

Sales  
**101.64** Lacs

GP%  
**3.73%**

EW Pen%  
**0.65%**

Target Ach. %  
**56.33%**

Open SO  
**23.58** Lacs

Yest. Sales: 100.39 Lacs

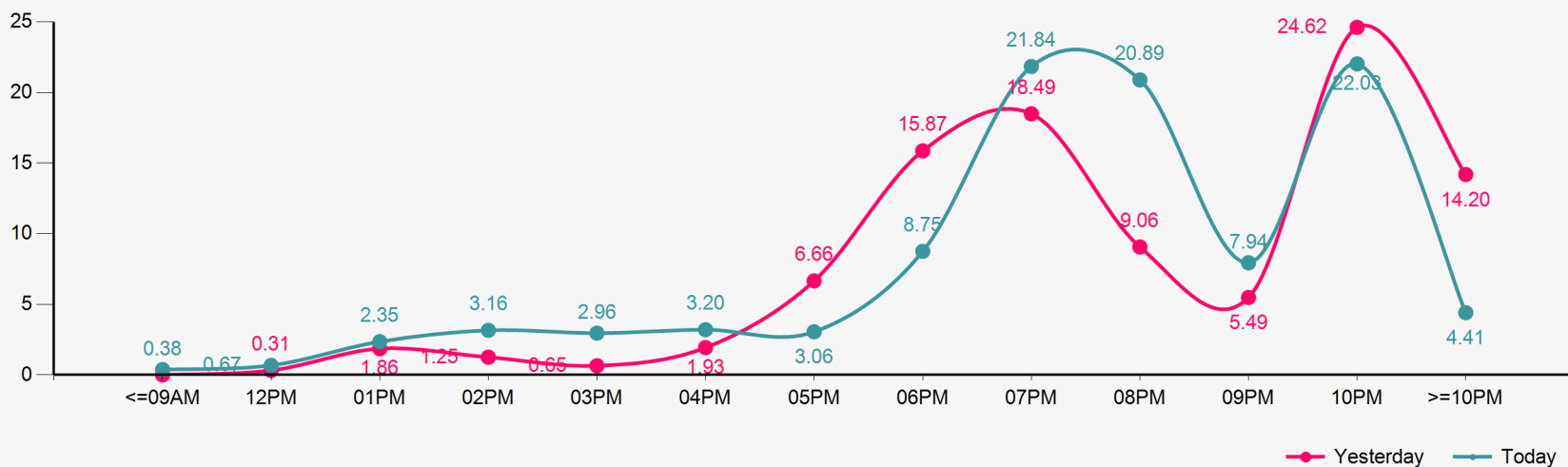
Yest. GP%: 4.23%

Yest. EW%: 1.00%

TD Target: **180.44** Lacs

Yest. OSO 5.19 Lacs

Sales Invoice Trend Yesterday Vs Today By Hours



|                   | 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         | 63.95 | 64.17 | 0.22  | 3.67%          | 3.46%  | -0.21% | 108.13 | 59.34%  | 0.87              | 0.49  | -0.38 | 1.38%    | 0.78%    | 4.57    | 20.58 |
| Bengaluru - Rural | 9.63  | 9.46  | -0.17 | 4.43%          | 4.10%  | -0.33% | 17.79  | 53.15%  |                   | 0.01  | 0.01  |          | 0.10%    |         |       |
| Mysuru            | 7.90  | 6.27  | -1.63 | 4.52%          | 1.38%  | -3.13% | 10.26  | 61.10%  | 0.03              | 0.08  | 0.04  | 0.44%    | 1.25%    |         |       |
| Chitradurga       | 2.24  | 4.31  | 2.07  | 9.08%          | 8.12%  | -0.96% | 5.80   | 74.36%  | 0.03              | 0.04  | 0.01  | 1.26%    | 0.83%    |         |       |
| Chikkaballapur    | 1.78  | 3.67  | 1.89  | 16.29%         | 13.93% | -2.36% | 2.55   | 143.63% | 0.01              |       | -0.01 | 0.72%    |          | 0.01    | 0.01  |
| Tumkur            | 3.40  | 3.45  | 0.06  | 2.30%          | -0.73% | -3.03% | 6.12   | 56.39%  | 0.02              |       | -0.02 | 0.59%    |          |         | 0.54  |
| Channarayapatna   | 1.16  | 2.15  | 0.99  | 8.89%          | 1.90%  | -6.98% | 2.55   | 84.13%  | 0.01              |       | -0.01 | 0.62%    |          | 0.13    |       |
| Hassan            | 0.71  | 1.69  | 0.99  | 3.33%          | -2.08% | -5.41% | 2.48   | 68.15%  |                   |       | 0.00  |          |          |         | 0.51  |
| Mulbagal          | 1.37  | 1.51  | 0.13  | 2.27%          | 4.80%  | 2.52%  | 3.00   | 50.21%  |                   | 0.04  | 0.04  |          | 2.69%    | 0.47    | 0.39  |
| Shivamogga        | 1.69  | 1.40  | -0.29 | 5.10%          | 3.72%  | -1.39% | 2.57   | 54.44%  | 0.02              |       | -0.02 | 1.01%    |          |         | 0.35  |
| Kolar             | 0.53  | 1.38  | 0.85  | 1.90%          | 4.10%  | 2.20%  | 3.97   | 34.71%  |                   |       | 0.00  |          |          |         |       |
| Mandya            | 1.09  | 1.02  | -0.08 | 4.01%          | 3.38%  | -0.64% | 2.38   | 42.59%  |                   |       | 0.00  |          |          |         |       |
| Tumakuru          | 1.14  | 0.46  | -0.68 | 5.97%          | 1.60%  | -4.37% | 2.15   | 21.41%  |                   |       | 0.00  |          |          |         |       |
| Tiptur            | 0.16  | 0.43  | 0.27  | 8.25%          | 3.03%  | -5.22% | 1.23   | 34.51%  |                   |       | 0.00  |          |          |         |       |
| Kadur             | 0.48  | 0.14  | -0.34 | 2.77%          | 8.63%  | 5.86%  | 3.30   | 4.37%   |                   |       | 0.00  |          |          |         |       |
| Hiriyur           | 1.52  | 0.14  | -1.37 | 2.40%          | 5.25%  | 2.85%  | 1.62   | 8.83%   |                   |       | 0.00  |          |          |         |       |
| Ramanagara        | 1.04  | 0.08  | -0.95 | 7.70%          | 2.69%  | -5.02% | 2.70   | 3.13%   |                   |       | 0.00  |          |          | 0.01    | 1.20  |

|          |        |        |       |       |        |        |        |        |      |      |       |       |       |      |       |
|----------|--------|--------|-------|-------|--------|--------|--------|--------|------|------|-------|-------|-------|------|-------|
| Chalkere | 0.63   | (0.07) | -0.70 | 5.71% | -0.15% | -5.87% | 1.82   | -4.00% |      |      | 0.00  |       |       |      |       |
| Total    | 100.39 | 101.64 | 1.25  | 4.23% | 3.73%  | -0.50% | 180.44 | 56.33% | 0.99 | 0.66 | -0.34 | 1.00% | 0.65% | 5.19 | 23.58 |

|        | 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    | 88.96  | 89.31  | 0.34  | 3.84%          | 3.60% | -0.24% | 164.06 | 54.44% | 0.77              | 0.45  | -0.32 | 0.88%    | 0.51%    | 4.81    | 18.66 |
| Shopee | 11.14  | 11.99  | 0.85  | 7.44%          | 4.79% | -2.65% | 16.38  | 73.24% | 0.22              | 0.21  | -0.01 | 2.01%    | 1.75%    | 0.38    | 4.92  |
| Other  | 0.29   | 0.34   | 0.06  | 2.67%          | 2.36% | -0.30% |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| Total  | 100.39 | 101.64 | 1.25  | 4.23%          | 3.73% | -0.50% | 180.44 | 56.33% | 0.99              | 0.66  | -0.34 | 1.00%    | 0.65%    | 5.19    | 23.58 |

| 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         | 24.27 | 24.21 | -0.06 | 2.80%          | 3.47%   | 0.67%   | 45.08  | 53.70% | 0.52              | 0.19  | -0.33 | 2.17%    | 0.79%    | 2.28    | 10.41 |
| KR Puram        | 11.78 | 10.35 | -1.43 | 5.20%          | 3.60%   | -1.61%  | 12.04  | 85.95% | 0.35              | 0.14  | -0.21 | 3.11%    | 1.39%    | 1.48    | 8.72  |
| Bommanahalli    | 2.08  | 3.15  | 1.07  | 4.17%          | 4.93%   | 0.76%   | 4.47   | 70.44% | 0.06              |       | -0.06 | 3.08%    |          |         | 0.75  |
| Hoskote         | 1.94  | 2.71  | 0.77  | 4.56%          | 6.80%   | 2.24%   | 6.06   | 44.76% |                   | 0.01  | 0.01  |          | 0.33%    |         |       |
| Hongasandara    | 1.97  | 1.58  | -0.39 | -2.76%         | 1.99%   | 4.75%   | 3.30   | 47.96% | 0.02              |       | -0.02 | 1.13%    |          |         |       |
| Mulbagal        | 1.37  | 1.51  | 0.13  | 2.27%          | 4.80%   | 2.52%   | 3.00   | 50.21% |                   | 0.04  | 0.04  |          | 2.69%    | 0.47    | 0.39  |
| Kolar           | 0.53  | 1.38  | 0.85  | 1.90%          | 4.10%   | 2.20%   | 3.97   | 34.71% |                   |       | 0.00  |          |          |         |       |
| Hebbagodi       | 2.55  | 1.08  | -1.48 | -7.30%         | 6.65%   | 13.95%  | 3.74   | 28.84% | 0.06              |       | -0.06 | 2.38%    |          |         | 0.54  |
| Sunkadakatte    | 0.97  | 1.05  | 0.08  | 5.76%          | 3.42%   | -2.34%  | 1.88   | 55.92% |                   |       | 0.00  |          |          |         |       |
| Hegnahalli      | 0.74  | 0.89  | 0.15  | 4.35%          | 6.16%   | 1.81%   | 2.92   | 30.55% | 0.02              |       | -0.02 | 2.35%    |          | 0.34    |       |
| HSR Layout      |       | 0.34  | 0.34  |                | -58.18% | -58.18% | 1.39   | 24.36% |                   |       | 0.00  |          |          |         |       |
| Marathahalli    | 0.32  | 0.17  | -0.15 | 0.61%          | 1.61%   | 1.00%   | 2.31   | 7.25%  |                   |       | 0.00  |          |          |         |       |
| MBO             | 24.27 | 24.21 | -0.06 | 2.80%          | 3.47%   | 0.67%   | 45.08  | 53.70% | 0.52              | 0.19  | -0.33 | 2.17%    | 0.79%    | 2.28    | 10.41 |

|                |       |       |       |        |        |        |       |         |      |      |       |       |       |      |      |
|----------------|-------|-------|-------|--------|--------|--------|-------|---------|------|------|-------|-------|-------|------|------|
| Syed Kabeer    | 19.28 | 24.10 | 4.82  | 3.52%  | 4.67%  | 1.15%  | 34.22 | 70.43%  | 0.07 | 0.08 | 0.00  | 0.38% | 0.32% | 1.86 | 3.21 |
| Yelahanka      | 4.29  | 4.31  | 0.02  | -0.21% | 4.91%  | 5.12%  | 5.28  | 81.68%  |      | 0.04 | 0.04  |       | 1.02% | 0.89 | 1.06 |
| Sahakar Nagar  | 2.28  | 4.08  | 1.80  | -4.29% | 2.91%  | 7.20%  | 3.80  | 107.23% |      |      | 0.00  |       |       |      | 0.22 |
| Devenahalli    | 5.38  | 3.81  | -1.57 | 4.23%  | 1.58%  | -2.65% | 6.48  | 58.77%  |      |      | 0.00  |       |       |      |      |
| Chikkaballapur | 1.78  | 3.67  | 1.89  | 16.29% | 13.93% | -2.36% | 2.55  | 143.63% | 0.01 |      | -0.01 | 0.72% |       | 0.01 | 0.01 |
| RT Nagar       | 1.22  | 3.18  | 1.96  | 7.64%  | 5.04%  | -2.60% | 4.65  | 68.37%  |      |      | 0.00  |       |       | 0.56 | 0.45 |
| Doddaballapura | 1.15  | 1.96  | 0.81  | -3.12% | 2.42%  | 5.54%  | 3.44  | 57.02%  |      | 0.02 | 0.02  |       | 0.91% |      |      |
| HRBR Layout    | 1.40  | 1.92  | 0.52  | 7.17%  | -0.84% | -8.01% | 3.44  | 55.91%  | 0.06 | 0.02 | -0.04 | 4.43% | 0.79% |      | 1.22 |
| Kothnur        | 0.46  | 0.71  | 0.25  | 8.18%  | 0.99%  | -7.19% | 2.82  | 25.07%  |      |      | 0.00  |       |       | 0.39 |      |
| Sanjaynagar    | 1.32  | 0.46  | -0.85 | 5.58%  | 5.47%  | -0.10% | 1.75  | 26.41%  |      |      | 0.00  |       |       |      | 0.25 |
| MBO            | 19.28 | 24.10 | 4.82  | 3.52%  | 4.67%  | 1.15%  | 34.22 | 70.43%  | 0.07 | 0.08 | 0.00  | 0.38% | 0.32% | 1.86 | 3.21 |

|               |       |       |       |       |       |        |       |        |      |      |       |       |       |      |      |
|---------------|-------|-------|-------|-------|-------|--------|-------|--------|------|------|-------|-------|-------|------|------|
| Syed Mudabeer | 18.35 | 15.35 | -3.00 | 3.83% | 3.12% | -0.72% | 30.27 | 50.70% | 0.09 | 0.02 | -0.07 | 0.50% | 0.11% | 0.53 | 2.25 |
| Mathikere     | 2.52  | 3.82  | 1.30  | 4.31% | 4.65% | 0.34%  | 3.92  | 97.43% | 0.02 | 0.01 | -0.01 | 0.68% | 0.22% |      |      |

| 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 |
| Rajaji nagar                   | 0.98  | 3.76   | 2.79  | 6.33%          | 4.21%   | -2.12%  | 5.02   | 74.88%  |                   |        | 0.00  |          |          |         | 0.72  |
| Raja Rajeshwary Nagar          | 1.20  | 2.24   | 1.04  | 2.70%          | 5.59%   | 2.89%   | 2.79   | 80.32%  | 0.02              |        | -0.02 | 1.69%    |          |         | 0.30  |
| Kengeri                        | 6.73  | 2.02   | -4.71 | 2.94%          | -0.20%  | -3.14%  | 5.02   | 40.24%  |                   | 0.01   | 0.01  |          | 0.42%    |         |       |
| Vijayanagar                    | 0.68  | 1.20   | 0.52  | -0.20%         | 3.68%   | 3.88%   | 1.99   | 60.67%  | 0.01              |        | -0.01 | 1.13%    |          |         |       |
| Nagarbhavi                     | 0.31  | 0.99   | 0.68  | 9.74%          | 4.86%   | -4.88%  | 2.62   | 37.96%  | 0.01              |        | -0.01 | 2.79%    |          |         |       |
| Cox town                       | 0.34  | 0.59   | 0.26  | -10.19%        | -17.87% | -7.67%  | 1.18   | 50.36%  |                   |        | 0.00  |          |          | 0.22    |       |
| Banashankari                   | 1.87  | 0.43   | -1.44 | 4.14%          | 6.96%   | 2.82%   | 2.57   | 16.83%  |                   |        | 0.00  |          |          | 0.31    | 0.36  |
| Hanumanth nagar                | 1.16  | 0.18   | -0.99 | 13.09%         | 7.37%   | -5.71%  | 2.20   | 8.04%   | 0.04              |        | -0.04 | 3.39%    |          |         |       |
| Frazer town                    | 2.55  | 0.10   | -2.46 | 3.06%          | -9.66%  | -12.72% | 2.96   | 3.32%   |                   |        | 0.00  |          |          |         | 0.87  |
| MBO                            | 18.35 | 15.35  | -3.00 | 3.83%          | 3.12%   | -0.72%  | 30.27  | 50.70%  | 0.09              | 0.02   | -0.07 | 0.50%    | 0.11%    | 0.53    | 2.25  |
| Vijay Kumar A                  | 11.14 | 11.99  | 0.85  | 7.44%          | 4.79%   | -2.65%  | 16.38  | 73.24%  | 0.22              | 0.21   | -0.01 | 2.01%    | 1.75%    | 0.38    | 4.92  |
| HRBR Best LG Shoppe            | 1.71  | 5.27   | 3.56  | 9.54%          | 3.60%   | -5.95%  | 2.87   | 183.78% | 0.07              | 0.12   | 0.05  | 4.03%    | 2.33%    |         |       |
| Sahakarnagar Best LG Shoppe    | 1.53  | 2.75   | 1.22  | 6.25%          | 5.28%   | -0.96%  | 2.70   | 101.92% |                   | 0.12   | 0.12  |          | 4.68%    | 0.38    |       |
| Banashankari Best LG Shoppe    | 0.77  | 1.45   | 0.69  | 2.51%          | 4.54%   | 2.03%   | 1.53   | 94.96%  |                   | 0.02   | 0.02  |          | 1.39%    |         |       |
| Rammurthy Nagar Best LG Shoppe | 0.47  | 1.15   | 0.67  | 7.28%          | 9.18%   | 1.90%   | 1.90   | 60.42%  |                   | 0.02   | 0.02  |          | 1.33%    |         | 0.36  |
| Mysore - Kuvempunagar LG       |       | 0.89   | 0.89  | 100.00%        | 8.59%   | -91.41% | 1.48   | 60.12%  |                   |        | 0.00  |          |          |         |       |
| Mathikere Best LG Shoppe       | 0.17  | 0.40   | 0.23  | 5.98%          | -3.47%  | -9.45%  | 1.61   | 24.70%  |                   |        | 0.00  |          |          |         | 1.17  |
| Peenya Best LG Shoppe          | 1.11  | 0.22   | -0.89 | 8.80%          | 18.55%  | 9.75%   | 1.55   | 14.23%  | 0.06              | 0.02   | -0.04 | 6.09%    | 9.96%    |         | 0.41  |
| Nagarbhavi Best LG shoppe      | 5.38  | (0.13) | -5.51 | 7.59%          | 26.55%  | 18.96%  | 2.74   | -4.87%  | 0.09              | (0.09) | -0.18 | 1.70%    | 221.55%  |         | 2.98  |
| Shopee                         | 11.14 | 11.99  | 0.85  | 7.44%          | 4.79%   | -2.65%  | 16.38  | 73.24%  | 0.22              | 0.21   | -0.01 | 2.01%    | 1.75%    | 0.38    | 4.92  |
| Mohammed Naveed                | 8.42  | 9.76   | 1.34  | 5.96%          | 4.38%   | -1.58%  | 20.14  | 48.47%  | 0.05              | 0.04   | -0.02 | 0.62%    | 0.37%    | 0.13    | 0.85  |
| Chitradurga                    | 2.24  | 4.31   | 2.07  | 9.08%          | 8.12%   | -0.96%  | 5.80   | 74.36%  | 0.03              | 0.04   | 0.01  | 1.26%    | 0.83%    |         |       |
| Channarayapatna                | 1.16  | 2.15   | 0.99  | 8.89%          | 1.90%   | -6.98%  | 2.55   | 84.13%  | 0.01              |        | -0.01 | 0.62%    |          | 0.13    |       |
| Hassan                         | 0.71  | 1.69   | 0.99  | 3.33%          | -2.08%  | -5.41%  | 2.48   | 68.15%  |                   |        | 0.00  |          |          |         | 0.51  |
| Shivamoga                      | 1.69  | 1.40   | -0.29 | 5.10%          | 3.72%   | -1.39%  | 2.57   | 54.44%  | 0.02              |        | -0.02 | 1.01%    |          |         | 0.35  |
| Kadur                          | 0.48  | 0.14   | -0.34 | 2.77%          | 8.63%   | 5.86%   | 3.30   | 4.37%   |                   |        | 0.00  |          |          |         |       |
| Hiriyur                        | 1.52  | 0.14   | -1.37 | 2.40%          | 5.25%   | 2.85%   | 1.62   | 8.83%   |                   |        | 0.00  |          |          |         |       |
| Challakere                     | 0.63  | (0.07) | -0.70 | 5.71%          | -0.15%  | -5.87%  | 1.82   | -4.00%  |                   |        | 0.00  |          |          |         |       |
| MBO                            | 8.42  | 9.76   | 1.34  | 5.96%          | 4.38%   | -1.58%  | 20.14  | 48.47%  | 0.05              | 0.04   | -0.02 | 0.62%    | 0.37%    | 0.13    | 0.85  |
| Chandrashekhar                 | 8.62  | 9.41   | 0.79  | 4.27%          | 3.11%   | -1.16%  | 20.47  | 45.94%  | 0.01              | 0.05   | 0.05  | 0.08%    | 0.56%    |         | 0.74  |
| Tumkur                         | 3.40  | 3.45   | 0.06  | 2.30%          | -0.73%  | -3.03%  | 6.12   | 56.39%  | 0.02              |        | -0.02 | 0.59%    |          |         | 0.54  |
| Nelamangala                    | 2.31  | 2.94   | 0.63  | 4.81%          | 4.89%   | 0.08%   | 5.26   | 55.88%  |                   |        | 0.00  |          |          |         |       |
| Peenya                         | 0.13  | 1.80   | 1.66  | 1.69%          | 6.82%   | 5.12%   | 2.31   | 77.86%  |                   | 0.04   | 0.04  |          | 2.28%    |         |       |
| Madhugiri                      | 1.14  | 0.46   | -0.68 | 5.97%          | 1.60%   | -4.37%  | 2.15   | 21.41%  |                   |        | 0.00  |          |          |         |       |

| 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 |
| Tiptur                     | 0.16   | 0.43   | 0.27  | 8.25%          | 3.03%  | -5.22% | 1.23   | 34.51% |                   |       | 0.00  |          |          |         |       |
| Hessarghatta               | 1.49   | 0.33   | -1.16 | 6.40%          | 9.24%  | 2.85%  | 3.41   | 9.82%  | (0.01)            | 0.01  | 0.03  | -0.85%   | 3.95%    |         | 0.20  |
| MBO                        | 8.62   | 9.41   | 0.79  | 4.27%          | 3.11%  | -1.16% | 20.47  | 45.94% | 0.01              | 0.05  | 0.05  | 0.08%    | 0.56%    |         | 0.74  |
| Aleem Pasha                | 10.03  | 6.48   | -3.55 | 4.79%          | 0.73%  | -4.07% | 13.87  | 46.72% | 0.03              | 0.08  | 0.04  | 0.34%    | 1.21%    | 0.01    | 1.20  |
| Mysore - Chamaraja Mohalla | 4.81   | 2.92   | -1.89 | 3.49%          | -3.92% | -7.41% | 3.59   | 81.35% | 0.03              | 0.08  | 0.05  | 0.57%    | 2.73%    |         |       |
| Mysore-Vijaynagar          | 1.04   | 1.33   | 0.29  | 5.27%          | 4.59%  | -0.68% | 2.60   | 51.25% |                   |       | 0.00  |          |          |         |       |
| Mysore - Rajkumarroad      | 2.05   | 1.13   | -0.92 | 6.54%          | 5.64%  | -0.90% | 2.60   | 43.54% | 0.01              |       | -0.01 | 0.35%    |          |         |       |
| Mandya                     | 1.09   | 1.02   | -0.08 | 4.01%          | 3.38%  | -0.64% | 2.38   | 42.59% |                   |       | 0.00  |          |          |         |       |
| Ramanagara                 | 1.04   | 0.08   | -0.95 | 7.70%          | 2.69%  | -5.02% | 2.70   | 3.13%  |                   |       | 0.00  |          |          | 0.01    | 1.20  |
| MBO                        | 10.03  | 6.48   | -3.55 | 4.79%          | 0.73%  | -4.07% | 13.87  | 46.72% | 0.03              | 0.08  | 0.04  | 0.34%    | 1.21%    | 0.01    | 1.20  |
| Others                     | 0.29   | 0.34   | 0.06  | 2.67%          | 2.36%  | -0.30% |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| Unilet - Online            |        | 0.34   | 0.34  |                | 2.36%  | 2.36%  |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| E Com Billing              | 0.29   |        | -0.29 | 2.67%          |        | -2.67% |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| Other                      | 0.29   | 0.34   | 0.06  | 2.67%          | 2.36%  | -0.30% |        | 0.00%  |                   |       | 0.00  |          |          |         |       |
| Total                      | 100.39 | 101.64 | 1.25  | 3.73%          | 3.73%  | -0.50% | 180.44 | 56.33% | 0.99              | 0.66  | -0.34 | 1.00%    | 0.65%    | 5.19    | 23.58 |

|                 | 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 | 11           | 14    | 3     | 4.93   | 4.55   | -0.37 | -2.60%         | 0.63% | 3.23%  | 0                     | 0    | 0     |       |      | 0.00  |                |         |         |
| FPD             | 66           | 48    | -18   | 25.46  | 22.18  | -3.28 | 1.16%          | 1.97% | 0.82%  | 3                     | 4    | 1     | 1.39  | 0.74 | -0.65 | -32.55%        | -36.47% | -3.92%  |
| IT              | 3            | 7     | 4     | 1.97   | 4.24   | 2.27  | 3.65%          | 5.80% | 2.15%  | 0                     | 0    | 0     |       |      | 0.00  |                |         |         |
| Mobile          | 46           | 56    | 10    | 22.22  | 26.80  | 4.58  | 3.01%          | 2.85% | -0.17% | 0                     | 1    | 1     |       | 0.06 | 0.06  |                | -11.96% | -11.96% |
| Refrigerator    | 54           | 50    | -4    | 15.99  | 17.63  | 1.64  | 6.64%          | 3.64% | -3.00% | 0                     | 1    | 1     |       | 0.34 | 0.34  |                | -58.18% | -58.18% |
| Washing Machine | 75           | 60    | -15   | 21.02  | 16.18  | -4.85 | 7.15%          | 5.87% | -1.27% | 0                     | 1    | 1     |       | 0.32 | 0.32  |                | -33.11% | -33.11% |
| Z.Others        | 222          | 223   | 1     | 8.81   | 10.06  | 1.25  | 8.83%          | 7.22% | -1.61% | 30                    | 12   | -18   | 0.17  | 0.22 | 0.05  | -90.57%        | -82.06% | 8.51%   |
| Total           | 477          | 458   | -19   | 100.39 | 101.64 | 1.25  | 4.23%          | 3.73% | -0.50% | 33                    | 19   | -14   | 1.56  | 1.68 | 0.12  | -38.85%        | -45.24% | -6.38%  |