



Information:  
LP: 01-08-2024 To 27-08-2024  
CP: 01-08-2025 To 27-08-2025  
Sales Values are in Lacs

OA LP Sales  
23,743.90 L

OA CP Sales  
28,501.81 L

Growth  
20.04 %

A2A Growth  
5.88 %

OA CP GP%  
6.66%

| A2A Growth% - Color Legend                                       |               |                                                                                                  |                                               |                                               |                                               |                                               |                                                |                                                |                                               |                                             |     |      |       |     |
|------------------------------------------------------------------|---------------|--------------------------------------------------------------------------------------------------|-----------------------------------------------|-----------------------------------------------|-----------------------------------------------|-----------------------------------------------|------------------------------------------------|------------------------------------------------|-----------------------------------------------|---------------------------------------------|-----|------|-------|-----|
| <0                                                               | 0-5           | 5-10                                                                                             | 10-20                                         | >20                                           | Non A2A                                       |                                               |                                                |                                                |                                               |                                             |     |      |       |     |
| a2a                                                              |               | Over All                                                                                         |                                               |                                               |                                               | a2a                                           |                                                |                                                |                                               | # a2a stores                                |     |      |       |     |
| Rank                                                             | Sales Zone    | lp sales                                                                                         | cp sales                                      | growth%                                       | cp GP%                                        | lp sales                                      | cp sales                                       | growth%                                        | cp GP%                                        | <0                                          | 0-5 | 5-10 | 10-20 | >20 |
| 1                                                                | SOUTH ARCOT   | 1,627                                                                                            | 2,029                                         | 24.75%                                        | 6.02%                                         | 1,625                                         | 1,953                                          | 20.18%                                         | 6.01%                                         | 3                                           | 2   | 2    | 4     | 7   |
| 2                                                                | NORTH ARCOT   | 1,715                                                                                            | 2,031                                         | 18.47%                                        | 6.95%                                         | 1,715                                         | 1,949                                          | 13.70%                                         | 6.96%                                         | 4                                           | 1   | 3    | 5     | 11  |
| 3                                                                | WEST-02       | 2,052                                                                                            | 2,440                                         | 18.90%                                        | 7.29%                                         | 1,972                                         | 2,236                                          | 13.42%                                         | 7.16%                                         | 7                                           | 2   | 4    | 5     | 11  |
| 4                                                                | TRICHY-01     | 2,501                                                                                            | 2,976                                         | 18.99%                                        | 6.53%                                         | 2,500                                         | 2,775                                          | 11.00%                                         | 6.50%                                         | 3                                           | 3   | 2    | 5     | 10  |
| 5                                                                | SOUTH-01      | 3,676                                                                                            | 4,236                                         | 15.23%                                        | 6.31%                                         | 3,669                                         | 4,062                                          | 10.71%                                         | 6.29%                                         | 10                                          | 2   | 2    | 11    | 9   |
| 6                                                                | WEST-01       | 1,626                                                                                            | 1,899                                         | 16.80%                                        | 8.33%                                         | 1,619                                         | 1,697                                          | 4.79%                                          | 8.12%                                         | 7                                           | 4   | 1    | 6     | 6   |
| 7                                                                | VIJAYAWADA-01 | 421                                                                                              | 1,521                                         | 261.07%                                       | 5.17%                                         | 420                                           | 423                                            | 0.78%                                          | 4.47%                                         | 5                                           | 1   | 1    | 1     | 1   |
| 12                                                               | HO01          | 150                                                                                              | 170                                           | 13.34%                                        | -0.25%                                        | 0                                             | 0                                              | 0.00%                                          | 0.00%                                         |                                             |     |      |       |     |
| 12                                                               | KL-SOUTH      | 0                                                                                                | 243                                           | 0.00%                                         | 5.41%                                         | 0                                             | 0                                              | 0.00%                                          | 0.00%                                         |                                             |     |      |       |     |
| 8                                                                | SOUTH-03      | 2,284                                                                                            | 2,807                                         | 22.89%                                        | 8.28%                                         | 2,278                                         | 2,266                                          | -0.53%                                         | 8.39%                                         | 13                                          | 2   | 4    | 4     | 5   |
| 9                                                                | CHENNAI-01    | 3,446                                                                                            | 3,556                                         | 3.17%                                         | 6.90%                                         | 3,376                                         | 3,309                                          | -1.98%                                         | 7.12%                                         | 16                                          | 3   | 4    | 3     | 4   |
| 10                                                               | CHENNAI-02    | 2,970                                                                                            | 3,024                                         | 1.82%                                         | 6.07%                                         | 2,970                                         | 2,891                                          | -2.66%                                         | 6.00%                                         | 16                                          | 1   | 2    | 4     | 4   |
| 11                                                               | TIRUPATI-01   | 1,276                                                                                            | 1,569                                         | 23.01%                                        | 5.46%                                         | 1,272                                         | 1,230                                          | -3.30%                                         | 5.54%                                         | 12                                          | 1   | 2    | 1     | 4   |
| Total                                                            |               | 23,744                                                                                           | 28,502                                        | 20.04%                                        | 6.66%                                         | 23,415                                        | 24,791                                         | 5.88%                                          | 6.75%                                         | 96                                          | 22  | 27   | 49    | 72  |
| 9                                                                |               | CHENNAI-01 sales: 3,555.65 growth: 3.2% GP: 6.90%   a2a sales: 3,309.46 growth: -1.98% GP: 7.12% |                                               |                                               |                                               |                                               |                                                |                                                |                                               |                                             |     |      |       |     |
| CH03<br>O. 742.6   10.20%  7.55%<br>A. 742.6   10.20%  7.55%     |               | TKM1<br>L:54.2<br>C:71.2<br>G:31%<br>P:8.5%                                                      | CH45<br>L:90.4<br>C:117.8<br>G:30%<br>P:8%    | MRM1<br>L:84.7<br>C:106.9<br>G:26%<br>P:7.9%  | GUD2<br>L:102.8<br>C:113.8<br>G:11%<br>P:6.1% | MC10<br>L:33.2<br>C:36.1<br>G:9%<br>P:3.4%    | GUD1<br>L:111.1<br>C:119.6<br>G:8%<br>P:9%     | SKL1<br>L:76.5<br>C:78.4<br>G:2%<br>P:10.1%    | CGL1<br>L:121.0<br>C:98.8<br>G:-18%<br>P:5.4% |                                             |     |      |       |     |
| CH05<br>O. 933.7   5.39%  5.97%<br>A. 933.7   5.39%  5.97%       |               | CH37<br>L:48.3<br>C:61.2<br>G:27%<br>P:6.9%                                                      | CH30<br>L:143.9<br>C:168.8<br>G:17%<br>P:4.4% | CH14<br>L:215.9<br>C:240.4<br>G:11%<br>P:6.1% | CH35<br>L:85.8<br>C:92.4<br>G:8%<br>P:5.7%    | CH05<br>L:211.5<br>C:207.1<br>G:-2%<br>P:6.3% | AVD1<br>L:140.1<br>C:131.2<br>G:-6%<br>P:6.5%  | CH26<br>L:40.4<br>C:32.6<br>G:-19%<br>P:8.6%   |                                               |                                             |     |      |       |     |
| CH02<br>O. 100.1   85.21%  -3.91%<br>A. 0.0   0.00%  0.00%       |               | CZWH<br>L:40.9<br>C:91.7<br>G:0%<br>P:-2.7%                                                      |                                               | WCHN<br>L:0.0<br>C:-10.0<br>G:0%<br>P:8.2%    |                                               | WHC3<br>L:25.2<br>C:18.4<br>G:0%<br>P:-3.6%   |                                                | WHC4<br>L:-12.1<br>C:0.0<br>G:0%<br>P:0%       |                                               |                                             |     |      |       |     |
| CH06<br>O. 1,080.0   -9.22%  7.30%<br>A. 1,080.0   -9.22%  7.30% |               | CH11<br>L:125.7<br>C:131.0<br>G:4%<br>P:4.7%                                                     | CH16<br>L:248.1<br>C:244.9<br>G:-1%<br>P:7.8% | CH08<br>L:217.9<br>C:210.7<br>G:-3%<br>P:9.7% | CH19<br>L:175.8<br>C:168.2<br>G:-4%<br>P:6.2% | CH42<br>L:195.0<br>C:181.4<br>G:-7%<br>P:7.8% | CH40<br>L:81.0<br>C:65.0<br>G:-20%<br>P:2.3%   | CH39<br>L:94.6<br>C:59.4<br>G:-37%<br>P:9.2%   | CH29<br>L:51.6<br>C:19.6<br>G:-62%<br>P:9.1%  |                                             |     |      |       |     |
| CH08<br>O. 699.2   8.78%  8.40%<br>A. 553.2   -11.77%  8.17%     |               | KNR1<br>L:76.1<br>C:81.0<br>G:7%<br>P:6.1%                                                       | CH28<br>L:124.3<br>C:128.7<br>G:4%<br>P:10.5% | CH48<br>L:0.0<br>C:146.0<br>G:0%<br>P:9.3%    | MC03<br>L:15.8<br>C:0.0<br>G:0%<br>P:0%       | CH38<br>L:84.9<br>C:80.7<br>G:-5%<br>P:8.8%   | CH07<br>L:169.0<br>C:141.1<br>G:-17%<br>P:7.8% | CH22<br>L:123.0<br>C:100.8<br>G:-18%<br>P:7.4% | MC09<br>L:18.1<br>C:14.7<br>G:-18%<br>P:6.1%  | MC02<br>L:31.6<br>C:6.1<br>G:-81%<br>P:3.8% |     |      |       |     |





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|----------------------------------------------------------------|-------------------------------------------------------------------------------------------------|-----------------------------------------------|-----------------------------------------------|------------------------------------------------|----------------------------------------------|-----------------------------------------------|------------------------------------------------|----------------------------------------------|--------------------------------------------|----------------------------------------------|
| SA02<br>O. 720.9   24.57%  5.80%<br>A. 684.2   18.61%  5.84%   | NVL2<br>L:84.2<br>C:136.1<br>G:62%<br>P:6%                                                      | KML1<br>L:44.2<br>C:62.2<br>G:41%<br>P:4.6%   | CDM1<br>L:113.1<br>C:137.1<br>G:21%<br>P:6.4% | ULP1<br>L:92.4<br>C:105.5<br>G:14%<br>P:6.1%   | VCM1<br>L:53.5<br>C:60.5<br>G:13%<br>P:3.8%  | KKI2<br>L:110.3<br>C:115.0<br>G:4%<br>P:5.9%  | STP1<br>L:0.0<br>C:37.8<br>G:0%<br>P:5.3%      | WHNV<br>L:2.0<br>C:0.5<br>G:0%<br>P:9.9%     | WHUT<br>L:0.0<br>C:-1.6<br>G:0%<br>P:10.1% | PRT1<br>L:79.0<br>C:67.8<br>G:-14%<br>P:6.7% |
| SA03<br>O. 598.3   17.51%  4.89%<br>A. 598.3   17.51%  4.89%   | VPM2<br>L:80.6<br>C:130.6<br>G:62%<br>P:4.8%                                                    | TRK1<br>L:97.1<br>C:137.7<br>G:42%<br>P:6.3%  | VPM1<br>L:34.3<br>C:37.7<br>G:10%<br>P:5.5%   | TDM1<br>L:78.8<br>C:86.6<br>G:10%<br>P:4.2%    | SJI1<br>L:87.2<br>C:90.4<br>G:4%<br>P:3.9%   | TVM1<br>L:54.9<br>C:51.1<br>G:-7%<br>P:3.7%   | TVM2<br>L:76.3<br>C:64.2<br>G:-16%<br>P:4.9%   |                                              |                                            |                                              |
| 5                                                              | SOUTH-01 sales: 4,235.78 growth: 15.2% GP: 6.31%   a2a sales: 4,062.26 growth: 10.71% GP: 6.29% |                                               |                                               |                                                |                                              |                                               |                                                |                                              |                                            |                                              |
| TKS1<br>O. 613.5   28.65%  7.13%<br>A. 613.5   28.65%  7.13%   | TKS2<br>L:124.4<br>C:194.4<br>G:56%<br>P:5.9%                                                   | TKS1<br>L:113.1<br>C:148.2<br>G:31%<br>P:7.9% | RPM1<br>L:95.3<br>C:122.0<br>G:28%<br>P:8.3%  | SDI1<br>L:46.1<br>C:54.4<br>G:18%<br>P:6.8%    | PDI1<br>L:52.8<br>C:57.1<br>G:8%<br>P:7.6%   | SGT1<br>L:45.2<br>C:37.5<br>G:-17%<br>P:6.4%  |                                                |                                              |                                            |                                              |
| TUT1<br>O. 987.2   33.57%  5.81%<br>A. 917.2   24.10%  5.70%   | UDN1<br>L:40.6<br>C:58.6<br>G:44%<br>P:4.8%                                                     | TUT1<br>L:394.0<br>C:466.3<br>G:18%<br>P:5.3% | TUT2<br>L:147.0<br>C:167.3<br>G:14%<br>P:4.9% | TCN1<br>L:95.8<br>C:103.8<br>G:8%<br>P:8%      | ERL2<br>L:0.0<br>C:119.5<br>G:0%<br>P:7.9%   | TYI1<br>L:0.0<br>C:70.0<br>G:0%<br>P:7.2%     | ERL1<br>L:61.7<br>C:1.7<br>G:-97%<br>P:-56%    |                                              |                                            |                                              |
| TVL1<br>O. 703.3   14.05%  5.60%<br>A. 703.3   14.05%  5.60%   | ASM1<br>L:46.5<br>C:66.9<br>G:44%<br>P:7.1%                                                     | TVL1<br>L:368.6<br>C:426.7<br>G:16%<br>P:6%   | ARM1<br>L:33.7<br>C:38.1<br>G:13%<br>P:6%     | VLY1<br>L:121.8<br>C:137.5<br>G:13%<br>P:4.9%  | TVL2<br>L:46.1<br>C:34.2<br>G:-26%<br>P:0.5% |                                               |                                                |                                              |                                            |                                              |
| KVT1<br>O. 745.6   21.51%  7.72%<br>A. 661.4   7.80%  7.67%    | PKD1<br>L:76.2<br>C:102.3<br>G:34%<br>P:6.9%                                                    | STU2<br>L:36.3<br>C:47.5<br>G:31%<br>P:6.2%   | KYR1<br>L:42.4<br>C:51.6<br>G:22%<br>P:7.2%   | KVT1<br>L:185.4<br>C:214.0<br>G:15%<br>P:9.2%  | SNL1<br>L:67.5<br>C:76.3<br>G:13%<br>P:5.6%  | RND1<br>L:118.9<br>C:131.2<br>G:10%<br>P:7.3% | SKD1<br>L:0.0<br>C:84.1<br>G:0%<br>P:8.1%      | VKM1<br>L:86.9<br>C:38.5<br>G:-56%<br>P:8.6% |                                            |                                              |
| VNR1<br>O. 494.8   8.14%  6.47%<br>A. 484.1   5.81%  6.62%     | VNR2<br>L:200.8<br>C:225.0<br>G:12%<br>P:6.2%                                                   | APK1<br>L:85.7<br>C:88.0<br>G:3%<br>P:9.1%    | SVK1<br>L:115.4<br>C:115.9<br>G:0%<br>P:5.1%  | APK2<br>L:0.0<br>C:10.7<br>G:0%<br>P:-0.5%     | VNR1<br>L:55.6<br>C:55.1<br>G:-1%<br>P:7.4%  |                                               |                                                |                                              |                                            |                                              |
| TVL2<br>O. 8.7   33.74%  -2.05%<br>A. 0.0   0.00%  0.00%       | S2SD<br>L:8.0<br>C:11.6<br>G:0%<br>P:0.5%                                                       | WHTV<br>L:-1.5<br>C:-2.8<br>G:0%<br>P:8.2%    |                                               |                                                |                                              |                                               |                                                |                                              |                                            |                                              |
| NGR1<br>O. 682.7   -10.83%  5.49%<br>A. 682.7   -10.83%  5.49% | KGL1<br>L:47.2<br>C:62.1<br>G:31%<br>P:5.9%                                                     | TKY1<br>L:68.2<br>C:75.0<br>G:10%<br>P:7.6%   | COL1<br>L:26.5<br>C:24.7<br>G:-7%<br>P:8.3%   | MAR1<br>L:130.8<br>C:117.2<br>G:-10%<br>P:5.5% | MMT1<br>L:65.9<br>C:58.4<br>G:-11%<br>P:6.4% | KSM1<br>L:39.7<br>C:34.8<br>G:-12%<br>P:5.8%  | NGR1<br>L:387.3<br>C:310.5<br>G:-20%<br>P:4.5% |                                              |                                            |                                              |



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|                                                              |                                                                                                  |                                               |                                               |                                             |                                               |                                              |                                              |                                                |                                               |                                               |                                              |
|--------------------------------------------------------------|--------------------------------------------------------------------------------------------------|-----------------------------------------------|-----------------------------------------------|---------------------------------------------|-----------------------------------------------|----------------------------------------------|----------------------------------------------|------------------------------------------------|-----------------------------------------------|-----------------------------------------------|----------------------------------------------|
| 8                                                            | SOUTH-03 sales: 2,806.78 growth: 22.9% GP: 8.28%   a2a sales: 2,265.65 growth: -0.53% GP: 8.39%  |                                               |                                               |                                             |                                               |                                              |                                              |                                                |                                               |                                               |                                              |
| SVG1<br>O. 511.0   71.66%  7.75%<br>A. 356.5   19.75%  7.81% | MLR1<br>L:50.9<br>C:76.2<br>G:50%<br>P:6.7%                                                      | TMM1<br>L:78.8<br>C:100.5<br>G:28%<br>P:7.1%  | SVG1<br>L:58.0<br>C:69.8<br>G:20%<br>P:9.3%   | BTU1<br>L:31.0<br>C:36.5<br>G:18%<br>P:9.2% | KPT1<br>L:0.0<br>C:40.4<br>G:0%<br>P:9.1%     | KYK1<br>L:0.0<br>C:26.5<br>G:0%<br>P:-0.3%   | NKI1<br>L:0.0<br>C:44.3<br>G:0%<br>P:10.6%   | PKM1<br>L:0.0<br>C:43.4<br>G:0%<br>P:8%        | USL1<br>L:78.9<br>C:73.5<br>G:-7%<br>P:7.7%   |                                               |                                              |
| KKD2<br>O. 582.6   17.63%  9.70%<br>A. 514.8   3.93%  9.70%  | DKI1<br>L:67.4<br>C:90.7<br>G:35%<br>P:9.2%                                                      | TPT1<br>L:62.0<br>C:71.8<br>G:16%<br>P:11.7%  | ATG1<br>L:95.5<br>C:104.2<br>G:9%<br>P:8.7%   | TDI1<br>L:52.3<br>C:54.1<br>G:3%<br>P:9.4%  | PVI1<br>L:0.0<br>C:67.8<br>G:0%<br>P:9.7%     | PNV1<br>L:34.0<br>C:33.4<br>G:-2%<br>P:7.4%  | SGP1<br>L:54.5<br>C:50.0<br>G:-8%<br>P:12.2% | MNM1<br>L:40.1<br>C:36.0<br>G:-10%<br>P:10%    | KKD2<br>L:89.6<br>C:74.6<br>G:-17%<br>P:9.4%  |                                               |                                              |
| MDU1<br>O. 9.2   50.49%  -0.05%<br>A. 0.0   0.00%  0.00%     | MDWH<br>L:-0.3<br>C:0.0<br>G:0%<br>P:0%                                                          |                                               |                                               | SZSD<br>L:6.4<br>C:10.3<br>G:0%<br>P:0.8%   |                                               |                                              | WHMD<br>L:0.0<br>C:-1.0<br>G:0%<br>P:8.5%    |                                                |                                               |                                               |                                              |
| MDU2<br>O. 828.3   29.91%  7.56%<br>A. 614.8   -3.58%  7.67% | ADP1<br>L:47.3<br>C:59.9<br>G:27%<br>P:9.1%                                                      | MDU2<br>L:148.9<br>C:164.5<br>G:10%<br>P:8.2% | CBM1<br>L:80.4<br>C:88.2<br>G:10%<br>P:9%     | MDU4<br>L:69.3<br>C:73.3<br>G:6%<br>P:8.1%  | MDU6<br>L:0.0<br>C:133.9<br>G:0%<br>P:8.3%    | TEN2<br>L:0.0<br>C:79.6<br>G:0%<br>P:5.4%    | BNR1<br>L:53.4<br>C:52.7<br>G:-1%<br>P:8%    | CMR1<br>L:42.2<br>C:36.5<br>G:-13%<br>P:4.9%   | TEN1<br>L:102.6<br>C:77.6<br>G:-24%<br>P:5.6% | MDU3<br>L:93.5<br>C:62.1<br>G:-34%<br>P:6.4%  |                                              |
| DGL1<br>O. 791.7   6.22%  8.44%<br>A. 695.7   -6.67%  8.39%  | NTM1<br>L:41.8<br>C:46.4<br>G:11%<br>P:8%                                                        |                                               | DGL1<br>L:187.3<br>C:198.9<br>G:6%<br>P:9%    | MPA1<br>L:68.2<br>C:70.8<br>G:4%<br>P:9.5%  | DGL2<br>L:0.0<br>C:58.7<br>G:0%<br>P:9.5%     |                                              | PNI1<br>L:0.0<br>C:37.3<br>G:0%<br>P:7.7%    | MDU1<br>L:381.8<br>C:327.8<br>G:-14%<br>P:7.5% |                                               | MDU5<br>L:66.2<br>C:51.8<br>G:-22%<br>P:10.7% |                                              |
| KRR1<br>O. 83.9   -17.59%  8.15%<br>A. 83.9   -17.59%  8.15% | ODM1<br>L:42.3<br>C:39.1<br>G:-7%<br>P:7.5%                                                      |                                               |                                               |                                             |                                               | KRR1<br>L:59.6<br>C:44.8<br>G:-25%<br>P:8.7% |                                              |                                                |                                               |                                               |                                              |
| 4                                                            | TRICHY-01 sales: 2,976.46 growth: 19.0% GP: 6.53%   a2a sales: 2,775.14 growth: 11.00% GP: 6.50% |                                               |                                               |                                             |                                               |                                              |                                              |                                                |                                               |                                               |                                              |
| KUM1<br>O. 721.5   34.03%  7.03%<br>A. 673.8   25.19%  6.98% | TVR1<br>L:41.5<br>C:63.3<br>G:52%<br>P:6.7%                                                      |                                               | TVR2<br>L:118.4<br>C:158.5<br>G:34%<br>P:5.6% |                                             | MVM1<br>L:136.2<br>C:176.7<br>G:30%<br>P:8.2% |                                              | JKM1<br>L:75.3<br>C:91.3<br>G:21%<br>P:6.3%  |                                                | KUM1<br>L:166.9<br>C:184.1<br>G:10%<br>P:7.4% | NCK1<br>L:0.0<br>C:47.6<br>G:0%<br>P:7.6%     |                                              |
| TNJ1<br>O. 674.2   17.64%  7.43%<br>A. 674.2   17.64%  7.43% | ORU1<br>L:46.6<br>C:65.4<br>G:40%<br>P:8.6%                                                      |                                               | KIK1<br>L:66.8<br>C:92.2<br>G:38%<br>P:8.4%   |                                             | KRN1<br>L:40.8<br>C:55.4<br>G:36%<br>P:7.5%   |                                              | PDK1<br>L:47.8<br>C:64.2<br>G:34%<br>P:7.6%  |                                                | AYR1<br>L:60.5<br>C:72.0<br>G:19%<br>P:6.7%   | TNJ2<br>L:134.0<br>C:143.0<br>G:7%<br>P:7.6%  | TNJ1<br>L:176.5<br>C:182.1<br>G:3%<br>P:6.6% |
| PTK1<br>O. 565.6   23.89%  6.22%<br>A. 509.4   11.58%  5.94% | TTP1<br>L:73.0<br>C:100.6<br>G:38%<br>P:5.1%                                                     |                                               | MDI1<br>L:122.0<br>C:146.7<br>G:20%<br>P:6.7% |                                             | PTK1<br>L:121.5<br>C:126.8<br>G:4%<br>P:7.1%  |                                              | NGT1<br>L:91.6<br>C:93.6<br>G:2%<br>P:4.3%   |                                                | NMM1<br>L:0.0<br>C:56.2<br>G:0%<br>P:8.7%     | APM1<br>L:48.5<br>C:41.8<br>G:-14%<br>P:5.4%  |                                              |



Information:  
LP: 01-08-2024 To 27-08-2024  
CP: 01-08-2025 To 27-08-2025  
Sales Values are in Lacs

OA LP Sales  
23,743.90 L

OA CP Sales  
28,501.81 L

Growth  
20.04 %

A2A Growth  
5.88 %

OA CP GP%  
6.66%

|                                                               |                                                                                                |                                              |                                             |                                              |                                               |                                              |                                              |                                               |                                                |                                               |                                              |
|---------------------------------------------------------------|------------------------------------------------------------------------------------------------|----------------------------------------------|---------------------------------------------|----------------------------------------------|-----------------------------------------------|----------------------------------------------|----------------------------------------------|-----------------------------------------------|------------------------------------------------|-----------------------------------------------|----------------------------------------------|
| TRY1<br>O. 1,015.1   8.74%  5.75%<br>A. 917.6   -1.56%  5.76% | MSI1<br>L:52.9<br>C:63.1<br>G:19%<br>P:6.5%                                                    | TYR1<br>L:93.1<br>C:108.3<br>G:16%<br>P:6.4% | PBR2<br>L:168.8<br>C:196.0<br>G:16%<br>P:6% | PBR1<br>L:50.2<br>C:55.2<br>G:10%<br>P:4.5%  | TRY3<br>L:0.0<br>C:91.6<br>G:0%<br>P:6.2%     | TZSD<br>L:3.5<br>C:7.4<br>G:0%<br>P:1.5%     | WHTZ<br>L:-0.2<br>C:0.0<br>G:0%<br>P:0%      | WTRY<br>L:-1.8<br>C:0.0<br>G:0%<br>P:0%       | WTRZ<br>L:-0.2<br>C:-1.5<br>G:0%<br>P:13.7%    | TRY1<br>L:501.0<br>C:453.4<br>G:-9%<br>P:5.5% | TRY2<br>L:66.1<br>C:41.6<br>G:-37%<br>P:6.7% |
| 6                                                             | WEST-01 sales: 1,899.33 growth: 16.8% GP: 8.33%   a2a sales: 1,696.83 growth: 4.79% GP: 8.12%  |                                              |                                             |                                              |                                               |                                              |                                              |                                               |                                                |                                               |                                              |
| TPR4<br>O. 243.8   53.35%  8.47%<br>A. 203.3   27.84%  8.58%  | PPI1<br>L:24.2<br>C:41.3<br>G:71%<br>P:10.3%                                                   | GBM1<br>L:37.1<br>C:49.4<br>G:33%<br>P:5.7%  | SYM2<br>L:38.2<br>C:44.4<br>G:16%<br>P:9%   | AVI1<br>L:43.0<br>C:49.9<br>G:16%<br>P:9.3%  | ANR1<br>L:16.4<br>C:18.2<br>G:11%<br>P:9.6%   | TPR4<br>L:0.0<br>C:40.6<br>G:0%<br>P:7.9%    |                                              |                                               |                                                |                                               |                                              |
| UAM1<br>O. 371.6   24.66%  7.43%<br>A. 332.1   11.44%  6.86%  | KGI1<br>L:51.7<br>C:67.8<br>G:31%<br>P:5.4%                                                    | GDR1<br>L:37.4<br>C:45.9<br>G:23%<br>P:5.9%  | MPM1<br>L:54.5<br>C:62.9<br>G:15%<br>P:9%   | CNR1<br>L:46.8<br>C:48.4<br>G:3%<br>P:7.2%   | KMD1<br>L:0.0<br>C:39.4<br>G:0%<br>P:12.2%    | UAM1<br>L:107.6<br>C:107.2<br>G:0%<br>P:6.8% |                                              |                                               |                                                |                                               |                                              |
| PLI1<br>O. 255.5   2.51%  8.18%<br>A. 255.5   2.51%  8.18%    | PDM1<br>L:26.5<br>C:37.9<br>G:43%<br>P:8.4%                                                    | DPM2<br>L:42.7<br>C:55.7<br>G:30%<br>P:8.7%  | KGM1<br>L:28.9<br>C:33.1<br>G:15%<br>P:8.6% | PLI1<br>L:98.8<br>C:86.3<br>G:-13%<br>P:8.7% | UMP1<br>L:52.3<br>C:42.4<br>G:-19%<br>P:6%    |                                              |                                              |                                               |                                                |                                               |                                              |
| CBE1<br>O. 810.3   8.63%  8.82%<br>A. 735.9   -0.44%  8.77%   | KMR1<br>L:119.6<br>C:143.0<br>G:20%<br>P:8.5%                                                  | CBE2<br>L:293.3<br>C:309.7<br>G:6%<br>P:7.2% | CBE1<br>L:67.7<br>C:68.7<br>G:2%<br>P:10.2% | SUL1<br>L:46.7<br>C:47.2<br>G:1%<br>P:11.5%  | CBE6<br>L:0.0<br>C:71.5<br>G:0%<br>P:9.9%     | WHCB<br>L:0.0<br>C:-1.1<br>G:0%<br>P:13.4%   | WZSD<br>L:6.8<br>C:4.1<br>G:0%<br>P:0.3%     | CBE3<br>L:35.3<br>C:28.6<br>G:-19%<br>P:10.4% | CBE4<br>L:102.5<br>C:80.6<br>G:-21%<br>P:10.5% | SNR1<br>L:74.1<br>C:58.2<br>G:-22%<br>P:10.9% |                                              |
| TPR1<br>O. 218.1   25.40%  8.08%<br>A. 170.0   -2.24%  7.06%  | TPR2<br>L:94.0<br>C:94.6<br>G:1%<br>P:6.6%                                                     |                                              |                                             | TPR3<br>L:0.0<br>C:48.1<br>G:0%<br>P:11.7%   |                                               |                                              | TPR1<br>L:79.9<br>C:75.5<br>G:-6%<br>P:7.6%  |                                               |                                                |                                               |                                              |
| 3                                                             | WEST-02 sales: 2,439.77 growth: 18.9% GP: 7.29%   a2a sales: 2,236.17 growth: 13.42% GP: 7.16% |                                              |                                             |                                              |                                               |                                              |                                              |                                               |                                                |                                               |                                              |
| MTR1<br>O. 575.3   20.98%  6.86%<br>A. 575.3   20.98%  6.86%  | TRM1<br>L:66.3<br>C:98.0<br>G:48%<br>P:7.3%                                                    | MCR1<br>L:56.6<br>C:83.1<br>G:47%<br>P:6.1%  | OML1<br>L:62.7<br>C:83.4<br>G:33%<br>P:5.9% | HRR1<br>L:54.0<br>C:65.7<br>G:22%<br>P:6.1%  | BMD1<br>L:49.2<br>C:56.1<br>G:14%<br>P:7%     | DPR1<br>L:40.6<br>C:43.3<br>G:7%<br>P:6.4%   | DPR2<br>L:45.2<br>C:46.9<br>G:4%<br>P:7.7%   | MTR1<br>L:101.0<br>C:98.8<br>G:-2%<br>P:8.1%  |                                                |                                               |                                              |
| HSR1<br>O. 535.3   18.85%  7.42%<br>A. 536.4   19.08%  7.43%  | SGI1<br>L:33.1<br>C:59.4<br>G:80%<br>P:8.5%                                                    | PMP1<br>L:48.7<br>C:66.4<br>G:36%<br>P:5.6%  | KVP1<br>L:39.3<br>C:51.9<br>G:32%<br>P:7.1% | PLC1<br>L:45.6<br>C:54.0<br>G:19%<br>P:7.1%  | HSR2<br>L:121.0<br>C:138.4<br>G:14%<br>P:7.3% | KRI1<br>L:71.4<br>C:76.6<br>G:7%<br>P:7.4%   | WHKP<br>L:0.0<br>C:-1.1<br>G:0%<br>P:14.8%   | HSR1<br>L:91.2<br>C:89.7<br>G:-2%<br>P:8.7%   |                                                |                                               |                                              |
| SLM1<br>O. 726.8   24.30%  6.56%<br>A. 674.2   16.88%  6.44%  | SLM2<br>L:50.8<br>C:81.0<br>G:60%<br>P:5.5%                                                    | VPD1<br>L:68.8<br>C:86.3<br>G:26%<br>P:9%    | ATU1<br>L:81.3<br>C:98.5<br>G:21%<br>P:6%   | EPI1<br>L:58.3<br>C:69.1<br>G:19%<br>P:8.2%  | SLM3<br>L:89.8<br>C:102.8<br>G:14%<br>P:6.1%  | EDP1<br>L:40.5<br>C:43.4<br>G:7%<br>P:4.5%   | SLM1<br>L:187.3<br>C:193.0<br>G:3%<br>P:5.9% | APN1<br>L:0.0<br>C:44.6<br>G:0%<br>P:9.2%     | WZWH<br>L:8.0<br>C:8.1<br>G:0%<br>P:2.5%       |                                               |                                              |





Information:  
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OA LP Sales  
23,743.90 L

OA CP Sales  
28,501.81 L

Growth  
20.04 %

A2A Growth  
5.88 %

OA CP GP%  
6.66%

|                                                               |                                                                                                    |                                             |                                             |                                             |                                             |                                            |                                              |                                              |                                                |                                               |                                                |                                              |                                                |                                              |                                              |
|---------------------------------------------------------------|----------------------------------------------------------------------------------------------------|---------------------------------------------|---------------------------------------------|---------------------------------------------|---------------------------------------------|--------------------------------------------|----------------------------------------------|----------------------------------------------|------------------------------------------------|-----------------------------------------------|------------------------------------------------|----------------------------------------------|------------------------------------------------|----------------------------------------------|----------------------------------------------|
| ERD1<br>O. 602.4   11.30%  8.46%<br>A. 450.4   -3.94%  8.32%  | TCG1<br>L:36.8<br>C:48.1<br>G:31%<br>P:6.5%                                                        | RSP1<br>L:54.8<br>C:59.8<br>G:9%<br>P:8.9%  | CMI1<br>L:0.0<br>C:29.0<br>G:0%<br>P:9.5%   | NKL1<br>L:73.3<br>C:0.0<br>G:0%<br>P:0%     | NKL2<br>L:0.0<br>C:100.5<br>G:0%<br>P:8.9%  | SGG1<br>L:0.0<br>C:24.4<br>G:0%<br>P:7.8%  | WHPD<br>L:-1.0<br>C:-1.8<br>G:0%<br>P:7.6%   | PDR1<br>L:30.1<br>C:29.0<br>G:-4%<br>P:11.6% | ERD2<br>L:117.3<br>C:111.1<br>G:-5%<br>P:10.3% | ERD1<br>L:146.2<br>C:134.1<br>G:-8%<br>P:5.9% | VKL1<br>L:39.9<br>C:33.5<br>G:-16%<br>P:9.9%   | KMM1<br>L:43.7<br>C:34.9<br>G:-20%<br>P:8.4% |                                                |                                              |                                              |
| 11                                                            | TIRUPATI-01 sales: 1,569.09 growth: 23.0% GP: 5.46%   a2a sales: 1,229.69 growth: -3.30% GP: 5.54% |                                             |                                             |                                             |                                             |                                            |                                              |                                              |                                                |                                               |                                                |                                              |                                                |                                              |                                              |
| TPY1<br>O. 768.0   12.28%  5.15%<br>A. 730.9   7.46%  5.55%   | VKI1<br>L:30.0<br>C:46.4<br>G:55%<br>P:4%                                                          | PUT1<br>L:53.1<br>C:81.9<br>G:54%<br>P:5.7% | TPY1<br>L:38.0<br>C:54.8<br>G:44%<br>P:5.2% | PGR1<br>L:37.0<br>C:45.6<br>G:23%<br>P:5.2% | KHT1<br>L:58.2<br>C:65.5<br>G:13%<br>P:5.8% | NYP1<br>L:57.3<br>C:61.7<br>G:8%<br>P:4%   | CTO1<br>L:93.4<br>C:100.4<br>G:8%<br>P:7.1%  | PMR1<br>L:47.4<br>C:49.6<br>G:5%<br>P:9.1%   | KVL1<br>L:0.0<br>C:9.6<br>G:0%<br>P:5.7%       | TPSD<br>L:4.5<br>C:27.5<br>G:0%<br>P:-5.8%    | WHTP<br>L:-0.6<br>C:0.0<br>G:0%<br>P:0%        | NLR1<br>L:69.8<br>C:60.7<br>G:-13%<br>P:3.5% | TPY2<br>L:145.8<br>C:124.0<br>G:-15%<br>P:5.4% | SPE1<br>L:50.3<br>C:40.5<br>G:-19%<br>P:5.3% |                                              |
| KDA1<br>O. 336.2   93.23%  6.93%<br>A. 153.4   -11.81%  7.16% | KDA1<br>L:0.0<br>C:41.9<br>G:0%<br>P:5.3%                                                          |                                             | MPL1<br>L:0.0<br>C:47.6<br>G:0%<br>P:8.7%   |                                             | PDT1<br>L:0.0<br>C:55.7<br>G:0%<br>P:4.5%   |                                            | RCY1<br>L:0.0<br>C:37.7<br>G:0%<br>P:9.2%    |                                              | KOU1<br>L:36.5<br>C:35.6<br>G:-2%<br>P:7.2%    |                                               | RJP1<br>L:40.0<br>C:38.9<br>G:-3%<br>P:8.3%    |                                              | BVL1<br>L:41.3<br>C:36.7<br>G:-11%<br>P:6.3%   |                                              | PIL1<br>L:56.1<br>C:42.2<br>G:-25%<br>P:6.9% |
| ATP1<br>O. 464.9   11.35%  4.91%<br>A. 345.3   -17.29%  4.78% | ADI1<br>L:0.0<br>C:49.9<br>G:0%<br>P:3.6%                                                          |                                             | DHN1<br>L:0.0<br>C:36.1<br>G:0%<br>P:6.7%   |                                             | GTL1<br>L:0.0<br>C:33.5<br>G:0%<br>P:6.4%   |                                            | NDL1<br>L:58.6<br>C:52.0<br>G:-11%<br>P:5.6% |                                              | KNL2<br>L:62.1<br>C:53.0<br>G:-15%<br>P:2.8%   |                                               | ATP1<br>L:171.8<br>C:142.9<br>G:-17%<br>P:4.9% |                                              | TPI1<br>L:43.2<br>C:35.2<br>G:-18%<br>P:6.7%   |                                              | KNL1<br>L:81.8<br>C:62.1<br>G:-24%<br>P:4.4% |
| 7                                                             | VIJAYAWADA-01 sales: 1,521.34 growth: 261.1% GP: 5.17%   a2a sales: 422.84 growth: 0.78% GP: 4.47% |                                             |                                             |                                             |                                             |                                            |                                              |                                              |                                                |                                               |                                                |                                              |                                                |                                              |                                              |
| GNT1<br>O. 508.8   142.19%  5.09%<br>A. 228.2   9.52%  4.94%  | OGL1<br>L:39.6<br>C:67.4<br>G:70%<br>P:4.1%                                                        | BPP1<br>L:19.1<br>C:20.1<br>G:5%<br>P:7.8%  | NRT1<br>L:43.4<br>C:44.9<br>G:3%<br>P:7.1%  | CRL1<br>L:0.0<br>C:47.9<br>G:0%<br>P:5.3%   | GNT2<br>L:0.0<br>C:35.4<br>G:0%<br>P:4.4%   | GTSD<br>L:3.0<br>C:35.1<br>G:0%<br>P:-4.3% | KDR1<br>L:0.0<br>C:29.6<br>G:0%<br>P:7.8%    | PNR1<br>L:0.0<br>C:22.2<br>G:0%<br>P:7.1%    | PRL1<br>L:0.0<br>C:26.9<br>G:0%<br>P:4.6%      | RAL1<br>L:0.0<br>C:46.5<br>G:0%<br>P:7.4%     | VKN1<br>L:0.0<br>C:37.0<br>G:0%<br>P:9.5%      | WHGT<br>L:-1.2<br>C:0.0<br>G:0%<br>P:0%      | GNT1<br>L:66.5<br>C:61.4<br>G:-8%<br>P:3.1%    | CKT1<br>L:39.7<br>C:34.4<br>G:-13%<br>P:5.4% |                                              |
| BVR1<br>O. 513.9   0.00%  5.55%<br>A. 0.0   0.00%  0.00%      | AMP1<br>L:0.0<br>C:21.1<br>G:0%<br>P:5.9%                                                          | BVR1<br>L:0.0<br>C:116.9<br>G:0%<br>P:5.7%  | DPE1<br>L:0.0<br>C:24.1<br>G:0%<br>P:5.7%   | ELU1<br>L:0.0<br>C:60.7<br>G:0%<br>P:5.4%   | JGG1<br>L:0.0<br>C:25.4<br>G:0%<br>P:3.5%   | KND1<br>L:0.0<br>C:35.0<br>G:0%<br>P:6.6%  | PAP1<br>L:0.0<br>C:33.3<br>G:0%<br>P:7.4%    | PPM1<br>L:0.0<br>C:32.9<br>G:0%<br>P:7.4%    | RMV1<br>L:0.0<br>C:51.5<br>G:0%<br>P:3.5%      | TDD1<br>L:0.0<br>C:34.3<br>G:0%<br>P:5.4%     | TNK1<br>L:0.0<br>C:78.8<br>G:0%<br>P:5.5%      |                                              |                                                |                                              |                                              |
| VJW1<br>O. 498.6   136.01%  4.86%<br>A. 194.7   -7.85%  3.92% | VJW1<br>L:70.4<br>C:80.9<br>G:15%<br>P:2.7%                                                        | GDV1<br>L:0.0<br>C:30.0<br>G:0%<br>P:4.5%   | GVM1<br>L:0.0<br>C:51.1<br>G:0%<br>P:3%     | JPT1<br>L:0.0<br>C:39.1<br>G:0%<br>P:6.1%   | TVU1<br>L:0.0<br>C:29.2<br>G:0%<br>P:7.6%   | VJW3<br>L:0.0<br>C:53.5<br>G:0%<br>P:6.4%  | VJW4<br>L:0.0<br>C:37.4<br>G:0%<br>P:5.4%    | VJW5<br>L:0.0<br>C:37.3<br>G:0%<br>P:8.5%    | VUY1<br>L:0.0<br>C:26.2<br>G:0%<br>P:2.1%      | MTM1<br>L:34.0<br>C:29.8<br>G:-12%<br>P:5.3%  | TEL1<br>L:49.8<br>C:41.1<br>G:-18%<br>P:6.5%   | VJW2<br>L:57.0<br>C:42.9<br>G:-25%<br>P:2.7% |                                                |                                              |                                              |
| 12                                                            | KL-SOUTH sales: 242.93 growth: 0.0% GP: 5.41%   a2a sales: 0.00 growth: 0.00% GP: 0.00%            |                                             |                                             |                                             |                                             |                                            |                                              |                                              |                                                |                                               |                                                |                                              |                                                |                                              |                                              |
| TVP1<br>O. 242.9   0.00%  5.41%<br>A. 0.0   0.00%  0.00%      | KLR1<br>L:0.0<br>C:43.7<br>G:0%<br>P:3.1%                                                          |                                             |                                             |                                             | PAS1<br>L:0.0<br>C:55.0<br>G:0%<br>P:5.8%   |                                            |                                              |                                              | TVP1<br>L:0.0<br>C:144.3<br>G:0%<br>P:6%       |                                               |                                                |                                              |                                                |                                              |                                              |