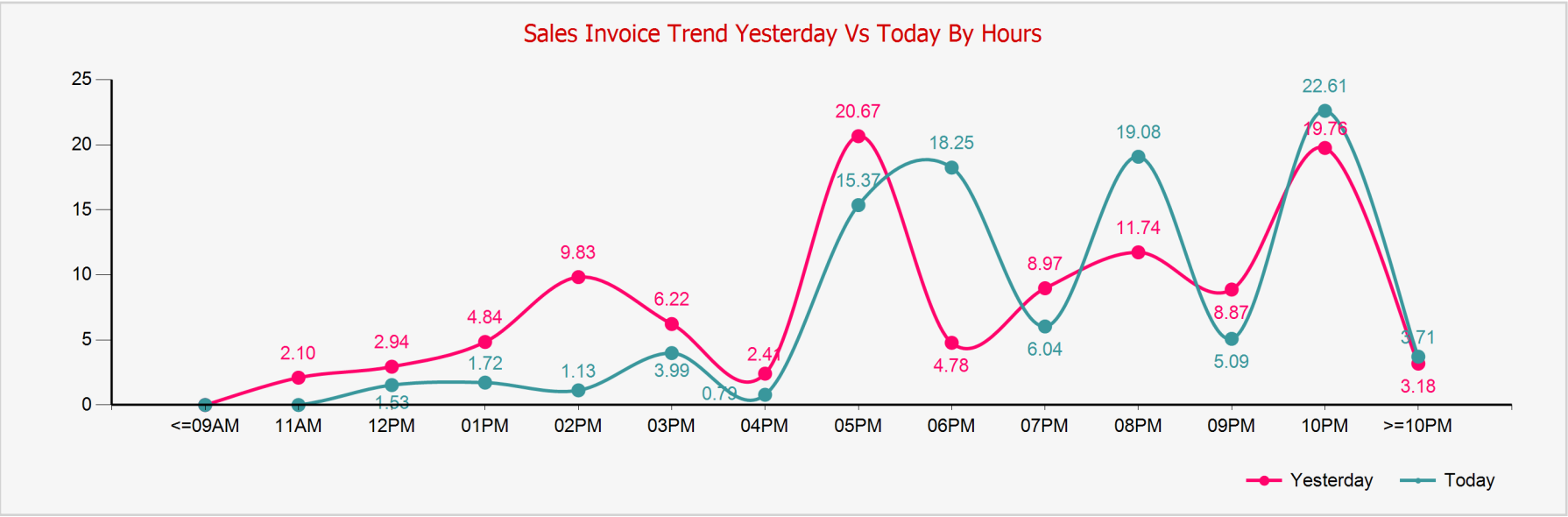


|                          |                  |                  |                         |                      |
|--------------------------|------------------|------------------|-------------------------|----------------------|
| Sales<br>99.31Lacs       | GP%<br>4.29%     | EW Pen%<br>0.99% | Target Ach. %<br>55.04% | Open SO<br>5.17 Lacs |
| Yest. Sales: 106.32 Lacs | Yest. GP%: 2.46% | Yest. EW%: 0.96% | TD Target: 180.44 Lacs  | Yest. OSO 0.43 Lacs  |



|                   | Sales |       |       | Gross Profit % |         |        | Target |         | Extended Warranty |       |       |          |          | Open SO |       |
|-------------------|-------|-------|-------|----------------|---------|--------|--------|---------|-------------------|-------|-------|----------|----------|---------|-------|
| City              | Yest. | Today | TD-YD | Yest.          | Today   | TD-YD  | Today  | %       | Yest.             | Today | TD-YD | YD Pen.% | TD Pen.% | Yest.   | Today |
| Bengaluru         | 59.29 | 62.27 | 2.98  | 1.70%          | 3.30%   | 1.60%  | 108.13 | 57.59%  | 0.58              | 0.63  | 0.05  | 0.99%    | 1.02%    | 0.28    | 4.30  |
| Bengaluru - Rural | 15.83 | 10.96 | -4.87 | 2.89%          | 4.82%   | 1.93%  | 17.79  | 61.58%  | 0.21              |       | -0.21 | 1.36%    |          | 0.13    | 0.36  |
| Mysuru            | 10.02 | 3.76  | -6.26 | 1.84%          | 4.74%   | 2.90%  | 10.26  | 36.68%  | 0.09              | 0.01  | -0.08 | 0.88%    | 0.24%    |         | 0.34  |
| Chikkaballapur    | 1.64  | 3.29  | 1.65  | 20.29%         | 15.91%  | -4.38% | 2.55   | 128.76% | 0.01              | 0.05  | 0.04  | 0.57%    | 1.49%    | 0.01    | 0.03  |
| Shivamogga        | 3.09  | 3.19  | 0.10  | 3.91%          | 3.76%   | -0.15% | 2.57   | 124.13% | 0.01              | 0.02  | 0.01  | 0.19%    | 0.63%    |         |       |
| Hassan            | 0.44  | 2.92  | 2.49  | 1.00%          | 4.44%   | 3.44%  | 2.48   | 117.68% |                   | 0.05  | 0.05  |          | 1.74%    |         |       |
| Chitradurga       | 3.12  | 2.71  | -0.41 | -0.94%         | 8.55%   | 9.49%  | 5.80   | 46.71%  | 0.03              | 0.03  | 0.00  | 0.85%    | 1.11%    |         |       |
| Kadur             | 2.95  | 1.59  | -1.36 | 5.37%          | 6.61%   | 1.24%  | 3.30   | 48.33%  | 0.02              | 0.02  | 0.00  | 0.54%    | 1.19%    |         | 0.14  |
| Tumkur            | 1.08  | 1.38  | 0.30  | 5.82%          | 0.88%   | -4.94% | 6.12   | 22.53%  | 0.02              |       | -0.02 | 2.04%    |          |         |       |
| Channarayapatna   | 0.63  | 1.34  | 0.71  | 7.88%          | 1.01%   | -6.87% | 2.55   | 52.43%  |                   | 0.01  | 0.01  |          | 1.02%    |         |       |
| Chalkere          | 0.35  | 1.21  | 0.86  | 17.61%         | 8.08%   | -9.53% | 1.82   | 66.46%  | 0.04              | 0.05  | 0.01  | 11.67%   | 4.25%    |         |       |
| Mulbagal          | 0.69  | 1.10  | 0.41  | 3.36%          | 6.13%   | 2.77%  | 3.00   | 36.80%  | 0.02              | 0.07  | 0.05  | 2.37%    | 6.33%    |         |       |
| Ramanagara        | 1.57  | 1.02  | -0.55 | 3.29%          | 9.85%   | 6.56%  | 2.70   | 37.71%  |                   |       | 0.00  |          |          |         |       |
| Kolar             | 2.46  | 0.97  | -1.49 | 2.22%          | 4.28%   | 2.05%  | 3.97   | 24.50%  |                   |       | 0.00  |          |          |         |       |
| Mandya            | 1.25  | 0.84  | -0.41 | 4.35%          | 6.65%   | 2.30%  | 2.38   | 35.19%  |                   |       | 0.00  |          |          |         |       |
| Tumakuru          | 0.46  | 0.61  | 0.15  | 2.46%          | 7.83%   | 5.37%  | 2.15   | 28.41%  |                   |       | 0.00  |          |          |         |       |
| Tiptur            | 0.67  | 0.28  | -0.38 | -7.39%         | -13.88% | -6.49% | 1.23   | 23.04%  |                   | 0.04  | 0.04  |          | 15.51%   |         |       |

|         |        |        |       |       |       |        |        |        |      |      |       |       |       |      |      |
|---------|--------|--------|-------|-------|-------|--------|--------|--------|------|------|-------|-------|-------|------|------|
| Hiriyur | 0.79   | (0.14) | -0.93 | 7.59% | 6.44% | -1.15% | 1.62   | -8.73% |      |      | 0.00  |       |       |      |      |
| Total   | 106.32 | 99.31  | -7.01 | 2.46% | 4.29% | 1.83%  | 180.44 | 55.04% | 1.01 | 0.97 | -0.04 | 0.96% | 0.99% | 0.43 | 5.17 |

|        | 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    | 99.19  | 91.02 | -8.17 | 2.61%          | 4.23% | 1.62% | 164.06 | 55.48% | 0.79              | 0.75  | -0.04 | 0.80%    | 0.83%    | 0.43    | 4.88  |
| Shopee | 5.96   | 8.29  | 2.32  | 1.44%          | 4.95% | 3.51% | 16.38  | 50.61% | 0.22              | 0.23  | 0.00  | 3.85%    | 2.79%    |         | 0.29  |
| WHS    | 1.16   |       | -1.16 | -4.96%         |       | 4.96% |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| Total  | 106.32 | 99.31 | -7.01 | 2.46%          | 4.29% | 1.83% | 180.44 | 55.04% | 1.01              | 0.97  | -0.04 | 0.96%    | 0.99%    | 0.43    | 5.17  |

| 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 |
| Manoj N         | 25.06 | 29.35 | 4.29  | 3.96%          | 4.17% | 0.21%  | 45.08  | 65.10%  | 0.14              | 0.15  | 0.01  | 0.57%    | 0.53%    | 0.17    | 1.70  |
| KR Puram        | 6.09  | 7.22  | 1.13  | 3.84%          | 4.36% | 0.52%  | 12.04  | 59.92%  | 0.03              | 0.01  | -0.02 | 0.47%    | 0.18%    | 0.17    | 0.39  |
| Hoskote         | 6.11  | 5.86  | -0.25 | 3.75%          | 4.57% | 0.82%  | 6.06   | 96.65%  | 0.02              |       | -0.02 | 0.25%    |          |         | 0.36  |
| Bommanahalli    | 2.22  | 5.67  | 3.45  | 2.44%          | 4.24% | 1.80%  | 4.47   | 126.72% |                   |       | 0.00  |          |          |         | 0.14  |
| Hebbagodi       | 2.35  | 4.49  | 2.14  | 6.75%          | 2.91% | -3.84% | 3.74   | 120.09% | 0.04              |       | -0.04 | 1.60%    |          |         | 0.72  |
| Hegnahalli      | 0.48  | 1.63  | 1.15  | -3.19%         | 4.81% | 8.00%  | 2.92   | 55.84%  |                   | 0.06  | 0.06  |          | 3.50%    |         |       |
| Hongasandara    | 2.46  | 1.38  | -1.07 | 4.73%          | 2.63% | -2.10% | 3.30   | 41.83%  | 0.03              |       | -0.03 | 1.20%    |          |         |       |
| Mulbagal        | 0.69  | 1.10  | 0.41  | 3.36%          | 6.13% | 2.77%  | 3.00   | 36.80%  | 0.02              | 0.07  | 0.05  | 2.37%    | 6.33%    |         |       |
| Kolar           | 2.46  | 0.97  | -1.49 | 2.22%          | 4.28% | 2.05%  | 3.97   | 24.50%  |                   |       | 0.00  |          |          |         |       |
| Sunkadakatte    | 1.15  | 0.50  | -0.65 | 8.00%          | 5.32% | -2.68% | 1.88   | 26.82%  | 0.02              | 0.02  | 0.00  | 1.49%    | 4.14%    |         |       |
| Marathahalli    | 0.72  | 0.50  | -0.22 | 6.40%          | 3.60% | -2.81% | 2.31   | 21.50%  |                   |       | 0.00  |          |          |         |       |
| HSR Layout      | 0.34  | 0.03  | -0.31 | 0.11%          | 9.78% | 9.66%  | 1.39   | 2.01%   |                   |       | 0.00  |          |          |         | 0.08  |
| MBO             | 25.06 | 29.35 | 4.29  | 3.96%          | 4.17% | 0.21%  | 45.08  | 65.10%  | 0.14              | 0.15  | 0.01  | 0.57%    | 0.53%    | 0.17    | 1.70  |

|                       |       |       |       |         |         |         |       |         |      |      |       |       |       |      |      |
|-----------------------|-------|-------|-------|---------|---------|---------|-------|---------|------|------|-------|-------|-------|------|------|
| Syed Mudabeer         | 20.61 | 23.67 | 3.06  | 0.37%   | 1.97%   | 1.59%   | 30.27 | 78.20%  | 0.20 | 0.17 | -0.03 | 0.96% | 0.70% | 0.12 | 1.66 |
| Rajaji nagar          | 4.81  | 3.87  | -0.94 | -4.00%  | 2.79%   | 6.80%   | 5.02  | 77.00%  |      |      | 0.00  |       |       |      | 0.51 |
| Nagarbhavi            | 0.72  | 3.44  | 2.71  | -0.57%  | 0.80%   | 1.37%   | 2.62  | 131.20% |      | 0.09 | 0.09  |       | 2.58% |      |      |
| Raja Rajeshwary Nagar | 3.36  | 3.34  | -0.01 | 4.73%   | 1.85%   | -2.89%  | 2.79  | 119.54% | 0.14 | 0.04 | -0.10 | 4.50% | 1.34% |      | 0.41 |
| Frazer town           | 0.56  | 3.10  | 2.54  | -14.48% | 7.60%   | 22.08%  | 2.96  | 104.73% | 0.01 |      | -0.01 | 2.32% |       |      |      |
| Hanumanth nagar       | 1.70  | 2.57  | 0.87  | 3.63%   | 4.16%   | 0.53%   | 2.20  | 116.62% |      | 0.02 | 0.02  |       | 0.83% |      |      |
| Banashankari          | 1.56  | 2.36  | 0.80  | -0.69%  | -7.09%  | -6.40%  | 2.57  | 91.89%  |      | 0.01 | 0.01  |       | 0.58% |      | 0.74 |
| Kengeri               | 1.33  | 2.22  | 0.89  | -6.77%  | 1.73%   | 8.50%   | 5.02  | 44.21%  |      |      | 0.00  |       |       | 0.12 |      |
| Cox town              | 1.40  | 1.47  | 0.07  | 5.05%   | 1.27%   | -3.78%  | 1.18  | 125.36% |      |      | 0.00  |       |       |      |      |
| Mathikere             | 4.15  | 1.29  | -2.86 | 2.75%   | 2.92%   | 0.17%   | 3.92  | 32.95%  | 0.04 |      | -0.04 | 0.93% |       |      |      |
| Vijayanagar           | 1.01  | 0.01  | -1.00 | 4.93%   | -15.72% | -20.65% | 1.99  | 0.68%   |      |      | 0.00  |       |       |      |      |
| MBO                   | 20.61 | 23.67 | 3.06  | 0.37%   | 1.97%   | 1.59%   | 30.27 | 78.20%  | 0.20 | 0.17 | -0.03 | 0.96% | 0.70% | 0.12 | 1.66 |

|             |       |       |       |       |       |       |       |        |      |      |       |       |       |      |      |
|-------------|-------|-------|-------|-------|-------|-------|-------|--------|------|------|-------|-------|-------|------|------|
| Syed Kabeer | 23.16 | 14.24 | -8.92 | 2.34% | 6.37% | 4.03% | 34.22 | 41.59% | 0.22 | 0.18 | -0.05 | 0.98% | 1.26% | 0.01 | 0.63 |
|-------------|-------|-------|-------|-------|-------|-------|-------|--------|------|------|-------|-------|-------|------|------|

| 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 |
| Chikkaballapur                 | 1.64  | 3.29   | 1.65  | 20.29%         | 15.91%  | -4.38%    | 2.55   | 128.76% | 0.01              | 0.05  | 0.04  | 0.57%    | 1.49%    | 0.01    | 0.03  |
| Sahakar Nagar                  | 2.65  | 2.97   | 0.32  | -0.01%         | 3.36%   | 3.37%     | 3.80   | 77.98%  |                   | 0.09  | 0.09  |          | 3.15%    |         | 0.29  |
| Devenahalli                    | 5.09  | 2.40   | -2.69 | 1.48%          | 4.82%   | 3.34%     | 6.48   | 37.05%  | 0.16              |       | -0.16 | 3.34%    |          |         |       |
| RT Nagar                       | 3.90  | 1.60   | -2.31 | 2.45%          | 3.92%   | 1.47%     | 4.65   | 34.37%  | 0.02              | 0.03  | 0.01  | 0.54%    | 1.68%    |         |       |
| HRBR Layout                    | 2.68  | 1.17   | -1.51 | 1.69%          | 2.02%   | 0.34%     | 3.44   | 33.95%  | 0.02              |       | -0.02 | 0.75%    |          |         | 0.12  |
| Yelahanka                      | 2.10  | 1.01   | -1.09 | 0.38%          | 5.57%   | 5.19%     | 5.28   | 19.15%  |                   | 0.01  | 0.01  |          | 1.14%    |         |       |
| Sanjaynagar                    | 1.45  | 0.72   | -0.73 | 1.08%          | -0.61%  | -1.69%    | 1.75   | 41.11%  |                   |       | 0.00  |          |          |         |       |
| Doddaballapura                 | 0.84  | 0.56   | -0.27 | 4.12%          | 9.32%   | 5.20%     | 3.44   | 16.40%  |                   |       | 0.00  |          |          |         |       |
| Kothnur                        | 2.81  | 0.52   | -2.29 | -2.36%         | -4.51%  | -2.16%    | 2.82   | 18.35%  | 0.01              |       | -0.01 | 0.33%    |          |         | 0.19  |
| MBO                            | 23.16 | 14.24  | -8.92 | 2.34%          | 6.37%   | 4.03%     | 34.22  | 41.59%  | 0.22              | 0.18  | -0.05 | 0.98%    | 1.26%    | 0.01    | 0.63  |
| Mohammed Naveed                | 11.36 | 12.82  | 1.46  | 3.74%          | 5.37%   | 1.63%     | 20.14  | 63.66%  | 0.08              | 0.18  | 0.10  | 0.75%    | 1.44%    |         | 0.14  |
| Shivamoga                      | 3.09  | 3.19   | 0.10  | 3.91%          | 3.76%   | -0.15%    | 2.57   | 124.13% | 0.01              | 0.02  | 0.01  | 0.19%    | 0.63%    |         |       |
| Hassan                         | 0.44  | 2.92   | 2.49  | 1.00%          | 4.44%   | 3.44%     | 2.48   | 117.68% |                   | 0.05  | 0.05  |          | 1.74%    |         |       |
| Chitradurga                    | 3.12  | 2.71   | -0.41 | -0.94%         | 8.55%   | 9.49%     | 5.80   | 46.71%  | 0.03              | 0.03  | 0.00  | 0.85%    | 1.11%    |         |       |
| Kadur                          | 2.95  | 1.59   | -1.36 | 5.37%          | 6.61%   | 1.24%     | 3.30   | 48.33%  | 0.02              | 0.02  | 0.00  | 0.54%    | 1.19%    |         | 0.14  |
| Channarayapatna                | 0.63  | 1.34   | 0.71  | 7.88%          | 1.01%   | -6.87%    | 2.55   | 52.43%  |                   | 0.01  | 0.01  |          | 1.02%    |         |       |
| Challakere                     | 0.35  | 1.21   | 0.86  | 17.61%         | 8.08%   | -9.53%    | 1.82   | 66.46%  | 0.04              | 0.05  | 0.01  | 11.67%   | 4.25%    |         |       |
| Hiriyur                        | 0.79  | (0.14) | -0.93 | 7.59%          | 6.44%   | -1.15%    | 1.62   | -8.73%  |                   |       | 0.00  |          |          |         |       |
| MBO                            | 11.36 | 12.82  | 1.46  | 3.74%          | 5.37%   | 1.63%     | 20.14  | 63.66%  | 0.08              | 0.18  | 0.10  | 0.75%    | 1.44%    |         | 0.14  |
| Vijay Kumar A                  | 5.96  | 8.29   | 2.32  | 1.44%          | 4.95%   | 3.51%     | 16.38  | 50.61%  | 0.22              | 0.23  | 0.00  | 3.85%    | 2.79%    |         | 0.29  |
| Nagarbhavi Best LG shoppe      | 0.12  | 2.43   | 2.32  | -8.23%         | 5.95%   | 14.18%    | 2.74   | 88.75%  | 0.01              | 0.06  | 0.05  | 6.38%    | 2.36%    |         | 0.29  |
| Peenya Best LG Shoppe          | 0.14  | 2.40   | 2.27  | 2.71%          | 5.29%   | 2.58%     | 1.55   | 154.81% |                   | 0.06  | 0.06  |          | 2.34%    |         |       |
| Rammurthy Nagar Best LG Shoppe | 0.98  | 1.29   | 0.31  | -1.88%         | 6.61%   | 8.49%     | 1.90   | 67.75%  |                   | 0.02  | 0.02  |          | 1.18%    |         |       |
| Mathikere Best LG Shoppe       | 1.59  | 0.81   | -0.77 | 4.91%          | 3.83%   | -1.08%    | 1.61   | 50.51%  | 0.11              | 0.09  | -0.02 | 7.24%    | 12.42%   |         |       |
| Mysore - Kuvempunagar LG       |       | 0.71   | 0.71  | 3309.33 %      | 3.48%   | 3312.81 % | 1.48   | 48.10%  |                   | 0.01  | 0.01  |          | 1.28%    |         |       |
| Banashankari Best LG Shoppe    | 0.86  | 0.24   | -0.62 | 1.26%          | 5.17%   | 3.92%     | 1.53   | 15.49%  | 0.04              |       | -0.04 | 4.38%    |          |         |       |
| Sahakarnagar Best LG Shoppe    | 0.61  | 0.23   | -0.38 | 5.21%          | 1.70%   | -3.51%    | 2.70   | 8.48%   | 0.04              |       | -0.04 | 6.25%    |          |         |       |
| HRBR Best LG Shoppe            | 1.68  | 0.18   | -1.50 | -0.61%         | -10.55% | -9.94%    | 2.87   | 6.21%   | 0.04              |       | -0.04 | 2.13%    |          |         |       |
| Shopee                         | 5.96  | 8.29   | 2.32  | 1.44%          | 4.95%   | 3.51%     | 16.38  | 50.61%  | 0.22              | 0.23  | 0.00  | 3.85%    | 2.79%    |         | 0.29  |
| Chandrashekhar                 | 6.17  | 6.03   | -0.14 | 4.25%          | 4.21%   | -0.05%    | 20.47  | 29.45%  | 0.05              | 0.07  | 0.01  | 0.89%    | 1.16%    | 0.13    | 0.42  |
| Nelamangala                    | 3.17  | 2.70   | -0.47 | 4.87%          | 5.37%   | 0.50%     | 5.26   | 51.37%  | 0.03              |       | -0.03 | 1.04%    |          | 0.13    |       |
| Tumkur                         | 1.08  | 1.38   | 0.30  | 5.82%          | 0.88%   | -4.94%    | 6.12   | 22.53%  | 0.02              |       | -0.02 | 2.04%    |          |         |       |
| Peenya                         | 0.02  | 0.63   | 0.61  | 6.13%          | 8.50%   | 2.38%     | 2.31   | 27.15%  |                   | 0.03  | 0.03  |          | 4.76%    |         | 0.42  |

| 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 |
| Madhugiri                  | 0.46   | 0.61  | 0.15  | 2.46%          | 7.83%   | 5.37%   | 2.15   | 28.41% |                   |       | 0.00  |          |          |         |       |
| Hessarghatta               | 0.77   | 0.43  | -0.34 | 10.66%         | 8.10%   | -2.55%  | 3.41   | 12.59% |                   |       | 0.00  |          | 0.59%    |         |       |
| Tiptur                     | 0.67   | 0.28  | -0.38 | -7.39%         | -13.88% | -6.49%  | 1.23   | 23.04% |                   | 0.04  | 0.04  |          | 15.51%   |         |       |
| MBO                        | 6.17   | 6.03  | -0.14 | 4.25%          | 4.21%   | -0.05%  | 20.47  | 29.45% | 0.05              | 0.07  | 0.01  | 0.89%    | 1.16%    | 0.13    | 0.42  |
| Aleem Pasha                | 12.84  | 4.91  | -7.93 | 2.26%          | 6.31%   | 4.05%   | 13.87  | 35.41% | 0.09              |       | -0.09 | 0.68%    |          |         | 0.34  |
| Mysore-Vijaynagar          | 1.47   | 1.98  | 0.51  | -12.03%        | 4.16%   | 16.19%  | 2.60   | 76.25% | 0.09              |       | -0.09 | 6.31%    |          |         |       |
| Ramanagara                 | 1.57   | 1.02  | -0.55 | 3.29%          | 9.85%   | 6.56%   | 2.70   | 37.71% |                   |       | 0.00  |          |          |         |       |
| Mysore - Chamaraja Mohalla | 8.04   | 0.90  | -7.13 | 4.25%          | 6.94%   | 2.69%   | 3.59   | 25.13% |                   |       | 0.00  |          |          |         |       |
| Mandya                     | 1.25   | 0.84  | -0.41 | 4.35%          | 6.65%   | 2.30%   | 2.38   | 35.19% |                   |       | 0.00  |          |          |         |       |
| Mysore - Rajkumarroad      | 0.51   | 0.17  | -0.34 | 3.83%          | 5.01%   | 1.19%   | 2.60   | 6.59%  |                   |       | 0.00  |          |          |         | 0.34  |
| MBO                        | 12.84  | 4.91  | -7.93 | 2.26%          | 6.31%   | 4.05%   | 13.87  | 35.41% | 0.09              |       | -0.09 | 0.68%    |          |         | 0.34  |
| Others                     | 1.16   |       | -1.16 | -4.96%         |         | 4.96%   |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| Defective In Warehouse     | 1.46   |       | -1.46 | -0.09%         |         | 0.09%   |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| Branch Shortage            | (0.30) |       | 0.30  | 18.93%         |         | -18.93% |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| WHS                        | 1.16   |       | -1.16 | -4.96%         |         | 4.96%   |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| Total                      | 106.32 | 99.31 | -7.01 | 4.29%          | 4.29%   | 1.83%   | 180.44 | 55.04% | 1.01              | 0.97  | -0.04 | 0.96%    | 0.99%    | 0.43    | 5.17  |

|                 | 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 | 14           | 11    | -3    | 2.68   | 2.56  | -0.13  | 1.11%          | -2.56% | -3.66% | 8                     | 0    | -8    | 0.87  |      | -0.87 | 0.44%          |         | -0.44% |
| FPD             | 50           | 53    | 3     | 16.97  | 21.03 | 4.06   | -1.81%         | 2.82%  | 4.63%  | 8                     | 4    | -4    | 2.17  | 0.60 | -1.56 | -28.89%        | -27.22% | 1.67%  |
| IT              | 5            | 7     | 2     | 2.96   | 4.28  | 1.31   | 3.49%          | 2.85%  | -0.63% | 0                     | 0    | 0     |       |      | 0.00  |                |         |        |
| Mobile          | 74           | 75    | 1     | 46.60  | 30.33 | -16.27 | 2.42%          | 2.40%  | -0.03% | 3                     | 1    | -2    | 1.05  | 0.16 | -0.89 | -44.89%        | -23.15% | 21.74% |
| Refrigerator    | 53           | 67    | 14    | 15.65  | 18.90 | 3.24   | 4.20%          | 6.12%  | 1.92%  | 1                     | 0    | -1    | 0.25  |      | -0.25 | -14.99%        |         | 14.99% |
| Washing Machine | 52           | 54    | 2     | 11.85  | 13.74 | 1.89   | 6.19%          | 7.78%  | 1.59%  | 1                     | 0    | -1    | 0.34  |      | -0.34 | -47.73%        |         | 47.73% |
| Z.Others        | 327          | 208   | -119  | 9.60   | 8.48  | -1.12  | 2.82%          | 7.75%  | 4.93%  | 54                    | 27   | -27   | 0.88  | 0.58 | -0.30 | -46.39%        | -42.32% | 4.08%  |
| Total           | 575          | 475   | -100  | 106.32 | 99.31 | -7.01  | 2.46%          | 4.29%  | 1.83%  | 75                    | 32   | -43   | 5.56  | 1.34 | -4.22 | -30.58%        | -33.25% | -2.67% |