



# Wash-Mac - Daily Sales Performance As on 22-10-2025 11:25:20 PM

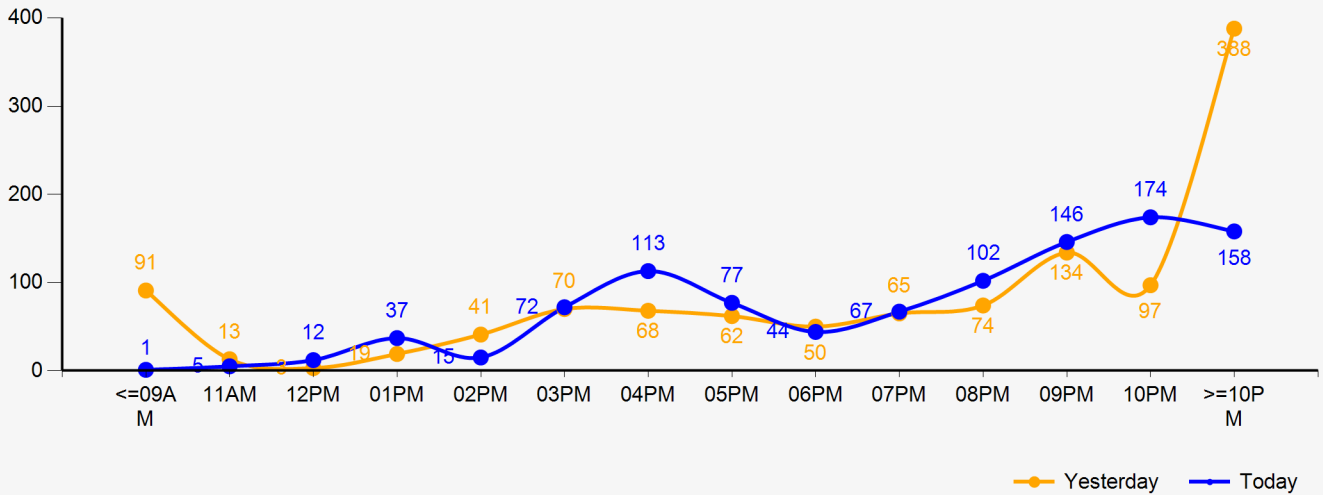
YD Sales : 1175

YD GP%: 9.72%

TD Sales : 1023

TD GP%: 10.22%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03      | 110      | 160      | 50          | 9.55%  | 10.13% | 0.58%     |
| WEST-02       | 206      | 145      | (61)        | 9.53%  | 10.06% | 0.53%     |
| SOUTH-01      | 195      | 141      | (54)        | 9.40%  | 10.47% | 1.07%     |
| WEST-01       | 173      | 119      | (54)        | 10.19% | 9.53%  | -0.66%    |
| TRICHY-01     | 55       | 98       | 43          | 10.42% | 10.95% | 0.53%     |
| CHENNAI-02    | 97       | 87       | (10)        | 12.39% | 12.95% | 0.55%     |
| CHENNAI-01    | 106      | 82       | (24)        | 10.90% | 10.75% | -0.15%    |
| NORTH ARCOT   | 65       | 66       | 1           | 11.13% | 10.67% | -0.46%    |
| TIRUPATI-01   | 72       | 51       | (21)        | 6.11%  | 6.49%  | 0.38%     |
| SOUTH ARCOT   | 49       | 42       | (7)         | 10.16% | 10.79% | 0.62%     |
| VIJAYAWADA-01 | 44       | 29       | (15)        | 5.39%  | 6.57%  | 1.18%     |
| KL-SOUTH      | 3        | 3        |             | 9.36%  | 10.71% | 1.35%     |
| Total         | 1175     | 1023     | (152)       | 9.72%  | 10.22% | 0.49%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | MDU1   | 6        | 24       | 18          | 12.22% | 10.30% | -1.92%    |
|            | DGL1   | 28       | 15       | (13)        | 8.96%  | 9.85%  | 0.89%     |
|            | MDU3   | 5        | 12       | 7           | 9.49%  | 7.89%  | -1.59%    |
|            | MDU2   | 3        | 9        | 6           | 7.41%  | 8.51%  | 1.10%     |
|            | BNR1   | 1        | 8        | 7           | 9.93%  | 8.75%  | -1.17%    |
|            | MPA1   | 2        | 7        | 5           | 10.52% | 10.83% | 0.31%     |
|            | KKD3   | 3        | 6        | 3           | 7.90%  | 16.23% | 8.32%     |
|            | CBM1   | 3        | 5        | 2           | 8.75%  | 9.62%  | 0.87%     |
|            | KYK1   | 1        | 5        | 4           | 11.98% | 10.06% | -1.92%    |
|            | SVG1   | 2        | 5        | 3           | 16.99% | 11.12% | -5.86%    |
|            | TEN2   | 8        | 5        | (3)         | 6.53%  | 5.25%  | -1.28%    |
|            | TPT1   |          | 5        | 5           | #Error | 13.00% | #Error    |
|            | DGL2   | 1        | 4        | 3           | 11.28% | 14.55% | 3.27%     |
|            | KRR1   | 2        | 4        | 2           | 9.10%  | 7.41%  | -1.69%    |
|            | MDU4   | 2        | 4        | 2           | 10.62% | 10.28% | -0.33%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | MDU5   |          | 4        | 4           | #Error | 15.20% | #Error    |
|            | MNM1   | 1        | 4        | 3           | 8.47%  | 11.57% | 3.09%     |
|            | TMM1   | 3        | 4        | 1           | 11.61% | 9.51%  | -2.10%    |
|            | USL1   | 2        | 4        | 2           | 6.34%  | 4.96%  | -1.39%    |
|            | BTU1   | 1        | 3        | 2           | 10.05% | 6.31%  | -3.74%    |
|            | DKI1   | 2        | 3        | 1           | 13.07% | 11.02% | -2.06%    |
|            | TEN1   |          | 3        | 3           | #Error | 8.73%  | #Error    |
|            | ATG1   | 3        | 2        | (1)         | 12.72% | 8.96%  | -3.76%    |
|            | MDU6   | 4        | 2        | (2)         | 9.92%  | 10.88% | 0.96%     |
|            | NKI1   | 4        | 2        | (2)         | 10.73% | 16.48% | 5.76%     |
|            | PKM1   | 2        | 2        |             | 8.42%  | 8.09%  | -0.32%    |
|            | ADP1   |          | 1        | 1           | #Error | 12.29% | #Error    |
|            | NTM1   | 4        | 1        | (3)         | 9.32%  | 11.28% | 1.97%     |
|            | ODM1   | 2        | 1        | (1)         | 1.14%  | 7.56%  | 6.42%     |
|            | PNI1   | 2        | 1        | (1)         | 1.75%  | 13.62% | 11.87%    |
|            | PNV1   | 2        | 1        | (1)         | 9.27%  | 8.34%  | -0.93%    |
|            | PVI1   | 4        | 1        | (3)         | 13.44% | 9.65%  | -3.78%    |
|            | SGP1   | 2        | 1        | (1)         | 10.69% | 10.35% | -0.34%    |
|            | SZSD   |          | 1        | 1           | #Error | 5.41%  | #Error    |
|            | TDI1   | 1        | 1        |             | 5.38%  | 9.25%  | 3.88%     |
|            | CMR1   |          |          |             | #Error | #Error | #Error    |
|            | KKD2   | 1        |          | (1)         | 16.40% | #Error | #Error    |
|            | KPT1   | 3        |          | (3)         | 10.54% | #Error | #Error    |
|            | MLR1   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 110      | 160      | 50          | 9.55%  | 10.13% | 0.58%     |
|            |        |          |          |             |        |        |           |
| WEST-02    | ERD2   | 28       | 21       | (7)         | 8.37%  | 10.78% | 2.41%     |
|            | RSP1   | 5        | 13       | 8           | 6.60%  | 10.06% | 3.46%     |
|            | SLM1   | 19       | 11       | (8)         | 8.47%  | 12.03% | 3.57%     |
|            | SLM2   | 9        | 11       | 2           | 15.01% | 9.36%  | -5.65%    |
|            | HSR2   | 9        | 9        |             | 10.17% | 11.26% | 1.08%     |
|            | OML1   | 9        | 9        |             | 9.98%  | 8.84%  | -1.14%    |
|            | ERD1   | 12       | 7        | (5)         | 9.74%  | 7.62%  | -2.12%    |
|            | EDP1   | 3        | 6        | 3           | 11.59% | 7.55%  | -4.04%    |
|            | CMI1   | 2        | 5        | 3           | 1.15%  | 12.36% | 11.21%    |
|            | KRI1   | 3        | 5        | 2           | 8.07%  | 10.03% | 1.96%     |
|            | MTR1   | 6        | 5        | (1)         | 9.56%  | 8.64%  | -0.93%    |
|            | TCG1   | 8        | 5        | (3)         | 7.54%  | 8.97%  | 1.43%     |
|            | VPD1   | 7        | 5        | (2)         | 9.72%  | 11.24% | 1.52%     |
|            | EPI1   | 4        | 4        |             | 9.26%  | 9.55%  | 0.28%     |
|            | NKL2   | 9        | 4        | (5)         | 8.42%  | 9.89%  | 1.47%     |
|            | SLM3   | 15       | 4        | (11)        | 10.73% | 10.22% | -0.51%    |
|            | TRM1   | 5        | 4        | (1)         | 10.09% | 11.09% | 1.00%     |
|            | HRR1   | 2        | 3        | 1           | 8.38%  | 15.54% | 7.15%     |
|            | HSR1   | 7        | 3        | (4)         | 9.33%  | 12.28% | 2.95%     |
|            | APN1   | 2        | 2        |             | 7.82%  | 9.78%  | 1.97%     |
|            | DPR2   | 3        | 2        | (1)         | 12.32% | 7.97%  | -4.35%    |
|            | MCR1   | 6        | 2        | (4)         | 9.99%  | 3.90%  | -6.09%    |
|            | VKL1   | 5        | 2        | (3)         | 8.85%  | 11.82% | 2.97%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| WEST-02    | BMD1   | 2        | 1        | (1)         | 8.32%  | 7.18%   | -1.13%    |
|            | PDR1   | 2        | 1        | (1)         | 12.09% | 6.42%   | -5.66%    |
|            | SGG1   | 1        | 1        |             | 11.07% | 4.37%   | -6.69%    |
|            | SGI1   | 4        | 1        | (3)         | 10.57% | 5.16%   | -5.41%    |
|            | ATU1   | 1        |          | (1)         | 6.42%  | #Error  | #Error    |
|            | DPR1   | 1        |          | (1)         | 16.22% | #Error  | #Error    |
|            | KMM1   | 4        |          | (4)         | 9.05%  | #Error  | #Error    |
|            | KVP1   | 2        |          | (2)         | 10.53% | #Error  | #Error    |
|            | PLC1   | 8        |          | (8)         | 11.37% | #Error  | #Error    |
|            | PMP1   | 3        | (1)      | (4)         | 7.88%  | 4.52%   | -3.36%    |
|            | Total  | 206      | 145      | (61)        | 9.53%  | 10.06%  | 0.53%     |
| SOUTH-01   |        |          |          |             |        |         |           |
|            | TUT1   | 18       | 17       | (1)         | 10.10% | 9.56%   | -0.54%    |
|            | KVT1   | 7        | 16       | 9           | 11.72% | 11.95%  | 0.23%     |
|            | SVK1   | 5        | 9        | 4           | 11.91% | 12.32%  | 0.41%     |
|            | APK1   | 4        | 8        | 4           | 6.94%  | 9.29%   | 2.35%     |
|            | TVL1   | 10       | 8        | (2)         | 10.67% | 10.28%  | -0.39%    |
|            | TKS2   | 13       | 7        | (6)         | 10.29% | 7.59%   | -2.70%    |
|            | VNR1   | 7        | 7        |             | 5.92%  | 10.32%  | 4.40%     |
|            | VNR2   | 9        | 7        | (2)         | 10.91% | 9.68%   | -1.22%    |
|            | ERL2   | 5        | 6        | 1           | 9.38%  | 15.26%  | 5.88%     |
|            | RPM1   | 18       | 6        | (12)        | 9.59%  | 12.53%  | 2.94%     |
|            | TKS1   | 9        | 6        | (3)         | 11.67% | 16.64%  | 4.97%     |
|            | RND1   | 2        | 5        | 3           | 5.07%  | 9.39%   | 4.32%     |
|            | SDI1   | 4        | 5        | 1           | 12.03% | 7.88%   | -4.15%    |
|            | TUT2   | 9        | 4        | (5)         | 5.01%  | 8.87%   | 3.86%     |
|            | ARM1   | 2        | 3        | 1           | 7.38%  | 1.93%   | -5.45%    |
|            | MAR1   | 5        | 3        | (2)         | 10.08% | 8.29%   | -1.79%    |
|            | PKD1   | 3        | 3        |             | 4.97%  | 13.89%  | 8.92%     |
|            | TCN1   | 6        | 3        | (3)         | 11.19% | 7.94%   | -3.25%    |
|            | TYI1   | 3        | 3        |             | 7.79%  | 12.24%  | 4.46%     |
|            | UDN1   | 3        | 3        |             | 4.67%  | 9.55%   | 4.88%     |
|            | APK2   | 3        | 1        | (2)         | 9.38%  | 7.77%   | -1.61%    |
|            | ASM1   | 6        | 1        | (5)         | 10.77% | 18.39%  | 7.62%     |
|            | COL1   | 1        | 1        |             | 6.11%  | 9.48%   | 3.37%     |
|            | KYR1   | 3        | 1        | (2)         | 11.54% | 7.18%   | -4.35%    |
|            | PDI1   | 2        | 1        | (1)         | 10.43% | 10.11%  | -0.32%    |
|            | S2SD   |          | 1        | 1           | #Error | 5.49%   | #Error    |
|            | SGT1   | 5        | 1        | (4)         | 14.56% | 18.99%  | 4.43%     |
|            | SKD1   | 2        | 1        | (1)         | 11.10% | 6.42%   | -4.68%    |
|            | SNL1   | 4        | 1        | (3)         | 13.54% | 22.19%  | 8.65%     |
|            | STU2   | 2        | 1        | (1)         | 8.23%  | 2.55%   | -5.68%    |
|            | TVL2   |          | 1        | 1           | #Error | -7.33%  | #Error    |
|            | VLY1   | 3        | 1        | (2)         | 10.44% | 9.40%   | -1.04%    |
|            | KGL1   | 1        |          | (1)         | -1.13% | #Error  | #Error    |
|            | KSM1   | 3        |          | (3)         | 6.16%  | #Error  | #Error    |
|            | MMT1   | 5        |          | (5)         | 6.39%  | #Error  | #Error    |
|            | NGR1   | 11       |          | (11)        | 6.02%  | -16.45% | -22.47%   |
|            | TKY1   | 1        |          | (1)         | 11.87% | #Error  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | VKM1   | 1        |          | (1)         | 8.00%  | #Error | #Error    |
|            | Total  | 195      | 141      | (54)        | 9.40%  | 10.47% | 1.07%     |
| WEST-01    |        |          |          |             |        |        |           |
|            | TPR1   | 13       | 13       |             | 8.10%  | 9.68%  | 1.58%     |
|            | TPR2   | 19       | 12       | (7)         | 6.60%  | 3.83%  | -2.77%    |
|            | CBE2   | 21       | 7        | (14)        | 8.42%  | 11.48% | 3.06%     |
|            | PDM1   | 6        | 7        | 1           | 13.17% | 12.70% | -0.47%    |
|            | PLI1   | 12       | 7        | (5)         | 10.44% | 9.04%  | -1.40%    |
|            | CBE1   | 5        | 6        | 1           | 12.62% | 7.83%  | -4.80%    |
|            | TPR3   | 10       | 6        | (4)         | 19.16% | 16.08% | -3.08%    |
|            | CBE3   |          | 5        | 5           | #Error | 13.02% | #Error    |
|            | GBM1   | 3        | 5        | 2           | 8.83%  | 5.45%  | -3.38%    |
|            | KMR1   | 4        | 5        | 1           | 13.18% | 12.11% | -1.07%    |
|            | MPM1   | 5        | 5        |             | 7.63%  | 10.81% | 3.18%     |
|            | UMP1   | 4        | 5        | 1           | 12.31% | 8.32%  | -3.99%    |
|            | CBE4   | 3        | 4        | 1           | 13.75% | 11.59% | -2.16%    |
|            | KMD1   | 5        | 4        | (1)         | 11.23% | 12.59% | 1.36%     |
|            | DPM2   | 4        | 3        | (1)         | 9.76%  | 15.03% | 5.27%     |
|            | KGI1   | 1        | 3        | 2           | 10.69% | 5.97%  | -4.72%    |
|            | KGM1   | 5        | 3        | (2)         | 13.75% | 13.79% | 0.04%     |
|            | SNR1   | 2        | 3        | 1           | 10.70% | 3.51%  | -7.18%    |
|            | ANR1   | 2        | 2        |             | 5.82%  | 8.60%  | 2.79%     |
|            | AVI1   | 8        | 2        | (6)         | 8.85%  | 8.14%  | -0.71%    |
|            | GDR1   | 4        | 2        | (2)         | 6.53%  | 12.29% | 5.76%     |
|            | PPI1   | 3        | 2        | (1)         | 11.85% | 9.91%  | -1.94%    |
|            | SYM2   | 4        | 2        | (2)         | 12.21% | 7.71%  | -4.50%    |
|            | TPR4   | 4        | 2        | (2)         | 12.82% | 2.67%  | -10.15%   |
|            | CBE6   | 7        | 1        | (6)         | 14.21% | 19.01% | 4.80%     |
|            | CNR1   |          | 1        | 1           | #Error | 9.65%  | #Error    |
|            | SUL1   | 4        | 1        | (3)         | 9.69%  | 7.38%  | -2.32%    |
|            | UAM1   | 9        | 1        | (8)         | 6.47%  | 7.18%  | 0.71%     |
|            | CBE5   | 6        |          | (6)         | 7.31%  | #Error | #Error    |
|            | Total  | 173      | 119      | (54)        | 10.19% | 9.53%  | -0.66%    |
| TRICHY-01  |        |          |          |             |        |        |           |
|            | TRY1   | 6        | 16       | 10          | 7.94%  | 11.09% | 3.15%     |
|            | TNJ2   | 3        | 12       | 9           | 14.16% | 11.28% | -2.87%    |
|            | KUM1   | 4        | 8        | 4           | 9.36%  | 11.20% | 1.84%     |
|            | PBR2   | 8        | 6        | (2)         | 9.80%  | 11.02% | 1.22%     |
|            | TYR1   | 1        | 6        | 5           | 9.97%  | 8.86%  | -1.11%    |
|            | TNJ1   | 3        | 5        | 2           | 8.74%  | 10.24% | 1.50%     |
|            | TVR1   |          | 5        | 5           | #Error | 13.44% | #Error    |
|            | MDI1   | 2        | 4        | 2           | 11.53% | 9.37%  | -2.16%    |
|            | MVM1   | 5        | 4        | (1)         | 9.27%  | 10.79% | 1.52%     |
|            | PTK1   | 1        | 4        | 3           | 13.31% | 15.64% | 2.34%     |
|            | TRY3   |          | 4        | 4           | #Error | 9.60%  | #Error    |
|            | AYR1   | 1        | 3        | 2           | 10.69% | 10.69% | 0.01%     |
|            | NGT1   |          | 3        | 3           | 5.01%  | 9.79%  | 4.78%     |
|            | ORU1   | 2        | 3        | 1           | 13.16% | 12.13% | -1.03%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01  | TRY4   | 2        | 3        | 1           | 17.93% | 11.00% | -6.93%    |
|            | JKM1   | 4        | 2        | (2)         | 9.45%  | 7.82%  | -1.64%    |
|            | KIK1   | 1        | 2        | 1           | 10.69% | 11.00% | 0.31%     |
|            | MSI1   |          | 2        | 2           | #Error | 8.95%  | #Error    |
|            | NMM1   |          | 2        | 2           | #Error | 14.05% | #Error    |
|            | APM1   | 3        | 1        | (2)         | 12.06% | 6.42%  | -5.64%    |
|            | PBR1   | 4        | 1        | (3)         | 10.30% | 10.49% | 0.19%     |
|            | PDK1   | 2        | 1        | (1)         | 9.99%  | 10.11% | 0.12%     |
|            | TVR2   | 1        | 1        |             | 13.31% | 7.18%  | -6.12%    |
|            | KRN1   |          |          |             | #Error | #Error | #Error    |
|            | NCK1   |          |          |             | #Error | #Error | #Error    |
|            | TRY2   | 1        |          | (1)         | 9.25%  | #Error | #Error    |
|            | TTP1   | 1        |          | (1)         | 7.38%  | #Error | #Error    |
|            | Total  | 55       | 98       | 43          | 10.42% | 10.95% | 0.53%     |
|            |        |          |          |             |        |        |           |
| CHENNAI-02 | CH03   | 8        | 8        |             | 10.31% | 15.49% | 5.18%     |
|            | CH15   | 6        | 6        |             | 11.57% | 11.64% | 0.06%     |
|            | CH18   | 3        | 6        | 3           | 12.05% | 11.47% | -0.58%    |
|            | CH34   | 4        | 6        | 2           | 17.10% | 13.96% | -3.14%    |
|            | MJR1   | 6        | 6        |             | 11.77% | 11.94% | 0.18%     |
|            | CH06   | 7        | 5        | (2)         | 11.18% | 14.86% | 3.68%     |
|            | CH12   | 5        | 5        |             | 9.68%  | 9.42%  | -0.26%    |
|            | CH21   | 6        | 5        | (1)         | 12.29% | 14.38% | 2.09%     |
|            | CH44   | 3        | 5        | 2           | 12.24% | 13.38% | 1.14%     |
|            | GPD1   | 4        | 5        | 1           | 13.69% | 11.07% | -2.61%    |
|            | CH09   | 10       | 4        | (6)         | 13.70% | 14.30% | 0.60%     |
|            | CH43   | 3        | 4        | 1           | 13.64% | 19.24% | 5.59%     |
|            | CH27   |          | 3        | 3           | #Error | 9.16%  | #Error    |
|            | CH31   | 1        | 3        | 2           | 10.69% | 6.72%  | -3.97%    |
|            | UKI1   | 3        | 3        |             | 9.87%  | 11.44% | 1.57%     |
|            | CH17   | 1        | 2        | 1           | 15.40% | 13.37% | -2.02%    |
|            | CH20   | 3        | 2        | (1)         | 10.09% | 11.32% | 1.22%     |
|            | CH24   | 6        | 2        | (4)         | 12.57% | 16.33% | 3.77%     |
|            | CH33   | 5        | 2        | (3)         | 13.32% | 24.26% | 10.93%    |
|            | CH41   | 3        | 2        | (1)         | 10.87% | 4.22%  | -6.65%    |
|            | CH46   | 3        | 2        | (1)         | 18.48% | 12.78% | -5.71%    |
|            | CH36   | 2        | 1        | (1)         | 10.47% | 13.31% | 2.84%     |
|            | CH01   |          |          |             | #Error | #Error | #Error    |
|            | CH23   | 2        |          | (2)         | 17.26% | #Error | #Error    |
|            | CH32   |          |          |             | #Error | #Error | #Error    |
|            | MC05   |          |          |             | #Error | #Error | #Error    |
|            | MC06   |          |          |             | #Error | #Error | #Error    |
|            | PON1   | 3        |          | (3)         | 11.57% | #Error | #Error    |
|            | Total  | 97       | 87       | (10)        | 12.39% | 12.95% | 0.55%     |
|            |        |          |          |             |        |        |           |
| CHENNAI-01 | CH14   | 10       | 13       | 3           | 7.77%  | 8.78%  | 1.01%     |
|            | CH05   | 9        | 8        | (1)         | 9.86%  | 10.18% | 0.31%     |
|            | CH19   | 3        | 7        | 4           | 8.58%  | 11.86% | 3.28%     |
|            | CH16   | 15       | 6        | (9)         | 10.73% | 11.63% | 0.91%     |
|            | CH28   | 8        | 6        | (2)         | 11.66% | 15.71% | 4.05%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01  | CH08   | 4        | 5        | 1           | 11.20% | 10.39% | -0.81%    |
|             | CH48   | 1        | 5        | 4           | 11.87% | 9.51%  | -2.36%    |
|             | GUD1   | 5        | 5        |             | 11.81% | 11.25% | -0.56%    |
|             | MRM1   | 3        | 4        | 1           | 9.64%  | 11.25% | 1.61%     |
|             | CH37   | 3        | 3        |             | 13.20% | 12.14% | -1.06%    |
|             | GUD2   | 2        | 3        | 1           | 10.35% | 11.37% | 1.02%     |
|             | CH22   | 2        | 2        |             | 10.14% | 9.98%  | -0.16%    |
|             | CH38   | 2        | 2        |             | 11.05% | 11.80% | 0.75%     |
|             | CH42   | 2        | 2        |             | 8.35%  | 14.64% | 6.30%     |
|             | CH45   | 3        | 2        | (1)         | 7.84%  | 13.67% | 5.82%     |
|             | KNR1   |          | 2        | 2           | #Error | 13.48% | #Error    |
|             | CGL1   | 3        | 1        | (2)         | 13.34% | 7.38%  | -5.97%    |
|             | CH07   | 5        | 1        | (4)         | 14.05% | 7.38%  | -6.68%    |
|             | CH11   | 6        | 1        | (5)         | 11.25% | 8.84%  | -2.42%    |
|             | CH35   | 1        | 1        |             | 6.15%  | 15.33% | 9.18%     |
|             | CH39   | 4        | 1        | (3)         | 13.91% | 6.42%  | -7.49%    |
|             | CZWH   |          | 1        | 1           | #Error | -5.36% | #Error    |
|             | TKM1   | 6        | 1        | (5)         | 13.72% | 7.18%  | -6.54%    |
|             | AVD1   | 3        |          | (3)         | 14.84% | #Error | #Error    |
|             | CH26   |          |          |             | #Error | #Error | #Error    |
|             | CH29   |          |          |             | #Error | #Error | #Error    |
|             | CH30   | 3        |          | (3)         | 11.71% | #Error | #Error    |
|             | CH40   |          |          |             | #Error | #Error | #Error    |
|             | MC02   |          |          |             | #Error | #Error | #Error    |
|             | MC09   |          |          |             | #Error | #Error | #Error    |
|             | MC10   |          |          |             | #Error | #Error | #Error    |
|             | SKL1   | 3        |          | (3)         | 8.67%  | #Error | #Error    |
|             | Total  | 106      | 82       | (24)        | 10.90% | 10.75% | -0.15%    |
| NORTH ARCOT |        |          |          |             |        |        |           |
|             | KPM2   | 5        | 8        | 3           | 12.56% | 9.95%  | -2.61%    |
|             | VEL2   | 6        | 6        |             | 9.67%  | 12.58% | 2.91%     |
|             | TRL1   | 4        | 5        | 1           | 8.21%  | 11.22% | 3.00%     |
|             | VSI1   | 5        | 4        | (1)         | 13.22% | 6.58%  | -6.64%    |
|             | WJP1   | 1        | 4        | 3           | 7.24%  | 11.80% | 4.56%     |
|             | AKM1   |          | 3        | 3           | #Error | 9.67%  | #Error    |
|             | ANI1   |          | 3        | 3           | #Error | 9.54%  | #Error    |
|             | BGR1   | 2        | 3        | 1           | 10.23% | 9.17%  | -1.06%    |
|             | GDM1   | 2        | 3        | 1           | 9.59%  | 9.07%  | -0.52%    |
|             | KPM1   | 3        | 3        |             | 11.19% | 10.70% | -0.49%    |
|             | SLG1   | 1        | 3        | 2           | 7.38%  | 7.20%  | -0.17%    |
|             | TRR1   | 8        | 3        | (5)         | 9.16%  | 11.10% | 1.95%     |
|             | VNB1   | 3        | 3        |             | 11.15% | 10.45% | -0.70%    |
|             | WJD1   | 1        | 3        | 2           | 8.17%  | 13.42% | 5.25%     |
|             | ABR1   | 1        | 2        | 1           | 15.13% | 14.33% | -0.81%    |
|             | CPT1   |          | 2        | 2           | #Error | 9.78%  | #Error    |
|             | CYR1   |          | 2        | 2           | #Error | 13.47% | #Error    |
|             | UGI1   | 1        | 2        | 1           | 18.95% | 7.34%  | -11.62%   |
|             | VEL1   | 3        | 2        | (1)         | 10.89% | 8.70%  | -2.19%    |
|             | ARC2   | 4        | 1        | (3)         | 9.84%  | 15.33% | 5.49%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | SBR1   | 4        | 1        | (3)         | 16.32% | 21.29% | 4.97%     |
|             | CGM1   | 2        |          | (2)         | 11.84% | #Error | #Error    |
|             | PLR1   | 5        |          | (5)         | 11.64% | #Error | #Error    |
|             | PTU1   | 2        |          | (2)         | 8.74%  | #Error | #Error    |
|             | TRT1   | 2        |          | (2)         | 12.16% | #Error | #Error    |
|             | Total  | 65       | 66       | 1           | 11.13% | 10.67% | -0.46%    |
|             |        |          |          |             |        |        |           |
| TIRUPATI-01 | ADI1   | 1        | 5        | 4           | -0.37% | 8.41%  | 8.78%     |
|             | PUT1   | 1        | 5        | 4           | 16.54% | 1.82%  | -14.73%   |
|             | RJP1   | 2        | 4        | 2           | 0.60%  | 5.14%  | 4.54%     |
|             | TPY1   | 4        | 4        |             | 11.08% | 6.87%  | -4.21%    |
|             | CTO1   | 14       | 3        | (11)        | 2.23%  | 6.63%  | 4.40%     |
|             | KOU1   | 1        | 3        | 2           | 9.82%  | 7.53%  | -2.28%    |
|             | PDT1   | 3        | 3        |             | 5.25%  | 9.24%  | 3.98%     |
|             | TPY2   | 2        | 3        | 1           | 3.31%  | 3.56%  | 0.26%     |
|             | ATP1   | 3        | 2        | (1)         | 8.19%  | 5.53%  | -2.66%    |
|             | GTL1   | 2        | 2        |             | 6.39%  | 9.91%  | 3.52%     |
|             | KNL1   | 2        | 2        |             | 18.72% | 11.43% | -7.29%    |
|             | KNL2   | 3        | 2        | (1)         | 5.72%  | 2.19%  | -3.52%    |
|             | NDL1   | 1        | 2        | 1           | 10.81% | 10.75% | -0.06%    |
|             | PMR1   | 2        | 2        |             | 8.30%  | 7.01%  | -1.28%    |
|             | VKI1   | 2        | 2        |             | 1.55%  | 5.59%  | 4.04%     |
|             | DHN1   | 1        | 1        |             | 1.38%  | 9.37%  | 8.00%     |
|             | KDA1   | 3        | 1        | (2)         | 4.74%  | 11.93% | 7.19%     |
|             | KVL1   | 4        | 1        | (3)         | 12.15% | 6.97%  | -5.18%    |
|             | NYP1   | 1        | 1        |             | 1.02%  | -8.12% | -9.13%    |
|             | PGR1   | 2        | 1        | (1)         | 2.29%  | 7.18%  | 4.89%     |
|             | PIL1   | 2        | 1        | (1)         | 4.22%  | 11.63% | 7.41%     |
|             | RCY1   | 1        | 1        |             | 7.18%  | 9.25%  | 2.07%     |
|             | BVL1   | 1        |          | (1)         | 12.72% | #Error | #Error    |
|             | KHT1   | 3        |          | (3)         | 13.31% | #Error | #Error    |
|             | MPL1   | 1        |          | (1)         | 11.28% | #Error | #Error    |
|             | NLR1   | 5        |          | (5)         | 5.07%  | #Error | #Error    |
|             | SPE1   | 1        |          | (1)         | 8.71%  | #Error | #Error    |
|             | TPI1   | 4        |          | (4)         | 6.13%  | #Error | #Error    |
|             | Total  | 72       | 51       | (21)        | 6.11%  | 6.49%  | 0.38%     |
|             |        |          |          |             |        |        |           |
| SOUTH ARCOT | CUD1   | 7        | 9        | 2           | 12.32% | 9.95%  | -2.37%    |
|             | CDM1   | 3        | 4        | 1           | 8.12%  | 13.85% | 5.73%     |
|             | KML1   | 1        | 4        | 3           | 8.17%  | 10.39% | 2.22%     |
|             | POY2   | 2        | 4        | 2           | 10.95% | 9.97%  | -0.98%    |
|             | POY1   | 5        | 3        | (2)         | 10.18% | 7.55%  | -2.63%    |
|             | TDM1   | 1        | 3        | 2           | 2.44%  | 7.40%  | 4.96%     |
|             | TRK1   | 2        | 3        | 1           | 10.75% | 11.14% | 0.40%     |
|             | KLM1   | 4        | 2        | (2)         | 10.78% | 9.14%  | -1.63%    |
|             | NVL2   | 1        | 2        | 1           | 25.37% | 11.21% | -14.17%   |
|             | TVM2   |          | 2        | 2           | #Error | 9.57%  | #Error    |
|             | KKI2   | 1        | 1        |             | 10.37% | 16.84% | 6.47%     |
|             | PRT1   | 4        | 1        | (3)         | 11.36% | 18.87% | 7.52%     |
|             | TVM1   | 2        | 1        | (1)         | 13.33% | 16.42% | 3.08%     |
|             |        |          |          |             |        |        |           |
|             |        |          |          |             |        |        |           |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|---------|-----------|
| SOUTH ARCOT   | ULP1   | 2        | 1        | (1)         | 8.08%   | 11.32%  | 3.24%     |
|               | VPM1   | 2        | 1        | (1)         | 13.57%  | 11.32%  | -2.26%    |
|               | VPM2   | 6        | 1        | (5)         | 7.03%   | 10.69%  | 3.66%     |
|               | MKM1   | 3        |          | (3)         | 9.18%   | #Error  | #Error    |
|               | SJI2   |          |          |             | #Error  | #Error  | #Error    |
|               | STP1   | 2        |          | (2)         | 11.39%  | #Error  | #Error    |
|               | VCM1   | 1        |          | (1)         | 5.83%   | #Error  | #Error    |
|               | Total  | 49       | 42       | (7)         | 10.16%  | 10.79%  | 0.62%     |
| VIJAYAWADA-01 | OGL1   | 2        | 3        | 1           | 9.55%   | 8.16%   | -1.39%    |
|               | PAP1   | 2        | 3        | 1           | 8.37%   | 7.43%   | -0.94%    |
|               | RAL1   |          | 3        | 3           | #Error  | 6.41%   | #Error    |
|               | VJW3   | (1)      | 3        | 4           | 7.38%   | 7.66%   | 0.28%     |
|               | BPP1   |          | 2        | 2           | #Error  | 11.11%  | #Error    |
|               | CKT1   | 1        | 2        | 1           | 0.91%   | 7.64%   | 6.73%     |
|               | JPT1   |          | 2        | 2           | #Error  | 5.39%   | #Error    |
|               | TNK1   | 1        | 2        | 1           | 5.71%   | 7.54%   | 1.83%     |
|               | VJW1   | 2        | 2        |             | 9.07%   | 4.34%   | -4.73%    |
|               | ELU1   |          | 1        | 1           | #Error  | 7.18%   | #Error    |
|               | GNT2   | 1        | 1        |             | 12.48%  | -2.09%  | -14.56%   |
|               | GVM1   | 1        | 1        |             | 15.02%  | 17.18%  | 2.16%     |
|               | NRT1   |          | 1        | 1           | #Error  | 9.88%   | #Error    |
|               | PRL1   | 2        | 1        | (1)         | 8.68%   | 5.12%   | -3.56%    |
|               | TEL1   | 3        | 1        | (2)         | 4.07%   | -25.96% | -30.03%   |
|               | TVU1   |          | 1        | 1           | #Error  | 6.60%   | #Error    |
|               | AMP1   |          |          |             | #Error  | #Error  | #Error    |
|               | BVR1   | 2        |          | (2)         | -17.23% | #Error  | #Error    |
|               | CRL1   | 1        |          | (1)         | 7.38%   | #Error  | #Error    |
|               | DPE1   |          |          |             | #Error  | #Error  | #Error    |
|               | GDV1   |          |          |             | #Error  | #Error  | #Error    |
|               | GNT1   | 4        |          | (4)         | 3.75%   | 100.00% | 96.25%    |
|               | JGG1   | 1        |          | (1)         | 5.98%   | #Error  | #Error    |
|               | KDR1   |          |          |             | #Error  | #Error  | #Error    |
|               | KND1   | 2        |          | (2)         | 9.49%   | #Error  | #Error    |
|               | MTM1   | 2        |          | (2)         | 9.76%   | #Error  | #Error    |
|               | NPR1   | 1        |          | (1)         | 5.23%   | #Error  | #Error    |
|               | PNR1   |          |          |             | #Error  | #Error  | #Error    |
|               | PPM1   | 1        |          | (1)         | 9.37%   | #Error  | #Error    |
|               | RMV1   | 1        |          | (1)         | 15.04%  | #Error  | #Error    |
|               | TDD1   | 3        |          | (3)         | 3.97%   | #Error  | #Error    |
|               | TNI1   | 4        |          | (4)         | 4.81%   | #Error  | #Error    |
|               | VJW2   |          |          |             | #Error  | #Error  | #Error    |
|               | VJW4   | 3        |          | (3)         | 7.47%   | #Error  | #Error    |
|               | VJW5   | 2        |          | (2)         | 4.26%   | #Error  | #Error    |
|               | VKN1   | 2        |          | (2)         | 12.11%  | #Error  | #Error    |
|               | VUY1   | 1        |          | (1)         | 4.86%   | #Error  | #Error    |
|               | Total  | 44       | 29       | (15)        | 5.39%   | 6.57%   | 1.18%     |
| KL-SOUTH      | PAS1   | 1        | 2        | 1           | 13.14%  | 10.99%  | -2.15%    |
|               | TVP1   | 2        | 1        | (1)         | 8.08%   | 10.25%  | 2.17%     |



| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| KL-SOUTH   | KLR1   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 3        | 3        |             | 9.36%  | 10.71% | 1.35%     |
|            | Total  | 1175     | 1023     | (152)       | 9.72%  | 10.22% | 0.49%     |