



# Wash-Mac - Daily Sales Performance As on 26-09-2025 11:25:41 PM

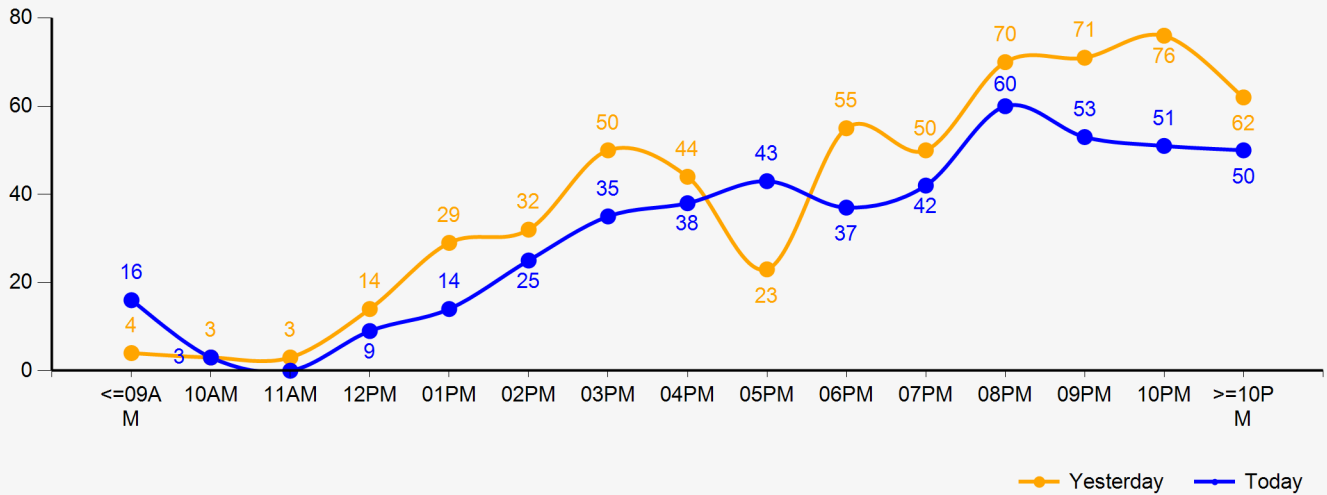
YD Sales : 586

YD GP%: 9.73%

TD Sales : 476

TD GP%: 10.32%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01   | 62       | 69       | 7           | 7.01%  | 8.77%  | 1.77%     |
| VIJAYAWADA-01 | 80       | 69       | (11)        | 6.65%  | 6.82%  | 0.17%     |
| WEST-01       | 52       | 61       | 9           | 10.42% | 10.96% | 0.55%     |
| SOUTH-01      | 74       | 50       | (24)        | 10.38% | 11.13% | 0.74%     |
| NORTH ARCOT   | 26       | 43       | 17          | 10.85% | 9.63%  | -1.22%    |
| CHENNAI-01    | 63       | 37       | (26)        | 9.87%  | 13.21% | 3.34%     |
| WEST-02       | 49       | 37       | (12)        | 9.89%  | 11.22% | 1.33%     |
| SOUTH-03      | 53       | 34       | (19)        | 10.02% | 11.14% | 1.13%     |
| TRICHY-01     | 35       | 28       | (7)         | 10.36% | 11.58% | 1.21%     |
| CHENNAI-02    | 51       | 26       | (25)        | 13.36% | 12.49% | -0.86%    |
| SOUTH ARCOT   | 40       | 19       | (21)        | 10.07% | 12.04% | 1.97%     |
| KL-SOUTH      | 1        | 3        | 2           | 11.89% | 13.44% | 1.55%     |
| Total         | 586      | 476      | (110)       | 9.73%  | 10.32% | 0.59%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | CTO1   | 3        | 8        | 5           | 1.15%  | 7.29%  | 6.15%     |
|             | KOU1   |          | 8        | 8           | #Error | 10.65% | #Error    |
|             | RJP1   | 2        | 8        | 6           | 4.19%  | 3.61%  | -0.58%    |
|             | TPY2   | 10       | 7        | (3)         | 5.57%  | 4.36%  | -1.21%    |
|             | ATP1   | 8        | 4        | (4)         | 6.11%  | 20.80% | 14.69%    |
|             | KDA1   | 1        | 4        | 3           | 14.74% | 7.13%  | -7.62%    |
|             | KNL1   |          | 4        | 4           | #Error | 10.89% | #Error    |
|             | PDT1   | 2        | 3        | 1           | 5.67%  | 12.38% | 6.71%     |
|             | BVL1   |          | 2        | 2           | #Error | 8.77%  | #Error    |
|             | KNL2   | 4        | 2        | (2)         | 8.40%  | 11.92% | 3.52%     |
|             | KVL1   | 3        | 2        | (1)         | 13.23% | 12.20% | -1.03%    |
|             | MPL1   | 3        | 2        | (1)         | 8.08%  | 9.13%  | 1.05%     |
|             | NLR1   | 1        | 2        | 1           | 2.33%  | 4.36%  | 2.03%     |
|             | NYP1   | 2        | 2        |             | 2.38%  | 1.28%  | -1.10%    |
|             | PMR1   | 3        | 2        | (1)         | 10.57% | 11.14% | 0.57%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01   | PUT1   | 3        | 2        | (1)         | 13.19% | 12.19% | -1.00%    |
|               | GTL1   |          | 1        | 1           | #Error | 18.97% | #Error    |
|               | NDL1   | 2        | 1        | (1)         | 10.55% | 16.64% | 6.09%     |
|               | PGR1   | 1        | 1        |             | 19.44% | -3.62% | -23.07%   |
|               | PIL1   |          | 1        | 1           | #Error | 3.90%  | #Error    |
|               | RCY1   | 3        | 1        | (2)         | 5.24%  | 8.85%  | 3.61%     |
|               | TPY1   | 6        | 1        | (5)         | 3.56%  | 7.64%  | 4.08%     |
|               | VKI1   |          | 1        | 1           | #Error | 12.41% | #Error    |
|               | ADI1   |          |          |             | #Error | #Error | #Error    |
|               | DHN1   | 1        |          | (1)         | 15.02% | #Error | #Error    |
|               | KHT1   | 1        |          | (1)         | 3.44%  | #Error | #Error    |
|               | SPE1   | 2        |          | (2)         | -0.19% | #Error | #Error    |
|               | TPI1   | 1        |          | (1)         | 10.49% | #Error | #Error    |
|               | Total  | 62       | 69       | 7           | 7.01%  | 8.77%  | 1.77%     |
|               |        |          |          |             |        |        |           |
| VIJAYAWADA-01 | BVR1   | 5        | 8        | 3           | 8.24%  | 4.34%  | -3.89%    |
|               | TNK1   | 2        | 7        | 5           | 11.05% | 7.75%  | -3.30%    |
|               | TDD1   | 2        | 5        | 3           | 9.00%  | 5.08%  | -3.92%    |
|               | OGL1   | 4        | 4        |             | 12.02% | 11.78% | -0.24%    |
|               | VJW3   | 3        | 4        | 1           | 9.51%  | 9.69%  | 0.18%     |
|               | DPE1   | 3        | 3        |             | 11.93% | 2.26%  | -9.67%    |
|               | GNT1   | 5        | 3        | (2)         | 3.45%  | 0.26%  | -3.20%    |
|               | MTM1   | 3        | 3        |             | 8.49%  | 8.92%  | 0.43%     |
|               | PAP1   | 3        | 3        |             | 10.95% | 10.40% | -0.55%    |
|               | RMV1   | 4        | 3        | (1)         | 2.10%  | 8.82%  | 6.72%     |
|               | VJW1   | 3        | 3        |             | 3.64%  | 7.93%  | 4.29%     |
|               | AMP1   | 2        | 2        |             | 14.10% | 12.30% | -1.81%    |
|               | JGG1   |          | 2        | 2           | #Error | 2.46%  | #Error    |
|               | KND1   | 3        | 2        | (1)         | 5.27%  | 12.44% | 7.17%     |
|               | NRT1   | 2        | 2        |             | -3.11% | -5.21% | -2.10%    |
|               | TVU1   | 1        | 2        | 1           | 7.27%  | 8.78%  | 1.50%     |
|               | VJW4   | 1        | 2        | 1           | 4.73%  | 2.24%  | -2.49%    |
|               | BPP1   | 1        | 1        |             | 0.04%  | 12.48% | 12.44%    |
|               | CKT1   | 2        | 1        | (1)         | 2.98%  | 3.49%  | 0.51%     |
|               | CRL1   | 2        | 1        | (1)         | 5.11%  | 9.82%  | 4.70%     |
|               | ELU1   | 3        | 1        | (2)         | -1.90% | 6.99%  | 8.90%     |
|               | KDR1   | 1        | 1        |             | 9.82%  | 17.11% | 7.29%     |
|               | NPR1   | 1        | 1        |             | 5.02%  | 3.39%  | -1.63%    |
|               | PNR1   | 1        | 1        |             | 16.92% | 19.44% | 2.53%     |
|               | RAL1   | 3        | 1        | (2)         | 1.52%  | 3.82%  | 2.30%     |
|               | TEL1   | 2        | 1        | (1)         | 6.50%  | 0.12%  | -6.37%    |
|               | VJW2   |          | 1        | 1           | #Error | 11.92% | #Error    |
|               | VKN1   | 4        | 1        | (3)         | 6.26%  | 3.97%  | -2.30%    |
|               | GDV1   |          |          |             | #Error | #Error | #Error    |
|               | GNT2   | 6        |          | (6)         | 5.32%  | #Error | #Error    |
|               | GVM1   |          |          |             | #Error | #Error | #Error    |
|               | JPT1   | 1        |          | (1)         | 11.18% | #Error | #Error    |
|               | PPM1   | 1        |          | (1)         | -1.37% | #Error | #Error    |
|               | PRL1   | 2        |          | (2)         | 3.64%  | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | TNI1   | 3        |          | (3)         | 4.65%  | #Error | #Error    |
|               | VJW5   | 1        |          | (1)         | 8.53%  | #Error | #Error    |
|               | VUY1   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 80       | 69       | (11)        | 6.65%  | 6.82%  | 0.17%     |
| WEST-01       | TPR2   |          | 23       | 23          | #Error | 9.72%  | #Error    |
|               | CBE2   | 9        | 5        | (4)         | 12.54% | 10.68% | -1.86%    |
|               | CBE4   | 3        | 4        | 1           | 12.35% | 8.89%  | -3.46%    |
|               | PLI1   | 1        | 4        | 3           | 8.45%  | 10.23% | 1.77%     |
|               | CNR1   | 1        | 3        | 2           | 16.73% | 16.18% | -0.55%    |
|               | KMD1   | 1        | 3        | 2           | 8.45%  | 18.35% | 9.89%     |
|               | TPR1   | 1        | 3        | 2           | 9.88%  | 13.01% | 3.13%     |
|               | CBE1   | 2        | 2        |             | 8.97%  | 14.34% | 5.37%     |
|               | DPM2   | 3        | 2        | (1)         | 9.13%  | 9.24%  | 0.11%     |
|               | MPM1   | 5        | 2        | (3)         | 9.06%  | 11.57% | 2.52%     |
|               | PPI1   | 1        | 2        | 1           | 9.88%  | 9.88%  | 0.00%     |
|               | SUL1   | 1        | 2        | 1           | 12.29% | 7.45%  | -4.84%    |
|               | TPR3   |          | 2        | 2           | #Error | 8.07%  | #Error    |
|               | CBE5   | 1        | 1        |             | 17.36% | 7.35%  | -10.01%   |
|               | GBM1   | 4        | 1        | (3)         | 7.23%  | 14.53% | 7.30%     |
|               | KMR1   | 3        | 1        | (2)         | 9.11%  | 11.30% | 2.18%     |
|               | UAM1   | 2        | 1        | (1)         | 11.34% | 12.41% | 1.07%     |
|               | ANR1   |          |          |             | #Error | #Error | #Error    |
|               | AVI1   |          |          |             | #Error | #Error | #Error    |
|               | CBE3   | 3        |          | (3)         | 6.42%  | #Error | #Error    |
|               | CBE6   | 5        |          | (5)         | 9.04%  | #Error | #Error    |
|               | GDR1   | 1        |          | (1)         | 10.81% | #Error | #Error    |
|               | KGI1   | (1)      |          | 1           | 13.90% | #Error | #Error    |
|               | KGM1   | 1        |          | (1)         | 12.25% | #Error | #Error    |
|               | PDM1   |          |          |             | #Error | #Error | #Error    |
|               | SNR1   | 1        |          | (1)         | 6.86%  | #Error | #Error    |
|               | SYM2   | 2        |          | (2)         | 9.85%  | #Error | #Error    |
|               | TPR4   |          |          |             | #Error | #Error | #Error    |
|               | UMP1   | 2        |          | (2)         | 13.86% | #Error | #Error    |
|               | Total  | 52       | 61       | 9           | 10.42% | 10.96% | 0.55%     |
| SOUTH-01      | TKS2   | 2        | 7        | 5           | 9.27%  | 9.14%  | -0.13%    |
|               | KVT1   | 9        | 6        | (3)         | 13.56% | 9.74%  | -3.83%    |
|               | MAR1   | 2        | 3        | 1           | 10.81% | 11.20% | 0.39%     |
|               | RPM1   | 6        | 3        | (3)         | 10.73% | 12.19% | 1.46%     |
|               | SDI1   | 2        | 3        | 1           | 8.63%  | 10.16% | 1.53%     |
|               | SVK1   | 1        | 3        | 2           | 6.86%  | 7.59%  | 0.73%     |
|               | TUT1   | 8        | 3        | (5)         | 9.00%  | 17.89% | 8.89%     |
|               | VLY1   |          | 3        | 3           | #Error | 7.72%  | #Error    |
|               | RND1   | 5        | 2        | (3)         | 7.43%  | 8.80%  | 1.37%     |
|               | SKD1   | 1        | 2        | 1           | 11.87% | 14.07% | 2.20%     |
|               | TUT2   | 5        | 2        | (3)         | 8.36%  | 8.98%  | 0.62%     |
|               | ARM1   |          | 1        | 1           | #Error | 16.39% | #Error    |
|               | ERL2   | 2        | 1        | (1)         | 9.68%  | 13.62% | 3.94%     |
|               | MMT1   |          | 1        | 1           | #Error | 8.04%  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01    | PDI1   |          | 1        | 1           | #Error | 15.73% | #Error    |
|             | PKD1   | 1        | 1        |             | 8.45%  | 12.90% | 4.45%     |
|             | SGT1   |          | 1        | 1           | #Error | 5.39%  | #Error    |
|             | STU2   |          | 1        | 1           | #Error | 7.18%  | #Error    |
|             | TKS1   | 4        | 1        | (3)         | 11.70% | 10.80% | -0.90%    |
|             | TVL1   | 8        | 1        | (7)         | 8.83%  | 7.18%  | -1.64%    |
|             | TVL2   |          | 1        | 1           | #Error | 7.70%  | #Error    |
|             | UDN1   | 2        | 1        | (1)         | 8.72%  | 9.88%  | 1.15%     |
|             | VKM1   |          | 1        | 1           | #Error | 22.71% | #Error    |
|             | VNR1   |          | 1        | 1           | #Error | 8.04%  | #Error    |
|             | APK1   | 1        |          | (1)         | 20.89% | #Error | #Error    |
|             | APK2   | 1        |          | (1)         | 10.23% | #Error | #Error    |
|             | ASM1   |          |          |             | #Error | #Error | #Error    |
|             | COL1   | 2        |          | (2)         | 19.11% | #Error | #Error    |
|             | KGL1   |          |          |             | #Error | #Error | #Error    |
|             | KSM1   |          |          |             | #Error | #Error | #Error    |
|             | KYR1   | 2        |          | (2)         | 9.52%  | #Error | #Error    |
|             | NGR1   | 1        |          | (1)         | 12.77% | -2.65% | -15.43%   |
|             | SNL1   |          |          |             | #Error | #Error | #Error    |
|             | TCN1   | 2        |          | (2)         | 14.55% | #Error | #Error    |
|             | TKY1   |          |          |             | #Error | #Error | #Error    |
|             | TYI1   | 3        |          | (3)         | 8.58%  | #Error | #Error    |
|             | VNR2   | 4        |          | (4)         | 9.07%  | #Error | #Error    |
|             | Total  | 74       | 50       | (24)        | 10.38% | 11.13% | 0.74%     |
| NORTH ARCOT |        |          |          |             |        |        |           |
|             | CGM1   | 2        | 19       | 17          | 9.79%  | 8.78%  | -1.01%    |
|             | PLR1   | 1        | 5        | 4           | 12.48% | 11.36% | -1.11%    |
|             | SBR1   | 1        | 3        | 2           | 20.04% | 9.05%  | -10.99%   |
|             | TRR1   | 1        | 3        | 2           | 13.26% | 9.14%  | -4.12%    |
|             | VNB1   |          | 3        | 3           | #Error | 9.68%  | #Error    |
|             | BGR1   | 2        | 2        |             | 8.87%  | 10.50% | 1.62%     |
|             | AKM1   | 1        | 1        |             | 9.07%  | 9.82%  | 0.74%     |
|             | ARC2   |          | 1        | 1           | #Error | 8.45%  | #Error    |
|             | CPT1   | 1        | 1        |             | 8.45%  | 12.48% | 4.02%     |
|             | KPM2   | 2        | 1        | (1)         | 9.12%  | 13.62% | 4.50%     |
|             | VEL1   |          | 1        | 1           | #Error | 12.44% | #Error    |
|             | VSI1   |          | 1        | 1           | #Error | 9.82%  | #Error    |
|             | WJD1   |          | 1        | 1           | #Error | 9.88%  | #Error    |
|             | WJP1   |          | 1        | 1           | #Error | 7.35%  | #Error    |
|             | ABR1   | 1        |          | (1)         | 12.25% | #Error | #Error    |
|             | ANI1   | 1        |          | (1)         | 6.86%  | #Error | #Error    |
|             | CYR1   |          |          |             | #Error | #Error | #Error    |
|             | GDM1   | 1        |          | (1)         | 12.25% | #Error | #Error    |
|             | KPM1   | 2        |          | (2)         | 10.01% | #Error | #Error    |
|             | PTU1   |          |          |             | #Error | #Error | #Error    |
|             | SLG1   |          |          |             | #Error | #Error | #Error    |
|             | TRL1   | 2        |          | (2)         | 11.20% | #Error | #Error    |
|             | TRT1   | 1        |          | (1)         | 8.47%  | #Error | #Error    |
|             | UGI1   | 2        |          | (2)         | 7.58%  | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | VEL2   | 5        |          | (5)         | 14.14% | #Error | #Error    |
|             | Total  | 26       | 43       | 17          | 10.85% | 9.63%  | -1.22%    |
| CHENNAI-01  |        |          |          |             |        |        |           |
|             | CH22   |          | 4        | 4           | #Error | 11.48% | #Error    |
|             | CH05   | 5        | 3        | (2)         | 9.54%  | 11.58% | 2.05%     |
|             | CH16   | 4        | 3        | (1)         | 11.27% | 17.18% | 5.90%     |
|             | CH48   | 3        | 3        |             | 5.90%  | 9.70%  | 3.80%     |
|             | GUD2   |          | 3        | 3           | #Error | 14.43% | #Error    |
|             | AVD1   | 1        | 2        | 1           | 4.74%  | 12.52% | 7.78%     |
|             | CH14   | 5        | 2        | (3)         | 8.83%  | 13.27% | 4.44%     |
|             | CH30   | 1        | 2        | 1           | 6.86%  | 13.41% | 6.55%     |
|             | CH35   | 2        | 2        |             | 8.45%  | 12.14% | 3.69%     |
|             | CH39   | 2        | 2        |             | 4.74%  | 16.97% | 12.24%    |
|             | CH42   | 2        | 2        |             | 11.71% | 11.16% | -0.55%    |
|             | CH45   | 2        | 2        |             | 6.51%  | 13.11% | 6.60%     |
|             | CGL1   | 1        | 1        |             | 13.62% | 27.50% | 13.88%    |
|             | CH11   | 9        | 1        | (8)         | 7.42%  | 8.04%  | 0.62%     |
|             | CH19   | 2        | 1        | (1)         | 12.07% | 9.88%  | -2.19%    |
|             | CH28   | 5        | 1        | (4)         | 17.18% | 15.24% | -1.94%    |
|             | CH37   |          | 1        | 1           | #Error | 12.41% | #Error    |
|             | GUD1   | 2        | 1        | (1)         | 14.68% | 12.29% | -2.39%    |
|             | KNR1   | 1        | 1        |             | 9.82%  | 7.43%  | -2.39%    |
|             | TKM1   |          | 1        | 1           | #Error | 8.04%  | #Error    |
|             | CH07   | 6        |          | (6)         | 11.73% | #Error | #Error    |
|             | CH08   | 4        |          | (4)         | 12.47% | #Error | #Error    |
|             | CH26   | 1        |          | (1)         | 12.44% | #Error | #Error    |
|             | CH29   | 1        |          | (1)         | 8.45%  | #Error | #Error    |
|             | CH38   | 1        |          | (1)         | 8.45%  | #Error | #Error    |
|             | CH40   |          |          |             | #Error | #Error | #Error    |
|             | CZWH   | 2        |          | (2)         | -5.36% | #Error | #Error    |
|             | MC02   |          |          |             | #Error | #Error | #Error    |
|             | MC09   |          |          |             | #Error | #Error | #Error    |
|             | MC10   |          |          |             | #Error | #Error | #Error    |
|             | SKL1   |          |          |             | #Error | #Error | #Error    |
|             | MRM1   | 1        | (1)      | (2)         | 11.03% | 3.20%  | -7.83%    |
|             | Total  | 63       | 37       | (26)        | 9.87%  | 13.21% | 3.34%     |
| WEST-02     |        |          |          |             |        |        |           |
|             | ERD2   | 5        | 9        | 4           | 6.90%  | 12.69% | 5.80%     |
|             | SLM2   | 3        | 4        | 1           | 8.44%  | 9.21%  | 0.78%     |
|             | ERD1   | 2        | 3        | 1           | 7.18%  | 8.69%  | 1.51%     |
|             | HSR1   | 2        | 3        | 1           | 8.87%  | 12.98% | 4.11%     |
|             | MTR1   | 1        | 3        | 2           | 12.27% | 14.40% | 2.14%     |
|             | NKL2   | 9        | 3        | (6)         | 10.78% | 7.61%  | -3.16%    |
|             | OML1   | 2        | 2        |             | 10.81% | 9.73%  | -1.08%    |
|             | SLM1   | 3        | 2        | (1)         | 9.87%  | 11.17% | 1.30%     |
|             | BMD1   | 2        | 1        | (1)         | 14.97% | 10.80% | -4.17%    |
|             | DPR2   |          | 1        | 1           | #Error | 11.99% | #Error    |
|             | HSR2   | 2        | 1        | (1)         | 17.50% | 11.30% | -6.21%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02    | KMM1   |          | 1        | 1           | #Error | 10.80% | #Error    |
|            | KVP1   | 1        | 1        |             | 13.89% | 9.88%  | -4.01%    |
|            | RSP1   | 1        | 1        |             | 8.45%  | 12.44% | 3.98%     |
|            | SGI1   |          | 1        | 1           | #Error | 7.18%  | #Error    |
|            | TRM1   | 2        | 1        | (1)         | 13.82% | 12.41% | -1.41%    |
|            | APN1   | 2        |          | (2)         | 13.42% | #Error | #Error    |
|            | ATU1   | 2        |          | (2)         | 8.39%  | #Error | #Error    |
|            | CMI1   | 3        |          | (3)         | 8.91%  | #Error | #Error    |
|            | DPR1   |          |          |             | #Error | #Error | #Error    |
|            | EDP1   |          |          |             | #Error | #Error | #Error    |
|            | EPI1   | 2        |          | (2)         | 7.86%  | #Error | #Error    |
|            | HRR1   |          |          |             | #Error | #Error | #Error    |
|            | KRI1   | 1        |          | (1)         | 12.05% | #Error | #Error    |
|            | MCR1   |          |          |             | #Error | 7.83%  | #Error    |
|            | PDR1   | 2        |          | (2)         | 5.13%  | #Error | #Error    |
|            | PLC1   |          |          |             | #Error | #Error | #Error    |
|            | PMP1   |          |          |             | #Error | #Error | #Error    |
|            | SGG1   |          |          |             | #Error | #Error | #Error    |
|            | SLM3   | (1)      |          | 1           | 17.32% | 14.30% | -3.02%    |
|            | TCG1   | 1        |          | (1)         | 8.45%  | #Error | #Error    |
|            | VKL1   | 1        |          | (1)         | 10.81% | #Error | #Error    |
|            | VPD1   | 1        |          | (1)         | 9.07%  | #Error | #Error    |
|            | Total  | 49       | 37       | (12)        | 9.89%  | 11.22% | 1.33%     |
| SOUTH-03   | DGL1   | 4        | 8        | 4           | 11.63% | 11.35% | -0.28%    |
|            | KKD3   | 9        | 5        | (4)         | 10.74% | 11.15% | 0.41%     |
|            | MDU2   | 2        | 5        | 3           | 15.25% | 9.91%  | -5.33%    |
|            | MDU4   |          | 3        | 3           | #Error | 7.52%  | #Error    |
|            | CBM1   | 2        | 2        |             | 10.37% | 6.13%  | -4.24%    |
|            | MDU1   | 6        | 2        | (4)         | 10.59% | 19.20% | 8.61%     |
|            | ADP1   |          | 1        | 1           | #Error | 10.23% | #Error    |
|            | ATG1   | 4        | 1        | (3)         | 4.91%  | 10.72% | 5.81%     |
|            | BNR1   |          | 1        | 1           | #Error | 19.44% | #Error    |
|            | DGL2   | 1        | 1        |             | 10.80% | 12.41% | 1.61%     |
|            | MDU5   |          | 1        | 1           | #Error | 25.81% | #Error    |
|            | MDU6   | 3        | 1        | (2)         | 13.98% | 12.29% | -1.69%    |
|            | NKI1   | 1        | 1        |             | 10.21% | 25.25% | 15.04%    |
|            | TDI1   |          | 1        | 1           | #Error | 9.54%  | #Error    |
|            | TEN1   | 2        | 1        | (1)         | 6.16%  | 12.44% | 6.28%     |
|            | TMM1   | 1        | 1        |             | 9.82%  | 4.44%  | -5.37%    |
|            | BTU1   | 1        |          | (1)         | 8.50%  | #Error | #Error    |
|            | CMR1   |          |          |             | #Error | #Error | #Error    |
|            | DKI1   | 1        |          | (1)         | 13.70% | #Error | #Error    |
|            | KKD2   | 1        |          | (1)         | 8.45%  | #Error | #Error    |
|            | KPT1   |          |          |             | #Error | #Error | #Error    |
|            | KRR1   | 5        |          | (5)         | 8.90%  | #Error | #Error    |
|            | KYK1   | 1        |          | (1)         | 9.82%  | #Error | #Error    |
|            | MDU3   | 2        |          | (2)         | 7.90%  | #Error | #Error    |
|            | MLR1   | 1        |          | (1)         | 9.82%  | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | MNM1   |          |          |             | #Error | #Error | #Error    |
|            | MPA1   | 1        |          | (1)         | 8.45%  | #Error | #Error    |
|            | NTM1   |          |          |             | #Error | #Error | #Error    |
|            | ODM1   | 1        |          | (1)         | 18.79% | #Error | #Error    |
|            | PKM1   |          |          |             | #Error | #Error | #Error    |
|            | PNI1   |          |          |             | #Error | #Error | #Error    |
|            | PNV1   |          |          |             | #Error | #Error | #Error    |
|            | PVI1   |          |          |             | #Error | #Error | #Error    |
|            | SGP1   |          |          |             | #Error | #Error | #Error    |
|            | TEN2   | 3        |          | (3)         | 4.28%  | #Error | #Error    |
|            | TPT1   |          |          |             | #Error | #Error | #Error    |
|            | USL1   | 1        |          | (1)         | 9.59%  | #Error | #Error    |
|            | SVG1   |          | (1)      | (1)         | #Error | 7.65%  | #Error    |
|            | Total  | 53       | 34       | (19)        | 10.02% | 11.14% | 1.13%     |
|            |        |          |          |             |        |        |           |
|            |        |          |          |             |        |        |           |
| TRICHY-01  | TRY1   | 6        | 5        | (1)         | 8.15%  | 12.74% | 4.59%     |
|            | TNJ1   |          | 4        | 4           | #Error | 12.13% | #Error    |
|            | KUM1   | 1        | 3        | 2           | 9.07%  | 7.12%  | -1.95%    |
|            | NGT1   | 2        | 3        | 1           | 7.67%  | 14.83% | 7.15%     |
|            | PBR2   | 5        | 3        | (2)         | 9.21%  | 14.92% | 5.71%     |
|            | PBR1   |          | 2        | 2           | #Error | 14.17% | #Error    |
|            | TNJ2   | 3        | 2        | (1)         | 12.61% | 8.70%  | -3.91%    |
|            | AYR1   |          | 1        | 1           | #Error | 9.88%  | #Error    |
|            | KIK1   | 3        | 1        | (2)         | 14.59% | 7.69%  | -6.91%    |
|            | MDI1   |          | 1        | 1           | #Error | 5.16%  | #Error    |
|            | MSI1   |          | 1        | 1           | #Error | 12.29% | #Error    |
|            | PTK1   | 1        | 1        |             | 7.69%  | 11.30% | 3.61%     |
|            | TVR2   | 4        | 1        | (3)         | 12.35% | 5.70%  | -6.65%    |
|            | APM1   |          |          |             | #Error | #Error | #Error    |
|            | JKM1   | 1        |          | (1)         | 8.45%  | #Error | #Error    |
|            | KRN1   |          |          |             | #Error | #Error | #Error    |
|            | MVM1   | 2        |          | (2)         | 12.02% | #Error | #Error    |
|            | NCK1   |          |          |             | #Error | #Error | #Error    |
|            | NMM1   | 1        |          | (1)         | 16.71% | #Error | #Error    |
|            | ORU1   | 1        |          | (1)         | 7.69%  | #Error | #Error    |
|            | PDK1   | 1        |          | (1)         | 14.74% | #Error | #Error    |
|            | TRY2   |          |          |             | #Error | #Error | #Error    |
|            | TRY3   | 1        |          | (1)         | 11.92% | #Error | #Error    |
|            | TTP1   |          |          |             | #Error | #Error | #Error    |
|            | TVR1   | 1        |          | (1)         | 8.45%  | #Error | #Error    |
|            | TYR1   | 2        |          | (2)         | 9.87%  | #Error | #Error    |
|            | Total  | 35       | 28       | (7)         | 10.36% | 11.58% | 1.21%     |
|            |        |          |          |             |        |        |           |
|            |        |          |          |             |        |        |           |
| CHENNAI-02 | CH03   | 4        | 3        | (1)         | 19.04% | 22.93% | 3.89%     |
|            | CH18   | 5        | 3        | (2)         | 14.32% | 11.74% | -2.58%    |
|            | CH43   |          | 3        | 3           | #Error | 12.61% | #Error    |
|            | CH06   | 3        | 2        | (1)         | 10.60% | 12.13% | 1.54%     |
|            | CH15   | 4        | 2        | (2)         | 15.39% | 10.55% | -4.84%    |
|            | CH21   | 1        | 2        | 1           | 9.07%  | 14.28% | 5.21%     |
|            | CH24   | 2        | 2        |             | 7.91%  | 15.92% | 8.02%     |
|            |        |          |          |             |        |        |           |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| CHENNAI-02  | CH33   | 2        | 2        |             | 11.66%  | 7.28%  | -4.38%    |
|             | CH34   | 2        | 2        |             | 8.54%   | 10.86% | 2.32%     |
|             | CH41   | 3        | 1        | (2)         | 10.12%  | 20.89% | 10.77%    |
|             | MC06   |          | 1        | 1           | #Error  | 10.23% | #Error    |
|             | MJR1   | 1        | 1        |             | 4.74%   | 19.65% | 14.91%    |
|             | PON1   | 1        | 1        |             | 12.41%  | 12.41% | 0.00%     |
|             | UKI1   | 2        | 1        | (1)         | 4.74%   | 8.04%  | 3.30%     |
|             | CH01   |          |          |             | #Error  | #Error | #Error    |
|             | CH09   | 1        |          | (1)         | 8.45%   | #Error | #Error    |
|             | CH12   | 2        |          | (2)         | 12.97%  | #Error | #Error    |
|             | CH17   | 5        |          | (5)         | 13.24%  | #Error | #Error    |
|             | CH20   | 1        |          | (1)         | 15.70%  | #Error | #Error    |
|             | CH23   | 2        |          | (2)         | 10.08%  | #Error | #Error    |
|             | CH27   | 1        |          | (1)         | 12.41%  | 29.13% | 16.71%    |
|             | CH31   | 2        |          | (2)         | 9.12%   | #Error | #Error    |
|             | CH32   | 1        |          | (1)         | 15.63%  | #Error | #Error    |
|             | CH36   | 1        |          | (1)         | 9.07%   | #Error | #Error    |
|             | CH44   | 3        |          | (3)         | 17.31%  | #Error | #Error    |
|             | CH46   | 1        |          | (1)         | 9.07%   | 71.83% | 62.76%    |
|             | GPD1   | 1        |          | (1)         | 10.49%  | #Error | #Error    |
|             | MC05   |          |          |             | #Error  | #Error | #Error    |
|             | MC08   |          |          |             | #Error  | #Error | #Error    |
|             | Total  | 51       | 26       | (25)        | 13.36%  | 12.49% | -0.86%    |
| SOUTH ARCOT | CUD1   | 3        | 4        | 1           | 11.30%  | 9.23%  | -2.08%    |
|             | KLM1   | 1        | 3        | 2           | 9.82%   | 9.99%  | 0.18%     |
|             | TRK1   | 17       | 3        | (14)        | 8.95%   | 11.03% | 2.08%     |
|             | TVM1   |          | 2        | 2           | #Error  | 10.85% | #Error    |
|             | VPM2   | 1        | 2        | 1           | 12.44%  | 10.06% | -2.38%    |
|             | CDM1   | 1        | 1        |             | 6.25%   | 25.81% | 19.56%    |
|             | KKI2   | 2        | 1        | (1)         | 7.28%   | 7.18%  | -0.09%    |
|             | POY1   | 1        | 1        |             | 16.93%  | 12.44% | -4.50%    |
|             | SJI1   |          | 1        | 1           | #Error  | 12.62% | #Error    |
|             | STP1   |          | 1        | 1           | #Error  | 9.82%  | #Error    |
|             | TVM2   |          | 1        | 1           | #Error  | 12.25% | #Error    |
|             | KML1   |          |          |             | #Error  | #Error | #Error    |
|             | MKM1   |          |          |             | #Error  | #Error | #Error    |
|             | NVL2   | 1        |          | (1)         | 9.76%   | #Error | #Error    |
|             | POY2   | 2        |          | (2)         | 10.12%  | #Error | #Error    |
|             | PRT1   | 1        |          | (1)         | 9.07%   | #Error | #Error    |
|             | TDM1   | 10       |          | (10)        | 11.52%  | #Error | #Error    |
|             | ULP1   |          |          |             | #Error  | #Error | #Error    |
|             | VPM1   |          |          |             | #Error  | #Error | #Error    |
|             | VCM1   |          | (1)      | (1)         | 100.00% | -9.64% | -109.64%  |
|             | Total  | 40       | 19       | (21)        | 10.07%  | 12.04% | 1.97%     |
| KL-SOUTH    | PAS1   | 1        | 2        | 1           | 6.97%   | 10.89% | 3.92%     |
|             | TVP1   | 1        | 1        |             | 10.77%  | 16.70% | 5.93%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| KL-SOUTH   | KLR1   | (1)      |          | 1           | 4.82%  | #Error | #Error    |
|            | Total  | 1        | 3        | 2           | 11.89% | 13.44% | 1.55%     |
|            | Total  | 586      | 476      | (110)       | 9.73%  | 10.32% | 0.59%     |