

**Accu.Target**  
968.50 L

**Sales**  
748.02 L

**Achieved %**  
77.23 %

**HO Budget+ %**  
12.77 %

**Total Com.**  
7.50 L

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

| Sales Zone  | Target L | Sales L | Achieved % | DGM Incentive (E) | HO Budget+ % | DGM Incentive (Alt) |
|-------------|----------|---------|------------|-------------------|--------------|---------------------|
| KL-SOUTH    | 10.34    | 25.13   | 243.09 %   | 0.00              | 12.77 %      | 0.00                |
| TRICHY-01   | 99.59    | 144.89  | 145.48 %   | 0.00              | 12.77 %      | 0.00                |
| WEST-01     | 71.08    | 62.11   | 87.38 %    | 0.00              | 12.77 %      | 0.00                |
| NORTH ARCOT | 77.46    | 59.59   | 76.93 %    | 0.00              | 12.77 %      | 0.00                |
| SOUTH-03    | 112.17   | 85.11   | 75.87 %    | 0.00              | 12.77 %      | 0.00                |
| WEST-02     | 86.48    | 60.72   | 70.22 %    | 0.00              | 12.77 %      | 0.00                |
| SOUTH ARCOT | 76.66    | 52.08   | 67.94 %    | 0.00              | 12.77 %      | 0.00                |
| SOUTH-01    | 175.98   | 117.11  | 66.55 %    | 0.00              | 12.77 %      | 0.00                |
| CHENNAI-01  | 132.72   | 69.99   | 52.73 %    | 0.00              | 12.77 %      | 0.00                |
| CHENNAI-02  | 126.03   | 65.84   | 52.24 %    | 0.00              | 12.77 %      | 0.00                |
| OTHERS      | 0.00     | 5.44    | 0.00 %     | 0.00              | 0.00 %       | 0.00                |
| Total       | 968.50   | 748.02  | 77.23 %    |                   | 12.77 %      |                     |

| KL-SOUTH    | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|-------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|             | TVP1   | 10.34    | 25.13   | 243.09%    | 0.00              | 12.77 %      | 0.00                |
| TRICHY-01   | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|             | TRY1   | 38.86    | 84.84   | 218.33%    | 0.00              | 12.77 %      | 0.00                |
|             | PTK1   | 17.54    | 21.19   | 120.84%    | 0.00              | 12.77 %      | 0.00                |
|             | TNJ1   | 22.18    | 22.27   | 100.43%    | 0.00              | 12.77 %      | 0.00                |
|             | KUM1   | 21.02    | 16.58   | 78.91%     | 0.00              | 12.77 %      | 0.00                |
| WEST-01     | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|             | UAM1   | 13.38    | 15.04   | 112.43%    | 0.00              | 12.77 %      | 0.00                |
|             | TPR4   | 8.70     | 9.17    | 105.32%    | 0.00              | 12.77 %      | 0.00                |
|             | PLI1   | 8.86     | 8.62    | 97.23%     | 0.00              | 12.77 %      | 0.00                |
|             | CBE1   | 30.70    | 24.09   | 78.48%     | 0.00              | 12.77 %      | 0.00                |
|             | TPR1   | 9.43     | 5.18    | 54.99%     | 0.00              | 12.77 %      | 0.00                |
| NORTH ARCOT | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|             | NA02   | 26.57    | 22.47   | 84.58%     | 0.00              | 12.77 %      | 0.00                |
|             | NA01   | 28.69    | 24.20   | 84.35%     | 0.00              | 12.77 %      | 0.00                |
|             | NA03   | 22.20    | 12.92   | 58.18%     | 0.00              | 12.77 %      | 0.00                |
| SOUTH-03    | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|             | SVG1   | 19.19    | 20.56   | 107.10%    | 0.00              | 12.77 %      | 0.00                |
|             | KKD2   | 22.09    | 16.65   | 75.38%     | 0.00              | 12.77 %      | 0.00                |
|             | DGL1   | 33.55    | 24.02   | 71.60%     | 0.00              | 12.77 %      | 0.00                |
|             | MDU2   | 33.44    | 22.05   | 65.95%     | 0.00              | 12.77 %      | 0.00                |
|             | KRR1   | 3.89     | 1.82    | 46.83%     | 0.00              | 12.77 %      | 0.00                |

|                |        |          |         |            |                   |              |                     |
|----------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
| WEST-02        | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|                | HSR1   | 17.29    | 17.52   | 101.36%    | 0.00              | 12.77 %      | 0.00                |
|                | MTR1   | 18.23    | 13.82   | 75.80%     | 0.00              | 12.77 %      | 0.00                |
|                | SLM1   | 26.99    | 17.09   | 63.31%     | 0.00              | 12.77 %      | 0.00                |
|                | ERD1   | 23.96    | 12.29   | 51.28%     | 0.00              | 12.77 %      | 0.00                |
| SOUTH<br>ARCOT | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|                | SA01   | 25.08    | 18.37   | 73.26%     | 0.00              | 12.77 %      | 0.00                |
|                | SA02   | 27.57    | 19.42   | 70.46%     | 0.00              | 12.77 %      | 0.00                |
|                | SA03   | 24.01    | 14.28   | 59.48%     | 0.00              | 12.77 %      | 0.00                |
| SOUTH-01       | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|                | TUT1   | 35.56    | 29.82   | 83.87%     | 0.00              | 12.77 %      | 0.00                |
|                | VNR1   | 22.56    | 17.54   | 77.75%     | 0.00              | 12.77 %      | 0.00                |
|                | KVT1   | 29.55    | 22.24   | 75.29%     | 0.00              | 12.77 %      | 0.00                |
|                | NGR1   | 27.65    | 20.27   | 73.32%     | 0.00              | 12.77 %      | 0.00                |
|                | TKS1   | 26.19    | 14.80   | 56.52%     | 0.00              | 12.77 %      | 0.00                |
|                | TVL1   | 34.47    | 12.43   | 36.05%     | 0.00              | 12.77 %      | 0.00                |
| CHENNAI-01     | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|                | CH03   | 25.94    | 18.24   | 70.29%     | 0.00              | 12.77 %      | 0.00                |
|                | CH08   | 30.77    | 17.34   | 56.34%     | 0.00              | 12.77 %      | 0.00                |
|                | CH05   | 33.72    | 15.66   | 46.44%     | 0.00              | 12.77 %      | 0.00                |
|                | CH06   | 42.29    | 18.76   | 44.35%     | 0.00              | 12.77 %      | 0.00                |
| CHENNAI-02     | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|                | CH04   | 34.39    | 22.49   | 65.38%     | 0.00              | 12.77 %      | 0.00                |
|                | CH01   | 32.41    | 16.04   | 49.50%     | 0.00              | 12.77 %      | 0.00                |
|                | CH09   | 26.28    | 12.84   | 48.88%     | 0.00              | 12.77 %      | 0.00                |
|                | CH07   | 32.95    | 14.47   | 43.91%     | 0.00              | 12.77 %      | 0.00                |
| OTHERS         | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|                | CBE1   | 0.00     | 0.05    | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|                | CH02   | 0.00     | 4.45    | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|                | HO01   | 0.00     | 0.82    | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|                | TRY1   | 0.00     | 0.13    | 0.00%      | 0.00              | 0.00 %       | 0.00                |

| KL-SOUTH |          |         |           |            |                 |                |               |              |                 |
|----------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch   | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| PAS1     | 2.04     | 5.32    | 0.00      | 260.93 %   | 2,775.10        | 40.00 %        | 1,110.04      | 12.77 %      | 1,110.04        |
| TVP1     | 5.55     | 14.10   | 0.00      | 253.84 %   | 7,659.00        | 40.00 %        | 3,063.60      | 12.77 %      | 3,063.60        |
| KLR1     | 2.75     | 5.72    | 0.00      | 208.11 %   | 4,366.40        | 40.00 %        | 1,746.56      | 12.77 %      | 1,746.56        |

| TRICHY-01 |          |         |           |            |                 |                |               |              |                 |
|-----------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch    | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| TRY1      | 20.09    | 59.25   | 0.00      | 294.84 %   | 32,169.50       | 40.00 %        | 12,867.80     | 12.77 %      | 12,867.80       |
| TYR1      | 3.43     | 6.98    | 0.00      | 203.67 %   | 3,546.40        | 40.00 %        | 1,418.56      | 12.77 %      | 1,418.56        |
| PDK1      | 1.67     | 3.30    | 0.00      | 198.20 %   | 3,199.50        | 40.00 %        | 1,279.80      | 12.77 %      | 1,279.80        |
| TRY2      | 1.97     | 3.52    | 0.00      | 178.94 %   | 1,673.30        | 40.00 %        | 669.32        | 12.77 %      | 669.32          |
| MSI1      | 1.76     | 3.12    | 0.00      | 177.04 %   | 3,774.50        | 40.00 %        | 1,509.80      | 12.77 %      | 1,509.80        |
| PTK1      | 4.07     | 6.34    | 0.00      | 155.85 %   | 8,865.80        | 40.00 %        | 3,546.32      | 12.77 %      | 3,546.32        |
| TTP1      | 2.60     | 4.01    | 0.00      | 154.04 %   | 3,442.90        | 40.00 %        | 1,377.16      | 12.77 %      | 1,377.16        |
| MDI1      | 2.98     | 3.93    | 0.00      | 131.68 %   | 4,114.40        | 40.00 %        | 1,645.76      | 12.77 %      | 1,645.76        |
| TNJ2      | 4.44     | 5.82    | 0.00      | 131.24 %   | 3,669.60        | 40.00 %        | 1,467.84      | 12.77 %      | 1,467.84        |
| AYR1      | 2.42     | 2.96    | 0.00      | 122.03 %   | 3,815.60        | 40.00 %        | 1,526.24      | 12.77 %      | 1,526.24        |
| TVR1      | 1.67     | 2.03    | 0.00      | 121.34 %   | 1,567.60        | 40.00 %        | 627.04        | 12.77 %      | 627.04          |
| NGT1      | 3.64     | 4.37    | 0.00      | 120.13 %   | 4,812.40        | 40.00 %        | 1,924.96      | 12.77 %      | 1,924.96        |
| KIK1      | 3.24     | 3.81    | 0.00      | 117.50 %   | 2,822.80        | 30.00 %        | 846.84        | 12.77 %      | 1,129.12        |
| PBR2      | 5.92     | 6.90    | 0.00      | 116.58 %   | 4,959.70        | 30.00 %        | 1,487.91      | 12.77 %      | 1,983.88        |
| TRY3      | 3.70     | 3.84    | 0.00      | 103.95 %   | 2,696.10        | 25.00 %        | 674.03        | 12.77 %      | 808.83          |
| NCK1      | 1.92     | 1.96    | 0.00      | 101.72 %   | 2,454.20        | 25.00 %        | 613.55        | 12.77 %      | 736.26          |
| MVM1      | 4.60     | 4.45    | 0.00      | 96.61 %    | 6,507.70        | 20.00 %        | 1,301.54      | 12.77 %      | 1,952.31        |
| APM1      | 1.77     | 1.58    | 0.00      | 89.61 %    | 1,318.60        | 10.00 %        | 131.86        | 12.77 %      | 329.65          |
| KUM1      | 5.44     | 4.53    | 0.00      | 83.35 %    | 3,677.00        | 10.00 %        | 367.70        | 12.77 %      | 735.40          |
| KRN1      | 1.70     | 1.32    | 0.00      | 77.79 %    | 885.00          | 0.00 %         |               | 12.77 %      | 88.50           |
| ORU1      | 1.99     | 1.55    | 0.00      | 77.79 %    | 1,561.90        | 0.00 %         |               | 12.77 %      | 156.19          |
| PBR1      | 1.99     | 1.23    | 0.00      | 61.75 %    | 1,301.50        | 0.00 %         |               | 12.77 %      |                 |
| TNJ1      | 6.71     | 3.51    | 0.00      | 52.22 %    | 2,929.40        | 0.00 %         |               | 12.77 %      |                 |
| TVR2      | 4.49     | 2.25    | 0.00      | 50.10 %    | 1,569.30        | 0.00 %         |               | 12.77 %      |                 |
| JKM1      | 2.90     | 1.37    | 0.00      | 47.41 %    | 1,328.60        | 0.00 %         |               | 12.77 %      |                 |
| NMM1      | 2.48     | 0.96    | 0.00      | 38.77 %    | 1,656.90        | 0.00 %         |               | 12.77 %      |                 |

| WEST-01 |          |         |           |            |                 |                |               |              |                 |
|---------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch  | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| KGI1    | 1.98     | 4.35    | 0.00      | 219.27 %   | 3,495.50        | 40.00 %        | 1,398.20      | 12.77 %      | 1,398.20        |
| PPI1    | 1.09     | 2.10    | 0.00      | 192.69 %   | 3,350.50        | 40.00 %        | 1,340.20      | 12.77 %      | 1,340.20        |
| UMP1    | 1.71     | 3.26    | 0.00      | 190.62 %   | 2,352.30        | 40.00 %        | 940.92        | 12.77 %      | 940.92          |
| KMR1    | 3.57     | 5.91    | 0.00      | 165.41 %   | 5,466.80        | 40.00 %        | 2,186.72      | 12.77 %      | 2,186.72        |
| SYM2    | 1.32     | 2.12    | 0.00      | 160.05 %   | 4,952.30        | 40.00 %        | 1,980.92      | 12.77 %      | 1,980.92        |
| CBE5    | 1.68     | 2.28    | 0.00      | 135.61 %   | 2,998.70        | 40.00 %        | 1,199.48      | 12.77 %      | 1,199.48        |
| KMD1    | 1.81     | 2.44    | 0.00      | 134.28 %   | 5,571.30        | 40.00 %        | 2,228.52      | 12.77 %      | 2,228.52        |
| GBM1    | 1.74     | 2.30    | 0.00      | 132.28 %   | 2,458.60        | 40.00 %        | 983.44        | 12.77 %      | 983.44          |
| ANR1    | 0.67     | 0.88    | 0.00      | 131.71 %   | 1,779.20        | 40.00 %        | 711.68        | 12.77 %      | 711.68          |
| SNR1    | 2.27     | 2.98    | 0.00      | 131.09 %   | 3,574.80        | 40.00 %        | 1,429.92      | 12.77 %      | 1,429.92        |
| PDM1    | 1.15     | 1.40    | 0.00      | 121.80 %   | 2,022.70        | 40.00 %        | 809.08        | 12.77 %      | 809.08          |
| GDR1    | 1.63     | 1.78    | 0.00      | 109.16 %   | 1,748.40        | 25.00 %        | 437.10        | 12.77 %      | 699.36          |
| UAM1    | 4.14     | 3.53    | 0.00      | 85.22 %    | 2,783.30        | 10.00 %        | 278.33        | 12.77 %      | 556.66          |
| DPM2    | 1.68     | 1.42    | 0.00      | 84.66 %    | 2,138.50        | 10.00 %        | 213.85        | 12.77 %      | 427.70          |
| TPR1    | 3.13     | 2.62    | 0.00      | 83.60 %    | 1,906.00        | 10.00 %        | 190.60        | 12.77 %      | 381.20          |
| CNR1    | 1.67     | 1.40    | 0.00      | 83.60 %    | 1,257.30        | 10.00 %        | 125.73        | 12.77 %      | 251.46          |
| SUL1    | 1.57     | 1.30    | 0.00      | 83.10 %    | 3,612.80        | 10.00 %        | 361.28        | 12.77 %      | 722.56          |
| TPR3    | 2.03     | 1.55    | 0.00      | 76.19 %    | 2,972.30        | 0.00 %         |               | 12.77 %      | 297.23          |
| AVI1    | 1.87     | 1.37    | 0.00      | 73.33 %    | 3,050.40        | 0.00 %         |               | 12.77 %      | 305.04          |
| CBE6    | 2.84     | 2.08    | 0.00      | 73.16 %    | 3,084.60        | 0.00 %         |               | 12.77 %      | 308.46          |
| MPM1    | 2.13     | 1.55    | 0.00      | 72.48 %    | 2,534.20        | 0.00 %         |               | 12.77 %      | 253.42          |
| CBE2    | 10.97    | 7.31    | 0.00      | 66.62 %    | 7,207.40        | 0.00 %         |               | 12.77 %      |                 |
| KGM1    | 1.32     | 0.83    | 0.00      | 62.36 %    | 951.30          | 0.00 %         |               | 12.77 %      |                 |
| PLI1    | 3.00     | 1.71    | 0.00      | 57.05 %    | 1,183.50        | 0.00 %         |               | 12.77 %      |                 |
| CBE3    | 0.98     | 0.52    | 0.21      | 53.05 %    | 587.80          | 0.00 %         |               | 12.77 %      |                 |
| CBE1    | 2.28     | 0.77    | 0.00      | 34.03 %    | 779.00          | 0.00 %         |               | 12.77 %      |                 |
| TPR2    | 4.27     | 1.02    | 0.00      | 23.88 %    | 903.90          | 0.00 %         |               | 12.77 %      |                 |
| CBE4    | 4.53     | 0.94    | 0.00      | 20.69 %    | 1,237.00        | 0.00 %         |               | 12.77 %      |                 |
| TPR4    | 2.01     | 0.40    | 0.00      | 19.68 %    | 877.80          | 0.00 %         |               | 12.77 %      |                 |

| NORTH ARCOT |          |         |           |            |                 |                |               |              |                 |
|-------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| ABR1        | 2.75     | 3.61    | 0.00      | 131.06 %   | 2,868.90        | 40.00 %        | 1,147.56      | 12.77 %      | 1,147.56        |
| KPM1        | 3.09     | 3.56    | 0.00      | 115.14 %   | 4,066.40        | 30.00 %        | 1,219.92      | 12.77 %      | 1,626.56        |
| CYR1        | 1.81     | 2.02    | 0.75      | 111.48 %   | 1,937.70        | 30.00 %        | 581.31        | 12.77 %      | 775.08          |
| KPM2        | 8.35     | 9.09    | 0.15      | 108.94 %   | 6,337.40        | 25.00 %        | 1,584.35      | 12.77 %      | 2,534.96        |
| VEL2        | 4.57     | 4.96    | 0.00      | 108.60 %   | 5,890.20        | 25.00 %        | 1,472.55      | 12.77 %      | 2,356.08        |
| TRR1        | 4.54     | 4.89    | 0.00      | 107.68 %   | 4,849.80        | 25.00 %        | 1,212.45      | 12.77 %      | 1,939.92        |
| ANI1        | 1.74     | 1.77    | 1.03      | 101.52 %   | 1,853.20        | 25.00 %        | 463.30        | 12.77 %      | 555.96          |
| SBR1        | 4.22     | 4.01    | 0.00      | 95.07 %    | 3,137.00        | 15.00 %        | 470.55        | 12.77 %      | 784.25          |
| WJP1        | 2.33     | 2.09    | 0.00      | 89.67 %    | 2,047.30        | 10.00 %        | 204.73        | 12.77 %      | 511.83          |
| BGR1        | 1.73     | 1.37    | 0.00      | 79.22 %    | 1,489.90        | 0.00 %         |               | 12.77 %      | 223.49          |
| VNB1        | 1.99     | 1.55    | 0.00      | 78.02 %    | 2,200.20        | 0.00 %         |               | 12.77 %      | 220.02          |
| CGM1        | 3.47     | 2.52    | 0.00      | 72.67 %    | 1,242.90        | 0.00 %         |               | 12.77 %      | 124.29          |
| TRT1        | 2.15     | 1.40    | 0.00      | 64.78 %    | 2,122.10        | 0.00 %         |               | 12.77 %      |                 |
| VEL1        | 4.52     | 2.86    | 0.00      | 63.37 %    | 1,734.30        | 0.00 %         |               | 12.77 %      |                 |
| ARC2        | 3.52     | 2.07    | 0.00      | 58.73 %    | 1,595.70        | 0.00 %         |               | 12.77 %      |                 |
| GDM1        | 2.61     | 1.40    | 0.71      | 53.82 %    | 1,814.80        | 0.00 %         |               | 12.77 %      |                 |
| UGI1        | 1.80     | 0.94    | 0.00      | 51.95 %    | 1,360.10        | 0.00 %         |               | 12.77 %      |                 |
| TRL1        | 5.75     | 2.96    | 0.00      | 51.55 %    | 4,844.90        | 0.00 %         |               | 12.77 %      |                 |
| SLG1        | 1.74     | 0.89    | 0.00      | 51.27 %    | 1,491.00        | 0.00 %         |               | 12.77 %      |                 |
| WJD1        | 4.92     | 2.37    | 0.36      | 48.19 %    | 3,509.90        | 0.00 %         |               | 12.77 %      |                 |
| PTU1        | 1.05     | 0.49    | 0.00      | 46.76 %    | 731.20          | 0.00 %         |               | 12.77 %      |                 |
| AKM1        | 2.93     | 1.24    | 0.00      | 42.25 %    | 1,100.80        | 0.00 %         |               | 12.77 %      |                 |
| PLR1        | 2.12     | 0.67    | 0.00      | 31.66 %    | 425.20          | 0.00 %         |               | 12.77 %      |                 |
| VSI1        | 2.41     | 0.64    | 0.00      | 26.55 %    | 714.20          | 0.00 %         |               | 12.77 %      |                 |
| CPT1        | 1.35     | 0.22    | 0.00      | 16.09 %    | 275.20          | 0.00 %         |               | 12.77 %      |                 |

| SOUTH-03 |          |         |           |            |                 |                |               |              |                 |
|----------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch   | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| TMM1     | 3.65     | 7.00    | 0.02      | 192.08 %   | 6,717.70        | 40.00 %        | 2,687.08      | 12.77 %      | 2,687.08        |
| KYK1     | 1.43     | 2.09    | 0.00      | 146.80 %   | 2,783.70        | 40.00 %        | 1,113.48      | 12.77 %      | 1,113.48        |
| PNV1     | 1.38     | 1.93    | 0.00      | 139.80 %   | 2,482.20        | 40.00 %        | 992.88        | 12.77 %      | 992.88          |
| TDI1     | 2.03     | 2.41    | 0.73      | 119.08 %   | 1,469.60        | 30.00 %        | 440.88        | 12.77 %      | 587.84          |
| MLR1     | 1.90     | 2.25    | 0.00      | 118.53 %   | 3,015.90        | 30.00 %        | 904.77        | 12.77 %      | 1,206.36        |
| ADP1     | 1.94     | 1.94    | 0.00      | 100.22 %   | 1,837.10        | 25.00 %        | 459.28        | 12.77 %      | 551.13          |
| SVG1     | 2.72     | 2.65    | 0.00      | 97.41 %    | 3,348.80        | 20.00 %        | 669.76        | 12.77 %      | 1,004.64        |
| DKI1     | 3.88     | 3.58    | 0.00      | 92.10 %    | 2,192.30        | 15.00 %        | 328.85        | 12.77 %      | 548.08          |
| MDU1     | 14.54    | 13.34   | 0.00      | 91.74 %    | 11,147.10       | 15.00 %        | 1,672.07      | 12.77 %      | 2,786.78        |
| MNM1     | 1.88     | 1.64    | 0.00      | 87.11 %    | 3,487.40        | 10.00 %        | 348.74        | 12.77 %      | 697.48          |
| TPT1     | 2.45     | 2.13    | 0.00      | 86.97 %    | 4,820.50        | 10.00 %        | 482.05        | 12.77 %      | 964.10          |
| CMR1     | 1.71     | 1.40    | 1.00      | 81.47 %    | 977.70          | 10.00 %        | 97.77         | 12.77 %      | 146.66          |
| NKI1     | 1.84     | 1.45    | 0.00      | 78.66 %    | 2,422.00        | 0.00 %         |               | 12.77 %      | 363.30          |
| CBM1     | 2.86     | 2.21    | 0.00      | 77.38 %    | 2,791.70        | 0.00 %         |               | 12.77 %      | 279.17          |
| MDU4     | 2.82     | 2.14    | 0.00      | 76.03 %    | 2,082.30        | 0.00 %         |               | 12.77 %      | 208.23          |
| PKM1     | 1.78     | 1.32    | 0.02      | 73.79 %    | 1,019.90        | 0.00 %         |               | 12.77 %      | 101.99          |
| USL1     | 2.28     | 1.67    | 0.00      | 73.04 %    | 1,795.80        | 0.00 %         |               | 12.77 %      | 179.58          |
| MDU6     | 5.33     | 3.87    | 0.00      | 72.72 %    | 3,282.40        | 0.00 %         |               | 12.77 %      | 328.24          |
| MDU3     | 4.41     | 3.18    | 1.39      | 72.06 %    | 3,085.90        | 0.00 %         |               | 12.77 %      | 308.59          |
| KKD2     | 2.64     | 1.79    | 0.00      | 68.06 %    | 2,160.10        | 0.00 %         |               | 12.77 %      |                 |
| PNI1     | 1.76     | 1.18    | 2.45      | 67.12 %    | 1,229.80        | 0.00 %         |               | 12.77 %      |                 |
| SGP1     | 1.37     | 0.89    | 0.29      | 64.54 %    | 1,479.80        | 0.00 %         |               | 12.77 %      |                 |
| KPT1     | 2.15     | 1.37    | 0.00      | 63.90 %    | 1,390.70        | 0.00 %         |               | 12.77 %      |                 |
| DGL1     | 7.17     | 4.58    | 0.03      | 63.87 %    | 4,308.10        | 0.00 %         |               | 12.77 %      |                 |
| NTM1     | 2.11     | 1.29    | 0.00      | 61.21 %    | 1,809.50        | 0.00 %         |               | 12.77 %      |                 |
| MDU5     | 2.50     | 1.53    | 0.00      | 61.21 %    | 2,839.60        | 0.00 %         |               | 12.77 %      |                 |
| TEN2     | 2.92     | 1.60    | 0.00      | 54.88 %    | 1,008.30        | 0.00 %         |               | 12.77 %      |                 |
| MDU2     | 6.23     | 3.39    | 0.00      | 54.46 %    | 3,579.80        | 0.00 %         |               | 12.77 %      |                 |
| BTU1     | 1.45     | 0.76    | 0.00      | 52.32 %    | 1,126.00        | 0.00 %         |               | 12.77 %      |                 |
| BNR1     | 2.29     | 1.17    | 0.00      | 51.18 %    | 1,448.10        | 0.00 %         |               | 12.77 %      |                 |
| KRR1     | 1.98     | 0.96    | 0.00      | 48.76 %    | 1,033.60        | 0.00 %         |               | 12.77 %      |                 |
| ODM1     | 1.92     | 0.86    | 0.00      | 44.85 %    | 868.10          | 0.00 %         |               | 12.77 %      |                 |
| MPA1     | 2.81     | 1.26    | 0.00      | 44.81 %    | 1,879.00        | 0.00 %         |               | 12.77 %      |                 |
| PVI1     | 2.83     | 1.11    | 0.00      | 39.35 %    | 1,943.10        | 0.00 %         |               | 12.77 %      |                 |
| TEN1     | 2.93     | 1.14    | 0.00      | 38.97 %    | 1,576.90        | 0.00 %         |               | 12.77 %      |                 |
| ATG1     | 3.64     | 1.18    | 0.00      | 32.35 %    | 1,979.60        | 0.00 %         |               | 12.77 %      |                 |
| DGL2     | 2.66     | 0.84    | 0.00      | 31.59 %    | 1,869.80        | 0.00 %         |               | 12.77 %      |                 |

| WEST-02 |          |         |           |            |                 |                |               |              |                 |
|---------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch  | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| VKL1    | 1.54     | 3.26    | 0.00      | 211.42 %   | 2,405.70        | 40.00 %        | 962.28        | 12.77 %      | 962.28          |
| SGI1    | 1.57     | 3.32    | 0.00      | 211.08 %   | 5,111.90        | 40.00 %        | 2,044.76      | 12.77 %      | 2,044.76        |
| PMP1    | 1.79     | 3.24    | 0.00      | 180.83 %   | 1,229.00        | 40.00 %        | 491.60        | 12.77 %      | 491.60          |
| HSR1    | 3.20     | 3.71    | 0.00      | 115.91 %   | 4,147.80        | 30.00 %        | 1,244.34      | 12.77 %      | 1,659.12        |
| PLC1    | 1.66     | 1.83    | 0.00      | 110.19 %   | 1,018.50        | 30.00 %        | 305.55        | 12.77 %      | 407.40          |
| VPD1    | 2.89     | 3.16    | 0.00      | 109.23 %   | 3,197.70        | 25.00 %        | 799.43        | 12.77 %      | 1,279.08        |
| PDR1    | 1.56     | 1.69    | 0.00      | 108.37 %   | 2,068.10        | 25.00 %        | 517.03        | 12.77 %      | 827.24          |
| TRM1    | 3.63     | 3.48    | 0.00      | 95.79 %    | 4,492.80        | 20.00 %        | 898.56        | 12.77 %      | 1,123.20        |
| KVP1    | 1.82     | 1.71    | 0.00      | 94.42 %    | 2,698.10        | 15.00 %        | 404.72        | 12.77 %      | 674.53          |
| MTR1    | 2.86     | 2.45    | 0.00      | 85.63 %    | 2,203.60        | 10.00 %        | 220.36        | 12.77 %      | 440.72          |
| OML1    | 2.37     | 2.02    | 0.00      | 85.03 %    | 1,512.70        | 10.00 %        | 151.27        | 12.77 %      | 302.54          |
| MCR1    | 2.27     | 1.82    | 0.00      | 79.92 %    | 3,755.20        | 0.00 %         |               | 12.77 %      | 563.28          |
| EPI1    | 2.35     | 1.83    | 0.00      | 77.88 %    | 2,999.40        | 0.00 %         |               | 12.77 %      | 299.94          |
| SLM2    | 2.57     | 1.92    | 0.00      | 74.51 %    | 1,772.50        | 0.00 %         |               | 12.77 %      | 177.25          |
| BMD1    | 1.67     | 1.22    | 0.00      | 73.24 %    | 1,203.20        | 0.00 %         |               | 12.77 %      | 120.32          |
| ATU1    | 3.29     | 2.32    | 0.00      | 70.58 %    | 1,617.00        | 0.00 %         |               | 12.77 %      | 161.70          |
| NKL2    | 4.24     | 2.94    | 0.00      | 69.41 %    | 4,218.50        | 0.00 %         |               | 12.77 %      |                 |
| APN1    | 2.01     | 1.28    | 0.00      | 63.75 %    | 2,282.20        | 0.00 %         |               | 12.77 %      |                 |
| EDP1    | 1.12     | 0.70    | 0.00      | 62.29 %    | 598.60          | 0.00 %         |               | 12.77 %      |                 |
| DPR1    | 1.44     | 0.84    | 0.00      | 58.60 %    | 1,435.70        | 0.00 %         |               | 12.77 %      |                 |
| RSP1    | 2.27     | 1.27    | 0.00      | 56.10 %    | 1,235.90        | 0.00 %         |               | 12.77 %      |                 |
| HRR1    | 2.08     | 1.13    | 0.00      | 54.20 %    | 615.10          | 0.00 %         |               | 12.77 %      |                 |
| SLM1    | 8.72     | 4.60    | 0.00      | 52.79 %    | 4,335.30        | 0.00 %         |               | 12.77 %      |                 |
| HSR2    | 5.02     | 2.65    | 0.00      | 52.75 %    | 1,597.90        | 0.00 %         |               | 12.77 %      |                 |
| KRI1    | 2.22     | 1.06    | 0.00      | 47.64 %    | 755.90          | 0.00 %         |               | 12.77 %      |                 |
| DPR2    | 1.90     | 0.86    | 0.00      | 45.43 %    | 951.80          | 0.00 %         |               | 12.77 %      |                 |
| SLM3    | 4.04     | 1.28    | 0.00      | 31.66 %    | 1,404.00        | 0.00 %         |               | 12.77 %      |                 |
| KMM1    | 1.69     | 0.46    | 0.00      | 27.15 %    | 1,088.40        | 0.00 %         |               | 12.77 %      |                 |
| CMI1    | 1.33     | 0.36    | 0.00      | 26.97 %    | 803.00          | 0.00 %         |               | 12.77 %      |                 |
| ERD1    | 3.98     | 1.06    | 0.00      | 26.58 %    | 2,059.10        | 0.00 %         |               | 12.77 %      |                 |
| ERD2    | 4.15     | 0.74    | 2.75      | 17.85 %    | (392.00)        | 0.00 %         |               | 12.77 %      |                 |
| TCG1    | 2.00     | 0.34    | 0.00      | 16.99 %    | 468.00          | 0.00 %         |               | 12.77 %      |                 |
| SGG1    | 1.21     | 0.18    | 0.00      | 14.45 %    | 184.50          | 0.00 %         |               | 12.77 %      |                 |

| SOUTH ARCOT |          |         |           |            |                 |                |               |              |                 |
|-------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| ULP1        | 3.73     | 4.35    | 0.00      | 116.61 %   | 4,294.40        | 30.00 %        | 1,288.32      | 12.77 %      | 1,717.76        |
| KLM1        | 3.47     | 3.82    | 0.00      | 109.97 %   | 5,261.60        | 25.00 %        | 1,315.40      | 12.77 %      | 2,104.64        |
| PRT1        | 3.14     | 3.13    | 0.86      | 99.60 %    | 4,110.70        | 20.00 %        | 822.14        | 12.77 %      | 1,233.21        |
| VPM2        | 3.93     | 3.89    | 0.00      | 98.84 %    | 4,110.40        | 20.00 %        | 822.08        | 12.77 %      | 1,233.12        |
| MKM1        | 2.02     | 1.78    | 0.00      | 87.81 %    | 2,854.20        | 10.00 %        | 285.42        | 12.77 %      | 713.55          |
| STP1        | 1.86     | 1.57    | 0.00      | 84.35 %    | 1,420.50        | 10.00 %        | 142.05        | 12.77 %      | 284.10          |
| CDM1        | 4.34     | 3.56    | 0.00      | 82.22 %    | 3,127.50        | 10.00 %        | 312.75        | 12.77 %      | 469.13          |
| VPM1        | 1.65     | 1.30    | 0.00      | 78.79 %    | 1,624.70        | 0.00 %         |               | 12.77 %      | 243.71          |
| POY1        | 6.24     | 4.55    | 0.00      | 73.01 %    | 5,341.10        | 0.00 %         |               | 12.77 %      | 534.11          |
| POY2        | 6.11     | 4.43    | 0.00      | 72.49 %    | 3,965.80        | 0.00 %         |               | 12.77 %      | 396.58          |
| KML1        | 2.07     | 1.20    | 0.00      | 57.97 %    | 506.00          | 0.00 %         |               | 12.77 %      |                 |
| TVM2        | 3.31     | 1.86    | 0.00      | 56.30 %    | 1,073.90        | 0.00 %         |               | 12.77 %      |                 |
| NVL2        | 5.46     | 3.07    | 0.00      | 56.30 %    | 2,373.80        | 0.00 %         |               | 12.77 %      |                 |
| TVM1        | 2.25     | 1.26    | 0.00      | 55.96 %    | 537.30          | 0.00 %         |               | 12.77 %      |                 |
| CUD1        | 7.23     | 3.79    | 19.57     | 52.45 %    | 5,186.70        | 0.00 %         |               | 12.77 %      |                 |
| TRK1        | 4.94     | 2.47    | 0.00      | 50.03 %    | 2,114.40        | 0.00 %         |               | 12.77 %      |                 |
| SJI1        | 3.81     | 1.76    | 0.00      | 46.25 %    | 1,029.70        | 0.00 %         |               | 12.77 %      |                 |
| TDM1        | 4.12     | 1.74    | 0.00      | 42.26 %    | 2,142.80        | 0.00 %         |               | 12.77 %      |                 |
| KKI2        | 4.61     | 1.87    | 0.00      | 40.46 %    | 1,513.30        | 0.00 %         |               | 12.77 %      |                 |
| VCM1        | 2.36     | 0.67    | 0.00      | 28.44 %    | 198.80          | 0.00 %         |               | 12.77 %      |                 |



| SOUTH-01 |          |         |           |            |                 |                |               |              |                 |
|----------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch   | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| ERL2     | 2.36     | 6.33    | 0.00      | 267.74 %   | 5,318.90        | 40.00 %        | 2,127.56      | 12.77 %      | 2,127.56        |
| SKD1     | 1.51     | 2.97    | 0.47      | 196.94 %   | 3,796.10        | 40.00 %        | 1,518.44      | 12.77 %      | 1,518.44        |
| TKY1     | 3.05     | 4.49    | 0.00      | 147.03 %   | 6,946.80        | 40.00 %        | 2,778.72      | 12.77 %      | 2,778.72        |
| VKM1     | 2.09     | 2.47    | 0.00      | 118.13 %   | 3,610.00        | 30.00 %        | 1,083.00      | 12.77 %      | 1,444.00        |
| PKD1     | 2.63     | 2.93    | 0.00      | 111.38 %   | 2,729.30        | 30.00 %        | 818.79        | 12.77 %      | 1,091.72        |
| MMT1     | 2.59     | 2.68    | 0.00      | 103.38 %   | 2,387.70        | 25.00 %        | 596.93        | 12.77 %      | 716.31          |
| VNR2     | 6.87     | 6.97    | 0.00      | 101.46 %   | 9,120.70        | 25.00 %        | 2,280.18      | 12.77 %      | 2,736.21        |
| TKS1     | 4.86     | 4.89    | 0.00      | 100.67 %   | 4,675.40        | 25.00 %        | 1,168.85      | 12.77 %      | 1,402.62        |
| SNL1     | 2.77     | 2.34    | 0.00      | 84.30 %    | 1,906.10        | 10.00 %        | 190.61        | 12.77 %      | 381.22          |
| TUT1     | 18.41    | 14.64   | 0.00      | 79.51 %    | 16,599.60       | 0.00 %         |               | 12.77 %      | 2,489.94        |
| NGR1     | 10.70    | 8.29    | 0.00      | 77.46 %    | 6,652.30        | 0.00 %         |               | 12.77 %      | 665.23          |
| SVK1     | 4.46     | 3.29    | 0.00      | 73.83 %    | 3,299.40        | 0.00 %         |               | 12.77 %      | 329.94          |
| STU2     | 1.87     | 1.37    | 0.00      | 73.38 %    | 1,039.30        | 0.00 %         |               | 12.77 %      | 103.93          |
| COL1     | 1.14     | 0.84    | 0.00      | 73.36 %    | 395.20          | 0.00 %         |               | 12.77 %      | 39.52           |
| TYI1     | 2.18     | 1.60    | 0.00      | 73.22 %    | 1,007.70        | 0.00 %         |               | 12.77 %      | 100.77          |
| RND1     | 5.63     | 4.03    | 0.00      | 71.65 %    | 7,394.40        | 0.00 %         |               | 12.77 %      | 739.44          |
| VNR1     | 2.45     | 1.75    | 0.00      | 71.44 %    | 2,211.90        | 0.00 %         |               | 12.77 %      | 221.19          |
| TUT2     | 6.87     | 4.88    | 0.00      | 71.09 %    | 4,183.90        | 0.00 %         |               | 12.77 %      | 418.39          |
| APK2     | 5.40     | 3.72    | 0.00      | 68.83 %    | 3,757.00        | 0.00 %         |               | 12.77 %      |                 |
| PDI1     | 2.27     | 1.43    | 0.00      | 62.96 %    | 1,945.50        | 0.00 %         |               | 12.77 %      |                 |
| TVL2     | 1.70     | 1.03    | 0.00      | 60.82 %    | 460.40          | 0.00 %         |               | 12.77 %      |                 |
| VLY1     | 4.88     | 2.94    | 0.00      | 60.32 %    | 2,704.00        | 0.00 %         |               | 12.77 %      |                 |
| TKS2     | 5.53     | 3.31    | 0.00      | 59.84 %    | 2,766.10        | 0.00 %         |               | 12.77 %      |                 |
| TCN1     | 3.66     | 2.09    | 0.00      | 57.05 %    | 2,360.80        | 0.00 %         |               | 12.77 %      |                 |
| MAR1     | 5.30     | 3.01    | 0.00      | 56.83 %    | 2,166.30        | 0.00 %         |               | 12.77 %      |                 |
| APK1     | 3.37     | 1.80    | 0.00      | 53.49 %    | 2,760.70        | 0.00 %         |               | 12.77 %      |                 |
| KYR1     | 1.55     | 0.79    | 0.00      | 51.15 %    | 1,019.40        | 0.00 %         |               | 12.77 %      |                 |
| KVT1     | 11.51    | 5.35    | 0.00      | 46.48 %    | 7,474.70        | 0.00 %         |               | 12.77 %      |                 |
| RPM1     | 6.65     | 2.93    | 0.00      | 44.04 %    | 4,534.50        | 0.00 %         |               | 12.77 %      |                 |
| SGT1     | 3.30     | 1.40    | 0.00      | 42.47 %    | 755.40          | 0.00 %         |               | 12.77 %      |                 |
| ARM1     | 2.15     | 0.81    | 0.00      | 37.87 %    | 636.60          | 0.00 %         |               | 12.77 %      |                 |
| TVL1     | 23.73    | 7.05    | 0.00      | 29.69 %    | 4,814.00        | 0.00 %         |               | 12.77 %      |                 |
| ASM1     | 2.02     | 0.59    | 0.00      | 29.28 %    | 1,126.50        | 0.00 %         |               | 12.77 %      |                 |
| KGL1     | 2.27     | 0.59    | 0.00      | 26.03 %    | 422.90          | 0.00 %         |               | 12.77 %      |                 |
| SDI1     | 3.57     | 0.84    | 0.00      | 23.47 %    | 1,653.70        | 0.00 %         |               | 12.77 %      |                 |
| KSM1     | 2.59     | 0.37    | 0.00      | 14.45 %    | 438.90          | 0.00 %         |               | 12.77 %      |                 |
| UDN1     | 2.07     | 0.29    | 0.00      | 13.93 %    | 76.40           | 0.00 %         |               | 12.77 %      |                 |

| CHENNAI-01 |          |         |           |            |                 |                |               |              |                 |
|------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch     | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| TKM1       | 2.30     | 2.60    | 0.00      | 112.81 %   | 2,160.60        | 30.00 %        | 648.18        | 12.77 %      | 864.24          |
| CH38       | 3.45     | 3.36    | 0.00      | 97.42 %    | 4,337.80        | 20.00 %        | 867.56        | 12.77 %      | 1,301.34        |
| CH35       | 2.55     | 2.46    | 0.00      | 96.37 %    | 1,516.70        | 20.00 %        | 303.34        | 12.77 %      | 455.01          |
| CGL1       | 3.16     | 2.76    | 0.00      | 87.27 %    | 3,394.70        | 10.00 %        | 339.47        | 12.77 %      | 678.94          |
| GUD2       | 4.06     | 3.48    | 0.00      | 85.79 %    | 4,079.20        | 10.00 %        | 407.92        | 12.77 %      | 815.84          |
| MC10       | 1.28     | 0.91    | 0.00      | 70.83 %    | 189.40          | 0.00 %         |               | 12.77 %      | 18.94           |
| MRM1       | 4.08     | 2.76    | 0.00      | 67.50 %    | 3,221.00        | 0.00 %         |               | 12.77 %      |                 |
| CH28       | 5.08     | 3.41    | 0.00      | 67.14 %    | 5,144.30        | 0.00 %         |               | 12.77 %      |                 |
| CH30       | 3.99     | 2.62    | 0.00      | 65.74 %    | 1,396.90        | 0.00 %         |               | 12.77 %      |                 |
| CH16       | 9.09     | 5.67    | 0.00      | 62.39 %    | 6,921.50        | 0.00 %         |               | 12.77 %      |                 |
| CH37       | 1.82     | 1.10    | 2.45      | 60.46 %    | 584.90          | 0.00 %         |               | 12.77 %      |                 |
| CH22       | 4.09     | 2.38    | 0.00      | 58.09 %    | 2,597.20        | 0.00 %         |               | 12.77 %      |                 |
| CH11       | 4.73     | 2.72    | 0.00      | 57.51 %    | 3,817.40        | 0.00 %         |               | 12.77 %      |                 |
| SKL1       | 2.92     | 1.63    | 0.00      | 55.91 %    | 1,462.70        | 0.00 %         |               | 12.77 %      |                 |
| CH45       | 3.93     | 2.17    | 0.00      | 55.24 %    | 2,222.80        | 0.00 %         |               | 12.77 %      |                 |
| MC09       | 0.71     | 0.37    | 0.00      | 51.84 %    | 329.10          | 0.00 %         |               | 12.77 %      |                 |
| CH48       | 6.10     | 3.08    | 0.00      | 50.40 %    | 3,032.50        | 0.00 %         |               | 12.77 %      |                 |
| CH19       | 6.28     | 3.08    | 0.00      | 49.11 %    | 4,811.00        | 0.00 %         |               | 12.77 %      |                 |
| GUD1       | 4.21     | 1.93    | 0.00      | 45.85 %    | 4,698.00        | 0.00 %         |               | 12.77 %      |                 |
| KNR1       | 3.58     | 1.63    | 0.00      | 45.54 %    | 1,711.10        | 0.00 %         |               | 12.77 %      |                 |
| CH07       | 6.83     | 3.11    | 0.00      | 45.53 %    | 3,348.10        | 0.00 %         |               | 12.77 %      |                 |
| CH42       | 5.52     | 2.48    | 0.00      | 45.01 %    | 3,036.60        | 0.00 %         |               | 12.77 %      |                 |
| CH14       | 11.10    | 4.44    | 0.00      | 39.99 %    | 4,113.50        | 0.00 %         |               | 12.77 %      |                 |
| CH08       | 8.64     | 3.43    | 0.00      | 39.67 %    | 6,749.80        | 0.00 %         |               | 12.77 %      |                 |
| CH26       | 1.43     | 0.54    | 0.00      | 37.44 %    | 503.80          | 0.00 %         |               | 12.77 %      |                 |
| AVD1       | 5.29     | 1.90    | 0.00      | 35.85 %    | 1,487.80        | 0.00 %         |               | 12.77 %      |                 |
| CH05       | 7.53     | 2.60    | 0.00      | 34.56 %    | 2,153.50        | 0.00 %         |               | 12.77 %      |                 |
| CH39       | 3.35     | 0.99    | 0.00      | 29.40 %    | 1,809.40        | 0.00 %         |               | 12.77 %      |                 |
| CH40       | 3.42     | 0.37    | 0.00      | 10.80 %    | 167.10          | 0.00 %         |               | 12.77 %      |                 |
| CH29       | 1.25     | 0.01    | 0.00      | 1.01 %     | 64.00           | 0.00 %         |               | 12.77 %      |                 |
| MC02       | 0.92     | 0.00    |           | 0.00 %     | 0.00            | 0.00 %         |               | 12.77 %      |                 |

| CHENNAI-02 |          |         |           |            |                 |                |               |              |                 |
|------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch     | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| UKI1       | 2.76     | 2.99    | 0.00      | 108.16 %   | 2,458.50        | 25.00 %        | 614.63        | 12.77 %      | 983.40          |
| CH34       | 5.60     | 4.47    | 0.00      | 79.78 %    | 4,932.30        | 0.00 %         |               | 12.77 %      | 739.85          |
| CH21       | 8.67     | 6.83    | 0.00      | 78.77 %    | 4,842.80        | 0.00 %         |               | 12.77 %      | 726.42          |
| CH41       | 4.07     | 3.07    | 0.00      | 75.43 %    | 5,273.20        | 0.00 %         |               | 12.77 %      | 527.32          |
| CH33       | 4.02     | 2.91    | 0.00      | 72.31 %    | 4,949.00        | 0.00 %         |               | 12.77 %      | 494.90          |
| CH43       | 3.60     | 2.50    | 0.00      | 69.52 %    | 2,038.50        | 0.00 %         |               | 12.77 %      |                 |
| CH27       | 1.84     | 1.26    | 0.00      | 68.90 %    | 964.90          | 0.00 %         |               | 12.77 %      |                 |
| MC06       | 1.49     | 1.00    | 0.00      | 67.32 %    | 690.20          | 0.00 %         |               | 12.77 %      |                 |
| GPD1       | 3.06     | 2.05    | 0.00      | 67.17 %    | 1,456.70        | 0.00 %         |               | 12.77 %      |                 |
| CH32       | 0.92     | 0.56    | 0.00      | 60.64 %    | 1,043.00        | 0.00 %         |               | 12.77 %      |                 |
| CH18       | 6.38     | 3.45    | 0.00      | 54.02 %    | 5,305.20        | 0.00 %         |               | 12.77 %      |                 |
| CH12       | 6.44     | 3.35    | 0.00      | 52.09 %    | 2,280.10        | 0.00 %         |               | 12.77 %      |                 |
| CH44       | 4.05     | 2.07    | 0.00      | 51.15 %    | 2,657.50        | 0.00 %         |               | 12.77 %      |                 |
| CH31       | 2.68     | 1.30    | 0.00      | 48.55 %    | 1,136.00        | 0.00 %         |               | 12.77 %      |                 |
| CH03       | 11.87    | 5.75    | 0.00      | 48.45 %    | 4,864.10        | 0.00 %         |               | 12.77 %      |                 |
| CH23       | 2.41     | 1.16    | 0.00      | 48.11 %    | 3,313.80        | 0.00 %         |               | 12.77 %      |                 |
| MJR1       | 5.30     | 2.55    | 0.00      | 48.05 %    | 1,824.10        | 0.00 %         |               | 12.77 %      |                 |
| CH09       | 5.19     | 2.48    | 0.00      | 47.83 %    | 2,370.20        | 0.00 %         |               | 12.77 %      |                 |
| PON1       | 2.84     | 1.35    | 0.00      | 47.68 %    | 2,499.00        | 0.00 %         |               | 12.77 %      |                 |
| CH20       | 6.28     | 2.92    | 0.00      | 46.57 %    | 3,245.20        | 0.00 %         |               | 12.77 %      |                 |
| CH36       | 3.06     | 1.39    | 0.00      | 45.35 %    | 2,012.40        | 0.00 %         |               | 12.77 %      |                 |
| CH46       | 2.53     | 1.11    | 0.00      | 43.92 %    | 704.90          | 0.00 %         |               | 12.77 %      |                 |
| CH17       | 2.60     | 1.11    | 0.00      | 42.65 %    | 700.10          | 0.00 %         |               | 12.77 %      |                 |
| MC08       | 0.87     | 0.37    | 0.00      | 42.28 %    | 59.10           | 0.00 %         |               | 12.77 %      |                 |
| CH06       | 5.58     | 2.12    | 0.00      | 37.99 %    | 3,101.50        | 0.00 %         |               | 12.77 %      |                 |
| CH15       | 14.11    | 4.20    | 0.00      | 29.77 %    | 3,747.30        | 0.00 %         |               | 12.77 %      |                 |
| CH24       | 5.26     | 1.34    | 0.00      | 25.47 %    | 1,459.10        | 0.00 %         |               | 12.77 %      |                 |
| MC05       | 2.12     | 0.18    | 0.00      | 8.49 %     | 119.50          | 0.00 %         |               | 12.77 %      |                 |
| CH01       | 0.45     | 0.00    |           | 0.00 %     | 0.00            | 0.00 %         |               | 12.77 %      |                 |
| OTHERS     |          |         |           |            |                 |                |               |              |                 |
| Branch     | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| CZWH       | 0.00     | 0.38    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| GHUB       | 0.00     | 0.71    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| MSWH       | 0.00     | 0.11    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| TZSD       | 0.00     | 0.13    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WHC3       | 0.00     | 4.07    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WZSD       | 0.00     | 0.05    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |