



# Wash-Mac - Daily Sales Performance As on 19-11-2025 11:25:48 PM

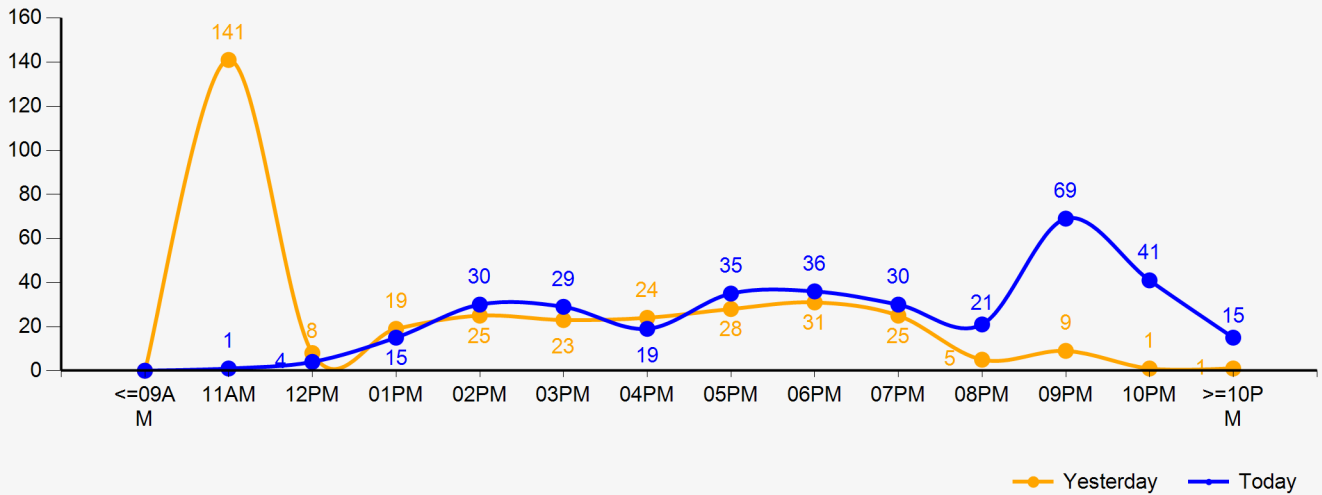
YD Sales : 340

YD GP%: 11.28%

TD Sales : 345

TD GP%: 12.10%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01    | 31       | 68       | 37          | 11.90% | 12.61% | 0.71%     |
| SOUTH-03      | 48       | 63       | 15          | 10.00% | 12.16% | 2.16%     |
| CHENNAI-02    | 25       | 53       | 28          | 13.02% | 14.97% | 1.95%     |
| WEST-01       | 45       | 40       | (5)         | 12.10% | 12.15% | 0.05%     |
| WEST-02       | 32       | 36       | 4           | 11.64% | 12.39% | 0.74%     |
| TIRUPATI-01   | 22       | 25       | 3           | 7.11%  | 9.06%  | 1.94%     |
| SOUTH-01      | 51       | 20       | (31)        | 11.89% | 11.08% | -0.80%    |
| VIJAYAWADA-01 | 16       | 15       | (1)         | 7.27%  | 5.41%  | -1.86%    |
| SOUTH ARCOT   | 15       | 10       | (5)         | 13.91% | 12.82% | -1.09%    |
| NORTH ARCOT   | 21       | 8        | (13)        | 12.42% | 11.11% | -1.30%    |
| TRICHY-01     | 34       | 6        | (28)        | 11.28% | 10.58% | -0.70%    |
| KL-SOUTH      |          | 1        | 1           | #Error | 10.63% | #Error    |
| Total         | 340      | 345      | 5           | 11.28% | 12.10% | 0.82%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | WHC3   |          | 14       | 14          | #Error | 1.89%  | #Error    |
|            | CH16   | 3        | 7        | 4           | 11.11% | 12.99% | 1.88%     |
|            | CH05   | 2        | 6        | 4           | 4.14%  | 11.91% | 7.78%     |
|            | CH42   | 2        | 6        | 4           | 12.93% | 12.51% | -0.42%    |
|            | GUD1   |          | 5        | 5           | #Error | 18.92% | #Error    |
|            | AVD1   | 1        | 4        | 3           | 19.22% | 11.49% | -7.73%    |
|            | CH14   | 1        | 4        | 3           | 10.69% | 14.22% | 3.54%     |
|            | SKL1   | 1        | 4        | 3           | 3.93%  | 16.12% | 12.19%    |
|            | CH45   | 2        | 3        | 1           | 13.34% | 17.54% | 4.20%     |
|            | CH48   |          | 3        | 3           | #Error | 15.71% | #Error    |
|            | CH08   | 2        | 2        |             | 11.44% | 16.71% | 5.27%     |
|            | CH22   |          | 2        | 2           | #Error | 16.35% | #Error    |
|            | CGL1   | 1        | 1        |             | 15.79% | 20.77% | 4.98%     |
|            | CH07   | 2        | 1        | (1)         | 12.35% | 14.50% | 2.16%     |
|            | CH11   | 2        | 1        | (1)         | 11.77% | 8.78%  | -2.99%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | CH19   | 1        | 1        |             | 19.91% | 15.98% | -3.93%    |
|            | CH26   |          | 1        | 1           | #Error | 13.59% | #Error    |
|            | CH28   | 1        | 1        |             | 15.57% | 21.27% | 5.70%     |
|            | CH38   | 2        | 1        | (1)         | 18.68% | 11.96% | -6.72%    |
|            | GUD2   | 1        | 1        |             | 19.92% | 6.09%  | -13.82%   |
|            | KNR1   |          | 1        | 1           | #Error | 16.17% | #Error    |
|            | CH29   |          |          |             | #Error | #Error | #Error    |
|            | CH30   | 1        |          | (1)         | 17.98% | #Error | #Error    |
|            | CH35   |          |          |             | #Error | #Error | #Error    |
|            | CH37   |          |          |             | #Error | #Error | #Error    |
|            | CH39   | 2        |          | (2)         | 10.94% | 80.00% | 69.06%    |
|            | CH40   |          |          |             | #Error | #Error | #Error    |
|            | CZWH   | 3        |          | (3)         | -4.41% | #Error | #Error    |
|            | MC02   |          |          |             | #Error | #Error | #Error    |
|            | MC09   |          |          |             | #Error | #Error | #Error    |
|            | MC10   |          |          |             | #Error | #Error | #Error    |
|            | MRM1   | 1        |          | (1)         | 18.00% | 22.18% | 4.18%     |
|            | TKM1   |          |          |             | #Error | #Error | #Error    |
|            | WCHN   |          | (1)      | (1)         | #Error | 14.43% | #Error    |
|            | Total  | 31       | 68       | 37          | 11.90% | 12.61% | 0.71%     |
|            |        |          |          |             |        |        |           |
| SOUTH-03   | DGL1   | 3        | 9        | 6           | 11.22% | 14.13% | 2.92%     |
|            | MDU2   | 5        | 8        | 3           | 11.04% | 10.96% | -0.08%    |
|            | MDU1   | 5        | 6        | 1           | 6.91%  | 11.19% | 4.27%     |
|            | TMM1   | 2        | 6        | 4           | 9.13%  | 9.44%  | 0.31%     |
|            | TPT1   | 3        | 5        | 2           | 16.73% | 17.34% | 0.60%     |
|            | SVG1   | 1        | 4        | 3           | 15.88% | 10.54% | -5.33%    |
|            | MNM1   |          | 3        | 3           | #Error | 15.11% | #Error    |
|            | CBM1   | 2        | 2        |             | 12.01% | 7.65%  | -4.36%    |
|            | DKI1   |          | 2        | 2           | #Error | 19.80% | #Error    |
|            | KKD3   | 2        | 2        |             | 8.56%  | 11.46% | 2.90%     |
|            | MDU5   | 2        | 2        |             | 8.95%  | 10.08% | 1.13%     |
|            | MDU6   | 1        | 2        | 1           | 11.35% | 7.23%  | -4.12%    |
|            | ODM1   | 1        | 2        | 1           | 8.16%  | 9.07%  | 0.91%     |
|            | PVI1   | 1        | 2        | 1           | 19.01% | 5.12%  | -13.88%   |
|            | SGP1   |          | 2        | 2           | #Error | 12.70% | #Error    |
|            | ATG1   | 1        | 1        |             | 16.42% | 13.54% | -2.88%    |
|            | CMR1   |          | 1        | 1           | #Error | 4.60%  | #Error    |
|            | DGL2   | 1        | 1        |             | 10.22% | 12.04% | 1.82%     |
|            | MDU3   | 3        | 1        | (2)         | 4.68%  | 7.43%  | 2.75%     |
|            | MLR1   | 1        | 1        |             | 11.76% | 12.18% | 0.42%     |
|            | USL1   | 1        | 1        |             | 6.91%  | 19.74% | 12.83%    |
|            | ADP1   |          |          |             | #Error | #Error | #Error    |
|            | BNR1   | 1        |          | (1)         | 10.30% | #Error | #Error    |
|            | BTU1   | 1        |          | (1)         | 4.34%  | #Error | #Error    |
|            | KPT1   |          |          |             | #Error | #Error | #Error    |
|            | KRR1   |          |          |             | #Error | #Error | #Error    |
|            | KYK1   | 1        |          | (1)         | 12.77% | -0.44% | -13.22%   |
|            | MDU4   | 2        |          | (2)         | 12.21% | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | MPA1   | 2        |          | (2)         | 9.95%  | #Error | #Error    |
|            | NKI1   |          |          |             | #Error | #Error | #Error    |
|            | NTM1   | 1        |          | (1)         | 6.80%  | #Error | #Error    |
|            | PKM1   | 1        |          | (1)         | 11.95% | #Error | #Error    |
|            | PNI1   |          |          |             | #Error | #Error | #Error    |
|            | PNV2   | 1        |          | (1)         | 3.93%  | #Error | #Error    |
|            | TDI1   |          |          |             | #Error | #Error | #Error    |
|            | TEN1   | 2        |          | (2)         | 5.79%  | #Error | #Error    |
|            | TEN2   | 1        |          | (1)         | 11.93% | #Error | #Error    |
|            | Total  | 48       | 63       | 15          | 10.00% | 12.16% | 2.16%     |
| CHENNAI-02 | CH03   | 2        | 7        | 5           | 5.90%  | 13.91% | 8.01%     |
|            | CH33   | 2        | 5        | 3           | 16.08% | 19.17% | 3.09%     |
|            | CH41   |          | 5        | 5           | #Error | 16.51% | #Error    |
|            | CH15   | 4        | 4        |             | 9.42%  | 13.13% | 3.70%     |
|            | CH18   | 2        | 4        | 2           | 15.67% | 19.86% | 4.18%     |
|            | CH21   | 2        | 4        | 2           | 12.66% | 12.00% | -0.66%    |
|            | CH34   |          | 3        | 3           | #Error | 12.48% | #Error    |
|            | MJR1   | 2        | 3        | 1           | 16.69% | 17.31% | 0.62%     |
|            | CH09   |          | 2        | 2           | #Error | 11.56% | #Error    |
|            | CH12   |          | 2        | 2           | #Error | 15.48% | #Error    |
|            | CH17   |          | 2        | 2           | #Error | 15.80% | #Error    |
|            | CH24   | 4        | 2        | (2)         | 15.84% | 12.65% | -3.19%    |
|            | CH36   |          | 2        | 2           | #Error | 13.56% | #Error    |
|            | UKI1   |          | 2        | 2           | #Error | 12.73% | #Error    |
|            | CH06   | 1        | 1        |             | 17.91% | 14.41% | -3.50%    |
|            | CH43   | (1)      | 1        | 2           | 17.91% | 19.71% | 1.81%     |
|            | CH46   | 1        | 1        |             | 19.03% | 12.17% | -6.86%    |
|            | GPD1   | 2        | 1        | (1)         | 11.09% | 8.45%  | -2.63%    |
|            | MC06   |          | 1        | 1           | #Error | 8.33%  | #Error    |
|            | PON1   | 1        | 1        |             | 14.33% | 21.27% | 6.94%     |
|            | CH01   |          |          |             | #Error | #Error | #Error    |
|            | CH20   |          |          |             | #Error | #Error | #Error    |
|            | CH23   |          |          |             | #Error | #Error | #Error    |
|            | CH27   | 1        |          | (1)         | 8.56%  | #Error | #Error    |
|            | CH31   | 1        |          | (1)         | 12.98% | #Error | #Error    |
|            | CH32   |          |          |             | #Error | #Error | #Error    |
|            | CH44   | 1        |          | (1)         | 20.92% | #Error | #Error    |
|            | MC05   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 25       | 53       | 28          | 13.02% | 14.97% | 1.95%     |
| WEST-01    | AVI1   | 1        | 4        | 3           | 4.48%  | 8.66%  | 4.18%     |
|            | CBE2   | 4        | 4        |             | 7.39%  | 12.68% | 5.29%     |
|            | KGM1   |          | 4        | 4           | #Error | 10.90% | #Error    |
|            | KGI1   |          | 3        | 3           | #Error | 10.82% | #Error    |
|            | CBE3   | 1        | 2        | 1           | 11.08% | 15.36% | 4.28%     |
|            | KMD1   | 1        | 2        | 1           | 16.05% | 14.12% | -1.93%    |
|            | PDM1   | 1        | 2        | 1           | 15.88% | 13.00% | -2.88%    |
|            | PLI1   | 1        | 2        | 1           | 11.16% | 8.33%  | -2.84%    |
|            | SNR1   | 2        | 2        |             | 17.09% | 18.96% | 1.88%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| WEST-01    | SUL1   |          | 2        | 2           | #Error  | 13.38% | #Error    |
|            | TPR2   | 5        | 2        | (3)         | 7.75%   | 9.25%  | 1.50%     |
|            | UMP1   | 4        | 2        | (2)         | 17.78%  | 11.24% | -6.54%    |
|            | CBE1   | 2        | 1        | (1)         | 8.93%   | 9.00%  | 0.07%     |
|            | CBE4   | 5        | 1        | (4)         | 14.38%  | 15.29% | 0.91%     |
|            | CBE5   |          | 1        | 1           | #Error  | 19.29% | #Error    |
|            | CBE6   | 2        | 1        | (1)         | 12.40%  | 16.68% | 4.28%     |
|            | CNR1   |          | 1        | 1           | #Error  | 23.50% | #Error    |
|            | GBM1   | 1        | 1        |             | 9.67%   | 10.10% | 0.43%     |
|            | KMR1   | 3        | 1        | (2)         | 13.00%  | 7.42%  | -5.58%    |
|            | TPR4   | 1        | 1        |             | 13.70%  | 15.33% | 1.63%     |
|            | UAM1   | 2        | 1        | (1)         | 14.34%  | 16.05% | 1.71%     |
|            | ANR1   |          |          |             | #Error  | 5.62%  | #Error    |
|            | DPM2   | 2        |          | (2)         | 8.77%   | #Error | #Error    |
|            | GDR1   |          |          |             | #Error  | #Error | #Error    |
|            | MPM1   | 2        |          | (2)         | 11.15%  | #Error | #Error    |
|            | PPI1   | 2        |          | (2)         | 17.88%  | #Error | #Error    |
|            | SYM2   | 1        |          | (1)         | 12.11%  | #Error | #Error    |
|            | TPR1   | 1        |          | (1)         | 5.61%   | #Error | #Error    |
|            | TPR3   | 1        |          | (1)         | 19.91%  | #Error | #Error    |
|            | Total  | 45       | 40       | (5)         | 12.10%  | 12.15% | 0.05%     |
| WEST-02    |        |          |          |             |         |        |           |
|            | ERD2   | 3        | 6        | 3           | 13.96%  | 13.99% | 0.04%     |
|            | ATU1   | 1        | 3        | 2           | 9.34%   | 9.82%  | 0.47%     |
|            | EPI1   |          | 3        | 3           | #Error  | 12.21% | #Error    |
|            | ERD1   | 4        | 3        | (1)         | 10.98%  | 10.18% | -0.80%    |
|            | MCR1   |          | 3        | 3           | #Error  | 5.97%  | #Error    |
|            | CMI1   | 1        | 2        | 1           | 12.76%  | 19.59% | 6.83%     |
|            | KRI1   | 3        | 2        | (1)         | 13.03%  | 13.13% | 0.09%     |
|            | MTR1   | 3        | 2        | (1)         | 12.01%  | 18.42% | 6.41%     |
|            | NKL2   | 3        | 2        | (1)         | 15.73%  | 9.43%  | -6.30%    |
|            | TRM1   |          | 2        | 2           | #Error  | 13.44% | #Error    |
|            | APN1   |          | 1        | 1           | #Error  | 15.88% | #Error    |
|            | DPR1   |          | 1        | 1           | #Error  | 2.82%  | #Error    |
|            | HRR1   |          | 1        | 1           | #Error  | 17.98% | #Error    |
|            | HSR2   | 2        | 1        | (1)         | 13.48%  | 18.45% | 4.97%     |
|            | PLC1   | 1        | 1        |             | 14.19%  | 8.99%  | -5.20%    |
|            | RSP1   |          | 1        | 1           | #Error  | 14.33% | #Error    |
|            | SLM1   | 1        | 1        |             | 18.46%  | 11.21% | -7.25%    |
|            | SLM3   |          | 1        | 1           | 100.00% | 13.42% | -86.58%   |
|            | BMD1   |          |          |             | #Error  | #Error | #Error    |
|            | DPR2   |          |          |             | #Error  | #Error | #Error    |
|            | EDP1   | 1        |          | (1)         | -1.37%  | #Error | #Error    |
|            | HSR1   | 3        |          | (3)         | 3.18%   | #Error | #Error    |
|            | KMM1   |          |          |             | #Error  | #Error | #Error    |
|            | KVP1   |          |          |             | #Error  | #Error | #Error    |
|            | OML1   | 1        |          | (1)         | 17.08%  | #Error | #Error    |
|            | PDR1   |          |          |             | #Error  | #Error | #Error    |
|            | PMP1   |          |          |             | #Error  | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| WEST-02     | SGG1   |          |          |             | #Error  | #Error | #Error    |
|             | SGI1   | 1        |          | (1)         | 14.68%  | #Error | #Error    |
|             | SLM2   |          |          |             | #Error  | #Error | #Error    |
|             | TCG1   | 2        |          | (2)         | 7.02%   | #Error | #Error    |
|             | VKL1   | 1        |          | (1)         | 15.89%  | #Error | #Error    |
|             | VPD1   | 1        |          | (1)         | 17.33%  | #Error | #Error    |
|             | Total  | 32       | 36       | 4           | 11.64%  | 12.39% | 0.74%     |
| TIRUPATI-01 |        |          |          |             |         |        |           |
|             | ATP1   | 3        | 4        | 1           | 7.29%   | 7.44%  | 0.15%     |
|             | TPY2   | 2        | 4        | 2           | 2.88%   | 7.55%  | 4.66%     |
|             | TPSD   |          | 3        | 3           | #Error  | 18.26% | #Error    |
|             | DHN1   | 1        | 2        | 1           | 6.84%   | 12.08% | 5.25%     |
|             | NLR1   |          | 2        | 2           | #Error  | 3.52%  | #Error    |
|             | CTO1   | 2        | 1        | (1)         | 2.06%   | 14.67% | 12.61%    |
|             | KDA1   |          | 1        | 1           | #Error  | 6.71%  | #Error    |
|             | KHT1   |          | 1        | 1           | #Error  | 2.64%  | #Error    |
|             | NDL1   | 1        | 1        |             | 20.20%  | 8.04%  | -12.17%   |
|             | NYP1   |          | 1        | 1           | #Error  | 12.22% | #Error    |
|             | PIL1   |          | 1        | 1           | 100.00% | 11.78% | -88.22%   |
|             | PMR1   |          | 1        | 1           | #Error  | 6.14%  | #Error    |
|             | RJP1   |          | 1        | 1           | #Error  | 7.51%  | #Error    |
|             | TPY1   |          | 1        | 1           | #Error  | 7.15%  | #Error    |
|             | VKI1   |          | 1        | 1           | #Error  | 0.49%  | #Error    |
|             | ADI1   |          |          |             | #Error  | #Error | #Error    |
|             | BVL1   |          |          |             | #Error  | #Error | #Error    |
|             | GTL1   | 1        |          | (1)         | 11.76%  | #Error | #Error    |
|             | KNL1   | 2        |          | (2)         | 17.72%  | #Error | #Error    |
|             | KNL2   |          |          |             | #Error  | #Error | #Error    |
|             | KOU1   | 2        |          | (2)         | 1.90%   | #Error | #Error    |
|             | KVL1   |          |          |             | #Error  | #Error | #Error    |
|             | MPL1   | 1        |          | (1)         | 8.99%   | #Error | #Error    |
|             | PDT1   | 5        |          | (5)         | 7.30%   | #Error | #Error    |
|             | PGR1   |          |          |             | #Error  | #Error | #Error    |
|             | PUT1   | 1        |          | (1)         | 11.09%  | #Error | #Error    |
|             | RCY1   |          |          |             | #Error  | #Error | #Error    |
|             | SPE1   |          |          |             | #Error  | #Error | #Error    |
|             | TPI1   | 1        |          | (1)         | 4.22%   | #Error | #Error    |
|             | Total  | 22       | 25       | 3           | 7.11%   | 9.06%  | 1.94%     |
| SOUTH-01    |        |          |          |             |         |        |           |
|             | TUT1   | 9        | 4        | (5)         | 12.05%  | 14.26% | 2.22%     |
|             | TVL1   | 6        | 4        | (2)         | 10.32%  | 11.08% | 0.76%     |
|             | PKD1   |          | 3        | 3           | #Error  | 11.55% | #Error    |
|             | RPM1   | 1        | 2        | 1           | 12.04%  | 11.79% | -0.25%    |
|             | RND1   | 3        | 1        | (2)         | 8.98%   | 15.11% | 6.14%     |
|             | SDI1   | 2        | 1        | (1)         | 6.06%   | -8.11% | -14.16%   |
|             | SNL1   |          | 1        | 1           | #Error  | 9.59%  | #Error    |
|             | STU2   |          | 1        | 1           | #Error  | 5.12%  | #Error    |
|             | SVK1   | 2        | 1        | (1)         | 7.01%   | 16.05% | 9.04%     |
|             | TCN1   | 2        | 1        | (1)         | 11.91%  | 10.80% | -1.11%    |
|             | VNR2   | 4        | 1        | (3)         | 9.53%   | 10.50% | 0.97%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01      | APK1   |          |          |             | #Error | #Error | #Error    |
|               | APK2   |          |          |             | #Error | #Error | #Error    |
|               | ARM1   |          |          |             | #Error | #Error | #Error    |
|               | ASM1   | 1        |          | (1)         | 18.15% | #Error | #Error    |
|               | COL1   |          |          |             | #Error | #Error | #Error    |
|               | ERL2   |          |          |             | #Error | #Error | #Error    |
|               | KGL1   |          |          |             | #Error | #Error | #Error    |
|               | KSM1   |          |          |             | #Error | #Error | #Error    |
|               | KVT1   | 4        |          | (4)         | 14.97% | #Error | #Error    |
|               | KYR1   |          |          |             | #Error | #Error | #Error    |
|               | MAR1   | 1        |          | (1)         | 12.74% | #Error | #Error    |
|               | MMT1   | 1        |          | (1)         | 17.36% | #Error | #Error    |
|               | NGR1   | 3        |          | (3)         | 9.79%  | #Error | #Error    |
|               | PDI1   | 1        |          | (1)         | 19.52% | #Error | #Error    |
|               | SGT1   |          |          |             | #Error | #Error | #Error    |
|               | SKD1   | 2        |          | (2)         | 13.17% | #Error | #Error    |
|               | TKS1   | 1        |          | (1)         | 14.64% | #Error | #Error    |
|               | TKS2   | 4        |          | (4)         | 12.59% | #Error | #Error    |
|               | TKY1   |          |          |             | #Error | #Error | #Error    |
|               | TUT2   | 2        |          | (2)         | 10.06% | #Error | #Error    |
|               | TVL2   |          |          |             | #Error | #Error | #Error    |
|               | TYI1   | 1        |          | (1)         | 12.02% | #Error | #Error    |
|               | UDN1   |          |          |             | #Error | #Error | #Error    |
|               | VKM1   |          |          |             | #Error | #Error | #Error    |
|               | VLY1   | 1        |          | (1)         | 17.10% | #Error | #Error    |
|               | VNR1   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 51       | 20       | (31)        | 11.89% | 11.08% | -0.80%    |
| VIJAYAWADA-01 |        |          |          |             |        |        |           |
|               | BVR1   | 1        | 2        | 1           | 2.02%  | -4.97% | -6.98%    |
|               | CRL1   |          | 2        | 2           | #Error | 12.53% | #Error    |
|               | DPE1   | 1        | 1        |             | 8.18%  | 4.71%  | -3.47%    |
|               | JGG1   |          | 1        | 1           | #Error | 7.31%  | #Error    |
|               | KDR1   |          | 1        | 1           | #Error | -4.38% | #Error    |
|               | KND1   | 1        | 1        |             | -1.50% | 5.26%  | 6.76%     |
|               | NPR1   | 3        | 1        | (2)         | 6.72%  | 3.84%  | -2.88%    |
|               | OGL1   |          | 1        | 1           | #Error | 12.03% | #Error    |
|               | PPM1   |          | 1        | 1           | #Error | 10.21% | #Error    |
|               | PRL1   |          | 1        | 1           | #Error | 12.07% | #Error    |
|               | TEL1   |          | 1        | 1           | #Error | 8.45%  | #Error    |
|               | TNK1   | 1        | 1        |             | 9.07%  | 9.39%  | 0.32%     |
|               | VJW3   | 1        | 1        |             | 11.95% | 4.33%  | -7.62%    |
|               | AMP1   |          |          |             | #Error | #Error | #Error    |
|               | BPP1   |          |          |             | #Error | #Error | #Error    |
|               | CKT1   | 1        |          | (1)         | 11.97% | #Error | #Error    |
|               | ELU1   |          |          |             | #Error | #Error | #Error    |
|               | GDV1   |          |          |             | #Error | #Error | #Error    |
|               | GNT1   | 1        |          | (1)         | -4.35% | #Error | #Error    |
|               | GNT2   |          |          |             | #Error | #Error | #Error    |
|               | GVM1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | JPT1   |          |          |             | #Error | #Error | #Error    |
|               | MTM1   |          |          |             | #Error | #Error | #Error    |
|               | NRT1   |          |          |             | #Error | #Error | #Error    |
|               | PAP1   |          |          |             | #Error | #Error | #Error    |
|               | PNR1   |          |          |             | #Error | #Error | #Error    |
|               | RAL1   |          |          |             | #Error | #Error | #Error    |
|               | RMV1   |          |          |             | #Error | #Error | #Error    |
|               | TDD1   | 1        |          | (1)         | 4.51%  | #Error | #Error    |
|               | TNI1   | 1        |          | (1)         | 12.59% | #Error | #Error    |
|               | TVU1   | 2        |          | (2)         | 8.93%  | #Error | #Error    |
|               | VJW1   |          |          |             | #Error | #Error | #Error    |
|               | VJW2   |          |          |             | #Error | #Error | #Error    |
|               | VJW4   |          |          |             | #Error | #Error | #Error    |
|               | VJW5   |          |          |             | #Error | #Error | #Error    |
|               | VKN1   | 1        |          | (1)         | 10.49% | #Error | #Error    |
|               | VUY1   | 1        |          | (1)         | 8.69%  | #Error | #Error    |
|               | Total  | 16       | 15       | (1)         | 7.27%  | 5.41%  | -1.86%    |
|               |        |          |          |             |        |        |           |
| SOUTH ARCOT   | POY1   |          | 4        | 4           | #Error | 14.21% | #Error    |
|               | POY2   |          | 3        | 3           | #Error | 17.61% | #Error    |
|               | KLM1   |          | 1        | 1           | #Error | 10.88% | #Error    |
|               | KML1   |          | 1        | 1           | #Error | 11.01% | #Error    |
|               | SJI2   | 2        | 1        | (1)         | 16.01% | -4.38% | -20.39%   |
|               | CDM1   | 2        |          | (2)         | 18.80% | #Error | #Error    |
|               | CUD1   | 2        |          | (2)         | 13.67% | #Error | #Error    |
|               | KKI2   | 3        |          | (3)         | 11.46% | #Error | #Error    |
|               | MKM1   |          |          |             | #Error | #Error | #Error    |
|               | NVL2   | 1        |          | (1)         | 11.93% | #Error | #Error    |
|               | PRT1   | 2        |          | (2)         | 15.10% | #Error | #Error    |
|               | STP1   |          |          |             | #Error | #Error | #Error    |
|               | TDM1   |          |          |             | #Error | #Error | #Error    |
|               | TRK1   |          |          |             | #Error | #Error | #Error    |
|               | TVM1   |          |          |             | #Error | #Error | #Error    |
|               | TVM2   | 1        |          | (1)         | 13.49% | #Error | #Error    |
|               | ULP1   |          |          |             | #Error | #Error | #Error    |
|               | VCM1   | 1        |          | (1)         | 8.95%  | #Error | #Error    |
|               | VPM1   |          |          |             | #Error | #Error | #Error    |
|               | VPM2   | 1        |          | (1)         | 12.39% | #Error | #Error    |
|               | Total  | 15       | 10       | (5)         | 13.91% | 12.82% | -1.09%    |
|               |        |          |          |             |        |        |           |
| NORTH ARCOT   | TRL1   |          | 3        | 3           | #Error | 8.66%  | #Error    |
|               | TRR1   |          | 2        | 2           | #Error | 16.74% | #Error    |
|               | KPM1   |          | 1        | 1           | #Error | 10.44% | #Error    |
|               | KPM2   | 2        | 1        | (1)         | 14.14% | 9.41%  | -4.74%    |
|               | VEL2   | 1        | 1        |             | 5.09%  | 8.69%  | 3.60%     |
|               | ABR1   | 2        |          | (2)         | 13.15% | #Error | #Error    |
|               | AKM1   |          |          |             | #Error | #Error | #Error    |
|               | ANI1   |          |          |             | #Error | #Error | #Error    |
|               | ARC2   |          |          |             | #Error | #Error | #Error    |
|               | BGR1   | 3        |          | (3)         | 15.81% | #Error | #Error    |
|               |        |          |          |             |        |        |           |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | CGM1   | 1        |          | (1)         | 11.62% | #Error | #Error    |
|             | CPT1   |          |          |             | #Error | #Error | #Error    |
|             | CYR1   | 1        |          | (1)         | 12.57% | #Error | #Error    |
|             | GDM1   | 1        |          | (1)         | 12.10% | #Error | #Error    |
|             | PLR1   | 1        |          | (1)         | 19.48% | #Error | #Error    |
|             | PTU1   | 1        |          | (1)         | 5.20%  | #Error | #Error    |
|             | SBR1   | 1        |          | (1)         | 10.10% | #Error | #Error    |
|             | SLG1   |          |          |             | #Error | #Error | #Error    |
|             | TRT1   |          |          |             | #Error | #Error | #Error    |
|             | UGI1   |          |          |             | #Error | #Error | #Error    |
|             | VEL1   | 3        |          | (3)         | 12.24% | #Error | #Error    |
|             | VNB1   | 1        |          | (1)         | 8.08%  | #Error | #Error    |
|             | VSI1   | 1        |          | (1)         | 18.45% | #Error | #Error    |
|             | WJD1   | 2        |          | (2)         | 7.20%  | #Error | #Error    |
|             | WJP1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 21       | 8        | (13)        | 12.42% | 11.11% | -1.30%    |
|             |        |          |          |             |        |        |           |
| TRICHY-01   | MVM1   | 1        | 1        |             | 13.55% | 10.46% | -3.09%    |
|             | PBR2   | 2        | 1        | (1)         | 12.22% | 10.41% | -1.82%    |
|             | TNJ1   | 3        | 1        | (2)         | 15.90% | 10.07% | -5.83%    |
|             | TRY1   | 9        | 1        | (8)         | 7.82%  | 12.16% | 4.35%     |
|             | TRY3   | 1        | 1        |             | 18.87% | 7.50%  | -11.38%   |
|             | TTP1   | 1        | 1        |             | 15.97% | 15.77% | -0.21%    |
|             | APM1   |          |          |             | #Error | #Error | #Error    |
|             | AYR1   | 1        |          | (1)         | 21.26% | #Error | #Error    |
|             | JKM1   |          |          |             | #Error | #Error | #Error    |
|             | KIK1   | 1        |          | (1)         | 12.22% | #Error | #Error    |
|             | KRN1   | 1        |          | (1)         | -1.50% | #Error | #Error    |
|             | KUM1   | 3        |          | (3)         | 13.75% | #Error | #Error    |
|             | MDI1   |          |          |             | #Error | #Error | #Error    |
|             | MSI1   |          |          |             | #Error | #Error | #Error    |
|             | NCK1   |          |          |             | #Error | #Error | #Error    |
|             | NGT1   | 2        |          | (2)         | 8.33%  | #Error | #Error    |
|             | NMM1   |          |          |             | #Error | #Error | #Error    |
|             | ORU1   |          |          |             | #Error | #Error | #Error    |
|             | PBR1   | 1        |          | (1)         | 12.10% | #Error | #Error    |
|             | PDK1   | 1        |          | (1)         | 12.52% | #Error | #Error    |
|             | PTK1   |          |          |             | #Error | #Error | #Error    |
|             | TNJ2   | 2        |          | (2)         | 9.18%  | #Error | #Error    |
|             | TRY2   |          |          |             | #Error | #Error | #Error    |
|             | TRY4   | 3        |          | (3)         | 14.04% | #Error | #Error    |
|             | TVR1   |          |          |             | #Error | #Error | #Error    |
|             | TVR2   | 2        |          | (2)         | 8.61%  | #Error | #Error    |
|             | TYR1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 34       | 6        | (28)        | 11.28% | 10.58% | -0.70%    |
|             |        |          |          |             |        |        |           |
| KL-SOUTH    | TVP1   |          | 1        | 1           | #Error | 10.63% | #Error    |
|             | KLR1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| KL-SOUTH   | PAS1   |          |          |             | #Error | #Error | #Error    |
|            | Total  |          | 1        | 1           | #Error | 10.63% | #Error    |
|            | Total  | 340      | 345      | 5           | 11.28% | 12.10% | 0.82%     |