #Error    |
|               | EDP1   | 1        |          | (1)         | 19.01% | #Error | #Error    |
|               | EPI1   | 1        |          | (1)         | 13.34% | #Error | #Error    |
|               | HRR1   |          |          |             | #Error | #Error | #Error    |
|               | HSR1   | 1        |          | (1)         | 2.28%  | #Error | #Error    |
|               | HSR2   | 1        |          | (1)         | 6.37%  | #Error | #Error    |
|               | KMM1   |          |          |             | #Error | #Error | #Error    |
|               | KRI1   | 1        |          | (1)         | 12.84% | -3.77% | -16.61%   |
|               | MCR1   | 2        |          | (2)         | 17.46% | #Error | #Error    |
|               | MTR1   |          |          |             | #Error | #Error | #Error    |
|               | NKL2   | (1)      |          | 1           | 10.39% | 7.70%  | -2.69%    |
|               | OML1   | 1        |          | (1)         | 19.69% | #Error | #Error    |
|               | PDR1   | 1        |          | (1)         | 13.34% | #Error | #Error    |
|               | PLC1   | 2        |          | (2)         | 11.02% | #Error | #Error    |
|               | RSP1   | 1        |          | (1)         | 13.07% | #Error | #Error    |
|               | SGG1   |          |          |             | #Error | #Error | #Error    |
|               | SGI1   | 1        |          | (1)         | 14.88% | #Error | #Error    |
|               | TCG1   | 1        |          | (1)         | 2.99%  | #Error | #Error    |
|               | VKL1   | 3        |          | (3)         | 16.73% | #Error | #Error    |
|               | VPD1   | 2        |          | (2)         | 17.33% | #Error | #Error    |
|               | ERD1   | 2        | (2)      | (4)         | 13.05% | 13.41% | 0.35%     |
|               | SLM2   | 2        | (2)      | (4)         | 19.74% | 16.93% | -2.82%    |
|               | Total  | 34       | 8        | (26)        | 12.12% | 12.37% | 0.25%     |
| KL-SOUTH      |        |          |          |             |        |        |           |
|               | TVP1   | 6        | 3        | (3)         | 16.56% | 11.02% | -5.54%    |
|               | PAS1   |          | 1        | 1           | #Error | 12.51% | #Error    |
|               | KLR1   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 6        | 4        | (2)         | 16.56% | 11.35% | -5.21%    |
|               | Total  | 412      | 304      | (108)       | 12.43% | 11.97% | -0.46%    |