

| | | | | |
|----------------------------------|----------------------------|------------------------------|------------------------------|------------------------------|
| Accu.Target 8,851.05 L | Sales 7,671.85 L | Achieved % 86.68 % | HO Budget+% 3.32 % | Total Com. 55.38 L |
|----------------------------------|----------------------------|------------------------------|------------------------------|------------------------------|

Note : Sales Period is From :01-Apr-2026 To :27-Apr-2026

| Sales Zone | Target L | Sales L | Achieved % | DGM Incentive (E) | HO Budget+ % | DGM Incentive (Alt) |
|---------------|-----------------|-----------------|----------------|-------------------|---------------|---------------------|
| TIRUPATI-01 | 4,448.22 | 3,921.34 | 88.16 % | 0.00 | 3.32 % | 117,000.00 |
| VIJAYAWADA-01 | 4,402.83 | 3,735.84 | 84.85 % | 0.00 | 3.32 % | 0.00 |
| OTHERS | 0.00 | 14.67 | 0.00 % | 0.00 | 0.00 % | 0.00 |
| Total | 8,851.05 | 7,671.85 | 86.68 % | | 3.32 % | |

| TIRUPATI-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|--------------------|--------|----------|----------|------------|-------------------|--------------|---------------------|
| | ATP1 | 1,062.81 | 1,010.13 | 95.04% | 75,000.00 | 3.32 % | 75,000.00 |
| | KDA1 | 1,212.98 | 1,111.32 | 91.62% | 82,500.00 | 3.32 % | 82,500.00 |
| | TPY1 | 1,199.52 | 1,057.31 | 88.14% | 0.00 | 3.32 % | 75,000.00 |
| | NLR1 | 972.92 | 742.57 | 76.32% | 0.00 | 3.32 % | 0.00 |

| VIJAYAWADA-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------------------|--------|----------|----------|------------|-------------------|--------------|---------------------|
| | VJW1 | 1,260.11 | 1,196.31 | 94.94% | 82,500.00 | 3.32 % | 82,500.00 |
| | GNT1 | 1,412.91 | 1,198.44 | 84.82% | 0.00 | 3.32 % | 0.00 |
| | BVR1 | 1,729.81 | 1,341.10 | 77.53% | 0.00 | 3.32 % | 0.00 |

| OTHERS | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|---------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
| | GNT1 | 0.00 | 12.77 | 0.00% | 0.00 | 0.00 % | 0.00 |
| | KDA1 | 0.00 | (0.02) | 0.00% | 0.00 | 0.00 % | 0.00 |
| | TPY1 | 0.00 | 1.92 | 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) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| KDA1 | 136.53 | 173.56 | 0.28 | 127.12 % | 84,141.70 | 40.00 % | 33,656.68 | 3.32 % | 33,656.68 |
| ATP1 | 211.04 | 246.08 | 0.09 | 116.60 % | 265,501.45 | 30.00 % | 79,650.44 | 3.32 % | 106,200.58 |
| RJP1 | 149.72 | 172.19 | 0.08 | 115.01 % | 129,809.30 | 30.00 % | 38,942.79 | 3.32 % | 38,942.79 |
| PUT1 | 102.27 | 101.99 | 0.03 | 99.73 % | 104,751.35 | 20.00 % | 20,950.27 | 3.32 % | 26,187.84 |
| BVL1 | 99.80 | 99.43 | 0.00 | 99.63 % | 84,083.20 | 20.00 % | 16,816.64 | 3.32 % | 21,020.80 |
| TPY1 | 212.46 | 210.94 | 0.15 | 99.28 % | 191,085.00 | 20.00 % | 38,217.00 | 3.32 % | 47,771.25 |
| KNL2 | 161.99 | 160.27 | 0.04 | 98.94 % | 103,725.10 | 20.00 % | 20,745.02 | 3.32 % | 25,931.28 |
| PDT1 | 167.19 | 162.94 | 0.08 | 97.46 % | 119,189.45 | 20.00 % | 23,837.89 | 3.32 % | 29,797.36 |
| TPI1 | 98.79 | 94.01 | 0.29 | 95.16 % | 60,088.10 | 20.00 % | 12,017.62 | 3.32 % | 12,017.62 |
| KDR1 | 90.85 | 85.61 | 0.09 | 94.23 % | 59,914.35 | 15.00 % | 8,987.15 | 3.32 % | 11,982.87 |
| KAR1 | 106.39 | 99.33 | 0.07 | 93.36 % | 98,761.10 | 15.00 % | 14,814.17 | 3.32 % | 19,752.22 |
| GTL1 | 81.31 | 75.68 | 0.09 | 93.07 % | 52,533.85 | 15.00 % | 7,880.08 | 3.32 % | 10,506.77 |
| CTO1 | 250.85 | 231.20 | 0.13 | 92.17 % | 252,238.75 | 15.00 % | 37,835.81 | 3.32 % | 50,447.75 |
| KNL1 | 169.40 | 151.03 | 1.06 | 89.16 % | 181,476.85 | 10.00 % | 18,147.69 | 3.32 % | 27,221.53 |
| PGR1 | 83.77 | 72.47 | 0.23 | 86.51 % | 50,286.65 | 10.00 % | 5,028.67 | 3.32 % | 5,028.67 |
| NLR1 | 288.05 | 245.97 | 0.14 | 85.39 % | 182,574.25 | 10.00 % | 18,257.43 | 3.32 % | 18,257.43 |
| NDL1 | 129.46 | 109.31 | 0.00 | 84.44 % | 102,907.70 | 10.00 % | 10,290.77 | 3.32 % | 10,290.77 |
| ADI1 | 112.77 | 93.17 | 0.00 | 82.62 % | 44,867.00 | 10.00 % | 4,486.70 | 3.32 % | 4,486.70 |
| DHN1 | 98.06 | 80.59 | 0.11 | 82.19 % | 67,898.90 | 10.00 % | 6,789.89 | 3.32 % | 6,789.89 |
| PIL1 | 102.71 | 83.47 | 0.00 | 81.27 % | 33,475.80 | 10.00 % | 3,347.58 | 3.32 % | 3,347.58 |
| PMR1 | 124.48 | 100.30 | 0.23 | 80.57 % | 90,443.15 | 10.00 % | 9,044.32 | 3.32 % | 9,044.32 |
| TPY2 | 425.69 | 340.42 | 0.17 | 79.97 % | 219,426.70 | 0.00 % | | 3.32 % | 21,942.67 |
| RCY1 | 118.97 | 94.34 | 0.09 | 79.30 % | 59,702.95 | 0.00 % | | 3.32 % | 5,970.30 |
| KOU1 | 138.48 | 107.32 | 0.04 | 77.50 % | 96,862.60 | 0.00 % | | 3.32 % | 9,686.26 |
| SPE1 | 153.85 | 112.11 | 1.23 | 72.87 % | 59,025.90 | 0.00 % | | 3.32 % | |
| KHT1 | 126.00 | 89.70 | 0.16 | 71.19 % | 68,634.40 | 0.00 % | | 3.32 % | |
| VKI1 | 98.22 | 69.36 | 0.30 | 70.62 % | 52,075.45 | 0.00 % | | 3.32 % | |
| KVL1 | 87.89 | 58.18 | 0.27 | 66.20 % | 48,497.80 | 0.00 % | | 3.32 % | |
| NYP1 | 128.08 | 81.65 | 1.14 | 63.75 % | 68,044.50 | 0.00 % | | 3.32 % | |
| MPL1 | 193.18 | 118.74 | 0.18 | 61.47 % | 108,924.10 | 0.00 % | | 3.32 % | |

VIJAYAWADA-01

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| GVM1 | 89.50 | 135.38 | 0.11 | 151.27 % | 102,025.45 | 40.00 % | 40,810.18 | 3.32 % | 40,810.18 |
| TDD1 | 85.04 | 114.76 | 0.06 | 134.95 % | 44,240.05 | 40.00 % | 17,696.02 | 3.32 % | 17,696.02 |
| TEL1 | 98.21 | 126.29 | 0.28 | 128.60 % | 86,870.10 | 40.00 % | 34,748.04 | 3.32 % | 34,748.04 |
| DPE1 | 61.16 | 71.95 | 0.21 | 117.63 % | 52,915.95 | 30.00 % | 15,874.79 | 3.32 % | 21,166.38 |
| VJW1 | 164.54 | 191.71 | 0.38 | 116.52 % | 126,885.45 | 30.00 % | 38,065.64 | 3.32 % | 50,754.18 |
| CRL1 | 121.23 | 134.03 | 0.04 | 110.56 % | 91,081.60 | 30.00 % | 27,324.48 | 3.32 % | 27,324.48 |
| VJW2 | 101.61 | 111.48 | 0.21 | 109.71 % | 65,806.85 | 25.00 % | 16,451.71 | 3.32 % | 19,742.06 |
| PAP1 | 100.71 | 96.23 | 0.04 | 95.55 % | 66,683.30 | 20.00 % | 13,336.66 | 3.32 % | 13,336.66 |
| NPR1 | 101.17 | 96.32 | 0.15 | 95.21 % | 44,040.15 | 20.00 % | 8,808.03 | 3.32 % | 8,808.03 |
| VJW4 | 124.93 | 117.04 | 0.34 | 93.68 % | 82,300.45 | 15.00 % | 12,345.07 | 3.32 % | 16,460.09 |
| BPP1 | 62.08 | 58.13 | 0.81 | 93.63 % | 42,329.35 | 15.00 % | 6,349.40 | 3.32 % | 8,465.87 |
| GDV1 | 65.72 | 59.84 | 0.27 | 91.05 % | 27,268.80 | 15.00 % | 4,090.32 | 3.32 % | 4,090.32 |
| JGG1 | 60.37 | 53.96 | 0.40 | 89.38 % | 29,312.40 | 10.00 % | 2,931.24 | 3.32 % | 4,396.86 |
| RAL1 | 109.40 | 97.44 | 0.16 | 89.07 % | 64,130.90 | 10.00 % | 6,413.09 | 3.32 % | 9,619.64 |
| VJW3 | 202.56 | 176.99 | 0.34 | 87.38 % | 130,892.55 | 10.00 % | 13,089.26 | 3.32 % | 19,633.88 |
| GNT1 | 238.61 | 207.83 | 0.21 | 87.10 % | 82,675.35 | 10.00 % | 8,267.54 | 3.32 % | 8,267.54 |
| PPM1 | 89.51 | 77.54 | 0.06 | 86.63 % | 41,647.45 | 10.00 % | 4,164.75 | 3.32 % | 4,164.75 |
| VUY1 | 66.50 | 56.67 | 0.00 | 85.22 % | 25,081.60 | 10.00 % | 2,508.16 | 3.32 % | 2,508.16 |
| VJW5 | 103.34 | 87.98 | 0.06 | 85.14 % | 111,179.10 | 10.00 % | 11,117.91 | 3.32 % | 11,117.91 |
| JPT1 | 91.85 | 77.77 | 0.08 | 84.68 % | 31,064.40 | 10.00 % | 3,106.44 | 3.32 % | 3,106.44 |
| PRL1 | 87.98 | 71.51 | 0.00 | 81.29 % | 36,469.35 | 10.00 % | 3,646.94 | 3.32 % | 3,646.94 |
| TVU1 | 89.43 | 72.62 | 0.17 | 81.20 % | 37,218.65 | 10.00 % | 3,721.87 | 3.32 % | 3,721.87 |
| NRT1 | 126.16 | 95.95 | 0.15 | 76.05 % | 64,950.00 | 0.00 % | | 3.32 % | |
| OGL1 | 203.36 | 151.62 | 0.03 | 74.56 % | 130,664.15 | 0.00 % | | 3.32 % | |
| ELU1 | 194.79 | 144.76 | 0.24 | 74.32 % | 82,254.75 | 0.00 % | | 3.32 % | |
| AMP1 | 56.93 | 41.80 | 0.28 | 73.44 % | 13,867.15 | 0.00 % | | 3.32 % | |
| NZV1 | 67.17 | 49.25 | 0.00 | 73.32 % | 19,135.40 | 0.00 % | | 3.32 % | |
| CKT1 | 94.64 | 68.82 | 0.16 | 72.72 % | 29,390.05 | 0.00 % | | 3.32 % | |
| TNI1 | 96.35 | 69.94 | 0.08 | 72.59 % | 26,597.05 | 0.00 % | | 3.32 % | |
| VKN1 | 108.74 | 76.84 | 0.03 | 70.66 % | 37,210.30 | 0.00 % | | 3.32 % | |
| KND1 | 137.27 | 96.73 | 0.13 | 70.47 % | 68,052.40 | 0.00 % | | 3.32 % | |
| PNR1 | 58.75 | 40.87 | 0.00 | 69.57 % | 18,600.35 | 0.00 % | | 3.32 % | |
| TNK1 | 230.27 | 159.52 | 0.18 | 69.27 % | 106,519.60 | 0.00 % | | 3.32 % | |
| GNT2 | 103.76 | 69.10 | 0.00 | 66.59 % | 58,649.60 | 0.00 % | | 3.32 % | |
| MTM1 | 92.97 | 59.57 | 0.07 | 64.08 % | 41,033.60 | 0.00 % | | 3.32 % | |
| BVR1 | 332.54 | 206.74 | 0.07 | 62.17 % | 183,406.45 | 0.00 % | | 3.32 % | |
| RMV1 | 183.72 | 110.84 | 0.08 | 60.33 % | 94,732.40 | 0.00 % | | 3.32 % | |

OTHERS

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| GTSD | 0.00 | 12.77 | 0.03 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| TPSD | 0.00 | 1.93 | 0.00 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| WHKD | 0.00 | (0.02) | 0.00 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| WHRN | 0.00 | (0.01) | -3.16 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |