

|                    |              |                   |                     |                   |
|--------------------|--------------|-------------------|---------------------|-------------------|
| <b>Accu.Target</b> | <b>Sales</b> | <b>Achieved %</b> | <b>HO Budget+ %</b> | <b>Total Com.</b> |
| 4,546.45 L         | 3,162.61 L   | 69.56 %           | 20.44 %             | 22.31 L           |

Note : Sales Period is From :01-Jul-2025 To :30-Jul-2025

| Sales Zone    | Target L | Sales L  | Achieved % | DGM Incentive (E) | HO Budget+ % | DGM Incentive (Alt) |
|---------------|----------|----------|------------|-------------------|--------------|---------------------|
| TIRUPATI-01   | 2,178.13 | 1,554.31 | 71.36 %    | 0.00              | 20.44 %      | 0.00                |
| VIJAYAWADA-01 | 2,368.31 | 1,552.86 | 65.57 %    | 0.00              | 20.44 %      | 0.00                |
| OTHERS        | 0.00     | 55.44    | 0.00 %     | 0.00              | 0.00 %       | 0.00                |
| Total         | 4,546.45 | 3,162.61 | 69.56 %    |                   | 20.44 %      |                     |

| TIRUPATI-01   | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|---------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|               | TPY1   | 872.52   | 706.77  | 81.00%     | 0.00              | 20.44 %      | 105,000.00          |
|               | KDA1   | 573.62   | 375.34  | 65.43%     | 0.00              | 20.44 %      | 0.00                |
|               | ATP1   | 731.99   | 472.20  | 64.51%     | 0.00              | 20.44 %      | 0.00                |
| VIJAYAWADA-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|               | BVR1   | 819.13   | 539.25  | 65.83%     | 0.00              | 20.44 %      | 0.00                |
|               | GNT1   | 781.41   | 514.36  | 65.83%     | 0.00              | 20.44 %      | 0.00                |
|               | VJW1   | 767.77   | 499.24  | 65.03%     | 0.00              | 20.44 %      | 0.00                |
| OTHERS        | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|               | GNT1   | 0.00     | 26.12   | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|               | TPY1   | 0.00     | 29.32   | 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) |
| TPY1        | 43.53    | 55.76   | -3.98     | 128.10 %   | 37,418.70       | 40.00 %        | 14,967.48     | 20.44 %      | 14,967.48       |
| TPY2        | 124.44   | 135.72  | -4.19     | 109.06 %   | 91,524.80       | 25.00 %        | 22,881.20     | 20.44 %      | 36,609.92       |
| BVL1        | 62.29    | 61.02   | -4.04     | 97.96 %    | 30,990.50       | 20.00 %        | 6,198.10      | 20.44 %      | 12,396.20       |
| CTO1        | 187.02   | 162.45  | -2.84     | 86.86 %    | 114,507.80      | 10.00 %        | 11,450.78     | 20.44 %      | 28,626.95       |
| KOU1        | 55.16    | 45.71   | -2.99     | 82.86 %    | 33,739.50       | 10.00 %        | 3,373.95      | 20.44 %      | 8,434.88        |
| SPE1        | 74.50    | 59.55   | -5.08     | 79.94 %    | 43,620.30       | 0.00 %         |               | 20.44 %      | 10,905.08       |
| RJP1        | 56.66    | 44.30   | -2.84     | 78.18 %    | 43,848.70       | 0.00 %         |               | 20.44 %      | 8,769.74        |
| TPI1        | 58.97    | 45.56   | -1.38     | 77.25 %    | 35,249.30       | 0.00 %         |               | 20.44 %      | 7,049.86        |
| KNL2        | 119.79   | 91.91   | -3.60     | 76.73 %    | 50,635.30       | 0.00 %         |               | 20.44 %      | 10,127.06       |
| PIL1        | 57.82    | 43.50   | -2.83     | 75.23 %    | 29,682.40       | 0.00 %         |               | 20.44 %      | 4,452.36        |
| NLR1        | 87.58    | 65.29   | -6.50     | 74.55 %    | 41,527.10       | 0.00 %         |               | 20.44 %      | 6,229.07        |
| NDL1        | 83.01    | 61.21   | -3.27     | 73.73 %    | 42,368.40       | 0.00 %         |               | 20.44 %      | 6,355.26        |
| VKI1        | 44.03    | 31.12   | -2.85     | 70.67 %    | 26,410.20       | 0.00 %         |               | 20.44 %      | 2,641.02        |
| PMR1        | 75.22    | 52.21   | -2.19     | 69.41 %    | 51,133.90       | 0.00 %         |               | 20.44 %      | 5,113.39        |
| RCY1        | 60.89    | 41.55   | -0.62     | 68.24 %    | 51,676.00       | 0.00 %         |               | 20.44 %      | 5,167.60        |
| DHN1        | 64.01    | 43.68   | -4.25     | 68.24 %    | 33,197.50       | 0.00 %         |               | 20.44 %      | 3,319.75        |
| PUT1        | 56.58    | 37.97   | -1.97     | 67.10 %    | 52,922.80       | 0.00 %         |               | 20.44 %      | 5,292.28        |
| NYP1        | 57.91    | 38.17   | -3.95     | 65.91 %    | 31,814.70       | 0.00 %         |               | 20.44 %      | 3,181.47        |
| GTL1        | 69.56    | 45.60   | -4.22     | 65.55 %    | 31,308.30       | 0.00 %         |               | 20.44 %      | 3,130.83        |
| KHT1        | 60.40    | 36.24   | -3.90     | 60.00 %    | 29,321.60       | 0.00 %         |               | 20.44 %      |                 |
| ADI1        | 77.55    | 45.29   | -4.96     | 58.39 %    | 34,980.20       | 0.00 %         |               | 20.44 %      |                 |
| PDT1        | 80.20    | 46.24   | -2.29     | 57.66 %    | 27,270.00       | 0.00 %         |               | 20.44 %      |                 |
| KNL1        | 129.16   | 71.47   | -2.15     | 55.33 %    | 50,200.50       | 0.00 %         |               | 20.44 %      |                 |
| KDA1        | 78.62    | 42.64   | -3.63     | 54.24 %    | 28,762.70       | 0.00 %         |               | 20.44 %      |                 |
| PGR1        | 61.32    | 32.30   | -1.72     | 52.68 %    | 21,418.00       | 0.00 %         |               | 20.44 %      |                 |
| ATP1        | 129.93   | 67.49   | -2.88     | 51.94 %    | 51,161.10       | 0.00 %         |               | 20.44 %      |                 |
| MPL1        | 121.97   | 50.38   | -2.84     | 41.31 %    | 40,266.30       | 0.00 %         |               | 20.44 %      |                 |

| VIJAYAWADA-01 |          |         |           |            |                 |                |               |              |                 |
|---------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch        | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| TNK1          | 52.00    | 89.65   | -6.24     | 172.42 %   | 56,026.80       | 40.00 %        | 22,410.72     | 20.44 %      | 22,410.72       |
| KDR1          | 53.89    | 54.04   | -5.07     | 100.27 %   | 47,886.90       | 25.00 %        | 11,971.73     | 20.44 %      | 19,154.76       |
| NRT1          | 72.04    | 66.10   | -3.95     | 91.76 %    | 56,059.80       | 15.00 %        | 8,408.97      | 20.44 %      | 16,817.94       |
| VJW1          | 90.67    | 82.67   | -8.39     | 91.18 %    | 42,386.70       | 15.00 %        | 6,358.01      | 20.44 %      | 12,716.01       |
| CRL1          | 65.12    | 52.57   | -4.59     | 80.74 %    | 25,235.30       | 10.00 %        | 2,523.53      | 20.44 %      | 6,308.83        |
| BVR1          | 156.56   | 124.13  | -3.79     | 79.29 %    | 84,563.20       | 0.00 %         |               | 20.44 %      | 16,912.64       |
| VJW2          | 57.74    | 44.17   | -5.63     | 76.50 %    | 18,419.10       | 0.00 %         |               | 20.44 %      | 3,683.82        |
| TEL1          | 52.44    | 39.68   | -3.45     | 75.67 %    | 36,214.90       | 0.00 %         |               | 20.44 %      | 7,242.98        |
| CKT1          | 54.24    | 38.45   | -5.89     | 70.89 %    | 26,137.70       | 0.00 %         |               | 20.44 %      | 2,613.77        |
| AMP1          | 49.37    | 33.48   | -3.71     | 67.80 %    | 18,256.00       | 0.00 %         |               | 20.44 %      | 1,825.60        |
| GDV1          | 49.32    | 32.87   | -4.79     | 66.64 %    | 15,959.30       | 0.00 %         |               | 20.44 %      | 1,595.93        |
| MTM1          | 55.69    | 36.97   | -2.90     | 66.39 %    | 21,766.20       | 0.00 %         |               | 20.44 %      | 2,176.62        |
| VJW3          | 90.55    | 59.23   | -6.11     | 65.41 %    | 38,451.20       | 0.00 %         |               | 20.44 %      | 3,845.12        |
| VUY1          | 45.11    | 29.23   | -7.41     | 64.81 %    | 12,669.40       | 0.00 %         |               | 20.44 %      | 1,266.94        |
| OGL1          | 91.42    | 58.10   | -5.04     | 63.55 %    | 39,541.80       | 0.00 %         |               | 20.44 %      |                 |
| GNT1          | 106.21   | 65.44   | -8.51     | 61.61 %    | 27,224.50       | 0.00 %         |               | 20.44 %      |                 |
| PRL1          | 44.66    | 27.19   | -5.07     | 60.88 %    | 15,966.00       | 0.00 %         |               | 20.44 %      |                 |
| KND1          | 85.16    | 50.90   | -2.39     | 59.77 %    | 51,165.70       | 0.00 %         |               | 20.44 %      |                 |
| RAL1          | 70.05    | 41.79   | -3.99     | 59.66 %    | 29,060.60       | 0.00 %         |               | 20.44 %      |                 |
| ELU1          | 85.95    | 50.78   | -3.91     | 59.08 %    | 38,040.40       | 0.00 %         |               | 20.44 %      |                 |
| PPM1          | 56.43    | 32.66   | -1.63     | 57.89 %    | 25,787.80       | 0.00 %         |               | 20.44 %      |                 |
| VJW5          | 64.05    | 36.80   | -2.72     | 57.47 %    | 27,087.00       | 0.00 %         |               | 20.44 %      |                 |
| RMV1          | 81.37    | 45.45   | -5.18     | 55.86 %    | 37,241.10       | 0.00 %         |               | 20.44 %      |                 |
| VKN1          | 57.68    | 31.95   | -4.93     | 55.39 %    | 31,808.30       | 0.00 %         |               | 20.44 %      |                 |
| GVM1          | 69.43    | 37.77   | -2.43     | 54.41 %    | 37,490.90       | 0.00 %         |               | 20.44 %      |                 |
| VJW4          | 67.05    | 36.07   | -3.19     | 53.80 %    | 30,607.20       | 0.00 %         |               | 20.44 %      |                 |
| JGG1          | 56.72    | 29.45   | -6.30     | 51.92 %    | 18,874.20       | 0.00 %         |               | 20.44 %      |                 |
| JPT1          | 68.12    | 35.19   | -4.71     | 51.66 %    | 15,931.20       | 0.00 %         |               | 20.44 %      |                 |
| PNR1          | 55.38    | 28.53   | -3.41     | 51.52 %    | 19,650.10       | 0.00 %         |               | 20.44 %      |                 |
| BPP1          | 42.02    | 21.31   | -2.88     | 50.71 %    | 16,243.70       | 0.00 %         |               | 20.44 %      |                 |
| TVU1          | 57.62    | 28.58   | -5.92     | 49.60 %    | 17,861.70       | 0.00 %         |               | 20.44 %      |                 |
| TDD1          | 65.64    | 31.55   | -2.75     | 48.06 %    | 28,781.20       | 0.00 %         |               | 20.44 %      |                 |
| PAP1          | 70.25    | 32.57   | -5.51     | 46.36 %    | 31,122.10       | 0.00 %         |               | 20.44 %      |                 |
| GNT2          | 68.69    | 28.89   | -6.18     | 42.06 %    | 23,284.40       | 0.00 %         |               | 20.44 %      |                 |
| DPE1          | 59.69    | 18.64   | -3.14     | 31.22 %    | 11,209.40       | 0.00 %         |               | 20.44 %      |                 |
| OTHERS        |          |         |           |            |                 |                |               |              |                 |
| Branch        | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| GTSD          | 0.00     | 26.12   | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| TPSD          | 0.00     | 29.32   | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |