



|                                  |                          |                              |                              |                             |
|----------------------------------|--------------------------|------------------------------|------------------------------|-----------------------------|
| <b>Accu.Target</b><br>1,065.66 L | <b>Sales</b><br>646.51 L | <b>Achieved %</b><br>60.67 % | <b>HO Budget+%</b><br>0.00 % | <b>Total Com.</b><br>3.19 L |
|----------------------------------|--------------------------|------------------------------|------------------------------|-----------------------------|

Note : Sales Period is From :01-Oct-2026 To :04-Oct-2026

| Sales Zone    | Target L | Sales L | Achieved % | DGM Incentive (E) | HO Budget+ % | DGM Incentive (Alt) |
|---------------|----------|---------|------------|-------------------|--------------|---------------------|
| VIJAYAWADA-01 | 539.12   | 332.01  | 61.58 %    | 0.00              | 0.00 %       | 0.00                |
| TIRUPATI-01   | 526.54   | 308.82  | 58.65 %    | 0.00              | 0.00 %       | 0.00                |
| OTHERS        | 0.00     | 5.68    | 0.00 %     | 0.00              | 0.00 %       | 0.00                |
| Total         | 1,065.66 | 646.51  | 60.67 %    |                   | 0.00 %       |                     |

| VIJAYAWADA-01 |          |         |           |            |                 |                |               |              |                 |
|---------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch        | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| VJW2          | 12.02    | 12.60   | -16.10    | 104.81 %   | 1,080.00        | 20.00 %        | 216.00        | 0.00 %       | 216.00          |
| VSK1          | 39.89    | 41.57   | -9.12     | 104.20 %   | 25,170.00       | 20.00 %        | 5,034.00      | 0.00 %       | 5,034.00        |
| TNI1          | 8.80     | 8.86    | -5.50     | 100.74 %   | 3,250.00        | 20.00 %        | 650.00        | 0.00 %       | 650.00          |
| VJW1          | 25.53    | 24.01   | -12.48    | 94.03 %    | 11,150.00       | 10.00 %        | 1,115.00      | 0.00 %       | 1,115.00        |
| PAP1          | 11.05    | 10.35   | -9.33     | 93.66 %    | 3,585.00        | 10.00 %        | 358.50        | 0.00 %       | 358.50          |
| NPR1          | 11.29    | 8.83    | -4.19     | 78.29 %    | 3,900.00        | 0.00 %         |               | 0.00 %       |                 |
| ELU1          | 17.36    | 13.54   | -13.07    | 77.97 %    | 6,540.00        | 0.00 %         |               | 0.00 %       |                 |
| VJW3          | 22.07    | 16.88   | -9.83     | 76.48 %    | 8,740.00        | 0.00 %         |               | 0.00 %       |                 |
| BVR1          | 36.56    | 26.54   | -11.10    | 72.58 %    | 9,720.00        | 0.00 %         |               | 0.00 %       |                 |
| CRL1          | 17.40    | 12.32   | -6.84     | 70.77 %    | 6,590.00        | 0.00 %         |               | 0.00 %       |                 |
| GNT2          | 12.77    | 8.83    | -12.71    | 69.14 %    | 2,130.00        | 0.00 %         |               | 0.00 %       |                 |
| GNT1          | 26.20    | 17.83   | -11.33    | 68.07 %    | 6,130.00        | 0.00 %         |               | 0.00 %       |                 |
| JGG1          | 8.60     | 5.60    | -17.13    | 65.17 %    | 970.00          | 0.00 %         |               | 0.00 %       |                 |
| PPM1          | 8.61     | 5.22    | -4.75     | 60.58 %    | 2,790.00        | 0.00 %         |               | 0.00 %       |                 |
| CKT1          | 10.90    | 6.30    | -13.04    | 57.83 %    | 1,230.00        | 0.00 %         |               | 0.00 %       |                 |
| VJW4          | 12.01    | 6.91    | -5.21     | 57.55 %    | 5,400.00        | 0.00 %         |               | 0.00 %       |                 |
| TEL1          | 13.88    | 7.59    | -7.76     | 54.65 %    | 4,250.00        | 0.00 %         |               | 0.00 %       |                 |
| DPE1          | 9.32     | 4.84    | -10.85    | 51.90 %    | 2,470.00        | 0.00 %         |               | 0.00 %       |                 |
| GVM1          | 11.16    | 5.77    | -2.76     | 51.66 %    | 4,260.00        | 0.00 %         |               | 0.00 %       |                 |
| OGL1          | 17.29    | 8.78    | -10.48    | 50.75 %    | 2,760.00        | 0.00 %         |               | 0.00 %       |                 |
| PRL1          | 9.59     | 4.73    | -6.83     | 49.31 %    | 3,570.00        | 0.00 %         |               | 0.00 %       |                 |
| GDV1          | 8.95     | 4.22    | -11.57    | 47.09 %    | 1,210.00        | 0.00 %         |               | 0.00 %       |                 |
| RAL1          | 13.25    | 6.12    | -9.15     | 46.18 %    | 3,170.00        | 0.00 %         |               | 0.00 %       |                 |
| TVU1          | 10.13    | 4.57    | -4.22     | 45.14 %    | 2,450.00        | 0.00 %         |               | 0.00 %       |                 |
| RMV1          | 16.20    | 7.29    | -11.88    | 44.98 %    | 2,650.00        | 0.00 %         |               | 0.00 %       |                 |
| NRT1          | 13.20    | 5.72    | -11.93    | 43.38 %    | 1,170.00        | 0.00 %         |               | 0.00 %       |                 |
| JPT1          | 12.13    | 5.17    | -10.88    | 42.65 %    | 2,510.00        | 0.00 %         |               | 0.00 %       |                 |
| VKN1          | 9.76     | 3.98    | -2.33     | 40.79 %    | 3,860.00        | 0.00 %         |               | 0.00 %       |                 |
| TNK1          | 23.73    | 9.57    | -9.39     | 40.32 %    | 3,710.00        | 0.00 %         |               | 0.00 %       |                 |
| TDD1          | 14.12    | 5.37    | -9.23     | 38.06 %    | 2,230.00        | 0.00 %         |               | 0.00 %       |                 |
| BPP1          | 8.04     | 2.96    | -2.50     | 36.88 %    | 2,060.00        | 0.00 %         |               | 0.00 %       |                 |
| PNR1          | 8.28     | 3.01    | -12.22    | 36.37 %    | 1,590.00        | 0.00 %         |               | 0.00 %       |                 |
| VJW5          | 12.10    | 4.01    | -1.10     | 33.15 %    | 3,570.00        | 0.00 %         |               | 0.00 %       |                 |
| VUY1          | 8.04     | 2.56    | -12.98    | 31.84 %    | 670.00          | 0.00 %         |               | 0.00 %       |                 |
| NZV1          | 7.63     | 2.21    | -3.17     | 28.97 %    | 1,670.00        | 0.00 %         |               | 0.00 %       |                 |
| MTM1          | 12.04    | 3.48    | -8.83     | 28.86 %    | 3,220.00        | 0.00 %         |               | 0.00 %       |                 |
| KND1          | 11.40    | 2.48    | -5.27     | 21.77 %    | 1,320.00        | 0.00 %         |               | 0.00 %       |                 |
| AMP1          | 7.83     | 1.40    | -12.14    | 17.87 %    | 700.00          | 0.00 %         |               | 0.00 %       |                 |

| TIRUPATI-01 |          |         |           |            |                 |                |               |              |                 |
|-------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| PDT1        | 17.34    | 16.36   | -7.37     | 94.38 %    | 5,620.00        | 10.00 %        | 562.00        | 0.00 %       | 562.00          |
| TPY2        | 43.00    | 39.73   | -9.64     | 92.40 %    | 16,250.00       | 10.00 %        | 1,625.00      | 0.00 %       | 1,625.00        |
| DHN1        | 13.84    | 11.65   | -9.11     | 84.20 %    | 5,540.00        | 0.00 %         |               | 0.00 %       |                 |
| KHT1        | 14.62    | 11.27   | -11.05    | 77.10 %    | 6,200.00        | 0.00 %         |               | 0.00 %       |                 |
| KNL2        | 19.97    | 14.88   | -12.62    | 74.53 %    | 8,570.00        | 0.00 %         |               | 0.00 %       |                 |
| NYP1        | 13.46    | 9.94    | -13.05    | 73.84 %    | 5,280.00        | 0.00 %         |               | 0.00 %       |                 |
| NLR1        | 19.98    | 14.68   | -5.44     | 73.49 %    | 7,260.00        | 0.00 %         |               | 0.00 %       |                 |
| RJP1        | 15.19    | 10.62   | -6.70     | 69.92 %    | 3,300.00        | 0.00 %         |               | 0.00 %       |                 |
| CTO1        | 34.62    | 23.24   | -4.14     | 67.14 %    | 12,900.00       | 0.00 %         |               | 0.00 %       |                 |
| KDA1        | 17.27    | 11.35   | -11.50    | 65.72 %    | 3,530.00        | 0.00 %         |               | 0.00 %       |                 |
| PGR1        | 13.97    | 9.12    | -3.70     | 65.27 %    | 6,160.00        | 0.00 %         |               | 0.00 %       |                 |
| KNL1        | 16.61    | 9.93    | -9.38     | 59.77 %    | 7,499.00        | 0.00 %         |               | 0.00 %       |                 |
| PUT1        | 13.99    | 8.17    | -4.61     | 58.42 %    | 7,400.00        | 0.00 %         |               | 0.00 %       |                 |
| BVL1        | 12.07    | 6.76    | -2.64     | 56.00 %    | 4,010.00        | 0.00 %         |               | 0.00 %       |                 |
| RCY1        | 12.10    | 6.58    | -9.20     | 54.41 %    | 3,830.00        | 0.00 %         |               | 0.00 %       |                 |
| TPY1        | 22.67    | 11.45   | -13.61    | 50.49 %    | 7,610.00        | 0.00 %         |               | 0.00 %       |                 |
| ATP1        | 28.63    | 13.99   | -6.49     | 48.86 %    | 8,330.00        | 0.00 %         |               | 0.00 %       |                 |
| ADI1        | 17.36    | 8.41    | -9.17     | 48.43 %    | 3,830.00        | 0.00 %         |               | 0.00 %       |                 |
| KAR1        | 12.03    | 5.56    | -2.53     | 46.20 %    | 3,910.00        | 0.00 %         |               | 0.00 %       |                 |
| NDL1        | 16.69    | 7.49    | -6.52     | 44.90 %    | 4,160.00        | 0.00 %         |               | 0.00 %       |                 |
| TPI1        | 12.48    | 5.46    | -7.80     | 43.74 %    | 2,450.00        | 0.00 %         |               | 0.00 %       |                 |
| VKI1        | 10.35    | 4.44    | -1.89     | 42.88 %    | 3,820.00        | 0.00 %         |               | 0.00 %       |                 |
| MPL1        | 17.47    | 7.48    | -4.17     | 42.81 %    | 5,050.00        | 0.00 %         |               | 0.00 %       |                 |
| GTY1        | 10.03    | 4.25    | -6.63     | 42.41 %    | 1,340.00        | 0.00 %         |               | 0.00 %       |                 |
| PMR1        | 17.35    | 7.15    | -5.10     | 41.20 %    | 3,550.00        | 0.00 %         |               | 0.00 %       |                 |
| KVL1        | 13.34    | 5.37    | -4.76     | 40.25 %    | 3,640.00        | 0.00 %         |               | 0.00 %       |                 |
| PIL1        | 17.30    | 6.81    | -6.95     | 39.34 %    | 3,620.00        | 0.00 %         |               | 0.00 %       |                 |
| SPE1        | 15.97    | 6.22    | -10.16    | 38.95 %    | 3,080.00        | 0.00 %         |               | 0.00 %       |                 |
| GTL1        | 12.10    | 3.56    | -12.14    | 29.38 %    | 1,440.00        | 0.00 %         |               | 0.00 %       |                 |
| KOU1        | 14.76    | 4.31    | -0.10     | 29.22 %    | 4,470.00        | 0.00 %         |               | 0.00 %       |                 |
| KDR1        | 9.97     | 2.58    | -4.82     | 25.89 %    | 1,510.00        | 0.00 %         |               | 0.00 %       |                 |
| OTHERS      |          |         |           |            |                 |                |               |              |                 |
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| GTSD        | 0.00     | 1.01    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| KNSD        | 0.00     | 0.15    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| TPSD        | 0.00     | 3.67    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| VJSD        | 0.00     | 1.97    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WHGT        | 0.00     | (0.26)  | -29.86    | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WHKD        | 0.00     | (0.69)  | -24.81    | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WHRN        | 0.00     | (0.17)  | -16.41    | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |