

Yest. Sales

547

Today. Sales

426

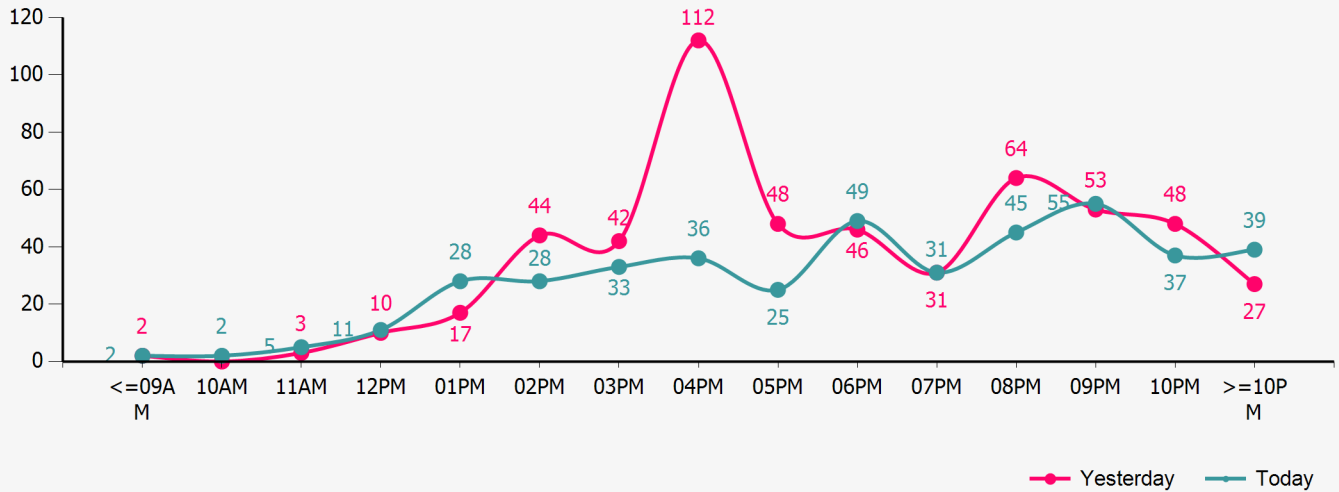
Yest. GP%

7.70%

Today GP%

6.59%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01      | 110      | 73       | (37)        | 8.44%  | 4.95%  | -3.49%    |
| TRICHY-01     | 55       | 51       | (4)         | 7.42%  | 10.20% | 2.78%     |
| SOUTH ARCOT   | 29       | 47       | 18          | 7.43%  | 5.39%  | -2.04%    |
| CHENNAI-02    | 89       | 36       | (53)        | 9.82%  | 6.47%  | -3.35%    |
| SOUTH-03      | 64       | 35       | (29)        | 3.36%  | 5.63%  | 2.27%     |
| CHENNAI-01    | 32       | 29       | (3)         | 9.06%  | 8.27%  | -0.79%    |
| NORTH ARCOT   | 26       | 27       | 1           | 9.54%  | 8.80%  | -0.74%    |
| WEST-01       | 14       | 24       | 10          | 7.08%  | 5.49%  | -1.60%    |
| WEST-02       | 30       | 24       | (6)         | 8.24%  | 8.31%  | 0.07%     |
| VIJAYAWADA-01 | 21       | 19       | (2)         | 8.27%  | 7.59%  | -0.68%    |
| TIRUPATI-01   | 13       | 18       | 5           | 4.43%  | 1.53%  | -2.91%    |
| KL-NORTH      | 15       | 15       |             | 2.96%  | 5.33%  | 2.37%     |
| WEST-03       | 37       | 12       | (25)        | 17.67% | 10.81% | -6.86%    |
| KL-CENTRAL    | 4        | 8        | 4           | 9.82%  | 10.37% | 0.55%     |
| KL-SOUTH      | 8        | 6        | (2)         | 5.80%  | -1.13% | -6.93%    |
| HYDERABAD-01  |          | 2        | 2           | 0.00%  | 4.00%  | 4.00%     |
| Total         | 547      | 426      | (121)       | 7.70%  | 6.59%  | -1.11%    |

| Branch          | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-----------------|----------|----------|-------------|--------|--------|-----------|
| <b>SOUTH-01</b> |          |          |             |        |        |           |
| KVT1            | 10       | 17       | 7           | 5.54%  | 4.80%  | -0.74%    |
| TUT1            | 4        | 4        |             | 5.82%  | 8.69%  | 2.86%     |
| TVL1            | 6        | 4        | (2)         | 13.14% | 7.87%  | -5.26%    |
| MMT1            |          | 3        | 3           | 0.00%  | 7.57%  | 7.57%     |
| PDI1            | 4        | 3        | (1)         | 9.89%  | -7.00% | -16.89%   |
| SNL1            | 1        | 3        | 2           | 10.85% | 14.09% | 3.24%     |
| SVK1            | 5        | 3        | (2)         | 7.82%  | 14.24% | 6.43%     |
| TKS1            | 3        | 3        |             | 10.12% | 9.98%  | -0.15%    |
| TUT2            | 2        | 3        | 1           | 15.08% | 10.27% | -4.81%    |
| TYI1            | 1        | 3        | 2           | -1.12% | 8.36%  | 9.48%     |
| VKM1            | 2        | 3        | 1           | 16.67% | 9.24%  | -7.43%    |

| Branch                  | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|-------------------------|----------|----------|-------------|---------|---------|-----------|
| VLY1                    | 3        | 3        |             | 14.23%  | 17.04%  | 2.81%     |
| APK1                    | 2        | 2        |             | 12.56%  | 19.38%  | 6.82%     |
| COL1                    | 1        | 2        | 1           | 2.40%   | 2.64%   | 0.24%     |
| NGR1                    | 3        | 2        | (1)         | 13.18%  | 5.60%   | -7.58%    |
| RPM1                    | 2        | 2        |             | 6.22%   | -11.02% | -17.25%   |
| SDI1                    | 3        | 2        | (1)         | 10.21%  | 16.29%  | 6.08%     |
| APK2                    | 3        | 1        | (2)         | -10.67% | -0.23%  | 10.45%    |
| ARM1                    | 2        | 1        | (1)         | 15.20%  | 2.40%   | -12.80%   |
| KGL1                    | 2        | 1        | (1)         | 14.43%  | 14.31%  | -0.13%    |
| KYR1                    | 2        | 1        | (1)         | 12.70%  | 4.65%   | -8.05%    |
| PKD1                    |          | 1        | 1           | 0.00%   | 15.01%  | 15.01%    |
| RND1                    | 4        | 1        | (3)         | 4.85%   | 11.28%  | 6.43%     |
| RND2                    | 6        | 1        | (5)         | 6.77%   | 17.65%  | 10.88%    |
| S2SD                    | 21       | 1        | (20)        | 64.41%  | 0.15%   | -64.26%   |
| SKD1                    | 3        | 1        | (2)         | 5.54%   | 20.57%  | 15.03%    |
| UDN1                    | 1        | 1        |             | 13.90%  | 11.45%  | -2.45%    |
| VNR2                    | 2        | 1        | (1)         | 2.40%   | -18.35% | -20.75%   |
| ASM1                    | 1        |          | (1)         | 17.16%  | 0.00%   | -17.16%   |
| ERL2                    |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KSM1                    |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| MAR1                    | 4        |          | (4)         | -1.08%  | 0.00%   | 1.08%     |
| SGT1                    | 2        |          | (2)         | 5.04%   | 0.00%   | -5.04%    |
| STU2                    | 1        |          | (1)         | 11.42%  | 0.00%   | -11.42%   |
| TCN1                    | 2        |          | (2)         | 2.40%   | 0.00%   | -2.40%    |
| TKS2                    | 1        |          | (1)         | 13.35%  | 0.00%   | -13.35%   |
| TKY1                    |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| VNR1                    | 1        |          | (1)         | 13.63%  | 0.00%   | -13.63%   |
| <b>Total : SOUTH-01</b> | 110      | 73       | (37)        | 8.44%   | 4.95%   | -3.49%    |
| <b>TRICHY-01</b>        |          |          |             |         |         |           |
| TZSD                    | 5        | 6        | 1           | 12.31%  | 0.36%   | -11.96%   |
| MDI1                    | 1        | 4        | 3           | 1.26%   | 15.31%  | 14.06%    |
| PBR2                    | 3        | 4        | 1           | 2.70%   | 14.05%  | 11.35%    |
| MVM1                    | 8        | 3        | (5)         | 9.63%   | 13.96%  | 4.33%     |
| NGT1                    | 1        | 3        | 2           | 6.89%   | 7.46%   | 0.57%     |
| PTK1                    | 3        | 3        |             | 8.99%   | 14.90%  | 5.91%     |
| TNJ1                    |          | 3        | 3           | 0.00%   | 3.31%   | 3.31%     |
| TTP1                    | 1        | 3        | 2           | 2.40%   | 9.87%   | 7.47%     |
| TVR1                    |          | 3        | 3           | 0.00%   | 13.99%  | 13.99%    |
| KUM2                    | 1        | 2        | 1           | 10.16%  | 13.05%  | 2.89%     |
| MSI1                    |          | 2        | 2           | 0.00%   | 13.57%  | 13.57%    |
| NMM1                    | 1        | 2        | 1           | 16.89%  | 11.49%  | -5.40%    |
| TNJ2                    | 4        | 2        | (2)         | 6.64%   | 16.23%  | 9.59%     |
| TRY4                    |          | 2        | 2           | 0.00%   | 19.57%  | 19.57%    |
| TVR2                    | 3        | 2        | (1)         | 6.09%   | 18.44%  | 12.35%    |
| KIK1                    | 2        | 1        | (1)         | 14.75%  | -1.12%  | -15.87%   |
| KRN1                    |          | 1        | 1           | 0.00%   | 10.08%  | 10.08%    |
| NCK1                    | 1        | 1        |             | 19.38%  | 17.65%  | -1.73%    |
| ORU1                    |          | 1        | 1           | 0.00%   | 10.64%  | 10.64%    |
| PDK1                    |          | 1        | 1           | 0.00%   | 2.40%   | 2.40%     |

| Branch                     | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|----------------------------|----------|----------|-------------|--------|--------|-----------|
| TRY1                       | 9        | 1        | (8)         | 6.24%  | 10.81% | 4.57%     |
| TRY2                       | 1        | 1        |             | 16.89% | 17.65% | 0.76%     |
| APM1                       | 1        |          | (1)         | 17.65% | 0.00%  | -17.65%   |
| AYR1                       | 2        |          | (2)         | 16.61% | 0.00%  | -16.61%   |
| JKM1                       | 1        |          | (1)         | 17.65% | 0.00%  | -17.65%   |
| KUM1                       | 2        |          | (2)         | 14.74% | 0.00%  | -14.74%   |
| PBR1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| PDK2                       | 3        |          | (3)         | 5.92%  | 0.00%  | -5.92%    |
| TRY3                       | 2        |          | (2)         | 15.47% | 0.00%  | -15.47%   |
| TYR1                       | 1        |          | (1)         | 10.16% | 0.00%  | -10.16%   |
| WTRZ                       | (1)      |          | 1           | 15.47% | 0.00%  | -15.47%   |
| <b>Total : TRICHY-01</b>   | 55       | 51       | (4)         | 7.42%  | 10.20% | 2.78%     |
| <b>SOUTH ARCOT</b>         |          |          |             |        |        |           |
| TDM1                       | 1        | 17       | 16          | 2.28%  | -0.21% | -2.49%    |
| TRK1                       | 4        | 10       | 6           | 7.88%  | 11.46% | 3.57%     |
| CUD1                       | 2        | 4        | 2           | -0.23% | 3.54%  | 3.77%     |
| SJI2                       | 2        | 3        | 1           | 12.88% | 12.91% | 0.03%     |
| ULP1                       |          | 3        | 3           | 0.00%  | 3.60%  | 3.60%     |
| POY1                       | 1        | 2        | 1           | 6.02%  | 9.52%  | 3.50%     |
| POY2                       | 1        | 2        | 1           | 12.32% | 13.57% | 1.25%     |
| KKI2                       |          | 1        | 1           | 0.00%  | 19.78% | 19.78%    |
| KML1                       | 3        | 1        | (2)         | 9.95%  | 10.16% | 0.21%     |
| NVL2                       |          | 1        | 1           | 0.00%  | 8.77%  | 8.77%     |
| TVM1                       |          | 1        | 1           | 0.00%  | 8.62%  | 8.62%     |
| TVM2                       |          | 1        | 1           | 0.00%  | 11.71% | 11.71%    |
| VCM2                       | 2        | 1        | (1)         | 11.45% | 8.97%  | -2.48%    |
| VPM1                       | 4        | 1        | (3)         | 1.05%  | 8.77%  | 7.72%     |
| CDM1                       | 2        |          | (2)         | 7.94%  | 0.00%  | -7.94%    |
| KLM1                       | 1        |          | (1)         | 14.03% | 0.00%  | -14.03%   |
| MKM1                       | 1        |          | (1)         | 13.90% | 0.00%  | -13.90%   |
| PRT1                       | 3        |          | (3)         | 8.14%  | 0.00%  | -8.14%    |
| STP1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| VCM1                       |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| VPM2                       | 2        |          | (2)         | 10.52% | 0.00%  | -10.52%   |
| WHUT                       |          | (1)      | (1)         | 0.00%  | 7.71%  | 7.71%     |
| <b>Total : SOUTH ARCOT</b> | 29       | 47       | 18          | 7.43%  | 5.39%  | -2.04%    |
| <b>CHENNAI-02</b>          |          |          |             |        |        |           |
| CH20                       | 3        | 6        | 3           | 7.49%  | 2.01%  | -5.48%    |
| CH15                       | 3        | 4        | 1           | 12.27% | 2.56%  | -9.71%    |
| CH50                       |          | 4        | 4           | 3.34%  | 2.89%  | -0.45%    |
| CH12                       | 1        | 3        | 2           | -1.21% | 10.99% | 12.19%    |
| CH17                       | 2        | 3        | 1           | -1.79% | 13.62% | 15.41%    |
| CH21                       |          | 3        | 3           | 0.00%  | 12.28% | 12.28%    |
| CH41                       | 2        | 3        | 1           | 8.43%  | 16.83% | 8.41%     |
| CH03                       |          | 2        | 2           | 0.00%  | 10.28% | 10.28%    |
| CH34                       | 1        | 2        | 1           | 10.06% | 13.78% | 3.73%     |
| MJR1                       | 3        | 2        | (1)         | 12.30% | 7.49%  | -4.81%    |
| CH18                       | 4        | 1        | (3)         | 13.73% | 10.16% | -3.57%    |
| CH24                       | 2        | 1        | (1)         | 0.48%  | 8.21%  | 7.73%     |

| Branch                    | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|---------------------------|----------|----------|-------------|---------|---------|-----------|
| CH33                      | 1        | 1        |             | -3.60%  | -1.12%  | 2.48%     |
| CH36                      | 2        | 1        | (1)         | -2.31%  | 11.89%  | 14.20%    |
| CH37                      | 1        | 1        |             | 1.24%   | 1.95%   | 0.71%     |
| CH46                      |          | 1        | 1           | 0.00%   | 4.01%   | 4.01%     |
| CH51                      | 1        | 1        |             | 11.89%  | -18.67% | -30.57%   |
| CH01                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| CH06                      | 1        |          | (1)         | 10.16%  | 0.00%   | -10.16%   |
| CH23                      | 2        |          | (2)         | 13.10%  | 0.00%   | -13.10%   |
| CH27                      | 1        |          | (1)         | 8.77%   | 0.00%   | -8.77%    |
| CH31                      | 1        |          | (1)         | 11.89%  | 0.00%   | -11.89%   |
| CH32                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| CH35                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| CH43                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| CH44                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| GPD1                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| MC05                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| MC06                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| PON1                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| UKI1                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| WHC3                      | 60       |          | (60)        | -65.10% | 0.00%   | 65.10%    |
| WCHN                      | (2)      | (3)      | (1)         | 18.65%  | 10.97%  | -7.69%    |
| <b>Total : CHENNAI-02</b> | 89       | 36       | (53)        | 9.82%   | 6.47%   | -3.35%    |
| <b>SOUTH-03</b>           |          |          |             |         |         |           |
| MDU2                      | 6        | 5        | (1)         | 3.80%   | 11.99%  | 8.19%     |
| BNR1                      | 1        | 3        | 2           | 8.77%   | -6.02%  | -14.79%   |
| DGL1                      | 7        | 3        | (4)         | 4.73%   | 9.31%   | 4.59%     |
| TEN2                      | 2        | 3        | 1           | 0.92%   | 16.60%  | 15.68%    |
| MDU7                      | 1        | 2        | 1           | -6.31%  | -15.80% | -9.49%    |
| PKM1                      |          | 2        | 2           | 0.00%   | 22.97%  | 22.97%    |
| SGP1                      |          | 2        | 2           | 0.00%   | 18.44%  | 18.44%    |
| CMR1                      |          | 1        | 1           | 0.00%   | 8.77%   | 8.77%     |
| DGL2                      | 1        | 1        |             | -64.19% | 17.65%  | 81.84%    |
| DKI1                      |          | 1        | 1           | 0.00%   | 8.77%   | 8.77%     |
| KKD3                      | 1        | 1        |             | 13.55%  | 17.65%  | 4.11%     |
| KPT1                      | 2        | 1        | (1)         | 10.84%  | 14.19%  | 3.35%     |
| KRR1                      |          | 1        | 1           | 0.00%   | 19.78%  | 19.78%    |
| MDU1                      | 5        | 1        | (4)         | 9.15%   | 8.77%   | -0.37%    |
| MDU3                      | 2        | 1        | (1)         | -0.05%  | 4.60%   | 4.66%     |
| MDU5                      |          | 1        | 1           | 0.00%   | 10.42%  | 10.42%    |
| MDU6                      | 3        | 1        | (2)         | 8.03%   | 10.32%  | 2.28%     |
| MNM1                      | 1        | 1        |             | 20.57%  | 19.21%  | -1.36%    |
| PNV2                      | 1        | 1        |             | 3.27%   | 1.95%   | -1.32%    |
| SZSD                      | 8        | 1        | (7)         | 107.57% | 0.63%   | -106.94%  |
| TEN1                      |          | 1        | 1           | 0.00%   | 1.26%   | 1.26%     |
| USL1                      |          | 1        | 1           | 0.00%   | 10.87%  | 10.87%    |
| ADP1                      | 1        |          | (1)         | 2.40%   | 0.00%   | -2.40%    |
| ATG1                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| BTU1                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| CBM1                      |          |          |             | 0.00%   | 0.00%   | 0.00%     |

| Branch                    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------------------|----------|----------|-------------|--------|--------|-----------|
| KYK1                      | 1        |          | (1)         | 14.22% | 0.00%  | -14.22%   |
| MDU4                      | 4        |          | (4)         | 0.26%  | 0.00%  | -0.26%    |
| MLR1                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| MPA1                      | 2        |          | (2)         | 10.06% | 0.00%  | -10.06%   |
| NKI1                      | 1        |          | (1)         | 19.38% | 0.00%  | -19.38%   |
| NTM1                      | 4        |          | (4)         | 12.98% | 0.00%  | -12.98%   |
| ODM1                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| PNI1                      | 1        |          | (1)         | 11.71% | 0.00%  | -11.71%   |
| PVI1                      | 1        |          | (1)         | 14.03% | 0.00%  | -14.03%   |
| SVG1                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| TDI1                      | 5        |          | (5)         | 12.86% | 0.00%  | -12.86%   |
| TMM1                      | 2        |          | (2)         | 13.74% | 0.00%  | -13.74%   |
| TPT1                      | 1        |          | (1)         | 2.34%  | 0.00%  | -2.34%    |
| <b>Total : SOUTH-03</b>   | 64       | 35       | (29)        | 3.36%  | 5.63%  | 2.27%     |
| <b>CHENNAI-01</b>         |          |          |             |        |        |           |
| CH14                      | 4        | 4        |             | 14.17% | 6.32%  | -7.84%    |
| CH05                      | 7        | 3        | (4)         | 11.01% | 11.51% | 0.51%     |
| CH07                      | (1)      | 3        | 4           | 0.10%  | 11.64% | 11.54%    |
| CH45                      | 1        | 3        | 2           | 11.89% | 6.80%  | -5.09%    |
| CH19                      |          | 2        | 2           | 0.00%  | -0.30% | -0.30%    |
| CH28                      | 2        | 2        |             | 18.68% | 20.38% | 1.70%     |
| CH42                      | 4        | 2        | (2)         | 10.46% | 5.44%  | -5.02%    |
| AVD1                      |          | 1        | 1           | 0.00%  | -0.19% | -0.19%    |
| CGL1                      |          | 1        | 1           | 0.00%  | 7.76%  | 7.76%     |
| CH22                      | 3        | 1        | (2)         | 4.71%  | 12.57% | 7.86%     |
| CH25                      | 2        | 1        | (1)         | 15.71% | 2.41%  | -13.30%   |
| CH38                      |          | 1        | 1           | 0.00%  | 18.57% | 18.57%    |
| CH39                      | 1        | 1        |             | 22.31% | 15.47% | -6.83%    |
| CH49                      | 2        | 1        | (1)         | -2.38% | 15.63% | 18.01%    |
| GUD1                      |          | 1        | 1           | 0.00%  | 8.77%  | 8.77%     |
| KNR1                      |          | 1        | 1           | 0.00%  | 10.16% | 10.16%    |
| SKL1                      | 1        | 1        |             | 4.58%  | 20.57% | 15.98%    |
| CH08                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| CH16                      | 1        |          | (1)         | 13.90% | 0.00%  | -13.90%   |
| CH26                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| CH29                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| CH30                      | 1        |          | (1)         | 10.16% | 0.00%  | -10.16%   |
| CH40                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| CH47                      | 2        |          | (2)         | 3.01%  | 0.00%  | -3.01%    |
| CH48                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| GUD2                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| MC09                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| MRM1                      |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| TKM1                      | 2        |          | (2)         | 17.34% | 0.00%  | -17.34%   |
| <b>Total : CHENNAI-01</b> | 32       | 29       | (3)         | 9.06%  | 8.27%  | -0.79%    |
| <b>NORTH ARCOT</b>        |          |          |             |        |        |           |
| WJP1                      | 3        | 4        | 1           | 11.58% | 6.46%  | -5.12%    |
| AKM1                      |          | 3        | 3           | 0.00%  | 14.37% | 14.37%    |
| CPT1                      |          | 2        | 2           | 0.00%  | 17.95% | 17.95%    |

| Branch                     | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|----------------------------|----------|----------|-------------|---------|---------|-----------|
| CYR1                       | 2        | 2        |             | 9.67%   | 10.73%  | 1.07%     |
| VNB1                       |          | 2        | 2           | 0.00%   | 15.30%  | 15.30%    |
| WJD1                       | 3        | 2        | (1)         | 6.63%   | 12.54%  | 5.91%     |
| ARC2                       |          | 1        | 1           | 0.00%   | 8.30%   | 8.30%     |
| BGR1                       |          | 1        | 1           | 0.00%   | 15.47%  | 15.47%    |
| KPM2                       |          | 1        | 1           | 0.00%   | 7.74%   | 7.74%     |
| PTU1                       |          | 1        | 1           | 0.00%   | 14.11%  | 14.11%    |
| SBR1                       |          | 1        | 1           | 0.00%   | 15.47%  | 15.47%    |
| TRL1                       | 1        | 1        |             | 15.47%  | 2.40%   | -13.07%   |
| TRR1                       | 4        | 1        | (3)         | 7.56%   | 2.34%   | -5.21%    |
| TRT1                       |          | 1        | 1           | 0.00%   | -0.23%  | -0.23%    |
| UGI1                       |          | 1        | 1           | 0.00%   | 11.89%  | 11.89%    |
| VEL2                       | 2        | 1        | (1)         | 17.16%  | 10.87%  | -6.29%    |
| VEL4                       | 1        | 1        |             | -0.31%  | -19.83% | -19.52%   |
| VSI1                       | 1        | 1        |             | 15.47%  | 10.16%  | -5.32%    |
| ABR1                       | 1        |          | (1)         | 8.89%   | 0.00%   | -8.89%    |
| ANI1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| CGM1                       | 1        |          | (1)         | 10.94%  | 0.00%   | -10.94%   |
| GDM1                       | 2        |          | (2)         | 11.50%  | 0.00%   | -11.50%   |
| KPM1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| PLR1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| SLG1                       | 2        |          | (2)         | 15.28%  | 0.00%   | -15.28%   |
| VEL1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| VEL3                       | 3        |          | (3)         | 5.23%   | 0.00%   | -5.23%    |
| <b>Total : NORTH ARCOT</b> | 26       | 27       | 1           | 9.54%   | 8.80%   | -0.74%    |
| <b>WEST-01</b>             |          |          |             |         |         |           |
| CBE2                       |          | 3        | 3           | 0.00%   | 4.06%   | 4.06%     |
| KMR1                       | 1        | 3        | 2           | 11.03%  | 10.25%  | -0.78%    |
| SNR1                       |          | 3        | 3           | 0.00%   | 11.05%  | 11.05%    |
| UAM1                       | 1        | 3        | 2           | 16.89%  | 4.67%   | -12.22%   |
| MPM1                       |          | 2        | 2           | 0.00%   | 11.24%  | 11.24%    |
| SUL1                       | 3        | 2        | (1)         | 3.67%   | -3.66%  | -7.33%    |
| CBE1                       |          | 1        | 1           | 0.00%   | -18.73% | -18.73%   |
| CBE5                       | 2        | 1        | (1)         | 13.57%  | 11.89%  | -1.67%    |
| CBE6                       | 1        | 1        |             | 13.46%  | 2.40%   | -11.06%   |
| CNR1                       | 3        | 1        | (2)         | 17.82%  | -15.92% | -33.74%   |
| KGI1                       |          | 1        | 1           | 0.00%   | 6.60%   | 6.60%     |
| PDM1                       |          | 1        | 1           | 0.00%   | 14.03%  | 14.03%    |
| PLI1                       | 2        | 1        | (1)         | 11.48%  | 6.37%   | -5.10%    |
| PPI1                       | 1        | 1        |             | 8.77%   | 16.96%  | 8.19%     |
| ANR1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| CBE3                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| CBE4                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| DPM2                       | 1        |          | (1)         | -21.61% | 0.00%   | 21.61%    |
| GDR1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KMD1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| UMP1                       |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| WHCB                       | (1)      |          | 1           | 7.71%   | 0.00%   | -7.71%    |
| <b>Total : WEST-01</b>     | 14       | 24       | 10          | 7.08%   | 5.49%   | -1.60%    |

| Branch                 | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|------------------------|----------|----------|-------------|---------|---------|-----------|
| <b>WEST-02</b>         |          |          |             |         |         |           |
| TRM1                   | 2        | 4        | 2           | 9.68%   | 5.27%   | -4.41%    |
| APN1                   |          | 2        | 2           | 0.00%   | -11.95% | -11.95%   |
| DPR1                   | 2        | 2        |             | 12.44%  | 17.14%  | 4.70%     |
| KAM1                   | 1        | 2        | 1           | -18.73% | 10.16%  | 28.88%    |
| OML1                   | 1        | 2        | 1           | 2.40%   | 16.11%  | 13.71%    |
| BMD1                   | 1        | 1        |             | 9.56%   | 12.17%  | 2.61%     |
| EDP1                   |          | 1        | 1           | 0.00%   | -6.29%  | -6.29%    |
| EPI1                   | 3        | 1        | (2)         | 15.93%  | 10.42%  | -5.52%    |
| HSR1                   | 3        | 1        | (2)         | 9.17%   | 13.46%  | 4.29%     |
| KRI1                   |          | 1        | 1           | 0.00%   | 19.64%  | 19.64%    |
| KVP1                   |          | 1        | 1           | 0.00%   | 2.40%   | 2.40%     |
| MCR1                   | 1        | 1        |             | 11.89%  | 11.89%  | 0.00%     |
| MTR1                   |          | 1        | 1           | 0.00%   | 11.85%  | 11.85%    |
| PNG1                   |          | 1        | 1           | 0.00%   | 11.89%  | 11.89%    |
| SGI1                   | 2        | 1        | (1)         | 16.55%  | 8.77%   | -7.77%    |
| SLM2                   |          | 1        | 1           | 0.00%   | -0.01%  | -0.01%    |
| WZWH                   | 8        | 1        | (7)         | 10.22%  | 0.00%   | -10.22%   |
| ATU1                   | 1        |          | (1)         | 19.38%  | 0.00%   | -19.38%   |
| DPR2                   |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| HRR1                   |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| HSR2                   |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| PLC1                   | 3        |          | (3)         | 8.51%   | 0.00%   | -8.51%    |
| PMP1                   |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| SLM1                   | 1        |          | (1)         | 14.84%  | 0.00%   | -14.84%   |
| SLM3                   |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| VPD1                   | 1        |          | (1)         | 8.70%   | 0.00%   | -8.70%    |
| <b>Total : WEST-02</b> | 30       | 24       | (6)         | 8.24%   | 8.31%   | 0.07%     |
| <b>VIJAYAWADA-01</b>   |          |          |             |         |         |           |
| VJW3                   |          | 3        | 3           | 0.00%   | 11.21%  | 11.21%    |
| VSK1                   | 1        | 3        | 2           | 3.93%   | -1.33%  | -5.26%    |
| CRL1                   | 1        | 2        | 1           | 20.28%  | 2.98%   | -17.29%   |
| AMP1                   |          | 1        | 1           | 0.00%   | 5.25%   | 5.25%     |
| ELU1                   |          | 1        | 1           | 0.00%   | 11.42%  | 11.42%    |
| GNT1                   | 3        | 1        | (2)         | 11.09%  | 9.90%   | -1.18%    |
| GNT2                   |          | 1        | 1           | 0.00%   | 0.94%   | 0.94%     |
| RAL1                   |          | 1        | 1           | 0.00%   | 17.65%  | 17.65%    |
| TDD1                   |          | 1        | 1           | 0.00%   | 16.61%  | 16.61%    |
| TEL1                   |          | 1        | 1           | 0.00%   | 9.56%   | 9.56%     |
| TNI1                   |          | 1        | 1           | 0.00%   | 5.41%   | 5.41%     |
| TVU1                   |          | 1        | 1           | 0.00%   | 12.27%  | 12.27%    |
| VJW1                   |          | 1        | 1           | 0.00%   | 2.41%   | 2.41%     |
| VKN1                   | 1        | 1        |             | 10.16%  | 4.33%   | -5.82%    |
| VUY1                   |          | 1        | 1           | 0.00%   | 6.88%   | 6.88%     |
| BPP1                   |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| BVR1                   | 2        |          | (2)         | -2.69%  | 0.00%   | 2.69%     |
| CKT1                   | 1        |          | (1)         | 5.40%   | 0.00%   | -5.40%    |
| DPE1                   |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| GDV1                   | 1        |          | (1)         | 2.33%   | 0.00%   | -2.33%    |

| Branch                       | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|------------------------------|----------|----------|-------------|---------|---------|-----------|
| GVM1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| JGG1                         | 1        |          | (1)         | 7.76%   | 0.00%   | -7.76%    |
| JPT1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KND1                         | 1        |          | (1)         | 16.05%  | 0.00%   | -16.05%   |
| MTM1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| NPR1                         | 1        |          | (1)         | 16.91%  | 0.00%   | -16.91%   |
| NRT1                         | 2        |          | (2)         | 12.73%  | 0.00%   | -12.73%   |
| NZV1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| OGL1                         | 1        |          | (1)         | 10.08%  | 0.00%   | -10.08%   |
| PAP1                         | 1        |          | (1)         | 20.57%  | 0.00%   | -20.57%   |
| PNR1                         | 1        |          | (1)         | 10.99%  | 0.00%   | -10.99%   |
| PPM1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| PRL1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| TNK1                         | 1        |          | (1)         | 2.33%   | 0.00%   | -2.33%    |
| VJW2                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| VJW4                         | 1        |          | (1)         | 10.16%  | 0.00%   | -10.16%   |
| VJW5                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| RMV1                         | 1        | (1)      | (2)         | 5.01%   | -6.55%  | -11.56%   |
| <b>Total : VIJAYAWADA-01</b> | 21       | 19       | (2)         | 8.27%   | 7.59%   | -0.68%    |
| <b>TIRUPATI-01</b>           |          |          |             |         |         |           |
| ADI1                         |          | 2        | 2           | 0.00%   | 8.34%   | 8.34%     |
| ATP1                         | 1        | 2        | 1           | -11.14% | -3.91%  | 7.24%     |
| CTO1                         | 2        | 2        |             | 11.90%  | 12.95%  | 1.05%     |
| KHT1                         |          | 2        | 2           | 0.00%   | 7.69%   | 7.69%     |
| RCY1                         |          | 2        | 2           | 0.00%   | 7.49%   | 7.49%     |
| KAR1                         |          | 1        | 1           | 0.00%   | -6.29%  | -6.29%    |
| KDA1                         |          | 1        | 1           | 0.00%   | 11.72%  | 11.72%    |
| NLR1                         | 1        | 1        |             | -0.01%  | 5.12%   | 5.13%     |
| NYP1                         |          | 1        | 1           | 0.00%   | 11.79%  | 11.79%    |
| PDT1                         | 1        | 1        |             | 10.16%  | 17.52%  | 7.37%     |
| PIL1                         |          | 1        | 1           | 0.00%   | -20.20% | -20.20%   |
| RJP1                         |          | 1        | 1           | 0.00%   | -0.02%  | -0.02%    |
| TPY2                         | 2        | 1        | (1)         | 0.77%   | 6.34%   | 5.57%     |
| BVL1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| DHN1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| GTL1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KDR1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KNL1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KNL2                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KOU1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KVL1                         | 2        |          | (2)         | 10.47%  | 0.00%   | -10.47%   |
| MPL1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| NDL1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| PGR1                         | 1        |          | (1)         | 10.16%  | 0.00%   | -10.16%   |
| PMR1                         | 1        |          | (1)         | 16.89%  | 0.00%   | -16.89%   |
| PUT1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| SPE1                         | 1        |          | (1)         | 10.16%  | 0.00%   | -10.16%   |
| TPI1                         |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| TPY1                         | 1        |          | (1)         | 14.03%  | 0.00%   | -14.03%   |

| Branch                      | YD Sales | TD Sales | TD-YD Sales | YD GP%   | TD GP% | TD-YD GP% |
|-----------------------------|----------|----------|-------------|----------|--------|-----------|
| VKI1                        |          |          |             | 0.00%    | 0.00%  | 0.00%     |
| <b>Total : TIRUPATI-01</b>  | 13       | 18       | 5           | 4.43%    | 1.53%  | -2.91%    |
| <b>KL-NORTH</b>             |          |          |             |          |        |           |
| KZD1                        | 10       | 12       | 2           | 4.05%    | 4.33%  | 0.28%     |
| BSY1                        | 3        | 4        | 1           | 0.14%    | 4.65%  | 4.51%     |
| KNU1                        | 2        |          | (2)         | 1.19%    | 0.00%  | -1.19%    |
| VLC1                        |          |          |             | 0.00%    | 0.00%  | 0.00%     |
| WHKZ                        |          | (1)      | (1)         | 0.00%    | -4.46% | -4.46%    |
| <b>Total : KL-NORTH</b>     | 15       | 15       |             | 2.96%    | 5.33%  | 2.37%     |
| <b>WEST-03</b>              |          |          |             |          |        |           |
| RSP1                        | 1        | 2        | 1           | 20.57%   | 15.38% | -5.18%    |
| TPR2                        | 1        | 2        | 1           | 5.35%    | 9.98%  | 4.63%     |
| AVI1                        | 1        | 1        |             | 8.77%    | 11.45% | 2.67%     |
| ERD1                        | 1        | 1        |             | 17.65%   | -4.73% | -22.38%   |
| ERD2                        | 4        | 1        | (3)         | 11.00%   | 17.65% | 6.65%     |
| KGM1                        | 1        | 1        |             | 10.16%   | 19.43% | 9.28%     |
| NKL2                        | 2        | 1        | (1)         | 9.24%    | 8.77%  | -0.46%    |
| SYM2                        | 4        | 1        | (3)         | 3.19%    | 11.89% | 8.70%     |
| TCG1                        |          | 1        | 1           | 0.00%    | 13.95% | 13.95%    |
| TPR1                        | 2        | 1        | (1)         | 10.14%   | 5.77%  | -4.38%    |
| CMI1                        |          |          |             | 0.00%    | 0.00%  | 0.00%     |
| GBM1                        |          |          |             | 0.00%    | 0.00%  | 0.00%     |
| KMM1                        |          |          |             | 0.00%    | 0.00%  | 0.00%     |
| PDR1                        | 3        |          | (3)         | 11.20%   | 0.00%  | -11.20%   |
| SGG1                        |          |          |             | 0.00%    | 0.00%  | 0.00%     |
| TPR3                        | 1        |          | (1)         | 13.51%   | 0.00%  | -13.51%   |
| TPR4                        | 1        |          | (1)         | 10.16%   | 0.00%  | -10.16%   |
| VKL1                        | 1        |          | (1)         | 8.77%    | 0.00%  | -8.77%    |
| W3SD                        | 14       |          | (14)        | -223.01% | 0.00%  | 223.01%   |
| <b>Total : WEST-03</b>      | 37       | 12       | (25)        | 17.67%   | 10.81% | -6.86%    |
| <b>KL-CENTRAL</b>           |          |          |             |          |        |           |
| KOC1                        | 4        | 8        | 4           | 9.82%    | 10.37% | 0.55%     |
| <b>Total : KL-CENTRAL</b>   | 4        | 8        | 4           | 9.82%    | 10.37% | 0.55%     |
| <b>KL-SOUTH</b>             |          |          |             |          |        |           |
| TVP1                        | 3        | 3        |             | 5.14%    | 3.05%  | -2.09%    |
| PAS1                        | 2        | 2        |             | 2.62%    | -6.01% | -8.63%    |
| KLR1                        | 1        | 1        |             | 4.28%    | 0.07%  | -4.21%    |
| KOM1                        | 1        |          | (1)         | 12.72%   | 0.00%  | -12.72%   |
| PNL1                        | 1        |          | (1)         | 1.99%    | 0.00%  | -1.99%    |
| <b>Total : KL-SOUTH</b>     | 8        | 6        | (2)         | 5.80%    | -1.13% | -6.93%    |
| <b>HYDERABAD-01</b>         |          |          |             |          |        |           |
| HYD1                        |          | 2        | 2           | 0.00%    | 4.00%  | 4.00%     |
| <b>Total : HYDERABAD-01</b> |          | 2        | 2           | 0.00%    | 4.00%  | 4.00%     |
| Grand Total                 | 547      | 426      | (121)       | 7.70%    | 6.59%  | -1.11%    |