

|                    |              |                   |                     |                   |
|--------------------|--------------|-------------------|---------------------|-------------------|
| <b>Accu.Target</b> | <b>Sales</b> | <b>Achieved %</b> | <b>HO Budget+ %</b> | <b>Total Com.</b> |
| 1,786.59 L         | 1,590.03 L   | 89.00 %           | 1.00 %              | 12.16 L           |

Note : Sales Period is From :01-Aug-2025 To :13-Aug-2025

| Sales Zone    | Target L | Sales L  | Achieved % | DGM Incentive (E) | HO Budget+ % | DGM Incentive (Alt) |
|---------------|----------|----------|------------|-------------------|--------------|---------------------|
| VIJAYAWADA-01 | 863.57   | 765.42   | 88.63 %    | 0.00              | 1.00 %       | 0.00                |
| TIRUPATI-01   | 923.01   | 784.05   | 84.94 %    | 0.00              | 1.00 %       | 0.00                |
| OTHERS        | 0.00     | 40.56    | 0.00 %     | 0.00              | 0.00 %       | 0.00                |
| Total         | 1,786.59 | 1,590.03 | 89.00 %    |                   | 1.00 %       |                     |

| VIJAYAWADA-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|---------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|               | VJW1   | 300.00   | 278.64  | 92.88%     | 15,000.00         | 1.00 %       | 15,000.00           |
|               | BVR1   | 289.22   | 250.39  | 86.57%     | 0.00              | 1.00 %       | 0.00                |
|               | GNT1   | 274.36   | 236.40  | 86.16%     | 0.00              | 1.00 %       | 0.00                |
| TIRUPATI-01   | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|               | ATP1   | 292.96   | 255.94  | 87.37%     | 0.00              | 1.00 %       | 0.00                |
|               | TPY1   | 417.26   | 364.49  | 87.35%     | 0.00              | 1.00 %       | 0.00                |
|               | KDA1   | 212.80   | 163.62  | 76.89%     | 0.00              | 1.00 %       | 0.00                |
| OTHERS        | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|               | GNT1   | 0.00     | 20.30   | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|               | TPY1   | 0.00     | 20.26   | 0.00%      | 0.00              | 0.00 %       | 0.00                |

| VIJAYAWADA-01 |          |         |           |            |                 |                |               |              |                 |
|---------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch        | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| GVM1          | 23.63    | 31.92   | 0.18      | 135.12 %   | 26,188.30       | 40.00 %        | 10,475.32     | 1.00 %       | 10,475.32       |
| OGL1          | 25.86    | 34.08   | 0.00      | 131.78 %   | 25,704.20       | 40.00 %        | 10,281.68     | 1.00 %       | 10,281.68       |
| VJW1          | 40.77    | 47.16   | 0.01      | 115.66 %   | 24,559.20       | 30.00 %        | 7,367.76      | 1.00 %       | 7,367.76        |
| RAL1          | 22.99    | 23.88   | 0.00      | 103.90 %   | 20,609.30       | 25.00 %        | 5,152.33      | 1.00 %       | 5,152.33        |
| ELU1          | 25.62    | 24.28   | 0.00      | 94.76 %    | 20,609.30       | 15.00 %        | 3,091.40      | 1.00 %       | 4,121.86        |
| PAP1          | 18.25    | 17.21   | 0.00      | 94.30 %    | 19,289.70       | 15.00 %        | 2,893.46      | 1.00 %       | 3,857.94        |
| VJW3          | 30.59    | 28.82   | 0.00      | 94.21 %    | 27,506.00       | 15.00 %        | 4,125.90      | 1.00 %       | 5,501.20        |
| NRT1          | 25.80    | 23.79   | 0.00      | 92.18 %    | 21,035.40       | 15.00 %        | 3,155.31      | 1.00 %       | 3,155.31        |
| KND1          | 25.04    | 22.94   | 0.00      | 91.59 %    | 27,099.20       | 15.00 %        | 4,064.88      | 1.00 %       | 4,064.88        |
| VJW4          | 23.09    | 20.92   | 0.01      | 90.58 %    | 18,589.10       | 15.00 %        | 2,788.37      | 1.00 %       | 2,788.37        |
| PPM1          | 17.52    | 15.81   | 0.00      | 90.29 %    | 19,396.60       | 15.00 %        | 2,909.49      | 1.00 %       | 2,909.49        |
| BVR1          | 58.91    | 53.14   | -0.60     | 90.21 %    | 57,350.00       | 15.00 %        | 8,602.50      | 1.00 %       | 8,602.50        |
| GDV1          | 19.03    | 17.11   | 0.10      | 89.93 %    | 9,779.40        | 10.00 %        | 977.94        | 1.00 %       | 1,466.91        |
| JPT1          | 22.19    | 19.94   | 0.17      | 89.87 %    | 11,426.10       | 10.00 %        | 1,142.61      | 1.00 %       | 1,713.92        |
| VKN1          | 19.41    | 17.37   | 0.19      | 89.50 %    | 21,524.50       | 10.00 %        | 2,152.45      | 1.00 %       | 3,228.68        |
| BPP1          | 12.32    | 10.93   | 0.00      | 88.66 %    | 12,667.70       | 10.00 %        | 1,266.77      | 1.00 %       | 1,266.77        |
| MTM1          | 20.49    | 18.00   | 0.16      | 87.86 %    | 12,548.60       | 10.00 %        | 1,254.86      | 1.00 %       | 1,254.86        |
| DPE1          | 15.98    | 13.95   | 0.00      | 87.27 %    | 8,530.00        | 10.00 %        | 853.00        | 1.00 %       | 853.00          |
| TNK1          | 42.64    | 36.90   | 0.09      | 86.53 %    | 36,298.60       | 10.00 %        | 3,629.86      | 1.00 %       | 3,629.86        |
| VUY1          | 17.85    | 15.40   | 0.00      | 86.27 %    | 8,067.20        | 10.00 %        | 806.72        | 1.00 %       | 806.72          |
| VJW5          | 22.59    | 18.79   | 0.00      | 83.18 %    | 20,094.00       | 10.00 %        | 2,009.40      | 1.00 %       | 2,009.40        |
| TDD1          | 21.39    | 17.66   | 0.39      | 82.56 %    | 18,964.30       | 10.00 %        | 1,896.43      | 1.00 %       | 1,896.43        |
| GNT1          | 37.96    | 31.02   | 0.13      | 81.71 %    | 19,718.00       | 10.00 %        | 1,971.80      | 1.00 %       | 1,971.80        |
| VJW2          | 27.86    | 22.39   | 0.17      | 80.36 %    | 12,332.40       | 10.00 %        | 1,233.24      | 1.00 %       | 1,233.24        |
| CRL1          | 26.01    | 20.79   | 0.07      | 79.91 %    | 14,841.00       | 0.00 %         |               | 1.00 %       | 1,484.10        |
| RMV1          | 29.55    | 23.40   | 0.31      | 79.19 %    | 20,904.20       | 0.00 %         |               | 1.00 %       |                 |
| JGG1          | 17.00    | 13.41   | 0.00      | 78.88 %    | 6,243.50        | 0.00 %         |               | 1.00 %       |                 |
| TEL1          | 28.94    | 22.45   | 0.33      | 77.57 %    | 18,761.10       | 0.00 %         |               | 1.00 %       |                 |
| CKT1          | 20.88    | 16.17   | 0.37      | 77.44 %    | 13,179.80       | 0.00 %         |               | 1.00 %       |                 |
| GNT2          | 21.18    | 16.40   | 0.00      | 77.42 %    | 11,719.50       | 0.00 %         |               | 1.00 %       |                 |
| KDR1          | 23.10    | 17.35   | 0.00      | 75.11 %    | 20,033.60       | 0.00 %         |               | 1.00 %       |                 |
| TVU1          | 22.98    | 15.74   | 0.04      | 68.51 %    | 12,842.70       | 0.00 %         |               | 1.00 %       |                 |
| AMP1          | 17.31    | 11.68   | 0.00      | 67.50 %    | 10,177.70       | 0.00 %         |               | 1.00 %       |                 |
| PNR1          | 18.00    | 11.72   | 0.13      | 65.09 %    | 8,703.80        | 0.00 %         |               | 1.00 %       |                 |
| PRL1          | 20.84    | 12.91   | 0.00      | 61.96 %    | 5,549.40        | 0.00 %         |               | 1.00 %       |                 |

| TIRUPATI-01 |          |         |           |            |                 |                |               |              |                 |
|-------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| PUT1        | 27.07    | 59.99   | 0.00      | 221.60 %   | 49,424.90       | 40.00 %        | 19,769.96     | 1.00 %       | 19,769.96       |
| ATP1        | 63.98    | 100.91  | -0.48     | 157.72 %   | 58,733.60       | 40.00 %        | 23,493.44     | 1.00 %       | 23,493.44       |
| KHT1        | 35.69    | 49.71   | 0.00      | 139.27 %   | 31,766.60       | 40.00 %        | 12,706.64     | 1.00 %       | 12,706.64       |
| TPY1        | 26.30    | 25.65   | 0.00      | 97.53 %    | 20,761.20       | 20.00 %        | 4,152.24      | 1.00 %       | 4,152.24        |
| PDT1        | 25.09    | 24.15   | 0.16      | 96.24 %    | 12,430.60       | 20.00 %        | 2,486.12      | 1.00 %       | 2,486.12        |
| CTO1        | 55.33    | 51.54   | 0.00      | 93.16 %    | 46,679.50       | 15.00 %        | 7,001.93      | 1.00 %       | 7,001.93        |
| GTL1        | 19.64    | 17.38   | 0.01      | 88.51 %    | 9,649.20        | 10.00 %        | 964.92        | 1.00 %       | 964.92          |
| ADI1        | 30.75    | 26.97   | 0.00      | 87.69 %    | 17,262.00       | 10.00 %        | 1,726.20      | 1.00 %       | 1,726.20        |
| NDL1        | 34.12    | 29.09   | 0.06      | 85.26 %    | 21,956.30       | 10.00 %        | 2,195.63      | 1.00 %       | 2,195.63        |
| RCY1        | 23.48    | 19.82   | 0.00      | 84.39 %    | 23,021.30       | 10.00 %        | 2,302.13      | 1.00 %       | 2,302.13        |
| RJP1        | 25.92    | 21.82   | 0.00      | 84.15 %    | 22,865.80       | 10.00 %        | 2,286.58      | 1.00 %       | 2,286.58        |
| MPL1        | 30.78    | 24.31   | 0.00      | 78.97 %    | 19,658.80       | 0.00 %         |               | 1.00 %       |                 |
| NLR1        | 41.30    | 31.68   | 0.42      | 76.71 %    | 19,428.40       | 0.00 %         |               | 1.00 %       |                 |
| KDA1        | 27.79    | 20.36   | -0.07     | 73.23 %    | 12,917.10       | 0.00 %         |               | 1.00 %       |                 |
| PMR1        | 31.30    | 22.37   | 0.31      | 71.45 %    | 22,145.40       | 0.00 %         |               | 1.00 %       |                 |
| KOU1        | 22.49    | 16.07   | 0.00      | 71.44 %    | 12,503.50       | 0.00 %         |               | 1.00 %       |                 |
| SPE1        | 34.48    | 23.84   | 0.00      | 69.14 %    | 18,738.20       | 0.00 %         |               | 1.00 %       |                 |
| TPI1        | 26.12    | 17.54   | 0.04      | 67.16 %    | 12,772.50       | 0.00 %         |               | 1.00 %       |                 |
| PGR1        | 21.32    | 14.29   | 0.05      | 67.03 %    | 9,194.20        | 0.00 %         |               | 1.00 %       |                 |
| TPY2        | 88.57    | 58.66   | 0.94      | 66.23 %    | 39,380.60       | 0.00 %         |               | 1.00 %       |                 |
| PIL1        | 31.49    | 20.43   | -0.19     | 64.88 %    | 15,432.20       | 0.00 %         |               | 1.00 %       |                 |
| BVL1        | 25.74    | 16.68   | 0.00      | 64.81 %    | 14,150.90       | 0.00 %         |               | 1.00 %       |                 |
| DHN1        | 25.90    | 16.32   | 0.04      | 63.01 %    | 11,132.50       | 0.00 %         |               | 1.00 %       |                 |
| KNL2        | 38.72    | 20.34   | 0.01      | 52.53 %    | 14,360.70       | 0.00 %         |               | 1.00 %       |                 |
| KNL1        | 53.73    | 27.39   | 0.04      | 50.98 %    | 15,923.50       | 0.00 %         |               | 1.00 %       |                 |
| VKI1        | 23.00    | 11.68   | 0.18      | 50.78 %    | 7,589.80        | 0.00 %         |               | 1.00 %       |                 |
| NYP1        | 32.90    | 15.08   | 0.00      | 45.84 %    | 13,333.70       | 0.00 %         |               | 1.00 %       |                 |
| OTHERS      |          |         |           |            |                 |                |               |              |                 |
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| GTSD        | 0.00     | 20.30   | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| TPSD        | 0.00     | 20.26   | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |