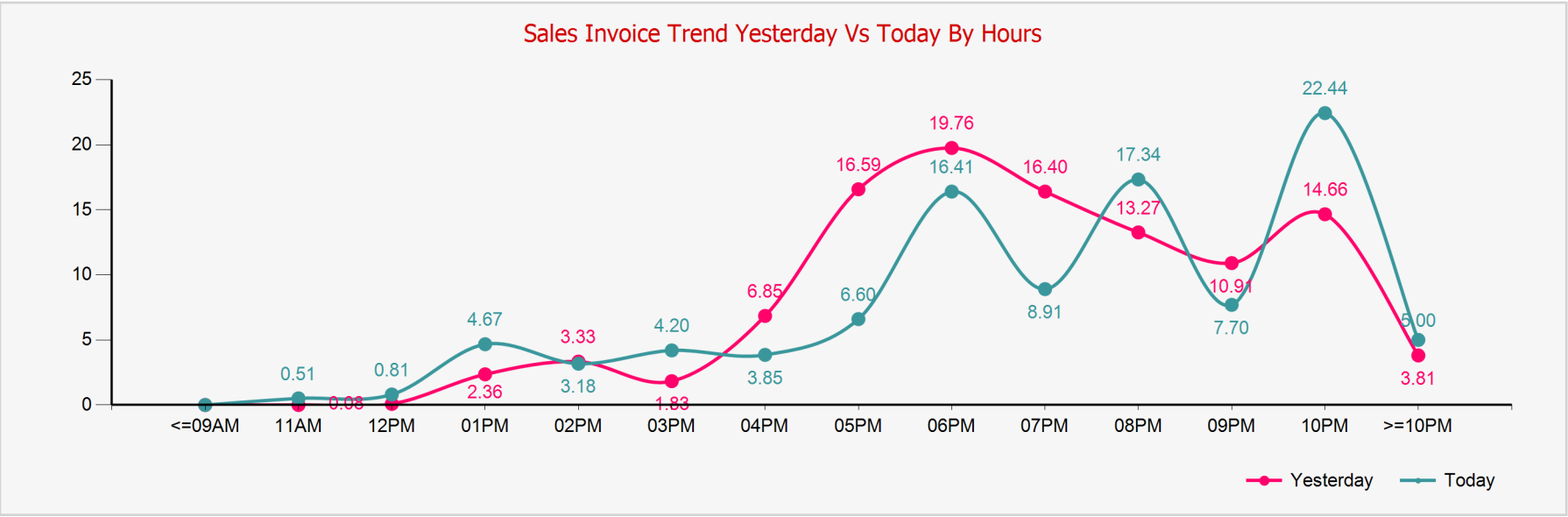


|                          |                  |                  |                         |                      |
|--------------------------|------------------|------------------|-------------------------|----------------------|
| Sales<br>101.61 Lacs     | GP%<br>3.65%     | EW Pen%<br>1.35% | Target Ach. %<br>56.31% | Open SO<br>5.71 Lacs |
| Yest. Sales: 109.85 Lacs | Yest. GP%: 3.68% | Yest. EW%: 0.71% | TD Target: 180.44 Lacs  | Yest. OSO 4.91 Lacs  |



| City              | Sales |       |       | Gross Profit % |        |        | Target |         | Extended Warranty |       |       |          |          | Open SO |       |
|-------------------|-------|-------|-------|----------------|--------|--------|--------|---------|-------------------|-------|-------|----------|----------|---------|-------|
|                   | Yest. | Today | TD-YD | Yest.          | Today  | TD-YD  | Today  | %       | Yest.             | Today | TD-YD | YD Pen.% | TD Pen.% | Yest.   | Today |
| Bengaluru         | 55.51 | 60.75 | 5.24  | 2.53%          | 2.64%  | 0.11%  | 108.13 | 56.18%  | 0.30              | 0.97  | 0.67  | 0.55%    | 1.63%    | 2.36    | 3.00  |
| Bengaluru - Rural | 11.80 | 8.49  | -3.31 | 6.55%          | 5.57%  | -0.98% | 17.79  | 47.71%  | 0.02              | 0.02  | 0.00  | 0.14%    | 0.24%    | 0.74    | 0.03  |
| Mysuru            | 8.32  | 5.71  | -2.62 | 3.08%          | 2.82%  | -0.25% | 10.26  | 55.65%  | 0.10              | 0.03  | -0.07 | 1.19%    | 0.50%    | 0.06    | 0.04  |
| Kadur             | 2.74  | 3.87  | 1.13  | 7.89%          | 8.22%  | 0.33%  | 3.30   | 117.16% | 0.01              | 0.09  | 0.08  | 0.31%    | 2.36%    |         |       |
| Chitradurga       | 3.59  | 3.33  | -0.26 | 3.43%          | 7.11%  | 3.68%  | 5.80   | 57.46%  | 0.05              | 0.06  | 0.01  | 1.49%    | 1.79%    |         |       |
| Hiriyur           | 2.62  | 3.14  | 0.51  | 4.77%          | -2.95% | -7.72% | 1.62   | 194.11% |                   | 0.08  | 0.08  |          | 2.49%    | 1.28    | 0.11  |
| Mulbagal          | 2.27  | 2.75  | 0.48  | 6.87%          | 8.20%  | 1.33%  | 3.00   | 91.82%  | 0.06              | 0.05  | -0.01 | 2.72%    | 1.77%    | 0.03    | 0.03  |
| Hassan            | 3.34  | 2.26  | -1.08 | 7.29%          | 2.84%  | -4.45% | 2.48   | 91.17%  | 0.01              |       | -0.01 | 0.15%    |          |         |       |
| Tumkur            | 3.61  | 2.01  | -1.61 | 2.55%          | 3.89%  | 1.35%  | 6.12   | 32.77%  | 0.04              |       | -0.04 | 1.07%    |          |         |       |
| Kolar             | 3.24  | 1.83  | -1.41 | 5.75%          | 6.83%  | 1.08%  | 3.97   | 46.16%  | 0.01              |       | -0.01 | 0.33%    |          |         | 0.90  |
| Chikkaballapur    | 0.76  | 1.70  | 0.94  | 18.27%         | 14.26% | -4.01% | 2.55   | 66.38%  |                   |       | 0.00  |          |          |         |       |
| Tumakuru          | 2.33  | 1.30  | -1.02 | 4.32%          | 2.94%  | -1.38% | 2.15   | 60.52%  | 0.03              |       | -0.03 | 1.10%    |          | 0.03    | 1.59  |
| Mandya            | 2.03  | 1.27  | -0.77 | -2.70%         | 3.57%  | 6.28%  | 2.38   | 53.08%  | 0.05              | 0.01  | -0.04 | 2.74%    | 1.01%    | 0.24    |       |
| Chalkere          | 2.54  | 1.01  | -1.53 | 5.25%          | 5.69%  | 0.44%  | 1.82   | 55.38%  | 0.05              | 0.03  | -0.02 | 1.90%    | 2.76%    |         |       |
| Ramanagara        | 0.72  | 0.88  | 0.15  | -3.70%         | 4.84%  | 8.54%  | 2.70   | 32.36%  | 0.02              | 0.01  | -0.01 | 2.59%    | 0.98%    |         |       |
| Channarayapatna   | 2.75  | 0.81  | -1.94 | 6.85%          | 8.45%  | 1.60%  | 2.55   | 31.76%  |                   | 0.02  | 0.02  |          | 1.92%    |         |       |
| Shivamogga        | 1.42  | 0.50  | -0.92 | -1.81%         | 5.63%  | 7.43%  | 2.57   | 19.45%  | 0.04              |       | -0.04 | 2.75%    |          | 0.17    |       |

|        |        |        |       |       |         |         |        |        |      |      |      |       |       |      |      |
|--------|--------|--------|-------|-------|---------|---------|--------|--------|------|------|------|-------|-------|------|------|
| Tiptur | 0.25   | 0.01   | -0.24 | 4.33% | -42.06% | -46.39% | 1.23   | 0.89%  |      |      | 0.00 |       |       |      |      |
| Total  | 109.85 | 101.61 | -8.24 | 3.68% | 3.65%   | -0.02%  | 180.44 | 56.31% | 0.78 | 1.36 | 0.58 | 0.71% | 1.35% | 4.91 | 5.71 |

|        | Sales  |        |        | Gross Profit % |       |         | Target |        | Extended Warranty |       |       |          |          | Open SO |       |
|--------|--------|--------|--------|----------------|-------|---------|--------|--------|-------------------|-------|-------|----------|----------|---------|-------|
| Group  | Yest.  | Today  | TD-YD  | Yest.          | Today | TD-YD   | Today  | %      | Yest.             | Today | TD-YD | YD Pen.% | TD Pen.% | Yest.   | Today |
| MBO    | 102.63 | 92.04  | -10.59 | 3.99%          | 3.33% | -0.67%  | 164.06 | 56.10% | 0.69              | 0.90  | 0.21  | 0.68%    | 0.99%    | 4.88    | 3.88  |
| Shopee | 7.31   | 9.57   | 2.26   | -0.64%         | 6.80% | 7.44%   | 16.38  | 58.44% | 0.08              | 0.46  | 0.37  | 1.17%    | 5.01%    | 0.03    | 1.82  |
| WHS    | (0.08) |        | 0.08   | 15.25%         |       | -15.25% |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| Total  | 109.85 | 101.61 | -8.24  | 3.68%          | 3.65% | -0.02%  | 180.44 | 56.31% | 0.78              | 1.36  | 0.58  | 0.71%    | 1.35%    | 4.91    | 5.71  |

| Manager / Group | Sales |       |       | Gross Profit % |        |         | Target |         | Extended Warranty |       |       |          |          | Open SO |       |
|-----------------|-------|-------|-------|----------------|--------|---------|--------|---------|-------------------|-------|-------|----------|----------|---------|-------|
| Branch          | Yest. | Today | TD-YD | Yest.          | Today  | TD-YD   | Today  | %       | Yest.             | Today | TD-YD | YD Pen.% | TD Pen.% | Yest.   | Today |
| Syed Kabeer     | 23.31 | 26.29 | 2.97  | 3.59%          | 2.64%  | -0.95%  | 34.22  | 76.81%  | 0.03              | 0.23  | 0.21  | 0.12%    | 0.90%    | 0.80    | 0.55  |
| Yelahanka       | 2.19  | 5.40  | 3.21  | -2.75%         | -1.57% | 1.19%   | 5.28   | 102.26% | 0.03              | 0.07  | 0.05  | 1.29%    | 1.38%    | 0.19    |       |
| HRBR Layout     | 1.78  | 4.91  | 3.14  | -3.39%         | 6.12%  | 9.51%   | 3.44   | 142.78% |                   |       | 0.00  |          |          | 0.33    |       |
| Devenahalli     | 7.70  | 4.64  | -3.06 | 5.86%          | 5.43%  | -0.43%  | 6.48   | 71.60%  |                   |       | 0.00  |          |          |         | 0.03  |
| RT Nagar        | 2.26  | 2.76  | 0.49  | 5.01%          | 4.40%  | -0.61%  | 4.65   | 59.30%  |                   | 0.07  | 0.07  |          | 2.68%    |         |       |
| Kothnur         | 1.08  | 2.65  | 1.57  | 11.61%         | -6.71% | -18.32% | 2.82   | 93.79%  |                   |       | 0.00  |          |          |         |       |
| Doddaballapura  | 2.40  | 1.91  | -0.48 | 2.70%          | 5.53%  | 2.83%   | 3.44   | 55.58%  |                   | 0.05  | 0.05  |          | 2.73%    |         |       |
| Sahakar Nagar   | 1.94  | 1.91  | -0.03 | 0.19%          | -1.34% | -1.53%  | 3.80   | 50.21%  |                   | 0.04  | 0.04  |          | 2.04%    | 0.27    | 0.33  |
| Chikkaballapur  | 0.76  | 1.70  | 0.94  | 18.27%         | 14.26% | -4.01%  | 2.55   | 66.38%  |                   |       | 0.00  |          |          |         |       |
| Sanjaynagar     | 3.21  | 0.41  | -2.80 | 1.89%          | -9.68% | -11.57% | 1.75   | 23.45%  |                   |       | 0.00  |          |          |         | 0.18  |
| MBO             | 23.31 | 26.29 | 2.97  | 3.59%          | 2.64%  | -0.95%  | 34.22  | 76.81%  | 0.03              | 0.23  | 0.21  | 0.12%    | 0.90%    | 0.80    | 0.55  |

|              |       |       |       |       |        |        |       |         |      |      |       |       |       |      |      |
|--------------|-------|-------|-------|-------|--------|--------|-------|---------|------|------|-------|-------|-------|------|------|
| Manoj N      | 22.22 | 22.00 | -0.22 | 4.48% | 2.99%  | -1.49% | 45.08 | 48.80%  | 0.13 | 0.16 | 0.03  | 0.59% | 0.74% | 1.53 | 1.22 |
| KR Puram     | 4.70  | 5.79  | 1.09  | 3.53% | 1.95%  | -1.59% | 12.04 | 48.10%  |      |      | 0.00  |       |       | 1.19 |      |
| Mulbagal     | 2.27  | 2.75  | 0.48  | 6.87% | 8.20%  | 1.33%  | 3.00  | 91.82%  | 0.06 | 0.05 | -0.01 | 2.72% | 1.77% | 0.03 | 0.03 |
| Marathahalli | 1.42  | 2.54  | 1.12  | 4.57% | 4.50%  | -0.07% | 2.31  | 110.24% |      | 0.04 | 0.04  |       | 1.59% |      | 0.16 |
| Bommanahalli | 2.78  | 2.26  | -0.52 | 2.45% | -0.66% | -3.11% | 4.47  | 50.54%  | 0.02 | 0.01 | 0.00  | 0.65% | 0.66% |      |      |
| Hoskote      | 2.48  | 2.22  | -0.26 | 4.63% | 5.83%  | 1.21%  | 6.06  | 36.60%  | 0.02 | 0.02 | 0.00  | 0.65% | 0.91% | 0.31 |      |
| Kolar        | 3.24  | 1.83  | -1.41 | 5.75% | 6.83%  | 1.08%  | 3.97  | 46.16%  | 0.01 |      | -0.01 | 0.33% |       |      | 0.90 |
| Hebbagodi    | 2.77  | 1.60  | -1.17 | 6.79% | 3.72%  | -3.07% | 3.74  | 42.70%  | 0.03 | 0.02 | -0.01 | 0.94% | 1.07% |      |      |
| Hongasandara | 0.59  | 1.39  | 0.80  | 5.39% | -1.14% | -6.53% | 3.30  | 42.03%  |      |      | 0.00  |       |       |      |      |
| Sunkadakatte | 1.48  | 0.89  | -0.59 | 1.18% | -6.75% | -7.92% | 1.88  | 47.62%  |      |      | 0.00  |       |       |      | 0.13 |
| Hegnahalli   | 0.49  | 0.49  | 0.00  | 0.40% | -5.01% | -5.41% | 2.92  | 16.70%  |      | 0.02 | 0.02  |       | 4.74% |      |      |
| HSR Layout   |       | 0.23  | 0.23  |       | 2.35%  | 2.35%  | 1.39  | 16.53%  |      |      | 0.00  |       |       |      |      |
| MBO          | 22.22 | 22.00 | -0.22 | 4.48% | 2.99%  | -1.49% | 45.08 | 48.80%  | 0.13 | 0.16 | 0.03  | 0.59% | 0.74% | 1.53 | 1.22 |

|                 |       |       |       |       |       |        |       |         |      |      |      |       |       |      |      |
|-----------------|-------|-------|-------|-------|-------|--------|-------|---------|------|------|------|-------|-------|------|------|
| Mohammed Naveed | 19.01 | 14.92 | -4.09 | 5.28% | 4.56% | -0.72% | 20.14 | 74.08%  | 0.15 | 0.27 | 0.11 | 0.80% | 1.82% | 1.45 | 0.12 |
| Kadur           | 2.74  | 3.87  | 1.13  | 7.89% | 8.22% | 0.33%  | 3.30  | 117.16% | 0.01 | 0.09 | 0.08 | 0.31% | 2.36% |      |      |

| Manager / Group                | Sales        |              |              | Gross Profit % |              |               | Target       |               | Extended Warranty |             |              |              |              | Open SO     |             |
|--------------------------------|--------------|--------------|--------------|----------------|--------------|---------------|--------------|---------------|-------------------|-------------|--------------|--------------|--------------|-------------|-------------|
| Branch                         | Yest.        | Today        | TD-YD        | Yest.          | Today        | TD-YD         | Today        | %             | Yest.             | Today       | TD-YD        | YD Pen.%     | TD Pen.%     | Yest.       | Today       |
| Chitradurga                    | 3.59         | 3.33         | -0.26        | 3.43%          | 7.11%        | 3.68%         | 5.80         | 57.46%        | 0.05              | 0.06        | 0.01         | 1.49%        | 1.79%        |             |             |
| Hiriyur                        | 2.62         | 3.14         | 0.51         | 4.77%          | -2.95%       | -7.72%        | 1.62         | 194.11%       |                   | 0.08        | 0.08         |              | 2.49%        | 1.28        | 0.11        |
| Hassan                         | 3.34         | 2.26         | -1.08        | 7.29%          | 2.84%        | -4.45%        | 2.48         | 91.17%        | 0.01              |             | -0.01        | 0.15%        |              |             |             |
| Challakere                     | 2.54         | 1.01         | -1.53        | 5.25%          | 5.69%        | 0.44%         | 1.82         | 55.38%        | 0.05              | 0.03        | -0.02        | 1.90%        | 2.76%        |             |             |
| Channarayapatna                | 2.75         | 0.81         | -1.94        | 6.85%          | 8.45%        | 1.60%         | 2.55         | 31.76%        |                   | 0.02        | 0.02         |              | 1.92%        |             |             |
| Shivamoga                      | 1.42         | 0.50         | -0.92        | -1.81%         | 5.63%        | 7.43%         | 2.57         | 19.45%        | 0.04              |             | -0.04        | 2.75%        |              | 0.17        |             |
| MBO                            | 19.01        | 14.92        | -4.09        | 5.28%          | 4.56%        | -0.72%        | 20.14        | 74.08%        | 0.15              | 0.27        | 0.11         | 0.80%        | 1.82%        | 1.45        | 0.12        |
| <b>Syed Mudabeer</b>           | <b>16.44</b> | <b>14.12</b> | <b>-2.32</b> | <b>2.81%</b>   | <b>3.33%</b> | <b>0.52%</b>  | <b>30.27</b> | <b>46.65%</b> | <b>0.10</b>       | <b>0.09</b> | <b>-0.01</b> | <b>0.63%</b> | <b>0.67%</b> | <b>0.34</b> | <b>0.37</b> |
| Kengeri                        | 4.04         | 2.52         | -1.52        | -3.09%         | 6.94%        | 10.03%        | 5.02         | 50.25%        | 0.03              | 0.07        | 0.03         | 0.85%        | 2.66%        |             |             |
| Frazer town                    | 1.88         | 2.19         | 0.30         | 5.03%          | 1.76%        | -3.28%        | 2.96         | 73.83%        |                   | 0.01        | 0.01         |              | 0.55%        | 0.01        |             |
| Nagarbhavi                     | 1.61         | 2.17         | 0.56         | -3.57%         | -4.09%       | -0.52%        | 2.62         | 82.81%        |                   |             | 0.00         |              |              |             |             |
| Raja Rajeshwary Nagar          | 0.45         | 1.91         | 1.46         | 7.76%          | 3.21%        | -4.55%        | 2.79         | 68.45%        |                   | 0.02        | 0.02         |              | 0.89%        |             | 0.37        |
| Mathikere                      | 1.85         | 1.24         | -0.62        | 8.18%          | 3.59%        | -4.59%        | 3.92         | 31.53%        |                   |             | 0.00         | 0.14%        |              |             |             |
| Hanumanth nagar                | 1.51         | 1.22         | -0.29        | 8.89%          | 6.99%        | -1.90%        | 2.20         | 55.36%        | 0.05              |             | -0.05        | 3.14%        |              |             |             |
| Banashankari                   | 1.83         | 1.00         | -0.83        | 2.26%          | 6.75%        | 4.49%         | 2.57         | 38.81%        |                   |             | 0.00         |              |              | 0.22        |             |
| Cox town                       | 0.27         | 0.77         | 0.50         | 3.07%          | 5.38%        | 2.31%         | 1.18         | 65.20%        |                   |             | 0.00         |              |              |             |             |
| Rajaji nagar                   | 1.94         | 0.64         | -1.29        | 5.75%          | 4.86%        | -0.88%        | 5.02         | 12.80%        | 0.02              |             | -0.02        | 1.04%        |              | 0.11        |             |
| Vijayanagar                    | 1.06         | 0.47         | -0.59        | 6.44%          | 3.10%        | -3.34%        | 1.99         | 23.56%        |                   |             | 0.00         |              |              |             |             |
| MBO                            | 16.44        | 14.12        | -2.32        | 2.81%          | 3.33%        | 0.52%         | 30.27        | 46.65%        | 0.10              | 0.09        | -0.01        | 0.63%        | 0.67%        | 0.34        | 0.37        |
| <b>Vijay Kumar A</b>           | <b>7.31</b>  | <b>9.57</b>  | <b>2.26</b>  | <b>-0.64%</b>  | <b>6.80%</b> | <b>7.44%</b>  | <b>16.38</b> | <b>58.44%</b> | <b>0.08</b>       | <b>0.46</b> | <b>0.37</b>  | <b>1.17%</b> | <b>5.01%</b> | <b>0.03</b> | <b>1.82</b> |
| Nagarbhavi Best LG shoppe      | 1.84         | 4.56         | 2.72         | 1.06%          | 4.17%        | 3.12%         | 2.74         | 166.43%       |                   | 0.02        | 0.02         |              | 0.44%        |             | 0.90        |
| Sahakarnagar Best LG Shoppe    |              | 1.95         | 1.95         |                | 9.92%        | 9.92%         | 2.70         | 72.30%        |                   | 0.29        | 0.29         |              | 17.17%       |             |             |
| Mysore - Kuvempunaqar LG       |              | 1.12         | 1.12         |                | 6.91%        | 6.91%         | 1.48         | 76.02%        |                   |             | 0.00         |              |              |             |             |
| Mathikere Best LG Shoppe       | 0.88         | 0.87         | 0.00         | 1.59%          | 5.20%        | 3.62%         | 1.61         | 54.24%        | 0.06              | 0.06        | 0.00         | 7.72%        | 7.90%        |             | 0.93        |
| Peenya Best LG Shoppe          | 1.24         | 0.54         | -0.70        | 1.27%          | 11.00%       | 9.73%         | 1.55         | 34.71%        |                   | 0.05        | 0.05         |              | 9.78%        | 0.03        |             |
| HRBR Best LG Shoppe            | 0.25         | 0.34         | 0.10         | -32.02%        | 16.28%       | 48.30%        | 2.87         | 12.00%        | 0.01              | 0.04        | 0.03         | 2.71%        | 12.79%       |             |             |
| Rammurthy Nagar Best LG Shoppe | 1.51         | 0.18         | -1.33        | 4.28%          | 16.05%       | 11.77%        | 1.90         | 9.38%         | 0.02              |             | -0.02        | 1.00%        |              |             |             |
| Banashankari Best LG Shoppe    | 1.59         |              | -1.59        | -5.14%         |              | 5.14%         | 1.53         | 0.00%         |                   |             | 0.00         |              |              |             |             |
| Shopee                         | 7.31         | 9.57         | 2.26         | -0.64%         | 6.80%        | 7.44%         | 16.38        | 58.44%        | 0.08              | 0.46        | 0.37         | 1.17%        | 5.01%        | 0.03        | 1.82        |
| <b>Chandrashekhar</b>          | <b>10.57</b> | <b>7.99</b>  | <b>-2.59</b> | <b>5.92%</b>   | <b>4.86%</b> | <b>-1.07%</b> | <b>20.47</b> | <b>39.01%</b> | <b>0.11</b>       | <b>0.09</b> | <b>-0.01</b> | <b>1.03%</b> | <b>1.19%</b> | <b>0.46</b> | <b>1.59</b> |
| Hessarghatta                   | 2.36         | 2.46         | 0.11         | 9.48%          | 5.55%        | -3.93%        | 3.41         | 72.34%        | 0.04              | 0.11        | 0.07         | 1.93%        | 4.67%        |             |             |
| Tumkur                         | 3.61         | 2.01         | -1.61        | 2.55%          | 3.89%        | 1.35%         | 6.12         | 32.77%        | 0.04              |             | -0.04        | 1.07%        |              |             |             |
| Nelamangala                    | 1.62         | 1.63         | 0.01         | 12.78%         | 5.62%        | -7.15%        | 5.26         | 31.09%        |                   |             | 0.00         |              |              | 0.43        |             |
| Madhugiri                      | 2.33         | 1.30         | -1.02        | 4.32%          | 2.94%        | -1.38%        | 2.15         | 60.52%        | 0.03              |             | -0.03        | 1.10%        |              | 0.03        | 1.59        |

| Manager / Group            | Sales  |        |       | Gross Profit % |         |         | Target |        | Extended Warranty |        |       |          |          | Open SO |       |
|----------------------------|--------|--------|-------|----------------|---------|---------|--------|--------|-------------------|--------|-------|----------|----------|---------|-------|
| Branch                     | Yest.  | Today  | TD-YD | Yest.          | Today   | TD-YD   | Today  | %      | Yest.             | Today  | TD-YD | YD Pen.% | TD Pen.% | Yest.   | Today |
| Peenya                     | 0.40   | 0.57   | 0.17  | -1.90%         | 8.34%   | 10.25%  | 2.31   | 24.76% |                   | (0.02) | -0.02 |          | -2.74%   |         |       |
| Tiptur                     | 0.25   | 0.01   | -0.24 | 4.33%          | -42.06% | -46.39% | 1.23   | 0.89%  |                   |        | 0.00  |          |          |         |       |
| MBO                        | 10.57  | 7.99   | -2.59 | 5.92%          | 4.86%   | -1.07%  | 20.47  | 39.01% | 0.11              | 0.09   | -0.01 | 1.03%    | 1.19%    | 0.46    | 1.59  |
| Aleem Pasha                | 11.08  | 6.73   | -4.35 | 1.58%          | 2.54%   | 0.97%   | 13.87  | 48.50% | 0.17              | 0.05   | -0.12 | 1.56%    | 0.74%    | 0.30    | 0.04  |
| Mysore-Vijaynagar          | 1.66   | 2.38   | 0.72  | 3.22%          | 0.76%   | -2.46%  | 2.60   | 91.63% |                   | 0.01   | 0.01  |          | 0.54%    | 0.06    | 0.04  |
| Mysore - Rajkumarroad      | 2.89   | 1.77   | -1.13 | 4.96%          | 2.40%   | -2.56%  | 2.60   | 68.02% | 0.04              | 0.02   | -0.03 | 1.58%    | 0.89%    |         |       |
| Mandya                     | 2.03   | 1.27   | -0.77 | -2.70%         | 3.57%   | 6.28%   | 2.38   | 53.08% | 0.05              | 0.01   | -0.04 | 2.74%    | 1.01%    | 0.24    |       |
| Ramanagara                 | 0.72   | 0.88   | 0.15  | -3.70%         | 4.84%   | 8.54%   | 2.70   | 32.36% | 0.02              | 0.01   | -0.01 | 2.59%    | 0.98%    |         |       |
| Mysore - Chamaraja Mohalla | 3.77   | 0.44   | -3.33 | 1.57%          | 5.23%   | 3.66%   | 3.59   | 12.28% | 0.05              |        | -0.05 | 1.44%    |          |         |       |
| MBO                        | 11.08  | 6.73   | -4.35 | 1.58%          | 2.54%   | 0.97%   | 13.87  | 48.50% | 0.17              | 0.05   | -0.12 | 1.56%    | 0.74%    | 0.30    | 0.04  |
| Others                     | (0.08) |        | 0.08  | 15.25%         |         | -15.25% |        | 0.00%  |                   |        | 0.00  |          |          |         |       |
| Branch Shortage            | (0.08) |        | 0.08  | 15.25%         |         | -15.25% |        | 0.00%  |                   |        | 0.00  |          |          |         |       |
| WHS                        | (0.08) |        | 0.08  | 15.25%         |         | -15.25% |        | 0.00%  |                   |        | 0.00  |          |          |         |       |
| Total                      | 109.85 | 101.61 | -8.24 | 3.65%          | 3.65%   | -0.02%  | 180.44 | 56.31% | 0.78              | 1.36   | 0.58  | 0.71%    | 1.35%    | 4.91    | 5.71  |

|                 | ALL Products |       |       |        |        |        |                |        |         | Discontinued Products |      |       |       |      |       |                |         |          |
|-----------------|--------------|-------|-------|--------|--------|--------|----------------|--------|---------|-----------------------|------|-------|-------|------|-------|----------------|---------|----------|
|                 | Sales Qty    |       |       | Sales  |        |        | Gross Profit % |        |         | Sales Qty             |      |       | Sales |      |       | Gross Profit % |         |          |
| Category        | Yest.        | Today | TD-YD | Yest.  | Today  | TD-YD  | Yest.          | Today  | TD-YD   | Yest.                 | Tod. | TD-YD | Yest. | Tod. | TD-YD | Yest.          | Today   | TD-YD    |
| Air conditioner | 13           | 8     | -5    | 3.80   | 2.58   | -1.21  | 1.71%          | -1.06% | -2.77%  | 1                     | 0    | -1    | 0.19  |      | -0.19 | -33.24%        |         | 33.24%   |
| FPD             | 85           | 49    | -36   | 34.72  | 19.58  | -15.13 | 0.85%          | -0.16% | -1.02%  | 8                     | 7    | -1    | 2.57  | 1.85 | -0.72 | -38.82%        | -42.24% | -3.42%   |
| IT              | 10           | 8     | -2    | 6.17   | 4.79   | -1.37  | 3.01%          | -8.42% | -11.43% | 0                     | 0    | 0     |       |      | 0.00  |                |         |          |
| Mobile          | 71           | 83    | 12    | 20.76  | 26.29  | 5.53   | 2.89%          | 2.46%  | -0.42%  | 0                     | 1    | 1     |       | 0.12 | 0.12  |                | -49.88% | -49.88%  |
| Refrigerator    | 59           | 81    | 22    | 14.98  | 21.44  | 6.47   | 6.75%          | 5.10%  | -1.65%  | 0                     | 2    | 2     |       | 0.42 | 0.42  |                | -39.83% | -39.83%  |
| Washing Machine | 76           | 75    | -1    | 18.99  | 18.06  | -0.93  | 6.10%          | 7.14%  | 1.04%   | 1                     | 0    | -1    | 0.13  |      | -0.13 | -47.81%        |         | 47.81%   |
| Z.Others        | 316          | 227   | -89   | 10.45  | 8.85   | -1.59  | 6.94%          | 12.91% | 5.98%   | 78                    | 10   | -68   | 0.55  | 0.05 | -0.50 | -69.08%        | 170.08% | -101.01% |
| Total           | 630          | 531   | -99   | 109.85 | 101.61 | -8.24  | 3.68%          | 3.65%  | -0.02%  | 88                    | 20   | -68   | 3.43  | 2.43 | -0.99 | -43.69%        | -44.68% | -0.99%   |