

|                                  |                            |                              |                                |                              |
|----------------------------------|----------------------------|------------------------------|--------------------------------|------------------------------|
| <b>Accu.Target</b><br>2,873.65 L | <b>Sales</b><br>1,205.04 L | <b>Achieved %</b><br>41.93 % | <b>HO Budget+ %</b><br>48.07 % | <b>Total Com.</b><br>10.53 L |
|----------------------------------|----------------------------|------------------------------|--------------------------------|------------------------------|

Note : Sales Period is From :01-Sep-2025 To :18-Sep-2025

| Sales Zone    | Target L | Sales L  | Achieved % | DGM Incentive (E) | HO Budget+ % | DGM Incentive (Alt) |
|---------------|----------|----------|------------|-------------------|--------------|---------------------|
| TIRUPATI-01   | 1,428.21 | 648.79   | 45.43 %    | 0.00              | 48.07 %      | 0.00                |
| VIJAYAWADA-01 | 1,445.44 | 554.22   | 38.34 %    | 0.00              | 48.07 %      | 0.00                |
| OTHERS        | 0.00     | 2.03     | 0.00 %     | 0.00              | 0.00 %       | 0.00                |
| Total         | 2,873.65 | 1,205.04 | 41.93 %    |                   | 48.07 %      |                     |

| TIRUPATI-01   | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|---------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|               | KDA1   | 323.69   | 178.30  | 55.08%     | 0.00              | 48.07 %      | 15,000.00           |
|               | TPY1   | 621.27   | 316.68  | 50.97%     | 0.00              | 48.07 %      | 22,500.00           |
|               | ATP1   | 483.25   | 153.81  | 31.83%     | 0.00              | 48.07 %      | 0.00                |
| VIJAYAWADA-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|               | GNT1   | 413.72   | 178.83  | 43.22%     | 0.00              | 48.07 %      | 0.00                |
|               | BVR1   | 502.28   | 201.24  | 40.07%     | 0.00              | 48.07 %      | 0.00                |
|               | VJW1   | 529.43   | 174.15  | 32.89%     | 0.00              | 48.07 %      | 0.00                |
| OTHERS        | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|               | TPY1   | 0.00     | 2.03    | 0.00%      | 0.00              | 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) |
| RCY1        | 32.85    | 31.23   | 0.16      | 95.05 %    | 28,739.30       | 15.00 %        | 4,310.90      | 48.07 %      | 11,495.72       |
| KVL1        | 25.33    | 19.46   | 0.00      | 76.82 %    | 21,652.70       | 0.00 %         |               | 48.07 %      | 8,661.08        |
| RJP1        | 33.77    | 25.24   | 0.14      | 74.72 %    | 30,843.80       | 0.00 %         |               | 48.07 %      | 12,337.52       |
| MPL1        | 39.29    | 24.82   | 0.00      | 63.17 %    | 24,397.20       | 0.00 %         |               | 48.07 %      | 9,758.88        |
| PUT1        | 32.22    | 20.34   | 0.07      | 63.13 %    | 20,276.00       | 0.00 %         |               | 48.07 %      | 8,110.40        |
| SPE1        | 40.93    | 23.93   | 0.01      | 58.46 %    | 23,733.60       | 0.00 %         |               | 48.07 %      | 7,120.08        |
| PGR1        | 35.14    | 20.47   | 0.00      | 58.25 %    | 12,207.30       | 0.00 %         |               | 48.07 %      | 3,662.19        |
| PMR1        | 36.47    | 20.97   | 0.00      | 57.51 %    | 22,510.10       | 0.00 %         |               | 48.07 %      | 6,753.03        |
| DHN1        | 38.02    | 19.94   | 0.00      | 52.44 %    | 18,873.10       | 0.00 %         |               | 48.07 %      | 4,718.28        |
| KDA1        | 54.15    | 28.37   | 0.00      | 52.39 %    | 17,934.30       | 0.00 %         |               | 48.07 %      | 4,483.58        |
| CTO1        | 87.98    | 44.56   | 0.14      | 50.65 %    | 47,247.60       | 0.00 %         |               | 48.07 %      | 9,449.52        |
| TPY2        | 122.02   | 61.49   | 0.08      | 50.40 %    | 52,019.60       | 0.00 %         |               | 48.07 %      | 10,403.92       |
| NYP1        | 42.85    | 21.52   | 0.72      | 50.23 %    | 26,817.90       | 0.00 %         |               | 48.07 %      | 5,363.58        |
| KHT1        | 41.90    | 20.82   | 0.19      | 49.68 %    | 23,153.10       | 0.00 %         |               | 48.07 %      | 4,630.62        |
| GTL1        | 37.45    | 17.78   | 0.00      | 47.49 %    | 11,523.10       | 0.00 %         |               | 48.07 %      | 1,728.47        |
| PDT1        | 39.85    | 18.58   | 0.07      | 46.63 %    | 14,907.90       | 0.00 %         |               | 48.07 %      | 1,490.79        |
| KOU1        | 40.32    | 18.23   | 0.00      | 45.22 %    | 13,672.00       | 0.00 %         |               | 48.07 %      | 1,367.20        |
| TPY1        | 55.04    | 24.30   | 0.00      | 44.16 %    | 22,367.50       | 0.00 %         |               | 48.07 %      | 2,236.75        |
| PIL1        | 42.29    | 17.35   | 0.00      | 41.03 %    | 11,421.30       | 0.00 %         |               | 48.07 %      |                 |
| VKI1        | 42.20    | 17.27   | 0.02      | 40.93 %    | 20,430.60       | 0.00 %         |               | 48.07 %      |                 |
| KNL2        | 61.81    | 24.28   | 0.00      | 39.28 %    | 15,325.20       | 0.00 %         |               | 48.07 %      |                 |
| ATP1        | 89.33    | 33.26   | 0.00      | 37.23 %    | 22,660.10       | 0.00 %         |               | 48.07 %      |                 |
| NLR1        | 59.21    | 21.54   | 0.17      | 36.38 %    | 16,857.30       | 0.00 %         |               | 48.07 %      |                 |
| BVL1        | 41.18    | 14.49   | 0.00      | 35.18 %    | 10,762.80       | 0.00 %         |               | 48.07 %      |                 |
| NDL1        | 60.17    | 20.96   | 0.00      | 34.84 %    | 16,978.20       | 0.00 %         |               | 48.07 %      |                 |
| TPI1        | 37.34    | 10.86   | 1.16      | 29.08 %    | 7,208.70        | 0.00 %         |               | 48.07 %      |                 |
| ADI1        | 60.82    | 13.67   | 0.14      | 22.47 %    | 9,824.80        | 0.00 %         |               | 48.07 %      |                 |
| KNL1        | 98.31    | 13.06   | 0.05      | 13.28 %    | 16,340.60       | 0.00 %         |               | 48.07 %      |                 |

| VIJAYAWADA-01 |          |         |           |            |                 |                |               |              |                 |
|---------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch        | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| TNI1          | 30.83    | 20.17   | 0.00      | 65.40 %    | 10,324.50       | 0.00 %         |               | 48.07 %      | 4,129.80        |
| OGL1          | 36.71    | 22.31   | 0.00      | 60.77 %    | 19,562.50       | 0.00 %         |               | 48.07 %      | 5,868.75        |
| BPP1          | 18.30    | 9.66    | 0.04      | 52.80 %    | 8,646.40        | 0.00 %         |               | 48.07 %      | 2,161.60        |
| PPM1          | 27.86    | 13.54   | 0.29      | 48.60 %    | 13,389.40       | 0.00 %         |               | 48.07 %      | 2,008.41        |
| CKT1          | 29.81    | 14.42   | 0.00      | 48.35 %    | 15,856.40       | 0.00 %         |               | 48.07 %      | 2,378.46        |
| VJW4          | 33.32    | 15.78   | 0.00      | 47.36 %    | 16,440.20       | 0.00 %         |               | 48.07 %      | 2,466.03        |
| ELU1          | 45.23    | 21.06   | 0.00      | 46.56 %    | 14,261.70       | 0.00 %         |               | 48.07 %      | 1,426.17        |
| KDR1          | 30.86    | 14.27   | 0.61      | 46.25 %    | 18,427.80       | 0.00 %         |               | 48.07 %      | 1,842.78        |
| PNR1          | 24.26    | 11.06   | 0.00      | 45.56 %    | 9,008.80        | 0.00 %         |               | 48.07 %      | 900.88          |
| NRT1          | 37.42    | 17.00   | 0.18      | 45.44 %    | 18,741.70       | 0.00 %         |               | 48.07 %      | 1,874.17        |
| TDD1          | 33.14    | 14.94   | 0.00      | 45.10 %    | 16,920.90       | 0.00 %         |               | 48.07 %      | 1,692.09        |
| GDV1          | 31.01    | 13.48   | 0.26      | 43.46 %    | 8,498.70        | 0.00 %         |               | 48.07 %      | 849.87          |
| GNT2          | 29.95    | 12.87   | 0.05      | 42.98 %    | 10,411.70       | 0.00 %         |               | 48.07 %      | 1,041.17        |
| JGG1          | 23.23    | 9.87    | 0.62      | 42.50 %    | 8,246.20        | 0.00 %         |               | 48.07 %      | 824.62          |
| DPE1          | 25.38    | 10.77   | 0.00      | 42.45 %    | 7,735.90        | 0.00 %         |               | 48.07 %      | 773.59          |
| VJW5          | 35.06    | 14.47   | 0.51      | 41.27 %    | 15,337.70       | 0.00 %         |               | 48.07 %      |                 |
| RAL1          | 42.29    | 17.02   | 0.00      | 40.25 %    | 15,494.90       | 0.00 %         |               | 48.07 %      |                 |
| VKN1          | 32.73    | 13.13   | 0.46      | 40.11 %    | 15,266.00       | 0.00 %         |               | 48.07 %      |                 |
| KND1          | 42.59    | 16.90   | 0.00      | 39.69 %    | 9,775.40        | 0.00 %         |               | 48.07 %      |                 |
| TVU1          | 32.81    | 13.01   | 0.01      | 39.66 %    | 10,850.60       | 0.00 %         |               | 48.07 %      |                 |
| BVR1          | 87.79    | 34.45   | 0.17      | 39.25 %    | 27,341.60       | 0.00 %         |               | 48.07 %      |                 |
| JPT1          | 35.14    | 13.70   | 0.00      | 39.00 %    | 9,295.40        | 0.00 %         |               | 48.07 %      |                 |
| CRL1          | 44.39    | 17.10   | 0.04      | 38.53 %    | 15,399.80       | 0.00 %         |               | 48.07 %      |                 |
| PAP1          | 36.27    | 13.74   | 0.40      | 37.88 %    | 10,868.10       | 0.00 %         |               | 48.07 %      |                 |
| GNT1          | 60.58    | 22.92   | 0.77      | 37.84 %    | 11,634.90       | 0.00 %         |               | 48.07 %      |                 |
| AMP1          | 25.02    | 9.38    | 0.29      | 37.51 %    | 5,117.20        | 0.00 %         |               | 48.07 %      |                 |
| VUY1          | 28.27    | 10.31   | 0.00      | 36.48 %    | 5,995.80        | 0.00 %         |               | 48.07 %      |                 |
| TNK1          | 70.82    | 22.89   | 0.11      | 32.32 %    | 21,890.10       | 0.00 %         |               | 48.07 %      |                 |
| VJW1          | 80.54    | 25.72   | 0.01      | 31.94 %    | 18,709.00       | 0.00 %         |               | 48.07 %      |                 |
| TEL1          | 53.03    | 16.68   | 0.16      | 31.45 %    | 16,949.00       | 0.00 %         |               | 48.07 %      |                 |
| GVM1          | 45.44    | 14.13   | 0.04      | 31.10 %    | 18,040.70       | 0.00 %         |               | 48.07 %      |                 |
| MTM1          | 32.98    | 10.11   | 0.00      | 30.67 %    | 7,071.80        | 0.00 %         |               | 48.07 %      |                 |
| VJW3          | 51.49    | 14.35   | 0.16      | 27.87 %    | 14,265.50       | 0.00 %         |               | 48.07 %      |                 |
| PRL1          | 26.42    | 7.06    | 0.17      | 26.73 %    | 4,916.90        | 0.00 %         |               | 48.07 %      |                 |
| RMV1          | 54.13    | 13.51   | 0.00      | 24.97 %    | 12,238.00       | 0.00 %         |               | 48.07 %      |                 |
| VJW2          | 70.34    | 12.39   | 0.06      | 17.62 %    | 9,750.40        | 0.00 %         |               | 48.07 %      |                 |
| OTHERS        |          |         |           |            |                 |                |               |              |                 |
| Branch        | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| TPSD          | 0.00     | 2.03    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |