



| Sales Zone /Branch                           | BHARATH                       | FRANCISPR ABHU.B             | GANESH                       | GOPINATH                      | LAKHITHA                      | OTHERS                        | VIJAYVARM A                   |
|----------------------------------------------|-------------------------------|------------------------------|------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| <b>MTM1</b><br>L:6.23<br>C:12.06<br>G:93.5%  | L:2.14<br>C:5.64<br>G:163.4%  | L:0.09<br>C:0.33<br>G:281.9% | L:0.29<br>C:0.58<br>G:101.1% | L:2.36<br>C:4.58<br>G:93.7%   | L:0.62<br>C:0.28<br>G:-54.3%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.73<br>C:0.64<br>G:-12.6%  |
| <b>PAP1</b><br>L:7.57<br>C:13.67<br>G:80.7%  | L:3.74<br>C:5.41<br>G:44.6%   | L:0.13<br>C:0.28<br>G:117.7% | L:0.11<br>C:0.47<br>G:311.0% | L:1.04<br>C:6.17<br>G:493.6%  | L:2.01<br>C:0.82<br>G:-59.3%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.53<br>C:0.52<br>G:-0.8%   |
| <b>GVM1</b><br>L:8.63<br>C:15.26<br>G:76.9%  | L:3.69<br>C:7.45<br>G:101.8%  | L:0.25<br>C:0.30<br>G:20.1%  | L:0.37<br>C:0.94<br>G:154.2% | L:1.59<br>C:3.27<br>G:105.3%  | L:1.98<br>C:1.64<br>G:-17.3%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.73<br>C:1.66<br>G:125.8%  |
| <b>VJW1</b><br>L:12.98<br>C:22.66<br>G:74.5% | L:4.57<br>C:11.36<br>G:148.8% | L:0.39<br>C:0.42<br>G:5.5%   | L:0.57<br>C:0.93<br>G:63.9%  | L:2.78<br>C:6.15<br>G:121.3%  | L:3.12<br>C:3.24<br>G:3.9%    | L:0.00<br>C:0.00<br>G:0.0%    | L:1.56<br>C:0.57<br>G:-63.8%  |
| <b>BVR1</b><br>L:20.37<br>C:35.43<br>G:73.9% | L:10.13<br>C:12.81<br>G:26.5% | L:0.55<br>C:0.47<br>G:-13.9% | L:1.15<br>C:1.13<br>G:-2.0%  | L:5.14<br>C:16.23<br>G:216.0% | L:2.79<br>C:4.20<br>G:50.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.62<br>C:0.58<br>G:-7.5%   |
| <b>GNT2</b><br>L:7.90<br>C:12.31<br>G:55.7%  | L:3.86<br>C:4.35<br>G:12.9%   | L:0.10<br>C:0.45<br>G:359.6% | L:0.32<br>C:0.53<br>G:63.5%  | L:2.05<br>C:4.52<br>G:120.1%  | L:1.42<br>C:2.15<br>G:51.3%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.15<br>C:0.30<br>G:104.2%  |
| <b>GDV1</b><br>L:6.93<br>C:10.79<br>G:55.6%  | L:3.54<br>C:3.44<br>G:-3.0%   | L:0.07<br>C:0.20<br>G:165.3% | L:0.17<br>C:0.69<br>G:293.4% | L:0.67<br>C:4.28<br>G:541.8%  | L:1.14<br>C:1.25<br>G:9.3%    | L:0.00<br>C:0.00<br>G:0.0%    | L:1.33<br>C:0.94<br>G:-29.5%  |
| <b>DPE1</b><br>L:6.05<br>C:9.39<br>G:55.3%   | L:2.58<br>C:3.88<br>G:50.2%   | L:0.09<br>C:0.16<br>G:71.3%  | L:0.42<br>C:0.24<br>G:-43.4% | L:2.24<br>C:3.23<br>G:44.5%   | L:0.58<br>C:1.61<br>G:175.7%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.13<br>C:0.28<br>G:111.3%  |
| <b>BPP1</b><br>L:6.25<br>C:9.29<br>G:48.5%   | L:3.22<br>C:5.22<br>G:61.9%   | L:0.07<br>C:0.23<br>G:228.6% | L:0.25<br>C:0.48<br>G:92.3%  | L:1.81<br>C:1.89<br>G:4.2%    | L:0.13<br>C:0.66<br>G:392.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.77<br>C:0.81<br>G:6.4%    |
| <b>JPT1</b><br>L:7.31<br>C:10.60<br>G:45.1%  | L:2.86<br>C:5.47<br>G:90.9%   | L:0.10<br>C:0.15<br>G:54.8%  | L:0.45<br>C:0.63<br>G:40.3%  | L:2.80<br>C:3.72<br>G:33.0%   | L:1.00<br>C:0.45<br>G:-54.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.10<br>C:0.18<br>G:84.7%   |
| <b>TEL1</b><br>L:11.45<br>C:16.46<br>G:43.7% | L:5.00<br>C:5.19<br>G:3.6%    | L:0.12<br>C:0.33<br>G:168.5% | L:0.40<br>C:0.65<br>G:63.0%  | L:1.93<br>C:7.10<br>G:267.5%  | L:3.40<br>C:2.36<br>G:-30.7%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.60<br>C:0.85<br>G:41.1%   |
| <b>RMV1</b><br>L:9.82<br>C:13.97<br>G:42.3%  | L:7.38<br>C:6.46<br>G:-12.4%  | L:0.11<br>C:0.55<br>G:389.0% | L:0.43<br>C:0.85<br>G:97.3%  | L:0.72<br>C:1.26<br>G:75.6%   | L:1.03<br>C:4.72<br>G:359.6%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.15<br>C:0.12<br>G:-16.8%  |
| <b>JGG1</b><br>L:6.20<br>C:8.58<br>G:38.5%   | L:1.95<br>C:3.09<br>G:58.9%   | L:0.23<br>C:0.14<br>G:-38.3% | L:0.11<br>C:0.46<br>G:327.4% | L:1.38<br>C:1.34<br>G:-2.9%   | L:1.90<br>C:1.60<br>G:-15.7%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.63<br>C:1.94<br>G:207.6%  |
| <b>OGL1</b><br>L:15.10<br>C:20.43<br>G:35.3% | L:7.93<br>C:11.92<br>G:50.2%  | L:0.37<br>C:0.30<br>G:-17.3% | L:0.57<br>C:1.04<br>G:81.3%  | L:2.25<br>C:4.45<br>G:97.4%   | L:2.80<br>C:2.58<br>G:-7.8%   | L:0.01<br>C:0.00<br>G:-100.0% | L:1.16<br>C:0.14<br>G:-88.2%  |
| <b>GNT1</b><br>L:16.74<br>C:22.56<br>G:34.7% | L:9.02<br>C:10.89<br>G:20.7%  | L:0.10<br>C:0.45<br>G:350.8% | L:0.37<br>C:1.86<br>G:403.0% | L:1.48<br>C:4.35<br>G:193.2%  | L:5.57<br>C:2.70<br>G:-51.5%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.20<br>C:2.31<br>G:1039.4% |
| <b>TVU1</b><br>L:8.33<br>C:11.06<br>G:32.9%  | L:2.81<br>C:6.05<br>G:115.4%  | L:0.17<br>C:0.18<br>G:6.2%   | L:0.27<br>C:0.56<br>G:105.5% | L:2.27<br>C:1.77<br>G:-22.3%  | L:1.70<br>C:2.33<br>G:37.1%   | L:0.00<br>C:0.00<br>G:0.0%    | L:1.10<br>C:0.18<br>G:-83.8%  |
| <b>VJW4</b><br>L:11.19<br>C:14.07<br>G:25.8% | L:3.04<br>C:7.18<br>G:136.1%  | L:0.40<br>C:0.44<br>G:9.2%   | L:0.86<br>C:0.70<br>G:-18.7% | L:3.48<br>C:2.76<br>G:-20.5%  | L:2.62<br>C:2.47<br>G:-5.7%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.79<br>C:0.51<br>G:-34.8%  |
| <b>PPM1</b><br>L:8.56<br>C:10.53<br>G:23.1%  | L:3.31<br>C:4.63<br>G:39.9%   | L:0.12<br>C:0.21<br>G:71.3%  | L:0.42<br>C:0.66<br>G:56.1%  | L:2.50<br>C:3.86<br>G:54.6%   | L:1.14<br>C:1.03<br>G:-9.4%   | L:0.00<br>C:0.00<br>G:0.0%    | L:1.06<br>C:0.14<br>G:-87.3%  |
| <b>RAL1</b><br>L:11.07<br>C:13.56<br>G:22.5% | L:4.66<br>C:6.87<br>G:47.4%   | L:0.30<br>C:0.27<br>G:-6.9%  | L:0.23<br>C:0.75<br>G:228.7% | L:3.75<br>C:1.43<br>G:-62.0%  | L:2.08<br>C:2.74<br>G:31.7%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.06<br>C:1.50<br>G:2394.6% |
| <b>ELU1</b><br>L:10.91<br>C:13.29<br>G:21.8% | L:6.62<br>C:8.12<br>G:22.7%   | L:0.10<br>C:0.20<br>G:99.6%  | L:0.75<br>C:0.32<br>G:-57.8% | L:2.06<br>C:3.46<br>G:67.9%   | L:0.76<br>C:1.14<br>G:48.6%   | L:0.00<br>C:0.00<br>G:-100.0% | L:0.61<br>C:0.06<br>G:-90.5%  |
| <b>NRT1</b><br>L:11.90<br>C:14.37<br>G:20.7% | L:4.88<br>C:5.76<br>G:18.1%   | L:0.21<br>C:0.49<br>G:134.7% | L:0.63<br>C:0.99<br>G:57.1%  | L:2.40<br>C:1.69<br>G:-29.5%  | L:2.87<br>C:4.56<br>G:59.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.91<br>C:0.88<br>G:-4.0%   |
| <b>VJW5</b><br>L:10.03<br>C:11.63<br>G:16.0% | L:6.44<br>C:4.79<br>G:-25.6%  | L:0.13<br>C:0.29<br>G:114.7% | L:0.66<br>C:1.04<br>G:57.1%  | L:2.36<br>C:3.71<br>G:57.1%   | L:0.28<br>C:0.84<br>G:202.2%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.15<br>C:0.96<br>G:533.7%  |
| <b>TNK1</b><br>L:14.96<br>C:16.97<br>G:13.5% | L:6.35<br>C:9.54<br>G:50.2%   | L:0.40<br>C:0.20<br>G:-50.2% | L:0.55<br>C:0.74<br>G:33.4%  | L:3.42<br>C:3.23<br>G:-5.6%   | L:3.53<br>C:3.09<br>G:-12.5%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.69<br>C:0.17<br>G:-75.6%  |
| <b>VUY1</b><br>L:5.96<br>C:6.66<br>G:11.7%   | L:2.29<br>C:1.57<br>G:-31.5%  | L:0.09<br>C:0.10<br>G:9.4%   | L:0.47<br>C:0.43<br>G:-8.5%  | L:1.78<br>C:4.07<br>G:129.2%  | L:1.18<br>C:0.41<br>G:-65.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.16<br>C:0.09<br>G:-45.8%  |
| <b>AMP1</b><br>L:4.41<br>C:4.53<br>G:2.8%    | L:2.66<br>C:1.18<br>G:-55.7%  | L:0.03<br>C:0.01<br>G:-71.8% | L:0.15<br>C:0.41<br>G:167.0% | L:1.38<br>C:2.79<br>G:102.3%  | L:0.17<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.01<br>C:0.15<br>G:1090.9% |
| <b>VKN1</b><br>L:9.15<br>C:8.50<br>G:-7.1%   | L:6.02<br>C:6.24<br>G:3.7%    | L:0.09<br>C:0.18<br>G:105.4% | L:0.63<br>C:0.48<br>G:-24.4% | L:0.78<br>C:0.83<br>G:5.6%    | L:1.18<br>C:0.56<br>G:-52.2%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.45<br>C:0.20<br>G:-54.9%  |
| <b>TDD1</b><br>L:11.17<br>C:10.25<br>G:-8.3% | L:6.45<br>C:6.48<br>G:0.5%    | L:0.43<br>C:0.20<br>G:-53.3% | L:0.72<br>C:0.82<br>G:14.0%  | L:1.68<br>C:1.20<br>G:-28.6%  | L:1.75<br>C:1.40<br>G:-19.7%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.15<br>C:0.15<br>G:-2.5%   |
| <b>CKT1</b><br>L:10.49<br>C:9.58<br>G:-8.7%  | L:5.06<br>C:5.41<br>G:6.9%    | L:0.25<br>C:0.22<br>G:-9.7%  | L:0.35<br>C:0.47<br>G:33.6%  | L:1.16<br>C:1.69<br>G:45.9%   | L:1.95<br>C:1.31<br>G:-32.9%  | L:0.00<br>C:0.00<br>G:0.0%    | L:1.72<br>C:0.47<br>G:-72.7%  |
| <b>KND1</b><br>L:13.65<br>C:8.59<br>G:-37.1% | L:2.68<br>C:6.37<br>G:137.8%  | L:0.05<br>C:0.07<br>G:42.6%  | L:0.03<br>C:0.12<br>G:240.2% | L:0.98<br>C:0.84<br>G:-15.0%  | L:9.88<br>C:0.41<br>G:-95.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.03<br>C:0.78<br>G:2401.2% |
| <b>PNR1</b><br>L:8.14<br>C:5.02<br>G:-38.4%  | L:3.85<br>C:1.92<br>G:-50.2%  | L:0.24<br>C:0.03<br>G:-87.9% | L:0.16<br>C:0.20<br>G:28.5%  | L:3.10<br>C:2.38<br>G:-23.2%  | L:0.60<br>C:0.37<br>G:-37.5%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.20<br>C:0.12<br>G:-40.2%  |