



| Sales Zone<br>/Branch                  | VASANTH.S                       | VIJAYAN.K                        |
|----------------------------------------|---------------------------------|----------------------------------|
| Total                                  | L:166.23<br>C:277.89<br>G:67.2% | L:321.20<br>C:213.79<br>G:-33.4% |
| CHENNAI-01                             |                                 |                                  |
| L:183.96<br>C:152.38<br>G:-17.2%       | L:30.79<br>C:60.07<br>G:95.1%   | L:48.48<br>C:21.73<br>G:-55.2%   |
|                                        |                                 |                                  |
| GUD1<br>L:5.55<br>C:7.50<br>G:35.1%    | L:0.93<br>C:2.38<br>G:156.6%    | L:1.87<br>C:0.52<br>G:-72.2%     |
| CH14<br>L:12.07<br>C:16.27<br>G:34.8%  | L:1.13<br>C:5.02<br>G:343.8%    | L:2.93<br>C:4.37<br>G:49.0%      |
| AVD1<br>L:8.13<br>C:9.55<br>G:17.4%    | L:1.77<br>C:4.46<br>G:152.0%    | L:2.18<br>C:0.47<br>G:-78.3%     |
| CH28<br>L:8.45<br>C:9.22<br>G:9.1%     | L:3.31<br>C:4.55<br>G:37.5%     | L:1.19<br>C:1.38<br>G:15.8%      |
| CH42<br>L:7.60<br>C:7.98<br>G:4.9%     | L:0.96<br>C:3.59<br>G:273.2%    | L:1.70<br>C:0.00<br>G:-100.0%    |
| CH25<br>L:0.00<br>C:22.70<br>G:0.0%    | L:0.00<br>C:17.14<br>G:0.0%     | L:0.00<br>C:1.63<br>G:0.0%       |
| CH30<br>L:5.61<br>C:5.32<br>G:-5.1%    | L:1.48<br>C:0.92<br>G:-38.2%    | L:1.06<br>C:1.51<br>G:41.8%      |
| CH07<br>L:9.45<br>C:8.88<br>G:-6.0%    | L:2.12<br>C:2.36<br>G:11.4%     | L:2.87<br>C:0.59<br>G:-79.5%     |
| CH05<br>L:13.19<br>C:11.98<br>G:-9.2%  | L:3.89<br>C:4.09<br>G:5.2%      | L:3.48<br>C:1.47<br>G:-57.6%     |
| CH48<br>L:7.98<br>C:6.17<br>G:-22.7%   | L:0.58<br>C:2.95<br>G:412.8%    | L:2.88<br>C:0.70<br>G:-75.5%     |
| CH45<br>L:6.73<br>C:4.96<br>G:-26.4%   | L:0.86<br>C:1.05<br>G:21.6%     | L:2.81<br>C:0.43<br>G:-84.9%     |
| CH16<br>L:15.16<br>C:11.06<br>G:-27.1% | L:3.01<br>C:2.41<br>G:-19.9%    | L:2.17<br>C:4.08<br>G:88.4%      |
| CGL1<br>L:4.96<br>C:3.52<br>G:-29.1%   | L:0.97<br>C:0.30<br>G:-69.2%    | L:1.13<br>C:1.93<br>G:70.1%      |
| CH38<br>L:4.39<br>C:2.70<br>G:-38.4%   | L:0.36<br>C:0.65<br>G:79.4%     | L:0.86<br>C:0.29<br>G:-66.5%     |
| CH19<br>L:7.72<br>C:4.73<br>G:-38.7%   | L:0.88<br>C:1.96<br>G:122.4%    | L:2.16<br>C:0.35<br>G:-83.7%     |
| CH22<br>L:6.88<br>C:4.07<br>G:-40.8%   | L:1.19<br>C:1.61<br>G:35.0%     | L:1.37<br>C:0.00<br>G:-100.0%    |
| KNR1<br>L:5.83<br>C:2.84<br>G:-51.4%   | L:1.38<br>C:0.97<br>G:-30.0%    | L:1.14<br>C:0.52<br>G:-53.9%     |
| TKM1<br>L:3.96<br>C:1.89<br>G:-52.2%   | L:0.58<br>C:1.13<br>G:95.6%     | L:1.64<br>C:0.00<br>G:-100.0%    |
| GUD2<br>L:7.66<br>C:3.60<br>G:-52.9%   | L:0.92<br>C:0.36<br>G:-60.6%    | L:2.22<br>C:0.77<br>G:-65.2%     |
| CH39<br>L:3.30<br>C:1.45<br>G:-56.2%   | L:0.61<br>C:0.34<br>G:-43.4%    | L:0.94<br>C:0.49<br>G:-47.6%     |
| SKL1<br>L:3.53<br>C:1.43<br>G:-59.4%   | L:0.00<br>C:0.75<br>G:0.0%      | L:1.25<br>C:0.00<br>G:-100.0%    |
| MRM1<br>L:6.79<br>C:2.63<br>G:-61.3%   | L:0.79<br>C:0.35<br>G:-55.4%    | L:3.03<br>C:0.13<br>G:-95.5%     |
| CH40<br>L:3.52<br>C:1.04<br>G:-70.3%   | L:0.00<br>C:0.42<br>G:0.0%      | L:0.00<br>C:0.00<br>G:0.0%       |
| MC09<br>L:0.74<br>C:0.17<br>G:-77.0%   | L:0.00<br>C:0.00<br>G:0.0%      | L:0.00<br>C:0.00<br>G:0.0%       |
| CH29<br>L:2.26<br>C:0.40<br>G:-82.5%   | L:0.36<br>C:0.31<br>G:-13.8%    | L:0.84<br>C:0.00<br>G:-100.0%    |
| CH26<br>L:2.35<br>C:0.33<br>G:-85.8%   | L:0.60<br>C:0.00<br>G:-100.0%   | L:1.05<br>C:0.10<br>G:-90.7%     |
| CH08<br>L:13.80<br>C:0.00<br>G:-100.0% | L:0.95<br>C:0.00<br>G:-100.0%   | L:4.19<br>C:0.00<br>G:-100.0%    |
| CH11<br>L:5.43<br>C:0.00<br>G:-100.0%  | L:1.16<br>C:0.00<br>G:-100.0%   | L:1.55<br>C:0.00<br>G:-100.0%    |
| MC10<br>L:0.91<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%      | L:0.00<br>C:0.00<br>G:0.0%       |
| CHENNAI-02                             |                                 |                                  |
| L:173.33<br>C:153.92<br>G:-11.2%       | L:26.16<br>C:39.25<br>G:50.0%   | L:32.20<br>C:26.23<br>G:-18.5%   |
|                                        |                                 |                                  |
| CH43<br>L:0.58<br>C:4.15<br>G:620.5%   | L:-0.21<br>C:0.66<br>G:-414.7%  | L:0.00<br>C:0.68<br>G:0.0%       |
| CH17<br>L:1.75<br>C:7.10<br>G:305.7%   | L:0.00<br>C:3.06<br>G:0.0%      | L:0.77<br>C:0.44<br>G:-42.8%     |
| CH36<br>L:1.26<br>C:4.42<br>G:251.1%   | L:0.00<br>C:1.13<br>G:0.0%      | L:0.00<br>C:0.30<br>G:0.0%       |
| CH37<br>L:1.17<br>C:3.34<br>G:185.3%   | L:0.00<br>C:0.37<br>G:0.0%      | L:0.12<br>C:0.84<br>G:578.5%     |

|                                 | SALES ZONE<br>/Branch          | AJITHKUMAR.K                  | AKHIL.M                      | BALAJI.M                      | BALAMURALI.B                   | DURAIRAJ.T                    | FRANCISPRABHU.B               | JEGANRAJ.S                    | OTHERS                        | RANJITHKUMAR.A                 | RIJURAJ.K                    | SAFIAHAMAD.K                   | SATHESKUMAR.L                  |
|---------------------------------|--------------------------------|-------------------------------|------------------------------|-------------------------------|--------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|--------------------------------|------------------------------|--------------------------------|--------------------------------|
| CH27                            | L:1.60<br>C:2.27<br>G:42.0%    | L:0.03<br>C:0.00<br>G:-94.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.22<br>C:0.32<br>G:46.2%   | L:0.07<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%     | L:0.57<br>C:0.00<br>G:-100.0%  |
| CH31                            | L:2.78<br>C:3.75<br>G:34.7%    | L:0.06<br>C:0.02<br>G:-58.2%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.65<br>C:2.60<br>G:298.8%  | L:0.01<br>C:0.03<br>G:210.6%  | L:0.10<br>C:0.00<br>G:-100.0% | L:0.05<br>C:0.00<br>G:-100.0% | L:0.15<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.03<br>C:0.00<br>G:-100.0%  | L:0.55<br>C:0.00<br>G:-99.7%   |
| CH35                            | L:5.58<br>C:7.32<br>G:31.1%    | L:0.08<br>C:0.11<br>G:39.8%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:2.58<br>C:3.91<br>G:51.5%   | L:0.21<br>C:0.19<br>G:-10.8%  | L:0.21<br>C:0.09<br>G:-57.7%  | L:0.00<br>C:0.02<br>G:0.0%    | L:0.20<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.03<br>C:0.01<br>G:-81.3%   | L:1.04<br>C:0.51<br>G:-50.6%   |
| CH12                            | L:10.04<br>C:11.31<br>G:12.7%  | L:0.06<br>C:0.08<br>G:31.7%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:1.59<br>C:3.43<br>G:115.2%  | L:0.18<br>C:0.17<br>G:-7.5%   | L:0.32<br>C:0.10<br>G:-70.1%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.08<br>C:1.22<br>G:1344.3%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.18<br>C:0.01<br>G:-94.5%   | L:2.30<br>C:2.09<br>G:-9.1%    |
| MC06                            | L:1.35<br>C:1.41<br>G:5.1%     | L:0.04<br>C:0.02<br>G:-61.4%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:1.19<br>C:0.97<br>G:-18.4%  | L:0.07<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.04<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%     |
| CH01                            | L:0.00<br>C:1.51<br>G:0.0%     | L:0.00<br>C:0.01<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.17<br>G:0.0%    | L:0.00<br>C:0.01<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.04<br>G:0.0%     | L:0.00<br>C:0.29<br>G:0.0%     |
| CH50                            | L:0.00<br>C:10.82<br>G:0.0%    | L:0.00<br>C:0.05<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.15<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:4.10<br>G:0.0%    | L:0.00<br>C:0.10<br>G:0.0%    | L:0.00<br>C:0.27<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:2.06<br>G:0.0%     |
| CH18                            | L:8.84<br>C:8.83<br>G:-0.1%    | L:0.11<br>C:0.06<br>G:-50.5%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:3.61<br>C:3.55<br>G:-1.6%   | L:0.35<br>C:0.09<br>G:-75.8%  | L:0.26<br>C:0.13<br>G:-49.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.02<br>C:0.00<br>G:-100.0%  | L:3.01<br>C:2.29<br>G:-23.9%   |
| GPD1                            | L:4.65<br>C:4.62<br>G:-0.5%    | L:0.02<br>C:0.02<br>G:14.1%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:2.26<br>C:3.30<br>G:46.0%   | L:0.07<br>C:0.00<br>G:-100.0% | L:0.04<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.55<br>C:0.03<br>G:-93.9%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.09<br>C:0.00<br>G:-100.0%  | L:0.11<br>C:0.26<br>G:143.8%   |
| CH34                            | L:8.75<br>C:8.19<br>G:-6.5%    | L:0.09<br>C:0.03<br>G:-66.4%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.26<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:5.25<br>C:2.70<br>G:-48.6%  | L:0.06<br>C:0.06<br>G:-10.6%  | L:0.26<br>C:0.22<br>G:-15.5%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.09<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.10<br>C:0.13<br>G:36.1%    | L:0.95<br>C:1.58<br>G:66.6%    |
| CH44                            | L:4.99<br>C:4.48<br>G:-10.1%   | L:0.07<br>C:0.02<br>G:-76.8%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:2.66<br>C:1.67<br>G:-37.2%  | L:0.01<br>C:0.02<br>G:133.6%  | L:0.15<br>C:0.09<br>G:-43.2%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%     | L:0.74<br>C:0.69<br>G:-7.6%    |
| CH33                            | L:4.58<br>C:4.04<br>G:-11.8%   | L:0.05<br>C:0.02<br>G:-63.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.12<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:1.53<br>C:2.10<br>G:37.0%   | L:0.09<br>C:0.02<br>G:-80.4%  | L:0.08<br>C:0.05<br>G:-43.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.07<br>C:0.09<br>G:29.6%    | L:1.44<br>C:0.66<br>G:-53.8%   |
| CH24                            | L:7.63<br>C:6.60<br>G:-13.5%   | L:0.04<br>C:0.03<br>G:-14.5%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.13<br>C:0.41<br>G:224.2%  | L:0.00<br>C:0.00<br>G:0.0%     | L:1.20<br>C:1.17<br>G:-2.6%   | L:0.30<br>C:0.19<br>G:-35.3%  | L:0.22<br>C:0.15<br>G:-31.4%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.61<br>C:0.06<br>G:-90.2%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.20<br>C:0.03<br>G:-85.4%   | L:1.71<br>C:2.18<br>G:27.6%    |
| CH21                            | L:13.12<br>C:10.44<br>G:-20.4% | L:0.07<br>C:0.62<br>G:778.6%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:4.43<br>C:2.14<br>G:-51.8%  | L:0.09<br>C:0.19<br>G:107.4%  | L:0.27<br>C:0.17<br>G:-38.2%  | L:0.00<br>C:0.00<br>G:-100.0% | L:0.12<br>C:0.06<br>G:-50.1%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.09<br>C:0.16<br>G:73.8%    | L:1.65<br>C:1.01<br>G:-38.6%   |
| MJR1                            | L:5.93<br>C:4.45<br>G:-25.0%   | L:0.09<br>C:0.03<br>G:-66.1%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.05<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:3.01<br>C:1.81<br>G:-40.0%  | L:0.14<br>C:0.00<br>G:-98.2%  | L:0.22<br>C:0.18<br>G:-16.6%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.35<br>C:0.30<br>G:-12.7%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.05<br>C:0.21<br>G:299.0%   | L:1.00<br>C:1.46<br>G:46.5%    |
| MC05                            | L:2.45<br>C:1.82<br>G:-25.8%   | L:0.03<br>C:0.00<br>G:-95.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:2.38<br>C:1.81<br>G:-23.9%  | L:0.02<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%     | L:0.01<br>C:0.00<br>G:-100.0%  |
| CH32                            | L:1.90<br>C:1.24<br>G:-34.7%   | L:0.03<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:1.41<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.02<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.02<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.27<br>G:44879.7% |
| CH03                            | L:17.44<br>C:10.91<br>G:-37.5% | L:0.18<br>C:0.03<br>G:-82.3%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.34<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:8.73<br>C:2.59<br>G:-70.3%  | L:0.28<br>C:0.13<br>G:-55.6%  | L:0.29<br>C:0.03<br>G:-88.4%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.15<br>C:-0.72<br>G:-570.5% | L:0.00<br>C:0.00<br>G:0.0%   | L:0.12<br>C:0.15<br>G:20.1%    | L:2.89<br>C:2.17<br>G:-24.9%   |
| CH41                            | L:6.20<br>C:3.87<br>G:-37.6%   | L:0.07<br>C:0.01<br>G:-79.9%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.13<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:1.43<br>C:1.71<br>G:20.2%   | L:0.21<br>C:0.02<br>G:-90.9%  | L:0.13<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.21<br>C:0.38<br>G:79.0%    | L:0.00<br>C:0.00<br>G:0.0%   | L:0.03<br>C:0.08<br>G:165.9%   | L:1.56<br>C:0.87<br>G:-44.4%   |
| CH23                            | L:3.55<br>C:1.98<br>G:-44.3%   | L:0.04<br>C:0.02<br>G:-42.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:2.27<br>C:0.78<br>G:-65.8%  | L:0.04<br>C:0.00<br>G:-100.0% | L:0.03<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.01<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.08<br>C:0.15<br>G:92.9%    | L:0.73<br>C:0.01<br>G:-99.2%   |
| CH06                            | L:5.36<br>C:2.91<br>G:-45.8%   | L:0.01<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.16<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:1.66<br>C:0.00<br>G:-100.0% | L:0.07<br>C:0.07<br>G:-4.2%   | L:0.34<br>C:0.08<br>G:-77.0%  | L:0.01<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.15<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.12<br>C:0.00<br>G:-100.0%  | L:1.09<br>C:0.82<br>G:-25.1%   |
| CH15                            | L:20.84<br>C:11.08<br>G:-46.8% | L:0.24<br>C:0.04<br>G:-84.7%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.33<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:7.67<br>C:1.66<br>G:-78.4%  | L:0.43<br>C:0.14<br>G:-68.0%  | L:0.66<br>C:0.55<br>G:-16.2%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.34<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.23<br>C:0.00<br>G:-100.0%  | L:3.74<br>C:2.50<br>G:-33.1%   |
| CH46                            | L:8.89<br>C:4.63<br>G:-47.9%   | L:0.08<br>C:0.01<br>G:-91.1%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.15<br>C:0.10<br>G:-34.6%  | L:0.00<br>C:0.00<br>G:0.0%     | L:2.79<br>C:0.00<br>G:-100.0% | L:0.06<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.09<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%     | L:1.01<br>C:0.34<br>G:-66.2%   |
| CH20                            | L:6.12<br>C:2.97<br>G:-51.4%   | L:0.21<br>C:0.00<br>G:-98.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.13<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:1.93<br>C:0.39<br>G:-79.6%  | L:0.26<br>C:0.05<br>G:-80.3%  | L:0.00<br>C:0.02<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.06<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%   | L:0.03<br>C:0.06<br>G:110.2%   | L:0.85<br>C:0.34<br>G:-59.7%   |
| UKI1                            | L:5.23<br>C:2.20<br>G:-58.0%   | L:0.11<br>C:0.02<br>G:-82.7%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.07<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:2.36<br>C:0.77<br>G:-67.5%  | L:0.07<br>C:0.00<br>G:-100.0% | L:0.05<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.05<br>C:0.92<br>G:1634.5%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.07<br>C:0.00<br>G:-100.0%  | L:0.95<br>C:0.00<br>G:-99.7%   |
| PON1                            | L:3.53<br>C:1.25<br>G:-64.4%   | L:0.10<br>C:0.02<br>G:-78.3%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:1.55<br>C:0.19<br>G:-87.5%  | L:0.03<br>C:0.00<br>G:-100.0% | L:0.36<br>C:0.16<br>G:-56.6%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.08<br>C:0.00<br>G:-100.0%  | L:0.76<br>C:0.26<br>G:-66.6%   |
| CH09                            | L:7.22<br>C:0.00<br>G:-100.0%  | L:0.11<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%   | L:0.19<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.93<br>C:0.00<br>G:-100.0% | L:0.34<br>C:0.00<br>G:-100.0% | L:0.28<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.75<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%     | L:0.75<br>C:0.00<br>G:-100.0%  |
| KL-SOUTH                        |                                |                               |                              |                               |                                |                               |                               |                               |                               |                                |                              |                                |                                |
| L:4.77<br>C:9.41<br>G:97.0%     | L:0.00<br>C:0.00<br>G:0.0%     | L:3.27<br>C:5.48<br>G:67.4%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.46<br>C:0.52<br>G:14.4%   | L:0.00<br>C:0.00<br>G:0.0%     | L:0.26<br>C:0.20<br>G:-24.2%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.78<br>C:3.21<br>G:310.1% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%     |
|                                 |                                |                               |                              |                               |                                |                               |                               |                               |                               |                                |                              |                                |                                |
| TVP1                            | L:2.38<br>C:6.36<br>G:167.2%   | L:0.00<br>C:0.00<br>G:0.0%    | L:1.66<br>C:3.38<br>G:103.8% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.16<br>C:0.26<br>G:67.6%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.13<br>C:0.15<br>G:12.1%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.43<br>C:2.57<br>G:494.2% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%     |
| PAS1                            | L:1.00<br>C:1.51<br>G:50.6%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.58<br>C:1.02<br>G:74.3%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.15<br>C:0.11<br>G:-26.4%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.08<br>C:0.03<br>G:-58.6%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.19<br>C:0.35<br>G:81.6%  | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%     |
| KLR1                            | L:1.39<br>C:1.54<br>G:10.4%    | L:0.00<br>C:0.00<br>G:0.0%    | L:1.03<br>C:1.08<br>G:4.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.15<br>C:0.15<br>G:-0.8%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.06<br>C:0.02<br>G:-63.1%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.16<br>C:0.29<br>G:84.0%  | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%     |
| NORTH ARCOT                     |                                |                               |                              |                               |                                |                               |                               |                               |                               |                                |                              |                                |                                |
| L:114.27<br>C:84.62<br>G:-26.0% | L:1.80<br>C:0.89<br>G:-50.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.86<br>C:0.47<br>G:-45.7% | L:0.00<br>C:0.00<br>G:0.0%    | L:47.77<br>C:34.22<br>G:-28.4% | L:3.59<br>C:1.50<br>G:-58.2%  | L:3.54<br>C:1.87<br>G:-47.3%  | L:0.02<br>C:0.00<br>G:-100.0% | L:4.32<br>C:2.94<br>G:-32.0%  | L:0.00<br>C:0.00<br>G:0.0%     | L:1.43<br>C:1.16<br>G:-18.8% | L:16.51<br>C:14.10<br>G:-14.6% |                                |
|                                 |                                |                               |                              |                               |                                |                               |                               |                               |                               |                                |                              |                                |                                |
| BGR1                            | L:1.65<br>C:3.99<br>G:141.9%   | L:0.03<br>C:0.04<br>G:42.9%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:0.80<br>C:2.13<br>G:167.3%  | L:0.05<br>C:0.06<br>G:21.2%   | L:0.12<br>C:0.02<br>G:-85.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.08<br>C:0.18<br>G:115.1%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.05<br>G:0.0%     | L:0.57<br>C:0.80<br>G:42.0%    |
| VNB1                            | L:3.17<br>C:5.36<br>G:69.2%    | L:0.06<br>C:0.07<br>G:33.2%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.00<br>C:0.16<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     | L:1.41<br>C:2.92<br>G:107.2%  | L:0.10<br>C:0.06<br>G:-38.7%  | L:0.00<br>C:0.04<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.43<br>C:0.06<br>G:-86.8%   | L:0.00<br>C:0.00<br>G:0.0%   | L:0.05<br>C:0.00<br>G:-100.0%  | L:0.25<br>C:0.68<br>G:166.4%   |
| TRR1                            | L:6.36<br>C:9.73<br>G:53.2%    | L:0.12<br>C:0.06<br>G:-47.1%  | L:0.00<br>C:0.00             |                               |                                |                               |                               |                               |                               |                                |                              |                                |                                |

| Sales Zone /Branch                     | VASANTH.S                     | VIJAYAN.K                      |
|----------------------------------------|-------------------------------|--------------------------------|
| CH27<br>L:1.60<br>C:2.27<br>G:42.0%    | L:0.00<br>C:1.95<br>G:0.0%    | L:0.72<br>C:0.00<br>G:-100.0%  |
| CH31<br>L:2.78<br>C:3.75<br>G:34.7%    | L:0.32<br>C:0.72<br>G:123.8%  | L:0.85<br>C:0.38<br>G:-55.3%   |
| CH35<br>L:5.58<br>C:7.32<br>G:31.1%    | L:1.13<br>C:0.34<br>G:-70.0%  | L:0.11<br>C:2.15<br>G:1867.8%  |
| CH12<br>L:10.04<br>C:11.31<br>G:12.7%  | L:2.06<br>C:2.61<br>G:26.6%   | L:3.27<br>C:1.62<br>G:-50.5%   |
| MC06<br>L:1.35<br>C:1.41<br>G:5.1%     | L:0.00<br>C:0.42<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     |
| CH01<br>L:0.00<br>C:1.51<br>G:0.0%     | L:0.00<br>C:0.59<br>G:0.0%    | L:0.00<br>C:0.40<br>G:0.0%     |
| CH50<br>L:0.00<br>C:10.82<br>G:0.0%    | L:0.00<br>C:2.34<br>G:0.0%    | L:0.00<br>C:1.74<br>G:0.0%     |
| CH18<br>L:8.84<br>C:8.83<br>G:-0.1%    | L:0.25<br>C:1.56<br>G:514.1%  | L:1.23<br>C:1.16<br>G:-5.3%    |
| GPD1<br>L:4.65<br>C:4.62<br>G:-0.5%    | L:1.28<br>C:0.04<br>G:-97.2%  | L:0.24<br>C:0.97<br>G:307.5%   |
| CH34<br>L:8.75<br>C:8.19<br>G:-6.5%    | L:0.03<br>C:1.33<br>G:4034.6% | L:1.92<br>C:1.88<br>G:-2.2%    |
| CH44<br>L:4.99<br>C:4.48<br>G:-10.1%   | L:0.32<br>C:2.00<br>G:532.8%  | L:1.03<br>C:0.00<br>G:-100.0%  |
| CH33<br>L:4.58<br>C:4.04<br>G:-11.8%   | L:0.55<br>C:0.68<br>G:24.0%   | L:0.77<br>C:0.30<br>G:-60.6%   |
| CH24<br>L:7.63<br>C:6.60<br>G:-13.5%   | L:1.17<br>C:2.09<br>G:78.5%   | L:2.07<br>C:0.29<br>G:-85.8%   |
| CH21<br>L:13.12<br>C:10.44<br>G:-20.4% | L:1.78<br>C:3.59<br>G:102.1%  | L:4.61<br>C:2.50<br>G:-45.8%   |
| MJR1<br>L:5.93<br>C:4.45<br>G:-25.0%   | L:0.00<br>C:0.03<br>G:0.0%    | L:1.03<br>C:0.42<br>G:-59.2%   |
| MC05<br>L:2.45<br>C:1.82<br>G:-25.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     |
| CH32<br>L:1.90<br>C:1.24<br>G:-34.7%   | L:0.32<br>C:0.95<br>G:199.3%  | L:0.12<br>C:0.00<br>G:-100.0%  |
| CH03<br>L:17.44<br>C:10.91<br>G:-37.5% | L:1.59<br>C:3.80<br>G:139.2%  | L:2.86<br>C:2.72<br>G:-4.8%    |
| CH41<br>L:6.20<br>C:3.87<br>G:-37.6%   | L:0.96<br>C:0.00<br>G:-100.0% | L:1.61<br>C:0.67<br>G:-58.4%   |
| CH23<br>L:3.55<br>C:1.98<br>G:-44.3%   | L:0.00<br>C:0.30<br>G:0.0%    | L:0.36<br>C:0.72<br>G:101.1%   |
| CH06<br>L:5.36<br>C:2.91<br>G:-45.8%   | L:0.58<br>C:1.25<br>G:115.0%  | L:1.49<br>C:0.38<br>G:-74.4%   |
| CH15<br>L:20.84<br>C:11.08<br>G:-46.8% | L:5.43<br>C:2.84<br>G:-47.7%  | L:2.10<br>C:3.03<br>G:44.0%    |
| CH46<br>L:8.89<br>C:4.63<br>G:-47.9%   | L:4.81<br>C:3.61<br>G:-25.0%  | L:0.00<br>C:0.49<br>G:0.0%     |
| CH20<br>L:6.12<br>C:2.97<br>G:-51.4%   | L:0.93<br>C:0.33<br>G:-65.1%  | L:1.77<br>C:1.71<br>G:-3.6%    |
| UKI1<br>L:5.23<br>C:2.20<br>G:-58.0%   | L:0.87<br>C:0.34<br>G:-61.0%  | L:0.63<br>C:0.14<br>G:-77.3%   |
| PON1<br>L:3.53<br>C:1.25<br>G:-64.4%   | L:0.64<br>C:0.32<br>G:-50.0%  | L:0.00<br>C:0.30<br>G:0.0%     |
| CH09<br>L:7.22<br>C:0.00<br>G:-100.0%  | L:1.35<br>C:0.00<br>G:-100.0% | L:2.51<br>C:0.00<br>G:-100.0%  |
| KL-SOUTH                               |                               |                                |
| L:4.77<br>C:9.41<br>G:97.0%            | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     |
|                                        |                               |                                |
| TVP1<br>L:2.38<br>C:6.36<br>G:167.2%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     |
| PAS1<br>L:1.00<br>C:1.51<br>G:50.6%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     |
| KLR1<br>L:1.39<br>C:1.54<br>G:10.4%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     |
| NORTH<br>ARCOT                         |                               |                                |
| L:114.27<br>C:84.62<br>G:-26.0%        | L:12.74<br>C:16.17<br>G:26.9% | L:21.69<br>C:11.30<br>G:-47.9% |
|                                        |                               |                                |
| BGR1<br>L:1.65<br>C:3.99<br>G:141.9%   | L:0.00<br>C:0.53<br>G:0.0%    | L:0.00<br>C:0.17<br>G:0.0%     |
| VNB1<br>L:3.17<br>C:5.36<br>G:69.2%    | L:0.26<br>C:0.67<br>G:157.1%  | L:0.62<br>C:0.70<br>G:13.6%    |
| TRR1<br>L:6.36<br>C:9.73<br>G:53.2%    | L:0.00<br>C:0.60<br>G:0.0%    | L:1.51<br>C:2.33<br>G:54.6%    |
| VEL2<br>L:7.32<br>C:9.29<br>G:27.0%    | L:0.68<br>C:2.90<br>G:327.9%  | L:1.50<br>C:1.59<br>G:6.0%     |
| UGI1<br>L:2.09<br>C:2.33<br>G:11.0%    | L:0.00<br>C:0.65<br>G:0.0%    | L:0.11<br>C:0.63<br>G:454.7%   |
| GDM1<br>L:2.34<br>C:2.47<br>G:5.9%     | L:0.00<br>C:0.37<br>G:0.0%    | L:0.68<br>C:0.57<br>G:-16.9%   |
| KPM2<br>L:10.81<br>C:11.42<br>G:5.6%   | L:1.56<br>C:1.30<br>G:-17.1%  | L:1.80<br>C:1.77<br>G:-1.4%    |
| CPT1<br>L:1.97<br>C:2.08<br>G:5.5%     | L:0.00<br>C:0.00<br>G:0.0%    | L:0.36<br>C:0.00<br>G:-100.0%  |

| Sales Zone /Branch                    | AJITHKUMAR.K                  | AKHIL.M                    | BALAJI.M                      | BALAMURALI.B               | DURAIRAJ.T                    | FRANCISPRABHU.B               | JEGANRAJ.S                     | OTHERS                        | RANJITHKUMAR.A                | RIJURAJ.K                  | SAFIAHAMAD.K                  | SATHESKUMAR.L                  |
|---------------------------------------|-------------------------------|----------------------------|-------------------------------|----------------------------|-------------------------------|-------------------------------|--------------------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|--------------------------------|
| VS11<br>L:2.32<br>C:0.02<br>G:2.5%    | L:0.08<br>C:0.02<br>G:-78.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.12<br>C:1.71<br>G:52.9%   | L:0.13<br>C:0.02<br>G:-85.1%  | L:0.06<br>C:-0.03<br>G:-145.8% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.07<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.06<br>C:0.03<br>G:-56.6%  | L:0.30<br>C:0.17<br>G:-43.3%   |
| ANI1<br>L:2.39<br>C:2.37<br>G:-0.8%   | L:0.03<br>C:0.02<br>G:-43.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.12<br>C:1.08<br>G:829.0%  | L:0.03<br>C:0.07<br>G:166.6%  | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%    | L:0.18<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.08<br>C:0.00<br>G:-100.0% | L:0.38<br>C:0.53<br>G:41.1%    |
| PTU1<br>L:0.75<br>C:0.67<br>G:-11.2%  | L:0.00<br>C:0.01<br>G:631.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.07<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.01<br>G:0.0%    | L:0.04<br>C:0.02<br>G:-55.3%  | L:0.12<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.14<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.00<br>G:-100.0% | L:0.26<br>C:0.16<br>G:-39.0%   |
| CYR1<br>L:2.40<br>C:2.10<br>G:-12.7%  | L:0.05<br>C:0.01<br>G:-72.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.95<br>C:0.58<br>G:-39.1%  | L:0.00<br>C:0.06<br>G:0.0%    | L:0.11<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.04<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.27<br>C:0.40<br>G:48.9%    |
| PLR1<br>L:2.95<br>C:2.45<br>G:-16.7%  | L:0.08<br>C:0.01<br>G:-82.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.85<br>C:0.58<br>G:-68.7%  | L:0.03<br>C:0.10<br>G:225.1%  | L:0.03<br>C:0.27<br>G:711.1%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.15<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.04<br>G:0.0%    | L:0.35<br>C:0.79<br>G:127.6%   |
| TRT1<br>L:2.02<br>C:1.57<br>G:-22.3%  | L:0.03<br>C:0.02<br>G:-30.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.46<br>C:0.52<br>G:13.4%   | L:0.06<br>C:0.00<br>G:-100.0% | L:0.02<br>C:0.04<br>G:111.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.26<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.00<br>G:-100.0% | L:0.78<br>C:0.32<br>G:-58.3%   |
| SLG1<br>L:1.55<br>C:1.17<br>G:-24.7%  | L:0.05<br>C:0.02<br>G:-69.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.88<br>C:0.23<br>G:-73.3%  | L:0.02<br>C:0.00<br>G:-100.0% | L:0.06<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.05<br>C:0.03<br>G:-25.1%  | L:0.15<br>C:0.11<br>G:-26.3%   |
| ARC2<br>L:3.70<br>C:2.50<br>G:-32.4%  | L:0.01<br>C:0.02<br>G:223.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.15<br>C:0.84<br>G:-61.2%  | L:0.19<br>C:0.00<br>G:-100.0% | L:0.81<br>C:0.03<br>G:-96.5%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.10<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.00<br>G:-100.0% | L:0.24<br>C:0.00<br>G:-99.1%   |
| SBR1<br>L:5.74<br>C:3.87<br>G:-32.6%  | L:0.08<br>C:0.05<br>G:-32.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.82<br>C:2.44<br>G:34.0%   | L:0.22<br>C:0.13<br>G:-39.5%  | L:0.20<br>C:0.22<br>G:9.8%     | L:0.00<br>C:0.00<br>G:0.0%    | L:0.04<br>C:0.14<br>G:220.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.17<br>G:522.7%  | L:0.85<br>C:0.12<br>G:-85.3%   |
| CGM1<br>L:3.71<br>C:2.05<br>G:-44.7%  | L:0.09<br>C:0.04<br>G:-51.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.97<br>C:0.83<br>G:-72.0%  | L:0.08<br>C:0.02<br>G:-79.1%  | L:0.08<br>C:0.14<br>G:74.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.01<br>C:0.00<br>G:-100.0% | L:0.14<br>C:0.00<br>G:-97.4%   |
| WJD1<br>L:7.25<br>C:3.86<br>G:-46.8%  | L:0.16<br>C:0.07<br>G:-53.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.13<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:3.25<br>C:2.79<br>G:-14.2%  | L:0.28<br>C:0.03<br>G:-87.7%  | L:0.09<br>C:0.02<br>G:-74.7%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.08<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.12<br>C:0.00<br>G:-100.0% | L:0.92<br>C:0.52<br>G:-42.9%   |
| ABR1<br>L:4.64<br>C:2.16<br>G:-53.4%  | L:0.05<br>C:0.05<br>G:-9.5%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.63<br>C:1.10<br>G:-32.5%  | L:0.10<br>C:0.05<br>G:-54.4%  | L:0.03<br>C:0.13<br>G:261.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.42<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.01<br>C:0.00<br>G:-100.0% | L:0.72<br>C:0.61<br>G:-15.0%   |
| VEL1<br>L:6.69<br>C:2.38<br>G:-64.4%  | L:0.05<br>C:0.01<br>G:-83.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.97<br>C:0.39<br>G:-86.8%  | L:0.07<br>C:0.03<br>G:-51.9%  | L:0.15<br>C:0.04<br>G:-73.1%   | L:0.00<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.06<br>G:27.2%   | L:0.36<br>C:0.73<br>G:104.8%   |
| WJP1<br>L:8.28<br>C:2.84<br>G:-65.7%  | L:0.15<br>C:0.09<br>G:-39.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.11<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:4.70<br>C:0.92<br>G:-80.4%  | L:0.14<br>C:0.00<br>G:-98.1%  | L:0.07<br>C:0.04<br>G:-42.3%   | L:0.00<br>C:0.00<br>G:-100.0% | L:0.57<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.09<br>C:0.01<br>G:-93.7%  | L:0.46<br>C:0.56<br>G:21.9%    |
| TRL1<br>L:8.39<br>C:2.47<br>G:-70.6%  | L:0.06<br>C:0.00<br>G:-92.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.82<br>C:0.23<br>G:-87.6%  | L:0.44<br>C:0.01<br>G:-96.9%  | L:0.15<br>C:0.07<br>G:-51.7%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.11<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.28<br>C:0.00<br>G:-100.0% | L:1.71<br>C:0.95<br>G:-44.4%   |
| AKM1<br>L:7.07<br>C:1.48<br>G:-79.1%  | L:0.12<br>C:0.01<br>G:-88.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.12<br>C:0.12<br>G:0.1%    | L:0.00<br>C:0.00<br>G:0.0% | L:3.71<br>C:0.87<br>G:-76.6%  | L:0.26<br>C:0.05<br>G:-81.8%  | L:0.09<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.40<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.11<br>C:0.00<br>G:-100.0% | L:0.48<br>C:0.12<br>G:-74.4%   |
| KPM1<br>L:8.72<br>C:1.63<br>G:-81.4%  | L:0.15<br>C:0.03<br>G:-82.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.07<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:3.51<br>C:0.07<br>G:-98.0%  | L:0.47<br>C:0.00<br>G:-100.0% | L:0.04<br>C:0.04<br>G:7.1%     | L:0.00<br>C:0.00<br>G:0.0%    | L:0.22<br>C:0.11<br>G:-50.5%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.04<br>G:-2.4%   | L:1.41<br>C:0.45<br>G:-68.0%   |
| SOUTH ARCOT                           |                               |                            |                               |                            |                               |                               |                                |                               |                               |                            |                               |                                |
| L:99.19<br>C:83.89<br>G:-15.4%        | L:1.02<br>C:0.69<br>G:-32.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:1.45<br>C:0.99<br>G:-31.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:28.84<br>C:28.42<br>G:-1.5% | L:2.48<br>C:1.27<br>G:-48.9%  | L:2.77<br>C:2.10<br>G:-24.3%   | L:0.00<br>C:0.02<br>G:2401.4% | L:3.21<br>C:3.91<br>G:21.5%   | L:0.00<br>C:0.00<br>G:0.0% | L:1.63<br>C:1.75<br>G:7.2%    | L:22.03<br>C:16.63<br>G:-24.5% |
|                                       |                               |                            |                               |                            |                               |                               |                                |                               |                               |                            |                               |                                |
| CDM1<br>L:2.08<br>C:5.70<br>G:174.6%  | L:0.03<br>C:0.05<br>G:103.5%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.48<br>C:2.80<br>G:482.2%  | L:0.03<br>C:0.07<br>G:91.1%   | L:0.07<br>C:0.08<br>G:12.3%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.04<br>C:0.48<br>G:1038.3% | L:0.00<br>C:0.00<br>G:0.0% | L:0.13<br>C:0.01<br>G:-94.5%  | L:0.48<br>C:0.76<br>G:58.3%    |
| POY2<br>L:9.90<br>C:14.33<br>G:44.8%  | L:0.07<br>C:0.04<br>G:-35.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.12<br>C:0.50<br>G:328.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:1.30<br>C:2.80<br>G:115.6%  | L:0.29<br>C:0.15<br>G:-50.5%  | L:0.31<br>C:0.25<br>G:-19.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.50<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.26<br>C:0.31<br>G:17.9%   | L:2.74<br>C:2.90<br>G:6.0%     |
| PRT1<br>L:5.21<br>C:6.63<br>G:27.3%   | L:0.07<br>C:0.04<br>G:-33.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:3.49<br>C:2.66<br>G:-23.6%  | L:0.09<br>C:0.08<br>G:-9.3%   | L:0.10<br>C:0.30<br>G:204.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.05<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.15<br>G:797.4%  | L:0.41<br>C:1.87<br>G:354.5%   |
| TRK1<br>L:4.53<br>C:5.24<br>G:15.8%   | L:0.04<br>C:0.10<br>G:169.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.77<br>C:1.51<br>G:96.0%   | L:0.07<br>C:0.12<br>G:71.4%   | L:0.01<br>C:0.09<br>G:853.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.24<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.09<br>C:0.07<br>G:-21.7%  | L:1.02<br>C:1.22<br>G:19.9%    |
| TVM1<br>L:1.92<br>C:2.15<br>G:12.3%   | L:0.01<br>C:0.01<br>G:-8.7%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.65<br>C:1.44<br>G:120.8%  | L:0.02<br>C:0.03<br>G:45.4%   | L:0.08<br>C:0.04<br>G:-49.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.06<br>C:0.00<br>G:-100.0% | L:0.31<br>C:0.02<br>G:-95.0%   |
| POY1<br>L:8.53<br>C:9.27<br>G:8.7%    | L:0.08<br>C:0.09<br>G:21.6%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.48<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.92<br>C:0.66<br>G:-27.8%  | L:0.13<br>C:0.08<br>G:-34.1%  | L:0.32<br>C:0.17<br>G:-46.4%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.27<br>C:1.73<br>G:538.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.08<br>C:0.23<br>G:176.6%  | L:2.25<br>C:2.29<br>G:1.9%     |
| ULP1<br>L:5.63<br>C:5.73<br>G:1.8%    | L:0.04<br>C:0.03<br>G:-36.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.19<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:2.17<br>C:3.66<br>G:68.9%   | L:0.24<br>C:0.08<br>G:-67.7%  | L:0.16<br>C:0.16<br>G:-0.1%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.25<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.00<br>G:-100.0% | L:1.31<br>C:0.51<br>G:-60.9%   |
| SJI2<br>L:0.00<br>C:3.24<br>G:0.0%    | L:0.00<br>C:0.02<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:1.09<br>G:0.0%    | L:0.00<br>C:0.07<br>G:0.0%    | L:0.00<br>C:0.02<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.13<br>G:0.0%    | L:0.00<br>C:0.91<br>G:0.0%     |
| KLM1<br>L:5.58<br>C:4.96<br>G:-11.2%  | L:0.07<br>C:0.06<br>G:-12.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.16<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:2.02<br>C:1.46<br>G:-27.5%  | L:0.14<br>C:0.11<br>G:-23.3%  | L:0.17<br>C:0.04<br>G:-74.5%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.13<br>C:0.08<br>G:-35.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.06<br>C:0.03<br>G:-46.8%  | L:1.40<br>C:0.54<br>G:-61.5%   |
| TVM2<br>L:3.85<br>C:2.94<br>G:-23.7%  | L:0.05<br>C:0.04<br>G:-17.5%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.77<br>C:1.41<br>G:-20.2%  | L:0.07<br>C:0.08<br>G:14.0%   | L:0.04<br>C:0.03<br>G:-34.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.10<br>C:0.00<br>G:-100.0% | L:0.18<br>C:0.36<br>G:102.7%   |
| CUD1<br>L:11.06<br>C:7.67<br>G:-30.7% | L:0.17<br>C:0.04<br>G:-73.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:3.68<br>C:3.48<br>G:-5.4%   | L:0.22<br>C:0.13<br>G:-38.1%  | L:0.51<br>C:0.23<br>G:-55.1%   | L:0.00<br>C:0.02<br>G:0.0%    | L:0.50<br>C:0.51<br>G:3.3%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.33<br>C:0.18<br>G:-45.9%  | L:1.73<br>C:1.75<br>G:0.9%     |
| STP1<br>L:1.83<br>C:1.21<br>G:-34.0%  | L:0.05<br>C:0.00<br>G:-91.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.00<br>C:0.47<br>G:-52.8%  | L:0.07<br>C:0.01<br>G:-84.8%  | L:0.11<br>C:0.02<br>G:-84.9%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.07<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.01<br>C:0.08<br>G:1413.6% | L:0.00<br>C:0.00<br>G:68.3%    |
| VCM1<br>L:1.05<br>C:0.60<br>G:-43.4%  | L:0.00<br>C:0.01<br>G:229.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.50<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.12<br>C:0.52<br>G:348.8%  | L:0.00<br>C:0.02<br>G:551.8%  | L:0.02<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.38<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.04<br>G:39.2%   | L:0.00<br>C:0.02<br>G:610.1%   |
| KML1<br>L:2.67<br>C:1.40<br>G:-47.5%  | L:0.01<br>C:0.02<br>G:107.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.28<br>C:0.00<br>G:-100.0% | L:0.03<br>C:0.01<br>G:-55.5%  | L:0.07<br>C:0.08<br>G:26.8%    | L:0.00<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.06<br>G:72.7%   | L:1.54<br>C:0.30<br>G:-80.3%   |
| VPM1<br>L:2.32<br>C:1.05<br>G:-55.0%  | L:0.02<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.34<br>G:0.0%    | L:0.05<br>C:0.01<br>G:-77.1%  | L:0.04<br>C:0.03<br>G:-13.9%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.05<br>G:0.0%    | L:0.82<br>C:0.62<br>G:-24.5%   |
| NVL2<br>L:8.86<br>C:3.74<br>G:-57.8%  | L:0.11<br>C:0.05<br>G:-55.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.49<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:3.22<br>C:1.12<br>G:-65.2%  | L:0.44<br>C:0.13<br>G:-70.8%  | L:0.23<br>C:0.10<br>G:-55.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.71<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.08<br>C:0.09<br>G:8.4%    | L:1.75<br>C:0.98<br>G:-44.1%   |
| MKM1<br>L:3.35<br>C:1.30<br>G:-61.3%  | L:0.04<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.99<br>C:0.82<br>G:-17.0%  | L:0.04<br>C:0.00<br>G:-100.0% | L:0.01<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.04<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.11<br>C:0.09<br>G:-24.0%  | L:1.48<br>C:0.39<br>G:-        |

| Sales Zone /Branch                     | VASANTH.S                     | VIJAYAN.K                     |
|----------------------------------------|-------------------------------|-------------------------------|
| VSI1<br>L:2.32<br>C:2.38<br>G:2.5%     | L:0.00<br>C:0.31<br>G:0.0%    | L:0.51<br>C:0.15<br>G:-69.6%  |
| ANI1<br>L:2.39<br>C:2.37<br>G:-0.8%    | L:0.96<br>C:0.36<br>G:-62.7%  | L:0.62<br>C:0.30<br>G:-50.9%  |
| PTU1<br>L:0.75<br>C:0.67<br>G:-11.2%   | L:0.00<br>C:0.40<br>G:0.0%    | L:0.17<br>C:0.00<br>G:-100.0% |
| CYR1<br>L:2.40<br>C:2.10<br>G:-12.7%   | L:0.00<br>C:0.29<br>G:0.0%    | L:0.99<br>C:0.76<br>G:-23.6%  |
| PLR1<br>L:2.95<br>C:2.45<br>G:-16.7%   | L:0.00<br>C:0.32<br>G:0.0%    | L:0.61<br>C:0.20<br>G:-67.2%  |
| TRT1<br>L:2.02<br>C:1.57<br>G:-22.3%   | L:0.03<br>C:0.40<br>G:1146.2% | L:0.57<br>C:0.00<br>G:-100.0% |
| SLG1<br>L:1.55<br>C:1.17<br>G:-24.7%   | L:0.00<br>C:0.35<br>G:0.0%    | L:0.34<br>C:0.42<br>G:23.9%   |
| ARC2<br>L:3.70<br>C:2.50<br>G:-32.4%   | L:0.00<br>C:1.10<br>G:0.0%    | L:0.29<br>C:0.42<br>G:48.1%   |
| SBR1<br>L:5.74<br>C:3.87<br>G:-32.6%   | L:0.69<br>C:0.59<br>G:-13.5%  | L:1.81<br>C:0.00<br>G:-100.0% |
| CGM1<br>L:3.71<br>C:2.05<br>G:-44.7%   | L:0.00<br>C:0.79<br>G:0.0%    | L:0.34<br>C:0.22<br>G:-34.9%  |
| WJD1<br>L:7.25<br>C:3.86<br>G:-46.8%   | L:1.55<br>C:0.41<br>G:-73.7%  | L:0.66<br>C:0.00<br>G:-100.0% |
| ABR1<br>L:4.64<br>C:2.16<br>G:-53.4%   | L:0.62<br>C:0.00<br>G:-100.0% | L:1.05<br>C:0.23<br>G:-78.3%  |
| VEL1<br>L:6.69<br>C:2.38<br>G:-64.4%   | L:2.25<br>C:1.12<br>G:-50.3%  | L:0.81<br>C:0.00<br>G:-100.0% |
| WJP1<br>L:8.28<br>C:2.84<br>G:-65.7%   | L:0.63<br>C:0.83<br>G:31.6%   | L:1.37<br>C:0.40<br>G:-71.0%  |
| TRL1<br>L:8.39<br>C:2.47<br>G:-70.6%   | L:1.10<br>C:1.20<br>G:9.3%    | L:2.71<br>C:0.00<br>G:-100.0% |
| AKM1<br>L:7.07<br>C:1.48<br>G:-79.1%   | L:0.81<br>C:0.31<br>G:-62.0%  | L:0.98<br>C:0.00<br>G:-100.0% |
| KPM1<br>L:8.72<br>C:1.63<br>G:-81.4%   | L:1.60<br>C:0.38<br>G:-76.1%  | L:1.28<br>C:0.44<br>G:-65.8%  |
| SOUTH<br>ARCOT                         |                               |                               |
| L:99.19<br>C:83.89<br>G:-15.4%         | L:13.03<br>C:18.54<br>G:42.3% | L:22.73<br>C:9.58<br>G:-57.9% |
|                                        |                               |                               |
| CDM1<br>L:2.08<br>C:5.70<br>G:174.6%   | L:0.28<br>C:1.46<br>G:421.0%  | L:0.53<br>C:0.00<br>G:-100.0% |
| POY2<br>L:9.90<br>C:14.33<br>G:44.8%   | L:2.17<br>C:5.57<br>G:156.8%  | L:2.64<br>C:1.31<br>G:-50.4%  |
| PRT1<br>L:5.21<br>C:6.63<br>G:27.3%    | L:0.00<br>C:0.39<br>G:0.0%    | L:1.05<br>C:1.09<br>G:4.6%    |
| TRK1<br>L:4.53<br>C:5.24<br>G:15.8%    | L:0.29<br>C:0.92<br>G:215.8%  | L:2.25<br>C:0.98<br>G:-56.3%  |
| TVM1<br>L:1.92<br>C:2.15<br>G:12.3%    | L:0.25<br>C:0.37<br>G:46.7%   | L:0.53<br>C:0.24<br>G:-54.3%  |
| POY1<br>L:8.53<br>C:9.27<br>G:8.7%     | L:2.55<br>C:3.16<br>G:23.8%   | L:1.46<br>C:0.85<br>G:-41.7%  |
| ULP1<br>L:5.63<br>C:5.73<br>G:1.8%     | L:0.25<br>C:0.73<br>G:196.3%  | L:1.26<br>C:0.31<br>G:-74.9%  |
| SJI2<br>L:0.00<br>C:3.24<br>G:0.0%     | L:0.00<br>C:0.40<br>G:0.0%    | L:0.00<br>C:0.59<br>G:0.0%    |
| KLM1<br>L:5.58<br>C:4.96<br>G:-11.2%   | L:0.25<br>C:0.39<br>G:53.4%   | L:1.17<br>C:2.23<br>G:90.7%   |
| TVM2<br>L:3.85<br>C:2.94<br>G:-23.7%   | L:0.32<br>C:1.01<br>G:217.2%  | L:1.32<br>C:0.00<br>G:-100.0% |
| CUD1<br>L:11.06<br>C:7.67<br>G:-30.7%  | L:2.06<br>C:0.58<br>G:-71.9%  | L:1.87<br>C:0.75<br>G:-60.0%  |
| STP1<br>L:1.83<br>C:1.21<br>G:-34.0%   | L:0.00<br>C:0.62<br>G:0.0%    | L:0.52<br>C:0.00<br>G:-100.0% |
| VCM1<br>L:1.05<br>C:0.60<br>G:-43.4%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    |
| KML1<br>L:2.67<br>C:1.40<br>G:-47.5%   | L:0.25<br>C:0.31<br>G:26.2%   | L:0.46<br>C:0.61<br>G:31.8%   |
| VPM1<br>L:2.32<br>C:1.05<br>G:-55.0%   | L:1.09<br>C:0.00<br>G:-100.0% | L:0.31<br>C:0.00<br>G:-100.0% |
| NVL2<br>L:8.86<br>C:3.74<br>G:-57.8%   | L:1.56<br>C:0.63<br>G:-59.5%  | L:0.76<br>C:0.15<br>G:-79.8%  |
| MKM1<br>L:3.35<br>C:1.30<br>G:-61.3%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.63<br>C:0.00<br>G:-100.0% |
| VPM2<br>L:6.95<br>C:2.54<br>G:-63.5%   | L:0.62<br>C:1.01<br>G:63.8%   | L:1.31<br>C:0.13<br>G:-90.3%  |
| KKI2<br>L:7.29<br>C:2.24<br>G:-69.2%   | L:0.61<br>C:0.28<br>G:-53.7%  | L:2.05<br>C:0.32<br>G:-84.2%  |
| TDM1<br>L:6.72<br>C:1.95<br>G:-70.9%   | L:0.48<br>C:0.70<br>G:46.2%   | L:2.62<br>C:0.00<br>G:-100.0% |
| SJI1<br>L:-0.14<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    |

|                                        | SALES<br>/Branch              | AJITHKUMA<br>R.K           | AKHIL.M                       | BALAJI.M                   | BALAMURA<br>LI.B               | DURAIRAJ.<br>T                | FRANCISPR<br>ABHU.B           | JEGANRAJ.<br>S                | OTHERS                        | RANJITHKU<br>MAR.A         | RIJURAJ.K                     | SAFIAHAM<br>AD.K               | SATHESKU<br>MAR.L |
|----------------------------------------|-------------------------------|----------------------------|-------------------------------|----------------------------|--------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|--------------------------------|-------------------|
| SOUTH-01                               |                               |                            |                               |                            |                                |                               |                               |                               |                               |                            |                               |                                |                   |
| L:206.40<br>C:206.46<br>G:0.0%         | L:1.46<br>C:1.34<br>G:-8.4%   | L:0.00<br>C:0.00<br>G:0.0% | L:2.24<br>C:2.28<br>G:1.7%    | L:0.00<br>C:0.00<br>G:0.0% | L:54.39<br>C:39.60<br>G:-27.2% | L:5.04<br>C:4.91<br>G:-2.7%   | L:7.11<br>C:5.07<br>G:-28.7%  | L:0.05<br>C:0.02<br>G:-56.7%  | L:10.07<br>C:7.68<br>G:-23.7% | L:0.00<br>C:0.00<br>G:0.0% | L:2.76<br>C:3.45<br>G:25.1%   | L:42.79<br>C:33.21<br>G:-22.4% |                   |
|                                        |                               |                            |                               |                            |                                |                               |                               |                               |                               |                            |                               |                                |                   |
| TUT1<br>L:25.15<br>C:63.23<br>G:151.5% | L:0.10<br>C:0.14<br>G:30.3%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.19<br>C:0.19<br>G:-4.3%   | L:0.00<br>C:0.00<br>G:0.0% | L:5.76<br>C:4.90<br>G:-14.9%   | L:0.86<br>C:0.76<br>G:-11.1%  | L:0.49<br>C:0.45<br>G:-7.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:1.98<br>C:1.59<br>G:-19.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.45<br>C:0.44<br>G:-1.8%   | L:4.27<br>C:4.38<br>G:2.6%     |                   |
| KGL1<br>L:2.53<br>C:5.08<br>G:100.7%   | L:0.02<br>C:0.02<br>G:21.6%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.21<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.75<br>C:0.36<br>G:-52.3%   | L:0.13<br>C:0.09<br>G:-31.4%  | L:0.17<br>C:0.35<br>G:100.6%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.48<br>C:0.19<br>G:-60.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.11<br>G:0.0%    | L:0.12<br>C:2.19<br>G:1728.5%  |                   |
| VNR1<br>L:1.46<br>C:2.88<br>G:97.1%    | L:0.00<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.39<br>C:0.36<br>G:-8.5%    | L:0.04<br>C:0.18<br>G:417.1%  | L:0.07<br>C:0.03<br>G:-49.8%  | L:0.01<br>C:0.00<br>G:-100.0% | L:0.04<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.01<br>C:0.55<br>G:10681.1% |                   |
| VKM1<br>L:1.76<br>C:3.38<br>G:92.7%    | L:0.03<br>C:0.01<br>G:-76.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.10<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.50<br>C:0.60<br>G:19.0%    | L:0.04<br>C:0.03<br>G:-28.9%  | L:0.05<br>C:0.06<br>G:29.4%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.19<br>G:0.0%    | L:0.58<br>C:0.75<br>G:30.8%    |                   |
| KSM1<br>L:1.41<br>C:2.55<br>G:80.8%    | L:0.01<br>C:0.03<br>G:332.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.41<br>C:1.75<br>G:329.4%   | L:0.03<br>C:0.03<br>G:-9.1%   | L:0.08<br>C:0.07<br>G:-9.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.33<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.02<br>G:0.0%    | L:0.15<br>C:0.64<br>G:338.7%   |                   |
| APK1<br>L:2.44<br>C:3.48<br>G:42.8%    | L:0.03<br>C:0.05<br>G:59.1%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.37<br>C:2.02<br>G:439.8%   | L:0.07<br>C:0.03<br>G:-55.1%  | L:0.14<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.08<br>G:0.0%    | L:0.97<br>C:0.30<br>G:-69.2%   |                   |
| MAR1<br>L:4.71<br>C:6.14<br>G:30.3%    | L:0.01<br>C:0.05<br>G:556.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.70<br>C:1.75<br>G:149.2%   | L:0.13<br>C:0.17<br>G:37.9%   | L:0.15<br>C:0.41<br>G:180.4%  | L:0.00<br>C:0.00<br>G:-100.0% | L:0.13<br>C:0.20<br>G:55.1%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.02<br>G:17.6%   | L:1.05<br>C:1.44<br>G:37.0%    |                   |
| PDI1<br>L:2.85<br>C:3.69<br>G:29.5%    | L:0.04<br>C:0.03<br>G:-38.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.09<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.45<br>C:0.42<br>G:-8.1%    | L:0.09<br>C:0.12<br>G:28.0%   | L:0.07<br>C:0.21<br>G:188.1%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.33<br>C:0.14<br>G:-58.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.05<br>C:0.00<br>G:-100.0% | L:0.82<br>C:1.25<br>G:51.9%    |                   |
| KVT1<br>L:9.36<br>C:11.04<br>G:18.0%   | L:0.06<br>C:0.09<br>G:37.5%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.48<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:1.59<br>C:2.79<br>G:75.5%    | L:0.32<br>C:0.25<br>G:-21.4%  | L:0.31<br>C:0.39<br>G:28.6%   | L:0.01<br>C:0.00<br>G:-100.0% | L:0.36<br>C:0.35<br>G:-1.5%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.17<br>C:0.45<br>G:170.0%  | L:2.06<br>C:1.42<br>G:-30.8%   |                   |
| TKS1<br>L:6.00<br>C:7.02<br>G:16.9%    | L:0.02<br>C:0.05<br>G:163.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.60<br>C:0.95<br>G:58.7%    | L:0.09<br>C:0.17<br>G:77.1%   | L:0.34<br>C:0.04<br>G:-88.4%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.38<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.13<br>G:0.0%    | L:1.47<br>C:2.69<br>G:83.0%    |                   |
| SDI1<br>L:3.22<br>C:3.62<br>G:12.5%    | L:0.03<br>C:0.03<br>G:-11.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.79<br>C:1.36<br>G:72.5%    | L:0.04<br>C:0.05<br>G:29.6%   | L:0.11<br>C:0.03<br>G:-68.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.36<br>C:0.25<br>G:-32.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.07<br>G:199.7%  | L:1.73<br>C:1.20<br>G:-30.7%   |                   |
| VL1Y1<br>L:3.40<br>C:3.71<br>G:9.3%    | L:0.01<br>C:0.05<br>G:248.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.20<br>C:1.32<br>G:548.8%   | L:0.04<br>C:0.05<br>G:51.0%   | L:0.05<br>C:0.02<br>G:-55.0%  | L:0.00<br>C:0.00<br>G:-100.0% | L:0.93<br>C:0.29<br>G:-68.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.18<br>C:0.00<br>G:-100.0% | L:0.54<br>C:1.24<br>G:129.7%   |                   |
| UDN1<br>L:2.73<br>C:2.95<br>G:7.8%     | L:0.03<br>C:0.03<br>G:4.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.35<br>C:1.31<br>G:-3.1%    | L:0.06<br>C:0.05<br>G:-15.6%  | L:0.11<br>C:0.08<br>G:-19.9%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.36<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.06<br>C:0.02<br>G:-69.4%  | L:0.32<br>C:0.50<br>G:54.8%    |                   |
| TCN1<br>L:2.40<br>C:2.31<br>G:-3.6%    | L:0.01<br>C:0.02<br>G:110.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.75<br>C:0.00<br>G:-100.0%  | L:0.09<br>C:0.17<br>G:75.8%   | L:0.22<br>C:0.26<br>G:14.7%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.32<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.09<br>C:0.08<br>G:-5.8%   | L:0.17<br>C:1.11<br>G:534.9%   |                   |
| PKD1<br>L:3.95<br>C:3.67<br>G:-7.2%    | L:0.00<br>C:0.01<br>G:92.1%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.47<br>C:1.33<br>G:-9.4%    | L:0.05<br>C:0.19<br>G:260.4%  | L:0.18<br>C:0.08<br>G:-55.3%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.09<br>G:238.4%  | L:0.34<br>C:0.93<br>G:174.5%   |                   |
| SKD1<br>L:2.96<br>C:2.62<br>G:-11.4%   | L:0.08<br>C:0.02<br>G:-80.5%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.43<br>C:0.47<br>G:-66.8%   | L:0.05<br>C:0.12<br>G:163.3%  | L:0.09<br>C:0.21<br>G:145.6%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.12<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.06<br>C:0.09<br>G:64.0%   | L:0.52<br>C:0.69<br>G:32.6%    |                   |
| TKS2<br>L:8.64<br>C:6.97<br>G:-19.4%   | L:0.06<br>C:0.02<br>G:-67.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.17<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.08<br>C:1.45<br>G:-30.6%   | L:0.36<br>C:0.25<br>G:-29.5%  | L:0.73<br>C:0.08<br>G:-88.4%  | L:0.02<br>C:0.00<br>G:-100.0% | L:0.79<br>C:0.03<br>G:-96.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.13<br>C:0.16<br>G:24.9%   | L:2.34<br>C:0.18<br>G:-92.5%   |                   |
| MMT1<br>L:3.68<br>C:2.95<br>G:-19.8%   | L:0.06<br>C:0.01<br>G:-90.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.14<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.40<br>C:1.02<br>G:-27.0%   | L:0.06<br>C:0.09<br>G:49.8%   | L:0.07<br>C:0.25<br>G:256.2%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.07<br>C:0.22<br>G:239.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.09<br>G:0.0%    | L:0.92<br>C:0.15<br>G:-83.6%   |                   |
| NGR1<br>L:11.28<br>C:9.02<br>G:-20.0%  | L:0.05<br>C:0.07<br>G:47.9%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.19<br>C:0.07<br>G:-63.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:3.22<br>C:1.54<br>G:-52.4%   | L:0.43<br>C:0.38<br>G:-10.7%  | L:0.59<br>C:0.17<br>G:-71.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.48<br>C:1.47<br>G:207.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.18<br>C:0.11<br>G:-40.7%  | L:1.68<br>C:1.07<br>G:-36.0%   |                   |
| COL1<br>L:0.81<br>C:0.62<br>G:-23.2%   | L:0.00<br>C:0.00<br>G:-50.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.12<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.42<br>C:0.00<br>G:-100.0%  | L:0.03<br>C:0.01<br>G:-61.1%  | L:0.14<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.02<br>G:0.0%    | L:0.00<br>C:0.47<br>G:36695.9% |                   |
| KYR1<br>L:1.90<br>C:1.42<br>G:-25.2%   | L:0.02<br>C:0.03<br>G:54.9%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.58<br>C:0.71<br>G:23.2%    | L:0.00<br>C:0.05<br>G:0.0%    | L:0.06<br>C:0.15<br>G:148.9%  | L:0.00<br>C:0.00<br>G:-100.0% | L:0.21<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.00<br>G:-100.0% | L:0.58<br>C:0.37<br>G:-36.2%   |                   |
| RND1<br>L:6.16<br>C:4.53<br>G:-26.4%   | L:0.02<br>C:0.02<br>G:-6.3%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:3.01<br>C:1.51<br>G:-49.9%   | L:0.04<br>C:0.13<br>G:245.0%  | L:0.00<br>C:0.34<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.05<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.14<br>C:0.23<br>G:62.2%   | L:1.35<br>C:0.00<br>G:-99.9%   |                   |
| TVL1<br>L:23.59<br>C:16.75<br>G:-29.0% | L:0.06<br>C:0.03<br>G:-51.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.22<br>C:0.14<br>G:-36.5%  | L:0.00<br>C:0.00<br>G:0.0% | L:8.68<br>C:3.70<br>G:-57.3%   | L:0.32<br>C:0.60<br>G:91.0%   | L:0.43<br>C:0.24<br>G:-44.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.41<br>C:0.83<br>G:103.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.38<br>C:0.16<br>G:-57.1%  | L:4.62<br>C:2.60<br>G:-43.7%   |                   |
| STU2<br>L:2.98<br>C:2.01<br>G:-32.5%   | L:0.01<br>C:0.01<br>G:-23.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.22<br>C:0.16<br>G:-86.5%   | L:0.00<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.20<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.34<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.14<br>C:0.00<br>G:-100.0% | L:0.35<br>C:0.52<br>G:47.3%    |                   |
| ASM1<br>L:3.76<br>C:2.51<br>G:-33.2%   | L:0.01<br>C:0.01<br>G:-16.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.42<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.48<br>C:0.46<br>G:-3.2%    | L:0.15<br>C:0.09<br>G:-38.9%  | L:0.00<br>C:0.07<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.01<br>C:0.00<br>G:-100.0% | L:0.47<br>C:0.88<br>G:86.6%    |                   |
| SVK1<br>L:5.44<br>C:3.53<br>G:-35.1%   | L:0.01<br>C:0.01<br>G:87.7%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.25<br>C:0.40<br>G:-67.9%   | L:0.10<br>C:0.15<br>G:47.4%   | L:0.28<br>C:0.01<br>G:-96.1%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.09<br>G:146.8%  | L:0.88<br>C:0.73<br>G:-17.2%   |                   |
| TUT2<br>L:7.25<br>C:4.66<br>G:-35.7%   | L:0.02<br>C:0.03<br>G:86.9%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.30<br>C:0.60<br>G:102.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:2.74<br>C:0.39<br>G:-85.6%   | L:0.08<br>C:0.21<br>G:174.2%  | L:0.05<br>C:0.10<br>G:101.2%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.35<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.13<br>C:0.17<br>G:28.9%   | L:0.97<br>C:0.96<br>G:-1.5%    |                   |
| SNL1<br>L:3.35<br>C:2.15<br>G:-35.8%   | L:0.02<br>C:0.02<br>G:-29.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.31<br>C:0.00<br>G:-100.0%  | L:0.13<br>C:0.02<br>G:-83.2%  | L:0.33<br>C:0.10<br>G:-70.6%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.21<br>C:0.01<br>G:-97.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.19<br>C:0.03<br>G:-85.8%  | L:0.68<br>C:0.36<br>G:-46.8%   |                   |
| VNR2<br>L:10.02<br>C:6.05<br>G:-39.7%  | L:0.37<br>C:0.30<br>G:-20.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:3.89<br>C:1.96<br>G:-49.6%   | L:0.26<br>C:0.12<br>G:-55.5%  | L:0.27<br>C:0.09<br>G:-66.5%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.12<br>C:0.24<br>G:94.5%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.21<br>G:213.9%  | L:2.29<br>C:0.88<br>G:-61.4%   |                   |
| APK2<br>L:6.03<br>C:3.60<br>G:-40.4%   | L:0.06<br>C:0.04<br>G:-33.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.23<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:1.42<br>C:1.96<br>G:37.3%    | L:0.16<br>C:0.04<br>G:-76.0%  | L:0.17<br>C:0.02<br>G:-88.2%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.04<br>G:-1.4%   | L:1.03<br>C:1.13<br>G:10.0%    |                   |
| ARM1<br>L:4.03<br>C:1.92<br>G:-52.3%   | L:0.05<br>C:0.02<br>G:-48.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.14<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.62<br>C:0.82<br>G:-49.2%   | L:0.11<br>C:0.04<br>G:-65.1%  | L:0.09<br>C:0.13<br>G:35.6%   | L:0.01<br>C:0.00<br>G:-100.0% | L:0.99<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.30<br>C:0.37<br>G:22.8%    |                   |
| ERL2<br>L:5.63<br>C:2.49<br>G:-55.8%   | L:0.05<br>C:0.02<br>G:-46.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.73<br>C:0.22<br>G:-87.4%   | L:0.16<br>C:0.13<br>G:-20.9%  | L:0.13<br>C:0.09<br>G:-31.1%  | L:0.00<br>C:0.02<br>G:0.0%    | L:0.22<br>C:0.10<br>G:-52.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.08<br>G:190.1%  | L:0.52<br>C:0.33<br>G:-36.5%   |                   |
| TKY1<br>L:4.39<br>C:1.76<br>G:-59.9%   | L:0.05<br>C:0.01<br>G:-68.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.20<br>C:0.31<br>G:-74.2%   | L:0.09<br>C:0.02<br>G:-82.5%  | L:0.47<br>C:0.08<br>G:-83.5%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.15<br>C:0.24<br>G:56.1%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.07<br>G:125.9%  | L:1.12<br>C:0.36<br>G:-68.0%   |                   |
| TYI1<br>L:4.23<br>C:1.47<br>G:-65.3%   | L:0.02<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.12<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.14<br>C:0.80<br>G:479.9%   | L:0.20<br>C:0.03<br>G:-86.2%  | L:0.27<br>C:0.09<br>G:-67.4%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.25<br>C:0.06<br>G:-77.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.05<br>C:0.00<br>G:-100.0% | L:1.14<br>C:0.00<br>G:-100.0%  |                   |
| RPM1<br>L:15.44<br>C:4                 |                               |                            |                               |                            |                                |                               |                               |                               |                               |                            |                               |                                |                   |

| Sales Zone<br>/Branch                  | VASANTH.S                     | VIJAYAN.K                      |
|----------------------------------------|-------------------------------|--------------------------------|
| SOUTH-01                               |                               |                                |
| L:206.40<br>C:206.46<br>G:0.0%         | L:34.77<br>C:42.55<br>G:22.4% | L:45.72<br>C:66.35<br>G:45.1%  |
|                                        |                               |                                |
| TUT1<br>L:25.15<br>C:63.23<br>G:151.5% | L:3.94<br>C:5.37<br>G:36.2%   | L:7.10<br>C:45.01<br>G:533.7%  |
| KGL1<br>L:2.53<br>C:5.08<br>G:100.7%   | L:0.03<br>C:1.78<br>G:5416.4% | L:0.62<br>C:0.00<br>G:-100.0%  |
| VNR1<br>L:1.46<br>C:2.88<br>G:97.1%    | L:0.29<br>C:0.00<br>G:-100.0% | L:0.62<br>C:1.76<br>G:184.6%   |
| VKM1<br>L:1.76<br>C:3.38<br>G:92.7%    | L:0.00<br>C:1.66<br>G:0.0%    | L:0.47<br>C:0.09<br>G:-80.2%   |
| KSM1<br>L:1.41<br>C:2.55<br>G:80.8%    | L:0.29<br>C:0.01<br>G:-96.7%  | L:0.12<br>C:0.00<br>G:-100.0%  |
| APK1<br>L:2.44<br>C:3.48<br>G:42.8%    | L:0.00<br>C:0.71<br>G:0.0%    | L:0.85<br>C:0.29<br>G:-66.3%   |
| MAR1<br>L:4.71<br>C:6.14<br>G:30.3%    | L:0.67<br>C:1.37<br>G:102.6%  | L:1.78<br>C:0.73<br>G:-59.2%   |
| PDI1<br>L:2.85<br>C:3.69<br>G:29.5%    | L:0.04<br>C:1.28<br>G:3087.6% | L:0.95<br>C:0.16<br>G:-82.6%   |
| KVT1<br>L:9.36<br>C:11.04<br>G:18.0%   | L:0.56<br>C:2.25<br>G:301.3%  | L:3.44<br>C:3.04<br>G:-11.6%   |
| TKS1<br>L:6.00<br>C:7.02<br>G:16.9%    | L:0.28<br>C:2.10<br>G:650.7%  | L:3.19<br>C:0.51<br>G:-84.0%   |
| SDI1<br>L:3.22<br>C:3.62<br>G:12.5%    | L:0.00<br>C:0.63<br>G:0.0%    | L:0.13<br>C:0.00<br>G:-100.0%  |
| VLV1<br>L:3.40<br>C:3.71<br>G:9.3%     | L:0.55<br>C:0.74<br>G:34.8%   | L:0.89<br>C:0.00<br>G:-100.0%  |
| UDN1<br>L:2.73<br>C:2.95<br>G:7.8%     | L:0.33<br>C:0.48<br>G:44.4%   | L:0.12<br>C:0.48<br>G:307.4%   |
| TCN1<br>L:2.40<br>C:2.31<br>G:-3.6%    | L:0.35<br>C:0.04<br>G:-89.9%  | L:0.71<br>C:0.32<br>G:-54.4%   |
| PKD1<br>L:3.95<br>C:3.67<br>G:-7.2%    | L:1.70<br>C:1.04<br>G:-38.7%  | L:0.18<br>C:0.00<br>G:-100.0%  |
| SKD1<br>L:2.96<br>C:2.62<br>G:-11.4%   | L:0.49<br>C:0.67<br>G:37.7%   | L:0.14<br>C:0.35<br>G:146.7%   |
| TKS2<br>L:8.64<br>C:6.97<br>G:-19.4%   | L:1.05<br>C:3.30<br>G:215.4%  | L:1.09<br>C:1.34<br>G:23.3%    |
| MMT1<br>L:3.68<br>C:2.95<br>G:-19.8%   | L:0.84<br>C:0.64<br>G:-23.3%  | L:0.28<br>C:0.34<br>G:23.8%    |
| NGR1<br>L:11.28<br>C:9.02<br>G:-20.0%  | L:1.33<br>C:3.02<br>G:126.7%  | L:3.13<br>C:1.12<br>G:-64.2%   |
| COL1<br>L:0.81<br>C:0.62<br>G:-23.2%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.21<br>C:0.00<br>G:-100.0%  |
| KYR1<br>L:1.90<br>C:1.42<br>G:-25.2%   | L:0.25<br>C:0.00<br>G:-100.0% | L:0.16<br>C:0.12<br>G:-26.1%   |
| RND1<br>L:6.16<br>C:4.53<br>G:-26.4%   | L:1.21<br>C:1.28<br>G:6.0%    | L:0.40<br>C:0.98<br>G:146.6%   |
| TVL1<br>L:23.59<br>C:16.75<br>G:-29.0% | L:4.51<br>C:7.27<br>G:61.0%   | L:3.95<br>C:1.18<br>G:-70.3%   |
| STU2<br>L:2.98<br>C:2.01<br>G:-32.5%   | L:0.25<br>C:0.68<br>G:167.2%  | L:0.66<br>C:0.44<br>G:-34.0%   |
| ASM1<br>L:3.76<br>C:2.51<br>G:-33.2%   | L:1.54<br>C:0.30<br>G:-80.5%  | L:1.10<br>C:0.28<br>G:-74.6%   |
| SVK1<br>L:5.44<br>C:3.53<br>G:-35.1%   | L:2.32<br>C:1.29<br>G:-44.3%  | L:0.57<br>C:0.85<br>G:49.5%    |
| TUT2<br>L:7.25<br>C:4.66<br>G:-35.7%   | L:1.01<br>C:1.62<br>G:61.3%   | L:1.59<br>C:0.56<br>G:-65.1%   |
| SNL1<br>L:3.35<br>C:2.15<br>G:-35.8%   | L:0.55<br>C:0.97<br>G:77.3%   | L:0.93<br>C:0.65<br>G:-30.0%   |
| VNR2<br>L:10.02<br>C:6.05<br>G:-39.7%  | L:1.20<br>C:0.36<br>G:-70.3%  | L:1.56<br>C:1.90<br>G:21.9%    |
| APK2<br>L:6.03<br>C:3.60<br>G:-40.4%   | L:0.82<br>C:0.02<br>G:-97.8%  | L:2.10<br>C:0.35<br>G:-83.4%   |
| ARM1<br>L:4.03<br>C:1.92<br>G:-52.3%   | L:0.29<br>C:0.00<br>G:-100.0% | L:0.57<br>C:0.40<br>G:-30.5%   |
| ERL2<br>L:5.63<br>C:2.49<br>G:-55.8%   | L:1.09<br>C:0.58<br>G:-46.5%  | L:1.71<br>C:0.91<br>G:-46.6%   |
| TKY1<br>L:4.39<br>C:1.76<br>G:-59.9%   | L:0.58<br>C:0.33<br>G:-43.2%  | L:0.70<br>C:0.35<br>G:-50.7%   |
| TYI1<br>L:4.23<br>C:1.47<br>G:-65.3%   | L:1.28<br>C:0.35<br>G:-72.9%  | L:0.76<br>C:0.15<br>G:-80.4%   |
| RPM1<br>L:15.44<br>C:4.28<br>G:-72.3%  | L:5.13<br>C:0.43<br>G:-91.5%  | L:2.26<br>C:1.55<br>G:-31.3%   |
| SGT1<br>L:1.46<br>C:0.38<br>G:-74.1%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.66<br>C:0.15<br>G:-76.9%   |
| SOUTH-03                               |                               |                                |
| L:128.72<br>C:106.66<br>G:-17.1%       | L:16.16<br>C:25.17<br>G:55.7% | L:34.81<br>C:20.87<br>G:-40.0% |
|                                        |                               |                                |
| KYK1<br>L:1.32<br>C:2.87<br>G:118.2%   | L:0.00<br>C:0.36<br>G:0.0%    | L:0.00<br>C:0.17<br>G:0.0%     |
| PNII<br>L:1.74<br>C:3.68<br>G:111.3%   | L:0.00<br>C:1.43<br>G:0.0%    | L:0.32<br>C:1.20<br>G:276.8%   |

|      | SALES ZONE /Branch | AJITHKUMAR.K | AKHIL.M | BALAJI.M  | BALAMURALI.B | DURAIRAJ.T | FRANCISPRABHU.B | JEGANRAJ.S | OTHERS    | RANJITHKUMAR.A | RIJURAJ.K | SAFIAHAMAD.K | SATHESKUMAR.L |
|------|--------------------|--------------|---------|-----------|--------------|------------|-----------------|------------|-----------|----------------|-----------|--------------|---------------|
| TPT1 | L:1.79             | L:0.03       | L:0.00  | L:0.00    | L:0.00       | L:1.02     | L:0.05          | L:0.11     | L:0.00    | L:0.00         | L:0.00    | L:0.00       | L:0.16        |
|      | C:3.76             | C:0.04       | C:0.00  | C:0.00    | C:0.00       | C:0.36     | C:0.09          | C:0.09     | C:0.00    | C:0.12         | C:0.00    | C:0.24       | C:0.20        |
|      | G:109.5%           | G:18.7%      | G:0.0%  | G:0.0%    | G:0.0%       | G:-64.5%   | G:89.9%         | G:-19.1%   | G:-100.0% | G:0.0%         | G:0.0%    | G:0.0%       | G:25.7%       |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| ADP1 | L:1.72             | L:0.03       | L:0.00  | L:0.00    | L:0.00       | L:0.33     | L:0.05          | L:0.05     | L:0.00    | L:0.00         | L:0.00    | L:0.03       | L:0.82        |
|      | C:2.81             | C:0.03       | C:0.00  | C:0.00    | C:0.00       | C:0.20     | C:0.10          | C:0.09     | C:0.00    | C:0.00         | C:0.00    | C:0.05       | C:1.21        |
|      | G:63.2%            | G:-5.5%      | G:0.0%  | G:0.0%    | G:0.0%       | G:-38.9%   | G:130.8%        | G:73.2%    | G:0.0%    | G:0.0%         | G:0.0%    | G:65.3%      | G:47.9%       |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| MDU3 | L:3.19             | L:0.01       | L:0.00  | L:0.00    | L:0.00       | L:0.10     | L:0.06          | L:0.17     | L:0.00    | L:0.00         | L:0.00    | L:0.09       | L:1.05        |
|      | C:4.75             | C:0.02       | C:0.00  | C:0.00    | C:0.00       | C:0.82     | C:0.07          | C:0.13     | C:0.00    | C:0.00         | C:0.00    | C:0.02       | C:2.09        |
|      | G:48.9%            | G:277.7%     | G:0.0%  | G:0.0%    | G:0.0%       | G:690.7%   | G:14.8%         | G:-24.8%   | G:0.0%    | G:0.0%         | G:0.0%    | G:-81.6%     | G:98.8%       |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| MPA1 | L:3.07             | L:0.03       | L:0.00  | L:0.10    | L:0.00       | L:0.46     | L:0.22          | L:0.25     | L:0.01    | L:0.04         | L:0.00    | L:0.01       | L:1.23        |
|      | C:4.32             | C:0.01       | C:0.00  | C:0.00    | C:0.00       | C:0.63     | C:0.04          | C:0.27     | C:0.00    | C:0.16         | C:0.00    | C:0.07       | C:0.98        |
|      | G:40.8%            | G:-62.9%     | G:0.0%  | G:-100.0% | G:0.0%       | G:37.6%    | G:-79.7%        | G:7.5%     | G:-100.0% | G:276.5%       | G:0.0%    | G:834.3%     | G:-20.4%      |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| TDI1 | L:3.94             | L:0.06       | L:0.00  | L:0.00    | L:0.00       | L:1.89     | L:0.12          | L:0.07     | L:0.00    | L:0.00         | L:0.00    | L:0.03       | L:0.24        |
|      | C:5.10             | C:0.03       | C:0.00  | C:0.16    | C:0.00       | C:1.28     | C:0.11          | C:0.16     | C:0.00    | C:0.21         | C:0.00    | C:0.03       | C:0.85        |
|      | G:29.4%            | G:-44.0%     | G:0.0%  | G:0.0%    | G:0.0%       | G:-32.2%   | G:-7.3%         | G:145.5%   | G:0.0%    | G:0.0%         | G:0.0%    | G:-15.0%     | G:258.7%      |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| PVI1 | L:3.27             | L:0.00       | L:0.00  | L:0.00    | L:0.00       | L:0.23     | L:0.31          | L:0.15     | L:0.00    | L:0.23         | L:0.00    | L:0.09       | L:0.90        |
|      | C:3.85             | C:0.02       | C:0.00  | C:0.00    | C:0.00       | C:1.50     | C:0.16          | C:0.16     | C:0.00    | C:0.00         | C:0.00    | C:0.07       | C:0.30        |
|      | G:17.7%            | G:1461.5%    | G:0.0%  | G:0.0%    | G:0.0%       | G:543.8%   | G:-48.7%        | G:10.7%    | G:0.0%    | G:-100.0%      | G:0.0%    | G:-25.6%     | G:-66.7%      |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| NTM1 | L:2.14             | L:0.02       | L:0.00  | L:0.00    | L:0.00       | L:0.65     | L:0.07          | L:0.12     | L:0.00    | L:0.00         | L:0.00    | L:0.02       | L:0.40        |
|      | C:2.51             | C:0.01       | C:0.00  | C:0.16    | C:0.00       | C:0.80     | C:0.04          | C:0.09     | C:0.00    | C:0.00         | C:0.00    | C:0.05       | C:0.42        |
|      | G:16.9%            | G:-37.8%     | G:0.0%  | G:0.0%    | G:0.0%       | G:23.5%    | G:-48.7%        | G:-21.4%   | G:0.0%    | G:0.0%         | G:0.0%    | G:130.4%     | G:4.5%        |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| ATG1 | L:2.87             | L:0.01       | L:0.00  | L:0.00    | L:0.00       | L:0.40     | L:0.10          | L:0.02     | L:0.00    | L:0.00         | L:0.00    | L:0.09       | L:0.34        |
|      | C:3.33             | C:0.00       | C:0.00  | C:0.18    | C:0.00       | C:0.00     | C:0.08          | C:0.06     | C:0.00    | C:0.00         | C:0.00    | C:0.02       | C:0.69        |
|      | G:16.1%            | G:-100.0%    | G:0.0%  | G:0.0%    | G:0.0%       | G:-100.0%  | G:-13.1%        | G:182.7%   | G:0.0%    | G:0.0%         | G:0.0%    | G:-79.1%     | G:102.2%      |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| KRR1 | L:4.00             | L:0.00       | L:0.00  | L:0.00    | L:0.00       | L:1.26     | L:0.13          | L:0.15     | L:0.01    | L:0.27         | L:0.00    | L:0.01       | L:0.45        |
|      | C:4.53             | C:0.00       | C:0.00  | C:0.00    | C:0.00       | C:0.15     | C:0.07          | C:0.14     | C:0.00    | C:0.00         | C:0.00    | C:0.03       | C:1.58        |
|      | G:13.1%            | G:-61.7%     | G:0.0%  | G:0.0%    | G:0.0%       | G:-87.9%   | G:-46.2%        | G:-8.5%    | G:-100.0% | G:-100.0%      | G:0.0%    | G:339.6%     | G:252.1%      |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| BTU1 | L:1.21             | L:0.00       | L:0.00  | L:0.00    | L:0.00       | L:0.21     | L:0.09          | L:0.03     | L:0.00    | L:0.05         | L:0.00    | L:0.00       | L:0.37        |
|      | C:1.35             | C:0.01       | C:0.00  | C:0.00    | C:0.00       | C:0.65     | C:0.02          | C:0.22     | C:0.00    | C:0.00         | C:0.00    | C:0.00       | C:0.16        |
|      | G:11.2%            | G:13881.1%   | G:0.0%  | G:0.0%    | G:0.0%       | G:207.6%   | G:-74.8%        | G:669.3%   | G:0.0%    | G:-100.0%      | G:0.0%    | G:0.0%       | G:-56.7%      |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| KKD3 | L:4.96             | L:0.00       | L:0.00  | L:0.00    | L:0.00       | L:0.21     | L:0.14          | L:0.28     | L:0.00    | L:0.07         | L:0.00    | L:0.07       | L:1.14        |
|      | C:5.03             | C:0.01       | C:0.00  | C:0.00    | C:0.00       | C:0.38     | C:0.17          | C:0.37     | C:0.00    | C:1.02         | C:0.00    | C:0.02       | C:0.56        |
|      | G:1.5%             | G:0.0%       | G:0.0%  | G:0.0%    | G:0.0%       | G:77.4%    | G:19.4%         | G:31.9%    | G:0.0%    | G:1400.2%      | G:0.0%    | G:-67.3%     | G:-51.2%      |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| PNV2 | L:0.00             | L:0.00       | L:0.00  | L:0.00    | L:0.00       | L:0.00     | L:0.00          | L:0.00     | L:0.00    | L:0.00         | L:0.00    | L:0.00       | L:0.00        |
|      | C:2.75             | C:0.01       | C:0.00  | C:0.00    | C:0.00       | C:0.48     | C:0.05          | C:0.00     | C:0.00    | C:0.00         | C:0.00    | C:0.08       | C:0.50        |
|      | G:0.0%             | G:0.0%       | G:0.0%  | G:0.0%    | G:0.0%       | G:0.0%     | G:0.0%          | G:0.0%     | G:0.0%    | G:0.0%         | G:0.0%    | G:0.0%       | G:0.0%        |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| DGL2 | L:2.41             | L:0.01       | L:0.00  | L:0.00    | L:0.00       | L:0.33     | L:0.02          | L:0.19     | L:0.00    | L:0.11         | L:0.00    | L:0.06       | L:1.00        |
|      | C:2.41             | C:0.01       | C:0.00  | C:0.00    | C:0.00       | C:0.48     | C:0.07          | C:0.08     | C:0.00    | C:0.00         | C:0.00    | C:0.02       | C:0.12        |
|      | G:-0.1%            | G:-3.1%      | G:0.0%  | G:0.0%    | G:0.0%       | G:46.2%    | G:203.4%        | G:-59.1%   | G:0.0%    | G:-100.0%      | G:0.0%    | G:-69.7%     | G:-87.7%      |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| MDU6 | L:2.18             | L:0.03       | L:0.00  | L:0.00    | L:0.00       | L:0.41     | L:0.07          | L:0.01     | L:0.00    | L:0.07         | L:0.00    | L:0.04       | L:0.12        |
|      | C:2.01             | C:0.03       | C:0.00  | C:0.00    | C:0.00       | C:0.15     | C:0.04          | C:0.09     | C:0.00    | C:0.00         | C:0.00    | C:0.11       | C:0.73        |
|      | G:-7.7%            | G:-6.4%      | G:0.0%  | G:0.0%    | G:0.0%       | G:-62.8%   | G:-36.0%        | G:631.1%   | G:0.0%    | G:-100.0%      | G:0.0%    | G:148.0%     | G:493.6%      |
|      |                    |              |         |           |              |            |                 |            |           |                |           |              |               |
| MDU1 | L:15.84            | L:0.06       | L:0.00  | L:0.00    | L:0.00       | L:2.96     | L:0.25          | L:0.59     | L:0.00    | L:0.19         | L:0.00    | L:0.30       | L:5.30        |
|      | C:14.33            | C:0.00       | C:0.00  | C:0.00    | C:0.00       | </         |                 |            |           |                |           |              |               |

| Sales Zone /Branch                           | VASANTH.S                      | VIJAYAN.K                      |
|----------------------------------------------|--------------------------------|--------------------------------|
| <b>TPT1</b><br>L:1.79<br>C:3.76<br>G:109.5%  | L:0.29<br>C:0.90<br>G:212.7%   | L:0.14<br>C:1.72<br>G:1147.6%  |
| <b>ADP1</b><br>L:1.72<br>C:2.81<br>G:63.2%   | L:0.29<br>C:0.78<br>G:168.3%   | L:0.14<br>C:0.36<br>G:163.9%   |
| <b>MDU3</b><br>L:3.19<br>C:4.75<br>G:48.9%   | L:0.77<br>C:1.23<br>G:59.2%    | L:0.93<br>C:0.36<br>G:-61.1%   |
| <b>MPA1</b><br>L:3.07<br>C:4.32<br>G:40.8%   | L:0.02<br>C:1.05<br>G:5668.4%  | L:0.71<br>C:1.11<br>G:56.9%    |
| <b>TDI1</b><br>L:3.94<br>C:5.10<br>G:29.4%   | L:0.61<br>C:1.89<br>G:210.8%   | L:0.93<br>C:0.39<br>G:-58.3%   |
| <b>PVI1</b><br>L:3.27<br>C:3.85<br>G:17.7%   | L:0.00<br>C:0.79<br>G:0.0%     | L:1.36<br>C:0.85<br>G:-37.8%   |
| <b>NTM1</b><br>L:2.14<br>C:2.51<br>G:16.9%   | L:0.59<br>C:0.29<br>G:-50.6%   | L:0.27<br>C:0.65<br>G:138.4%   |
| <b>ATG1</b><br>L:2.87<br>C:3.33<br>G:16.1%   | L:0.25<br>C:1.63<br>G:540.3%   | L:1.66<br>C:0.67<br>G:-59.7%   |
| <b>KRR1</b><br>L:4.00<br>C:4.53<br>G:13.1%   | L:0.54<br>C:1.94<br>G:258.5%   | L:1.19<br>C:0.61<br>G:-48.4%   |
| <b>BTU1</b><br>L:1.21<br>C:1.35<br>G:11.2%   | L:0.00<br>C:0.28<br>G:0.0%     | L:0.45<br>C:0.00<br>G:-100.0%  |
| <b>KKD3</b><br>L:4.96<br>C:5.03<br>G:1.5%    | L:1.56<br>C:1.61<br>G:2.8%     | L:1.47<br>C:0.89<br>G:-39.5%   |
| <b>PNV2</b><br>L:0.00<br>C:2.75<br>G:0.0%    | L:0.00<br>C:0.84<br>G:0.0%     | L:0.00<br>C:0.78<br>G:0.0%     |
| <b>DGL2</b><br>L:2.41<br>C:2.41<br>G:-0.1%   | L:0.00<br>C:0.36<br>G:0.0%     | L:0.68<br>C:1.26<br>G:86.7%    |
| <b>MDU6</b><br>L:2.18<br>C:2.01<br>G:-7.7%   | L:0.25<br>C:0.72<br>G:182.9%   | L:1.17<br>C:0.15<br>G:-87.2%   |
| <b>MDU1</b><br>L:15.84<br>C:14.33<br>G:-9.6% | L:2.27<br>C:3.59<br>G:57.9%    | L:3.93<br>C:1.62<br>G:-58.8%   |
| <b>SVG1</b><br>L:2.99<br>C:2.60<br>G:-13.0%  | L:0.35<br>C:0.95<br>G:175.4%   | L:1.39<br>C:0.52<br>G:-62.4%   |
| <b>DGL1</b><br>L:4.35<br>C:3.76<br>G:-13.6%  | L:0.32<br>C:1.19<br>G:272.7%   | L:1.76<br>C:0.25<br>G:-85.5%   |
| <b>ODM1</b><br>L:1.62<br>C:1.33<br>G:-18.1%  | L:0.00<br>C:0.58<br>G:0.0%     | L:0.81<br>C:0.00<br>G:-100.0%  |
| <b>KPT1</b><br>L:2.08<br>C:1.68<br>G:-19.1%  | L:0.55<br>C:0.00<br>G:-100.0%  | L:0.44<br>C:0.44<br>G:0.8%     |
| <b>MLR1</b><br>L:1.45<br>C:1.13<br>G:-22.1%  | L:0.25<br>C:0.02<br>G:-92.2%   | L:0.11<br>C:0.52<br>G:359.9%   |
| <b>TEN1</b><br>L:6.22<br>C:3.91<br>G:-37.1%  | L:0.82<br>C:0.32<br>G:-60.9%   | L:1.01<br>C:1.50<br>G:49.3%    |
| <b>PKM1</b><br>L:1.57<br>C:0.91<br>G:-42.3%  | L:0.25<br>C:0.32<br>G:28.6%    | L:0.36<br>C:0.00<br>G:-100.0%  |
| <b>CBM1</b><br>L:3.52<br>C:1.98<br>G:-43.7%  | L:0.00<br>C:0.00<br>G:0.0%     | L:1.37<br>C:0.15<br>G:-88.8%   |
| <b>MDU2</b><br>L:11.17<br>C:6.18<br>G:-44.6% | L:1.46<br>C:0.02<br>G:-98.7%   | L:3.44<br>C:2.88<br>G:-16.2%   |
| <b>USL1</b><br>L:4.04<br>C:2.19<br>G:-45.8%  | L:0.79<br>C:0.35<br>G:-56.0%   | L:1.80<br>C:0.31<br>G:-82.6%   |
| <b>MDU5</b><br>L:2.89<br>C:1.54<br>G:-46.6%  | L:0.00<br>C:0.66<br>G:0.0%     | L:0.76<br>C:0.65<br>G:-14.0%   |
| <b>DKI1</b><br>L:3.59<br>C:1.72<br>G:-52.2%  | L:0.34<br>C:0.36<br>G:5.2%     | L:0.80<br>C:0.33<br>G:-58.8%   |
| <b>NKI1</b><br>L:2.52<br>C:1.16<br>G:-54.1%  | L:0.02<br>C:0.00<br>G:-100.0%  | L:0.40<br>C:0.15<br>G:-63.3%   |
| <b>BNR1</b><br>L:3.77<br>C:1.66<br>G:-56.0%  | L:0.26<br>C:0.38<br>G:46.2%    | L:0.26<br>C:0.33<br>G:26.4%    |
| <b>TEN2</b><br>L:5.54<br>C:2.31<br>G:-58.3%  | L:1.88<br>C:0.28<br>G:-85.0%   | L:0.97<br>C:0.00<br>G:-100.0%  |
| <b>SGP1</b><br>L:1.58<br>C:0.54<br>G:-65.5%  | L:0.00<br>C:0.00<br>G:0.0%     | L:0.15<br>C:0.00<br>G:-100.0%  |
| <b>TMM1</b><br>L:5.96<br>C:2.01<br>G:-66.3%  | L:0.27<br>C:0.02<br>G:-92.7%   | L:1.87<br>C:0.00<br>G:-100.0%  |
| <b>MNM1</b><br>L:2.78<br>C:0.55<br>G:-80.2%  | L:1.15<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%     |
| <b>CMR1</b><br>L:1.20<br>C:0.13<br>G:-89.2%  | L:0.00<br>C:0.02<br>G:0.0%     | L:0.33<br>C:0.02<br>G:-94.8%   |
| <b>MDU4</b><br>L:3.24<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.97<br>C:0.00<br>G:-100.0%  |
| <b>PNV1</b><br>L:0.99<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.47<br>C:0.00<br>G:-100.0%  |
| <b>TRICHY-01</b>                             |                                |                                |
| L:138.17<br>C:115.85<br>G:-16.2%             | L:17.82<br>C:32.73<br>G:83.6%  | L:43.96<br>C:25.14<br>G:-42.8% |
|                                              |                                |                                |
| <b>PDK1</b><br>L:1.25<br>C:3.97<br>G:217.6%  | L:0.02<br>C:1.83<br>G:10164.8% | L:0.16<br>C:1.31<br>G:715.4%   |
| <b>PTK1</b><br>L:2.28<br>C:4.94<br>G:116.2%  | L:1.19<br>C:1.24<br>G:4.1%     | L:0.00<br>C:1.52<br>G:0.0%     |
| <b>JKM1</b><br>L:2.01<br>C:3.25<br>G:62.0%   | L:0.00<br>C:0.65<br>G:0.0%     | L:0.56<br>C:0.00<br>G:-100.0%  |

| Sales Zone /Branch                            | AJITHKUMAR.K                  | AKHIL.M                    | BALAJI.M                      | BALAMURALI.B               | DURAIRAJ.T                     | FRANCISPRABHU.B               | JEGANRAJ.S                     | OTHERS                        | RANJITHKUMAR.A                | RIJURAJ.K                  | SAFIAHAMAD.K                  | SATHESKUMAR.L                  |
|-----------------------------------------------|-------------------------------|----------------------------|-------------------------------|----------------------------|--------------------------------|-------------------------------|--------------------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|--------------------------------|
| <b>PBR2</b><br>L:9.22<br>C:13.25<br>G:43.6%   | L:0.02<br>C:0.02<br>G:-29.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.16<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.80<br>C:1.53<br>G:-15.4%   | L:0.08<br>C:0.07<br>G:-8.6%   | L:0.17<br>C:0.31<br>G:78.6%    | L:0.05<br>C:0.00<br>G:-100.0% | L:1.50<br>C:0.91<br>G:-39.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.19<br>G:378.5%  | L:2.53<br>C:2.34<br>G:-7.5%    |
| <b>NCK1</b><br>L:0.90<br>C:1.27<br>G:40.8%    | L:0.01<br>C:0.02<br>G:242.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.24<br>C:0.25<br>G:4.0%     | L:0.03<br>C:0.06<br>G:134.0%  | L:0.09<br>C:0.02<br>G:-74.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.12<br>C:0.12<br>G:-3.3%   | L:0.13<br>C:0.26<br>G:98.3%    |
| <b>KUM1</b><br>L:9.18<br>C:12.10<br>G:31.8%   | L:0.05<br>C:0.04<br>G:-25.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.44<br>C:1.24<br>G:-13.7%   | L:0.08<br>C:0.05<br>G:-37.5%  | L:0.29<br>C:0.28<br>G:-4.3%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.97<br>C:0.23<br>G:-76.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.13<br>C:0.06<br>G:-52.3%  | L:1.88<br>C:2.27<br>G:20.7%    |
| <b>TRY3</b><br>L:5.05<br>C:6.09<br>G:20.6%    | L:0.01<br>C:0.01<br>G:74.1%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.41<br>C:0.35<br>G:-14.9%   | L:0.03<br>C:0.06<br>G:140.8%  | L:0.00<br>C:0.15<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%    | L:0.21<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.04<br>G:126.8%  | L:1.52<br>C:0.60<br>G:-60.4%   |
| <b>PBR1</b><br>L:1.51<br>C:1.60<br>G:5.9%     | L:0.00<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.85<br>C:0.38<br>G:-55.3%   | L:0.04<br>C:0.01<br>G:-84.2%  | L:0.02<br>C:0.07<br>G:220.4%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.27<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.15<br>G:7502.2%  |
| <b>TYR1</b><br>L:5.99<br>C:5.91<br>G:-1.3%    | L:0.07<br>C:0.02<br>G:-69.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.10<br>C:2.14<br>G:1.7%     | L:0.05<br>C:0.08<br>G:45.6%   | L:0.16<br>C:0.07<br>G:-54.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.34<br>C:0.77<br>G:126.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.45<br>G:1052.3% | L:0.77<br>C:1.19<br>G:54.2%    |
| <b>NGT1</b><br>L:4.21<br>C:3.86<br>G:-8.2%    | L:0.01<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.22<br>C:0.35<br>G:-71.0%   | L:0.06<br>C:0.05<br>G:-25.4%  | L:0.24<br>C:0.12<br>G:-50.4%   | L:0.01<br>C:0.00<br>G:-100.0% | L:0.33<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.00<br>G:-100.0% | L:0.79<br>C:0.85<br>G:7.6%     |
| <b>APM1</b><br>L:1.12<br>C:1.00<br>G:-10.8%   | L:0.00<br>C:0.01<br>G:19.3%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.09<br>C:0.22<br>G:138.8%   | L:0.03<br>C:0.01<br>G:-73.0%  | L:0.13<br>C:0.16<br>G:18.1%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:81.8%    |
| <b>KIK1</b><br>L:2.68<br>C:2.32<br>G:-13.4%   | L:0.00<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.13<br>C:0.21<br>G:62.0%    | L:0.03<br>C:0.01<br>G:-84.4%  | L:0.19<br>C:0.03<br>G:-83.0%   | L:0.08<br>C:0.00<br>G:-100.0% | L:0.34<br>C:0.65<br>G:89.3%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.16<br>C:0.15<br>G:-10.3%  | L:0.74<br>C:0.69<br>G:-7.0%    |
| <b>ORU1</b><br>L:2.59<br>C:2.16<br>G:-16.8%   | L:0.03<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.33<br>C:0.16<br>G:-49.7%   | L:0.01<br>C:0.02<br>G:92.2%   | L:0.04<br>C:0.06<br>G:52.9%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.01<br>C:0.00<br>G:-100.0% | L:1.12<br>C:0.36<br>G:-68.0%   |
| <b>TRY1</b><br>L:26.06<br>C:21.05<br>G:-19.2% | L:0.14<br>C:0.07<br>G:-50.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.16<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:6.97<br>C:4.59<br>G:-34.1%   | L:0.39<br>C:0.08<br>G:-78.5%  | L:0.78<br>C:0.13<br>G:-83.1%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.49<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.22<br>G:1215.2% | L:3.97<br>C:3.51<br>G:-11.7%   |
| <b>TVR1</b><br>L:3.00<br>C:2.28<br>G:-24.1%   | L:0.02<br>C:0.02<br>G:-13.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.99<br>C:0.98<br>G:-0.5%    | L:0.00<br>C:0.01<br>G:0.0%    | L:0.00<br>C:0.13<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.08<br>C:0.04<br>G:-50.5%  | L:0.09<br>C:0.37<br>G:309.5%   |
| <b>MVM1</b><br>L:7.53<br>C:5.68<br>G:-24.5%   | L:0.02<br>C:0.03<br>G:26.6%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.60<br>C:0.18<br>G:-71.0%   | L:0.18<br>C:0.06<br>G:-64.2%  | L:0.37<br>C:0.32<br>G:-13.9%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:1.12<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.11<br>C:0.06<br>G:-40.0%  | L:2.79<br>C:1.72<br>G:-38.3%   |
| <b>AYR1</b><br>L:3.02<br>C:2.19<br>G:-27.3%   | L:0.03<br>C:0.03<br>G:6.2%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.09<br>C:0.46<br>G:-57.9%   | L:0.05<br>C:0.03<br>G:-33.6%  | L:0.06<br>C:0.16<br>G:157.3%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.06<br>G:0.0%    | L:0.59<br>C:0.39<br>G:-33.8%   |
| <b>MDI1</b><br>L:3.87<br>C:2.69<br>G:-30.5%   | L:0.03<br>C:0.02<br>G:-36.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.16<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.97<br>C:0.40<br>G:-59.1%   | L:0.07<br>C:0.04<br>G:-50.1%  | L:0.09<br>C:0.21<br>G:142.9%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.19<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.00<br>G:-100.0% | L:0.44<br>C:0.83<br>G:89.3%    |
| <b>TNJ1</b><br>L:14.04<br>C:8.90<br>G:-36.6%  | L:0.01<br>C:0.02<br>G:21.3%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.40<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.84<br>C:1.88<br>G:124.5%   | L:0.03<br>C:0.05<br>G:57.2%   | L:0.39<br>C:0.18<br>G:-53.8%   | L:0.00<br>C:0.00<br>G:-100.0% | L:0.65<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.24<br>C:0.35<br>G:48.7%   | L:2.14<br>C:3.45<br>G:60.7%    |
| <b>KRN1</b><br>L:2.30<br>C:1.29<br>G:-43.9%   | L:0.05<br>C:0.00<br>G:-90.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.48<br>C:0.47<br>G:-68.3%   | L:0.03<br>C:0.02<br>G:-40.0%  | L:0.04<br>C:0.24<br>G:490.2%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.50<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.08<br>C:0.00<br>G:-100.0% | L:0.14<br>C:0.47<br>G:232.9%   |
| <b>TNJ2</b><br>L:7.82<br>C:3.06<br>G:-60.9%   | L:0.02<br>C:0.00<br>G:-91.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.65<br>C:0.35<br>G:-79.0%   | L:0.06<br>C:0.06<br>G:7.3%    | L:0.75<br>C:0.43<br>G:-42.4%   | L:0.07<br>C:0.00<br>G:-95.8%  | L:0.04<br>C:0.14<br>G:220.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.15<br>C:0.15<br>G:4.7%    | L:1.66<br>C:1.01<br>G:-39.1%   |
| <b>TPP1</b><br>L:5.42<br>C:2.05<br>G:-62.2%   | L:0.03<br>C:0.01<br>G:-60.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.55<br>C:1.78<br>G:-30.3%   | L:0.18<br>C:0.00<br>G:-98.6%  | L:0.03<br>C:0.01<br>G:-60.9%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.90<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.06<br>C:0.10<br>G:64.0%   | L:0.85<br>C:0.15<br>G:-82.8%   |
| <b>TVR2</b><br>L:7.45<br>C:2.23<br>G:-70.1%   | L:0.05<br>C:0.01<br>G:-74.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.44<br>C:0.22<br>G:-85.0%   | L:0.02<br>C:0.00<br>G:-85.2%  | L:0.30<br>C:0.18<br>G:-41.7%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.04<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.10<br>C:0.07<br>G:-28.0%  | L:2.44<br>C:0.30<br>G:-87.6%   |
| <b>MSI1</b><br>L:2.85<br>C:0.85<br>G:-70.3%   | L:0.05<br>C:0.02<br>G:-65.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.11<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.57<br>C:0.50<br>G:-67.9%   | L:0.04<br>C:0.00<br>G:-92.9%  | L:0.00<br>C:0.01<br>G:11472.5% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.16<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.81<br>C:0.17<br>G:-79.0%   |
| <b>TRY2</b><br>L:3.03<br>C:0.86<br>G:-71.6%   | L:0.01<br>C:0.00<br>G:-77.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.20<br>C:0.15<br>G:-23.2%   | L:0.07<br>C:0.02<br>G:-70.5%  | L:0.03<br>C:0.03<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.03<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.08<br>G:0.0%    | L:0.66<br>C:0.29<br>G:-56.0%   |
| <b>NMM1</b><br>L:3.79<br>C:1.01<br>G:-73.3%   | L:0.06<br>C:0.04<br>G:-38.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.09<br>C:0.44<br>G:-78.9%   | L:0.14<br>C:0.00<br>G:-98.2%  | L:0.12<br>C:0.10<br>G:-13.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.14<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.09<br>C:0.00<br>G:-100.0% | L:0.29<br>C:0.00<br>G:-100.0%  |
| <b>WEST-01</b>                                |                               |                            |                               |                            |                                |                               |                                |                               |                               |                            |                               |                                |
| L:71.86<br>C:66.18<br>G:-7.9%                 | L:0.76<br>C:0.62<br>G:-19.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.74<br>C:1.66<br>G:124.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:17.95<br>C:13.94<br>G:-22.3% | L:1.95<br>C:0.86<br>G:-55.7%  | L:2.88<br>C:1.94<br>G:-32.6%   | L:0.01<br>C:0.01<br>G:-24.1%  | L:4.84<br>C:2.85<br>G:-41.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.80<br>C:1.88<br>G:133.2%  | L:17.00<br>C:18.84<br>G:10.8%  |
|                                               |                               |                            |                               |                            |                                |                               |                                |                               |                               |                            |                               |                                |
| <b>CBE1</b><br>L:0.73<br>C:3.00<br>G:313.5%   | L:0.00<br>C:0.03<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.50<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.26<br>G:0.0%     | L:0.00<br>C:0.16<br>G:0.0%    | L:0.00<br>C:0.02<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.11<br>G:0.0%    | L:0.00<br>C:0.85<br>G:28596.5% |
| <b>CBE4</b><br>L:3.19<br>C:6.51<br>G:104.1%   | L:0.04<br>C:0.07<br>G:55.8%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.12<br>C:1.05<br>G:-5.8%    | L:0.00<br>C:0.08<br>G:2723.7% | L:0.17<br>C:0.13<br>G:-24.5%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.40<br>C:0.05<br>G:-87.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.16<br>G:264.4%  | L:0.86<br>C:2.67<br>G:210.0%   |
| <b>UMP1</b><br>L:2.97<br>C:5.05<br>G:70.2%    | L:0.02<br>C:0.00<br>G:-91.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.30<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.84<br>C:0.00<br>G:-100.0%  | L:0.04<br>C:0.01<br>G:-77.9%  | L:0.03<br>C:0.06<br>G:83.4%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.39<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.26<br>G:700.3%  | L:0.47<br>C:2.52<br>G:432.6%   |
| <b>SNR1</b><br>L:1.50<br>C:2.13<br>G:41.7%    | L:0.02<br>C:0.01<br>G:-15.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.08<br>C:0.05<br>G:-42.0%  | L:0.06<br>C:0.09<br>G:47.4%    | L:0.00<br>C:0.00<br>G:-100.0% | L:0.04<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.05<br>C:0.21<br>G:353.3%  | L:0.62<br>C:0.84<br>G:35.6%    |
| <b>KMR1</b><br>L:8.26<br>C:11.01<br>G:33.3%   | L:0.04<br>C:0.10<br>G:167.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.64<br>C:3.19<br>G:396.1%   | L:0.19<br>C:0.11<br>G:-40.1%  | L:0.45<br>C:0.36<br>G:-18.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.35<br>C:0.77<br>G:119.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.26<br>C:0.04<br>G:-83.6%  | L:2.84<br>C:3.58<br>G:26.1%    |
| <b>CNR1</b><br>L:3.06<br>C:3.97<br>G:29.7%    | L:0.09<br>C:0.07<br>G:-17.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.19<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.51<br>C:2.23<br>G:47.7%    | L:0.13<br>C:0.13<br>G:-0.3%   | L:0.15<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.36<br>C:0.43<br>G:21.0%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.69<br>C:0.39<br>G:-44.1%   |
| <b>CBE6</b><br>L:2.95<br>C:3.20<br>G:8.7%     | L:0.04<br>C:0.03<br>G:-27.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.51<br>C:0.11<br>G:-78.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.64<br>C:0.00<br>G:-100.0%  | L:0.05<br>C:0.01<br>G:-68.7%  | L:0.31<br>C:0.19<br>G:-39.2%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.01<br>C:0.26<br>G:2385.3% | L:0.51<br>C:1.03<br>G:103.5%   |
| <b>PDM1</b><br>L:1.58<br>C:1.55<br>G:-1.5%    | L:0.04<br>C:0.04<br>G:-11.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.14<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.25<br>C:0.82<br>G:228.6%   | L:0.03<br>C:0.01<br>G:-73.7%  | L:0.16<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.04<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.03<br>G:-21.4%  | L:0.75<br>C:0.20<br>G:-73.8%   |
| <b>CBE3</b><br>L:0.86<br>C:0.75<br>G:-12.6%   | L:0.01<br>C:0.00<br>G:-79.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.06<br>C:0.03<br>G:-50.5%  | L:0.04<br>C:0.05<br>G:38.9%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.04<br>G:0.0%    | L:0.36<br>C:0.12<br>G:-66.6%   |
| <b>GDR1</b><br>L:2.91<br>C:2.53<br>G:-13.0%   | L:0.02<br>C:0.03<br>G:23.2%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.02<br>C:1.16<br>G:13.6%    | L:0.02<br>C:0.02<br>G:-25.0%  | L:0.01<br>C:0.04<br>G:186.3%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.43<br>C:0.62<br>G:43.0%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.37<br>C:0.52<br>G:41.1%    |
| <b>PPI1</b><br>L:3.34<br>C:2.56<br>G:-23.2%   | L:0.01<br>C:0.01<br>G:31.2%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.08<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.99<br>C:0.97<br>G:-1.3%    | L:0.10<br>C:0.04              |                                |                               |                               |                            |                               |                                |

| Sales Zone<br>/Branch                         | VASANTH.S                     | VIJAYAN.K                      |
|-----------------------------------------------|-------------------------------|--------------------------------|
| <b>PBR2</b><br>L:9.22<br>C:13.25<br>G:43.6%   | L:0.54<br>C:2.64<br>G:387.7%  | L:2.48<br>C:5.08<br>G:104.8%   |
| <b>NCK1</b><br>L:0.90<br>C:1.27<br>G:40.8%    | L:0.00<br>C:0.38<br>G:0.0%    | L:0.28<br>C:0.15<br>G:-46.4%   |
| <b>KUM1</b><br>L:9.18<br>C:12.10<br>G:31.8%   | L:0.58<br>C:7.06<br>G:1111.7% | L:3.76<br>C:0.87<br>G:-76.8%   |
| <b>TRY3</b><br>L:5.05<br>C:6.09<br>G:20.6%    | L:0.61<br>C:3.24<br>G:428.9%  | L:2.25<br>C:1.63<br>G:-27.4%   |
| <b>PBR1</b><br>L:1.51<br>C:1.60<br>G:5.9%     | L:0.00<br>C:0.37<br>G:0.0%    | L:0.32<br>C:0.62<br>G:92.0%    |
| <b>TYR1</b><br>L:5.99<br>C:5.91<br>G:-1.3%    | L:0.26<br>C:1.08<br>G:319.5%  | L:2.19<br>C:0.10<br>G:-95.6%   |
| <b>NGT1</b><br>L:4.21<br>C:3.86<br>G:-8.2%    | L:0.89<br>C:0.73<br>G:-18.1%  | L:0.58<br>C:1.76<br>G:202.8%   |
| <b>APM1</b><br>L:1.12<br>C:1.00<br>G:-10.8%   | L:0.02<br>C:0.61<br>G:3224.7% | L:0.84<br>C:0.00<br>G:-100.0%  |
| <b>KIK1</b><br>L:2.68<br>C:2.32<br>G:-13.4%   | L:0.00<br>C:0.00<br>G:0.0%    | L:1.01<br>C:0.59<br>G:-41.2%   |
| <b>ORU1</b><br>L:2.59<br>C:2.16<br>G:-16.8%   | L:0.35<br>C:0.66<br>G:91.4%   | L:0.71<br>C:0.89<br>G:25.9%    |
| <b>TRY1</b><br>L:26.06<br>C:21.05<br>G:-19.2% | L:1.47<br>C:7.91<br>G:438.2%  | L:11.83<br>C:4.37<br>G:-63.1%  |
| <b>TVR1</b><br>L:3.00<br>C:2.28<br>G:-24.1%   | L:0.63<br>C:0.72<br>G:14.2%   | L:1.19<br>C:0.00<br>G:-100.0%  |
| <b>MVM1</b><br>L:7.53<br>C:5.68<br>G:-24.5%   | L:0.78<br>C:0.50<br>G:-35.5%  | L:2.68<br>C:1.69<br>G:-37.0%   |
| <b>AYR1</b><br>L:3.02<br>C:2.19<br>G:-27.3%   | L:0.31<br>C:0.00<br>G:-100.0% | L:0.89<br>C:1.06<br>G:18.9%    |
| <b>MDI1</b><br>L:3.87<br>C:2.69<br>G:-30.5%   | L:0.01<br>C:0.42<br>G:2811.3% | L:2.02<br>C:0.58<br>G:-71.3%   |
| <b>TNJ1</b><br>L:14.04<br>C:8.90<br>G:-36.6%  | L:6.36<br>C:0.66<br>G:-89.7%  | L:3.37<br>C:1.92<br>G:-43.1%   |
| <b>KRN1</b><br>L:2.30<br>C:1.29<br>G:-43.9%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.09<br>G:0.0%     |
| <b>TNJ2</b><br>L:7.82<br>C:3.06<br>G:-60.9%   | L:0.93<br>C:0.67<br>G:-28.6%  | L:2.50<br>C:0.25<br>G:-89.9%   |
| <b>TTP1</b><br>L:5.42<br>C:2.05<br>G:-62.2%   | L:0.26<br>C:0.00<br>G:-100.0% | L:0.56<br>C:0.00<br>G:-100.0%  |
| <b>TVR2</b><br>L:7.45<br>C:2.23<br>G:-70.1%   | L:1.44<br>C:1.01<br>G:-30.0%  | L:1.66<br>C:0.39<br>G:-76.3%   |
| <b>MSI1</b><br>L:2.85<br>C:0.85<br>G:-70.3%   | L:0.00<br>C:0.03<br>G:0.0%    | L:0.22<br>C:0.00<br>G:-100.0%  |
| <b>TRY2</b><br>L:3.03<br>C:0.86<br>G:-71.6%   | L:1.17<br>C:0.04<br>G:-97.0%  | L:0.89<br>C:0.24<br>G:-72.6%   |
| <b>NMM1</b><br>L:3.79<br>C:1.01<br>G:-73.3%   | L:0.00<br>C:0.29<br>G:0.0%    | L:1.00<br>C:0.00<br>G:-100.0%  |
| <b>WEST-01</b>                                |                               |                                |
| L:71.86<br>C:66.18<br>G:-7.9%                 | L:3.74<br>C:11.05<br>G:195.4% | L:21.19<br>C:12.54<br>G:-40.8% |
|                                               |                               |                                |
| <b>CBE1</b><br>L:0.73<br>C:3.00<br>G:313.5%   | L:0.72<br>C:0.00<br>G:-100.0% | L:0.00<br>C:1.07<br>G:0.0%     |
| <b>CBE4</b><br>L:3.19<br>C:6.51<br>G:104.1%   | L:0.00<br>C:1.39<br>G:0.0%    | L:0.54<br>C:0.90<br>G:66.8%    |
| <b>UMP1</b><br>L:2.97<br>C:5.05<br>G:70.2%    | L:0.30<br>C:0.40<br>G:33.5%   | L:0.84<br>C:1.51<br>G:80.3%    |
| <b>SNR1</b><br>L:1.50<br>C:2.13<br>G:41.7%    | L:0.00<br>C:0.93<br>G:0.0%    | L:0.63<br>C:0.00<br>G:-100.0%  |
| <b>KMR1</b><br>L:8.26<br>C:11.01<br>G:33.3%   | L:0.41<br>C:0.74<br>G:78.9%   | L:3.08<br>C:2.10<br>G:-31.8%   |
| <b>CNR1</b><br>L:3.06<br>C:3.97<br>G:29.7%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.14<br>C:0.53<br>G:289.0%   |
| <b>CBE6</b><br>L:2.95<br>C:3.20<br>G:8.7%     | L:0.00<br>C:1.19<br>G:0.0%    | L:0.89<br>C:0.38<br>G:-56.8%   |
| <b>PDM1</b><br>L:1.58<br>C:1.55<br>G:-1.5%    | L:0.00<br>C:0.32<br>G:0.0%    | L:0.28<br>C:0.00<br>G:-100.0%  |
| <b>CBE3</b><br>L:0.86<br>C:0.75<br>G:-12.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.40<br>C:0.51<br>G:29.2%    |
| <b>GDR1</b><br>L:2.91<br>C:2.53<br>G:-13.0%   | L:0.28<br>C:0.00<br>G:-100.0% | L:0.76<br>C:0.15<br>G:-79.7%   |
| <b>PPI1</b><br>L:3.34<br>C:2.56<br>G:-23.2%   | L:0.00<br>C:0.31<br>G:0.0%    | L:1.31<br>C:0.28<br>G:-78.8%   |
| <b>KGI1</b><br>L:3.74<br>C:2.75<br>G:-26.3%   | L:0.00<br>C:0.00<br>G:0.0%    | L:1.07<br>C:0.91<br>G:-15.2%   |
| <b>CBE5</b><br>L:0.81<br>C:0.60<br>G:-27.0%   | L:0.00<br>C:0.39<br>G:0.0%    | L:0.40<br>C:0.00<br>G:-100.0%  |
| <b>DPM2</b><br>L:1.74<br>C:1.11<br>G:-36.1%   | L:0.00<br>C:0.32<br>G:0.0%    | L:0.47<br>C:0.29<br>G:-37.2%   |
| <b>CBE2</b><br>L:15.61<br>C:9.30<br>G:-40.4%  | L:1.62<br>C:3.56<br>G:119.4%  | L:3.74<br>C:1.86<br>G:-50.3%   |
| <b>PLI1</b><br>L:2.26<br>C:1.31<br>G:-42.1%   | L:0.00<br>C:0.68<br>G:0.0%    | L:1.07<br>C:0.00<br>G:-100.0%  |

|                                       | AJITHKUMAR.K                  | AKHIL.M                    | BALAJI.M                      | BALAMURALI.B               | DURAIRAJ.T                     | FRANCISPRABHU.B                | JEGANRAJ.S                     | OTHERS                        | RANJITHKUMAR.A                | RIJURAJ.K                  | SAFIAHAMAD.K                  | SATHESKUMAR.L                    |
|---------------------------------------|-------------------------------|----------------------------|-------------------------------|----------------------------|--------------------------------|--------------------------------|--------------------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|----------------------------------|
| SUL1<br>L:2.83<br>C:1.61<br>G:-43.2%  | L:0.03<br>C:0.03<br>G:3.7%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.12<br>C:0.70<br>G:510.5%   | L:0.17<br>C:0.04<br>G:-75.0%   | L:0.07<br>C:0.11<br>G:64.2%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.21<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.07<br>G:223.4%  | L:0.72<br>C:0.10<br>G:-86.7%     |
| UAM1<br>L:5.93<br>C:3.33<br>G:-43.9%  | L:0.05<br>C:0.04<br>G:-8.9%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.13<br>C:0.18<br>G:36.7%   | L:0.00<br>C:0.00<br>G:0.0% | L:1.92<br>C:1.08<br>G:-43.6%   | L:0.29<br>C:0.04<br>G:-85.8%   | L:0.23<br>C:0.34<br>G:50.9%    | L:0.00<br>C:0.00<br>G:-100.0% | L:0.28<br>C:0.05<br>G:-81.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.00<br>G:-100.0% | L:1.28<br>C:0.86<br>G:-32.4%     |
| ANR1<br>L:0.77<br>C:0.42<br>G:-45.5%  | L:0.03<br>C:0.02<br>G:-40.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.16<br>C:0.00<br>G:-100.0%  | L:0.05<br>C:0.01<br>G:-86.9%   | L:0.07<br>C:0.02<br>G:-76.5%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.08<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.45<br>C:0.00<br>G:-99.4%     |
| KMD1<br>L:2.75<br>C:1.50<br>G:-45.5%  | L:0.01<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.42<br>C:0.00<br>G:-100.0%  | L:0.14<br>C:0.02<br>G:-89.6%   | L:0.05<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.01<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.08<br>G:294.2%  | L:0.48<br>C:0.47<br>G:-2.9%      |
| MPM1<br>L:4.08<br>C:1.99<br>G:-51.3%  | L:0.03<br>C:0.02<br>G:-37.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.48<br>C:0.51<br>G:5.3%     | L:0.13<br>C:0.03<br>G:-75.8%   | L:0.25<br>C:0.11<br>G:-58.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.20<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.03<br>G:-64.5%  | L:1.75<br>C:0.97<br>G:-44.8%     |
| WEST-02                               |                               |                            |                               |                            |                                |                                |                                |                               |                               |                            |                               |                                  |
| L:104.72<br>C:63.33<br>G:-39.5%       | L:1.07<br>C:0.52<br>G:-51.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.94<br>C:0.48<br>G:-49.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:35.87<br>C:21.89<br>G:-39.0% | L:0.95<br>C:0.54<br>G:-43.5%   | L:2.84<br>C:2.14<br>G:-24.7%   | L:0.00<br>C:0.00<br>G:-97.8%  | L:2.97<br>C:2.97<br>G:-0.2%   | L:0.00<br>C:0.00<br>G:0.0% | L:1.02<br>C:1.56<br>G:53.1%   | L:26.09<br>C:14.46<br>G:-44.6%   |
|                                       |                               |                            |                               |                            |                                |                                |                                |                               |                               |                            |                               |                                  |
| KRI1<br>L:1.71<br>C:5.56<br>G:225.7%  | L:0.02<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.09<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.96<br>C:2.47<br>G:157.8%   | L:0.05<br>C:0.00<br>G:-100.0%  | L:0.02<br>C:0.13<br>G:452.7%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.32<br>G:856.1%  | L:0.33<br>C:1.12<br>G:242.7%     |
| MTR1<br>L:3.55<br>C:5.65<br>G:59.1%   | L:0.01<br>C:0.08<br>G:418.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.90<br>C:3.32<br>G:267.2%   | L:0.03<br>C:0.06<br>G:133.6%   | L:0.04<br>C:0.02<br>G:-59.7%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.02<br>C:0.00<br>G:-100.0% | L:1.41<br>C:1.15<br>G:-18.3%     |
| DPR2<br>L:1.56<br>C:2.33<br>G:48.9%   | L:0.01<br>C:0.01<br>G:118.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.16<br>C:0.53<br>G:-54.9%   | L:0.00<br>C:0.00<br>G:0.0%     | L:0.14<br>C:0.05<br>G:-67.3%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.01<br>G:0.0%       |
| SLM3<br>L:3.02<br>C:3.67<br>G:21.3%   | L:0.04<br>C:0.01<br>G:-66.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.04<br>C:0.20<br>G:-81.0%   | L:0.00<br>C:0.07<br>G:0.0%     | L:0.11<br>C:0.10<br>G:-11.1%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.17<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.08<br>C:0.32<br>G:277.9%  | L:1.09<br>C:1.40<br>G:28.1%      |
| APN1<br>L:2.95<br>C:3.29<br>G:11.6%   | L:0.05<br>C:0.05<br>G:6.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.31<br>C:1.56<br>G:19.5%    | L:0.10<br>C:0.08<br>G:-26.8%   | L:0.04<br>C:0.02<br>G:-47.9%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.01<br>C:0.00<br>G:-100.0% | L:0.33<br>C:0.94<br>G:180.0%     |
| ATU1<br>L:6.15<br>C:6.57<br>G:6.8%    | L:0.00<br>C:0.08<br>G:5049.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.12<br>C:0.09<br>G:-28.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.60<br>C:2.69<br>G:349.0%   | L:0.01<br>C:0.01<br>G:-19.9%   | L:0.28<br>C:0.16<br>G:-42.1%   | L:0.00<br>C:0.00<br>G:-100.0% | L:0.11<br>C:0.55<br>G:412.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.05<br>C:0.15<br>G:215.5%  | L:1.92<br>C:1.49<br>G:-22.6%     |
| KVP1<br>L:3.28<br>C:2.65<br>G:-19.4%  | L:0.04<br>C:0.02<br>G:-42.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.55<br>C:0.00<br>G:-100.0%  | L:0.02<br>C:0.00<br>G:-100.0%  | L:0.07<br>C:0.09<br>G:27.2%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.54<br>C:0.82<br>G:52.6%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.17<br>G:143.8%  | L:1.40<br>C:0.97<br>G:-30.6%     |
| TRM1<br>L:4.70<br>C:3.33<br>G:-29.0%  | L:0.05<br>C:0.04<br>G:-23.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.68<br>C:1.61<br>G:-39.9%   | L:0.02<br>C:0.02<br>G:4.7%     | L:0.02<br>C:0.09<br>G:463.8%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.03<br>G:-8.5%   | L:1.20<br>C:0.40<br>G:-66.8%     |
| PMP1<br>L:2.68<br>C:1.84<br>G:-31.3%  | L:0.07<br>C:0.02<br>G:-75.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.11<br>C:0.09<br>G:-24.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:1.56<br>C:1.18<br>G:-24.3%   | L:0.02<br>C:0.00<br>G:-100.0%  | L:0.03<br>C:0.04<br>G:23.8%    | L:0.00<br>C:0.00<br>G:0.0%    | 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:0.03<br>G:291.8%  | L:0.01<br>C:0.45<br>G:7185.1%    |
| PLC1<br>L:3.85<br>C:2.19<br>G:-43.1%  | L:0.02<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.17<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.82<br>C:1.09<br>G:32.5%    | L:0.06<br>C:0.07<br>G:11.4%    | L:0.20<br>C:0.24<br>G:19.9%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.00<br>G:-100.0% | L:1.48<br>C:0.35<br>G:-76.5%     |
| SGI1<br>L:3.00<br>C:1.62<br>G:-45.8%  | L:0.02<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.15<br>C:0.00<br>G:-100.0%  | L:0.05<br>C:0.02<br>G:-55.9%   | L:0.00<br>C:0.07<br>G:68444.5% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.62<br>C:1.54<br>G:148.4%     |
| HSR1<br>L:5.17<br>C:2.68<br>G:-48.1%  | L:0.05<br>C:0.02<br>G:-62.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.33<br>C:0.36<br>G:-72.8%   | L:0.03<br>C:0.01<br>G:-81.1%   | L:0.15<br>C:0.22<br>G:46.2%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.32<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.22<br>G:0.0%    | L:1.34<br>C:0.00<br>G:-99.9%     |
| SLM1<br>L:14.21<br>C:7.01<br>G:-50.7% | L:0.08<br>C:0.05<br>G:-42.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.05<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:3.68<br>C:2.23<br>G:-39.4%   | L:0.01<br>C:0.08<br>G:517.2%   | L:0.30<br>C:0.14<br>G:-53.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.83<br>C:0.14<br>G:-83.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.20<br>C:0.00<br>G:-100.0% | L:2.90<br>C:1.23<br>G:-57.5%     |
| SLM2<br>L:5.80<br>C:2.46<br>G:-57.6%  | L:0.13<br>C:0.02<br>G:-82.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.54<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:2.88<br>C:0.94<br>G:-67.4%   | L:0.02<br>C:0.00<br>G:-100.0%  | L:0.12<br>C:0.08<br>G:-36.8%   | L:0.00<br>C:0.00<br>G:-100.0% | L:0.13<br>C:0.01<br>G:-94.5%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.00<br>G:-100.0% | L:0.42<br>C:0.54<br>G:29.5%      |
| BMD1<br>L:3.18<br>C:1.34<br>G:-57.8%  | L:0.06<br>C:0.01<br>G:-92.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.03<br>C:0.00<br>G:-100.0%  | L:0.10<br>C:0.06<br>G:-39.7%   | L:0.06<br>C:0.04<br>G:-25.3%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.41<br>C:0.14<br>G:-66.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.03<br>G:0.0%    | L:0.50<br>C:0.20<br>G:-60.2%     |
| DPR1<br>L:2.43<br>C:1.01<br>G:-58.4%  | L:0.00<br>C:0.01<br>G:379.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.22<br>C:0.00<br>G:-100.0%  | L:0.03<br>C:0.02<br>G:-23.7%   | L:0.04<br>C:0.09<br>G:116.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.04<br>C:0.21<br>G:400.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.06<br>C:0.00<br>G:-100.0% | L:0.88<br>C:0.37<br>G:-58.0%     |
| EPI1<br>L:3.34<br>C:1.39<br>G:-58.5%  | L:0.04<br>C:0.01<br>G:-60.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.93<br>C:0.37<br>G:-59.7%   | L:0.00<br>C:0.02<br>G:480.9%   | L:0.07<br>C:0.07<br>G:5.4%     | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.21<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.00<br>G:-100.0% | L:0.62<br>C:0.53<br>G:-13.9%     |
| MCR1<br>L:2.56<br>C:1.03<br>G:-59.7%  | L:0.04<br>C:0.01<br>G:-73.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.19<br>C:0.19<br>G:-83.8%   | L:0.03<br>C:0.01<br>G:-44.8%   | L:0.05<br>C:0.03<br>G:-47.5%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.03<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.02<br>G:-73.0%  | L:0.90<br>C:0.57<br>G:-36.4%     |
| VPD1<br>L:4.08<br>C:1.56<br>G:-61.8%  | L:0.02<br>C:0.02<br>G:1.1%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.79<br>C:0.35<br>G:-55.9%   | L:0.09<br>C:0.02<br>G:-80.3%   | L:0.16<br>C:0.10<br>G:-34.5%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.13<br>C:0.23<br>G:82.2%   | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.08<br>G:0.0%    | L:1.55<br>C:0.00<br>G:-100.0%    |
| OML1<br>L:4.49<br>C:1.66<br>G:-63.1%  | L:0.04<br>C:0.02<br>G:-50.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.02<br>C:0.97<br>G:-51.8%   | L:0.17<br>C:-0.02<br>G:-109.9% | L:0.08<br>C:0.04<br>G:-49.2%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.01<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.09<br>C:0.02<br>G:-79.5%  | L:1.06<br>C:0.62<br>G:-41.5%     |
| EDP1<br>L:4.72<br>C:1.06<br>G:-77.6%  | L:0.06<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.56<br>C:0.19<br>G:-92.5%   | L:0.00<br>C:0.00<br>G:0.0%     | L:0.26<br>C:0.07<br>G:-71.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.45<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.00<br>G:-100.0% | L:0.66<br>C:0.00<br>G:-99.7%     |
| HSR2<br>L:13.85<br>C:2.90<br>G:-79.1% | L:0.16<br>C:0.03<br>G:-81.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.17<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:4.43<br>C:1.19<br>G:-73.3%   | L:0.06<br>C:0.00<br>G:-93.2%   | L:0.52<br>C:0.26<br>G:-50.6%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.12<br>C:0.13<br>G:7.4%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.09<br>C:0.07<br>G:-14.5%  | L:4.34<br>C:0.57<br>G:-86.8%     |
| HRR1<br>L:4.44<br>C:0.54<br>G:-87.8%  | L:0.05<br>C:0.01<br>G:-87.7%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:2.06<br>C:0.44<br>G:-78.8%   | L:0.05<br>C:0.00<br>G:-100.0%  | L:0.09<br>C:0.00<br>G:-100.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.05<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.10<br>G:141.9%  | L:1.14<br>C:0.00<br>G:-100.0%    |
| WEST-03                               |                               |                            |                               |                            |                                |                                |                                |                               |                               |                            |                               |                                  |
| L:68.83<br>C:65.82<br>G:-4.4%         | L:0.53<br>C:0.22<br>G:-59.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.08<br>C:1.06<br>G:1165.4% | L:0.00<br>C:0.00<br>G:0.0% | L:13.50<br>C:6.20<br>G:-54.1%  | L:0.84<br>C:0.58<br>G:-30.2%   | L:2.46<br>C:1.34<br>G:-45.6%   | L:0.01<br>C:0.00<br>G:-100.0% | L:3.82<br>C:4.27<br>G:11.9%   | L:0.00<br>C:0.00<br>G:0.0% | L:1.64<br>C:0.67<br>G:-59.0%  | L:17.48<br>C:17.85<br>G:2.2%     |
|                                       |                               |                            |                               |                            |                                |                                |                                |                               |                               |                            |                               |                                  |
| CMI1<br>L:0.37<br>C:3.40<br>G:824.5%  | L:0.01<br>C:0.00<br>G:-57.2%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.25<br>C:0.74<br>G:201.5%   | L:0.00<br>C:0.11<br>G:0.0%     | L:0.07<br>C:0.04<br>G:-40.1%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.11<br>G:156.2%  | L:0.00<br>C:1.04<br>G:4069706.3% |
| TPR1<br>L:2.49<br>C:5.47<br>G:119.6%  | L:0.04<br>C:0.01<br>G:-58.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.05<br>C:0.39<br>G:-62.8%   | L:0.03<br>C:0.06<br>G:77.5%    | L:0.11<br>C:0.17<br>G:57.3%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.22<br>C:0.07<br>G:-66.4%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.07<br>C:0.05<br>G:-23.3%  | L:0.58<br>C:2.33<br>G:301.2%     |
| TPR3<br>L:2.41<br>C:4.34<br>G:79.9%   | L:0.02<br>C:0.05<br>G:211.3%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.13<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.19<br>C:1.33<br>G:613.0%   | L:0.04<br>C:0.00<br>G:-100.0%  | L:0.12<br>C:0.02<br>G:-84.4%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.01<br>C:0.00<br>G:-100.0% | L:1.25<br>C:0.95<br>G:-24.2%     |
| KGM1<br>L:2.47<br>C:3.76<br>G:52.5%   | L:0.07<br>C:0.01<br>G:-92.6%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:1.13<br>C:0.82<br>G:-27.3%   | L:0.00<br>C:0.04<br>G:1352.8%  | L:0.03<br>C:0.02<br>G:-43.0%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.22<br>C:0.00<br>G:-100.0% | L:0.50<br>C:1.32<br>G:165.8%     |
| SGG1<br>L:0.74<br>C:1.08<br>G:45.5%   | L:0.01<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.03<br>C:0.00<br>G:-100.0%  | L:0.05<br>                     |                               |                               |                            |                               |                                  |

| Sales Zone<br>/Branch                        | VASANTH.S                     | VIJAYAN.K                      |
|----------------------------------------------|-------------------------------|--------------------------------|
| <b>SUL1</b><br>L:2.83<br>C:1.61<br>G:-43.2%  | L:0.00<br>C:0.27<br>G:0.0%    | L:1.49<br>C:0.27<br>G:-81.8%   |
| <b>UAM1</b><br>L:5.93<br>C:3.33<br>G:-43.9%  | L:0.00<br>C:0.00<br>G:0.0%    | L:1.69<br>C:0.72<br>G:-57.2%   |
| <b>ANR1</b><br>L:0.77<br>C:0.42<br>G:-45.5%  | L:0.00<br>C:0.30<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     |
| <b>KMD1</b><br>L:2.75<br>C:1.50<br>G:-45.5%  | L:0.00<br>C:0.00<br>G:0.0%    | L:1.63<br>C:0.93<br>G:-42.8%   |
| <b>MPM1</b><br>L:4.08<br>C:1.99<br>G:-51.3%  | L:0.41<br>C:0.24<br>G:-40.6%  | L:0.75<br>C:0.09<br>G:-87.9%   |
| <b>WEST-02</b>                               |                               |                                |
| L:104.72<br>C:63.33<br>G:-39.5%              | L:2.57<br>C:6.95<br>G:170.8%  | L:30.39<br>C:11.83<br>G:-61.1% |
|                                              |                               |                                |
| <b>KRI1</b><br>L:1.71<br>C:5.56<br>G:225.7%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.29<br>C:1.42<br>G:386.3%   |
| <b>MTR1</b><br>L:3.55<br>C:5.65<br>G:59.1%   | L:0.41<br>C:0.80<br>G:97.8%   | L:0.73<br>C:0.22<br>G:-69.7%   |
| <b>DPR2</b><br>L:1.56<br>C:2.33<br>G:48.9%   | L:0.00<br>C:0.94<br>G:0.0%    | L:0.25<br>C:0.79<br>G:216.6%   |
| <b>SLM3</b><br>L:3.02<br>C:3.67<br>G:21.3%   | L:0.65<br>C:0.81<br>G:24.7%   | L:0.00<br>C:0.59<br>G:0.0%     |
| <b>APN1</b><br>L:2.95<br>C:3.29<br>G:11.6%   | L:0.00<br>C:0.30<br>G:0.0%    | L:1.10<br>C:0.34<br>G:-69.2%   |
| <b>ATU1</b><br>L:6.15<br>C:6.57<br>G:6.8%    | L:0.36<br>C:0.33<br>G:-8.9%   | L:2.70<br>C:1.04<br>G:-61.5%   |
| <b>KVP1</b><br>L:3.28<br>C:2.65<br>G:-19.4%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.61<br>C:0.58<br>G:-5.0%    |
| <b>TRM1</b><br>L:4.70<br>C:3.33<br>G:-29.0%  | L:0.00<br>C:0.72<br>G:0.0%    | L:0.69<br>C:0.42<br>G:-38.8%   |
| <b>PMP1</b><br>L:2.68<br>C:1.84<br>G:-31.3%  | L:0.00<br>C:0.03<br>G:0.0%    | L:0.70<br>C:0.00<br>G:-100.0%  |
| <b>PLC1</b><br>L:3.85<br>C:2.19<br>G:-43.1%  | L:0.00<br>C:0.00<br>G:0.0%    | L:1.03<br>C:0.44<br>G:-57.3%   |
| <b>SGI1</b><br>L:3.00<br>C:1.62<br>G:-45.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:1.16<br>C:0.00<br>G:-100.0%  |
| <b>HSR1</b><br>L:5.17<br>C:2.68<br>G:-48.1%  | L:0.00<br>C:0.00<br>G:0.0%    | L:2.26<br>C:1.53<br>G:-32.3%   |
| <b>SLM1</b><br>L:14.21<br>C:7.01<br>G:-50.7% | L:0.75<br>C:1.21<br>G:60.9%   | L:5.45<br>C:1.88<br>G:-65.5%   |
| <b>SLM2</b><br>L:5.80<br>C:2.46<br>G:-57.6%  | L:0.03<br>C:0.72<br>G:2179.7% | L:1.51<br>C:0.15<br>G:-90.0%   |
| <b>BMD1</b><br>L:3.18<br>C:1.34<br>G:-57.8%  | L:0.00<br>C:0.27<br>G:0.0%    | L:1.02<br>C:0.59<br>G:-41.9%   |
| <b>DPR1</b><br>L:2.43<br>C:1.01<br>G:-58.4%  | L:0.33<br>C:0.00<br>G:-100.0% | L:0.81<br>C:0.30<br>G:-62.8%   |
| <b>EPI1</b><br>L:3.34<br>C:1.39<br>G:-58.5%  | L:0.00<br>C:0.01<br>G:0.0%    | L:1.65<br>C:0.15<br>G:-90.7%   |
| <b>MCR1</b><br>L:2.56<br>C:1.03<br>G:-59.7%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.29<br>C:0.16<br>G:-43.3%   |
| <b>VPD1</b><br>L:4.08<br>C:1.56<br>G:-61.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:1.34<br>C:0.75<br>G:-44.1%   |
| <b>OML1</b><br>L:4.49<br>C:1.66<br>G:-63.1%  | L:0.02<br>C:0.00<br>G:-100.0% | L:1.03<br>C:0.00<br>G:-100.0%  |
| <b>EDP1</b><br>L:4.72<br>C:1.06<br>G:-77.6%  | L:0.01<br>C:0.79<br>G:5690.8% | L:0.69<br>C:0.00<br>G:-100.0%  |
| <b>HSR2</b><br>L:13.85<br>C:2.90<br>G:-79.1% | L:0.00<br>C:0.00<br>G:0.0%    | L:4.13<br>C:0.47<br>G:-88.6%   |
| <b>HRR1</b><br>L:4.44<br>C:0.54<br>G:-87.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.95<br>C:0.00<br>G:-100.0%  |
| <b>WEST-03</b>                               |                               |                                |
| L:68.83<br>C:65.82<br>G:-4.4%                | L:8.44<br>C:25.40<br>G:200.9% | L:20.03<br>C:8.21<br>G:-59.0%  |
|                                              |                               |                                |
| <b>CMI1</b><br>L:0.37<br>C:3.40<br>G:824.5%  | L:0.00<br>C:1.36<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%     |
| <b>TPR1</b><br>L:2.49<br>C:5.47<br>G:119.6%  | L:0.00<br>C:2.01<br>G:0.0%    | L:0.40<br>C:0.37<br>G:-7.4%    |
| <b>TPR3</b><br>L:2.41<br>C:4.34<br>G:79.9%   | L:0.00<br>C:0.65<br>G:0.0%    | L:0.66<br>C:1.34<br>G:101.2%   |
| <b>KGM1</b><br>L:2.47<br>C:3.76<br>G:52.5%   | L:0.00<br>C:0.78<br>G:0.0%    | L:0.52<br>C:0.78<br>G:49.7%    |
| <b>SGG1</b><br>L:0.74<br>C:1.08<br>G:45.5%   | L:0.33<br>C:0.40<br>G:20.5%   | L:0.15<br>C:0.00<br>G:-100.0%  |
| <b>TPR2</b><br>L:7.36<br>C:9.72<br>G:32.1%   | L:0.83<br>C:5.39<br>G:550.1%  | L:2.18<br>C:1.14<br>G:-47.7%   |
| <b>SYM2</b><br>L:1.38<br>C:1.69<br>G:22.2%   | L:0.34<br>C:0.31<br>G:-8.7%   | L:0.34<br>C:0.26<br>G:-23.2%   |
| <b>ERD2</b><br>L:6.45<br>C:7.04<br>G:9.2%    | L:0.95<br>C:3.19<br>G:235.6%  | L:2.82<br>C:0.71<br>G:-74.7%   |
| <b>AVI1</b><br>L:4.92<br>C:4.83<br>G:-1.8%   | L:0.00<br>C:2.57<br>G:0.0%    | L:0.86<br>C:0.47<br>G:-45.4%   |
| <b>GBM1</b><br>L:4.55<br>C:3.72<br>G:-18.3%  | L:1.51<br>C:1.03<br>G:-31.5%  | L:0.66<br>C:0.40<br>G:-40.1%   |

| Sales Zone /Branch                           | AJITHKUMAR.K                  | AKHIL.M                    | BALAJI.M                       | BALAMURALI.B               | DURAIRAJ.T                    | FRANCISPRABHU.B              | JEGANRAJ.S                    | OTHERS                        | RANJITHKUMAR.A                | RIJURAJ.K                  | SAFIAHAMAD.K                  | SATHESKUMAR.L                |
|----------------------------------------------|-------------------------------|----------------------------|--------------------------------|----------------------------|-------------------------------|------------------------------|-------------------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|
| <b>NKL2</b><br>L:6.46<br>C:5.24<br>G:-19.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:-0.16<br>C:0.20<br>G:-224.9% | L:0.00<br>C:0.00<br>G:0.0% | L:0.78<br>C:0.00<br>G:-100.0% | L:0.04<br>C:0.08<br>G:98.4%  | L:0.27<br>C:0.13<br>G:-49.6%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.17<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.21<br>C:0.09<br>G:-54.7%  | L:2.14<br>C:0.62<br>G:-70.8% |
| <b>TCG1</b><br>L:2.63<br>C:1.62<br>G:-38.6%  | L:0.02<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0% | L:0.91<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.02<br>G:0.0%   | L:0.04<br>C:0.04<br>G:13.2%   | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.02<br>G:0.0%    | L:0.42<br>C:0.20<br>G:-52.3% |
| <b>KMM1</b><br>L:3.15<br>C:1.89<br>G:-40.1%  | L:0.03<br>C:0.02<br>G:-46.5%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0% | L:0.69<br>C:0.00<br>G:-100.0% | L:0.12<br>C:0.01<br>G:-89.3% | L:0.08<br>C:0.05<br>G:-37.0%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.15<br>C:1.45<br>G:873.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.97<br>C:0.00<br>G:-99.8% |
| <b>VKL1</b><br>L:1.99<br>C:1.08<br>G:-45.5%  | L:0.02<br>C:0.02<br>G:6.3%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0% | L:0.39<br>C:0.00<br>G:-100.0% | L:0.05<br>C:0.01<br>G:-77.1% | L:0.19<br>C:0.09<br>G:-51.8%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.04<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.05<br>G:44.5%   | L:0.79<br>C:0.01<br>G:-99.0% |
| <b>ERD1</b><br>L:13.53<br>C:7.09<br>G:-47.6% | L:0.05<br>C:0.01<br>G:-72.8%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.49<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0% | L:1.50<br>C:0.02<br>G:-99.0%  | L:0.05<br>C:0.05<br>G:0.5%   | L:0.14<br>C:0.15<br>G:9.3%    | L:0.00<br>C:0.00<br>G:-100.0% | L:1.38<br>C:0.57<br>G:-59.0%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.12<br>C:0.03<br>G:-70.1%  | L:2.51<br>C:3.16<br>G:25.8%  |
| <b>PDR1</b><br>L:2.94<br>C:1.49<br>G:-49.2%  | L:0.02<br>C:0.01<br>G:-36.1%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0% | L:0.68<br>C:0.40<br>G:-40.6%  | L:0.08<br>C:0.01<br>G:-93.3% | L:0.00<br>C:0.06<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.21<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.70<br>C:0.55<br>G:-21.3% |
| <b>TPR4</b><br>L:2.43<br>C:1.18<br>G:-51.5%  | L:0.02<br>C:0.01<br>G:-11.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0% | L:1.07<br>C:0.40<br>G:-62.5%  | L:0.01<br>C:0.02<br>G:113.3% | L:0.12<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.03<br>C:0.00<br>G:-100.0% | L:0.95<br>C:0.46<br>G:-51.7% |
| <b>RSP1</b><br>L:2.57<br>C:1.19<br>G:-53.6%  | L:0.02<br>C:0.00<br>G:-90.9%  | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.00<br>G:0.0%     | L:0.00<br>C:0.00<br>G:0.0% | L:0.00<br>C:0.35<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%   | L:0.19<br>C:0.08<br>G:-55.9%  | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0%    | L:0.00<br>C:0.00<br>G:0.0% | L:0.04<br>C:0.03<br>G:-27.5%  | L:1.53<br>C:0.33<br>G:-78.7% |

| Sales Zone<br>/Branch                 | VASANTH.S                     | VIJAYAN.K                     |
|---------------------------------------|-------------------------------|-------------------------------|
| NKL2<br>L:6.46<br>C:5.24<br>G:-19.0%  | L:0.52<br>C:2.96<br>G:469.2%  | L:2.50<br>C:1.14<br>G:-54.5%  |
| TCG1<br>L:2.63<br>C:1.62<br>G:-38.6%  | L:0.00<br>C:1.00<br>G:0.0%    | L:1.24<br>C:0.33<br>G:-73.6%  |
| KMM1<br>L:3.15<br>C:1.89<br>G:-40.1%  | L:0.30<br>C:0.35<br>G:19.5%   | L:0.82<br>C:0.00<br>G:-100.0% |
| VKL1<br>L:1.99<br>C:1.08<br>G:-45.5%  | L:0.00<br>C:0.62<br>G:0.0%    | L:0.48<br>C:0.28<br>G:-41.2%  |
| ERD1<br>L:13.53<br>C:7.09<br>G:-47.6% | L:2.76<br>C:2.07<br>G:-25.2%  | L:5.01<br>C:0.55<br>G:-89.1%  |
| PDR1<br>L:2.94<br>C:1.49<br>G:-49.2%  | L:0.29<br>C:0.30<br>G:4.7%    | L:0.98<br>C:0.17<br>G:-82.8%  |
| TPR4<br>L:2.43<br>C:1.18<br>G:-51.5%  | L:0.22<br>C:0.00<br>G:-100.0% | L:0.00<br>C:0.28<br>G:0.0%    |
| RSP1<br>L:2.57<br>C:1.19<br>G:-53.6%  | L:0.40<br>C:0.40<br>G:0.9%    | L:0.40<br>C:0.00<br>G:-100.0% |