

|                                  |                            |                              |                                |                              |
|----------------------------------|----------------------------|------------------------------|--------------------------------|------------------------------|
| <b>Accu.Target</b><br>5,811.08 L | <b>Sales</b><br>3,418.83 L | <b>Achieved %</b><br>58.83 % | <b>HO Budget+ %</b><br>31.17 % | <b>Total Com.</b><br>36.05 L |
|----------------------------------|----------------------------|------------------------------|--------------------------------|------------------------------|

Note : Sales Period is From :01-Sep-2025 To :06-Sep-2025

| Sales Zone  | Target L | Sales L  | Achieved % | DGM Incentive (E) | HO Budget+ % | DGM Incentive (Alt) |
|-------------|----------|----------|------------|-------------------|--------------|---------------------|
| KL-SOUTH    | 62.04    | 128.26   | 206.75 %   | 0.00              | 31.17 %      | 0.00                |
| TRICHY-01   | 597.54   | 437.10   | 73.15 %    | 0.00              | 31.17 %      | 0.00                |
| SOUTH-03    | 673.05   | 470.10   | 69.85 %    | 0.00              | 31.17 %      | 24,000.00           |
| WEST-01     | 426.46   | 283.36   | 66.44 %    | 0.00              | 31.17 %      | 0.00                |
| WEST-02     | 518.86   | 288.99   | 55.70 %    | 0.00              | 31.17 %      | 0.00                |
| SOUTH-01    | 1,055.88 | 572.48   | 54.22 %    | 0.00              | 31.17 %      | 0.00                |
| NORTH ARCOT | 464.79   | 248.29   | 53.42 %    | 0.00              | 31.17 %      | 0.00                |
| SOUTH ARCOT | 459.94   | 233.92   | 50.86 %    | 0.00              | 31.17 %      | 0.00                |
| CHENNAI-01  | 796.35   | 372.17   | 46.73 %    | 0.00              | 31.17 %      | 0.00                |
| CHENNAI-02  | 756.18   | 339.57   | 44.91 %    | 0.00              | 31.17 %      | 0.00                |
| OTHERS      | 0.00     | 44.58    | 0.00 %     | 0.00              | 0.00 %       | 0.00                |
| Total       | 5,811.08 | 3,418.83 | 58.83 %    |                   | 31.17 %      |                     |

| KL-SOUTH | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|          | TVP1   | 62.04    | 128.26  | 206.75%    | 40,000.00         | 31.17 %      | 40,000.00           |

  

| TRICHY-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|-----------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|           | TRY1   | 233.15   | 188.12  | 80.69%     | 0.00              | 31.17 %      | 20,000.00           |
|           | PTK1   | 105.22   | 76.57   | 72.77%     | 0.00              | 31.17 %      | 0.00                |
|           | KUM1   | 126.11   | 84.22   | 66.79%     | 0.00              | 31.17 %      | 0.00                |
|           | TNJ1   | 133.06   | 88.18   | 66.27%     | 0.00              | 31.17 %      | 0.00                |

  

| SOUTH-03 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|          | KKD2   | 132.57   | 122.58  | 92.47%     | 7,500.00          | 31.17 %      | 40,000.00           |
|          | SVG1   | 115.16   | 86.63   | 75.22%     | 0.00              | 31.17 %      | 0.00                |
|          | MDU2   | 200.64   | 128.25  | 63.92%     | 0.00              | 31.17 %      | 7,500.00            |
|          | DGL1   | 201.32   | 122.19  | 60.70%     | 0.00              | 31.17 %      | 0.00                |
|          | KRR1   | 23.36    | 10.45   | 44.75%     | 0.00              | 31.17 %      | 0.00                |

  

| WEST-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|---------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|         | CBE1   | 184.19   | 131.36  | 71.32%     | 0.00              | 31.17 %      | 15,000.00           |
|         | TPR4   | 52.23    | 37.22   | 71.27%     | 0.00              | 31.17 %      | 0.00                |
|         | PLI1   | 53.19    | 36.85   | 69.27%     | 0.00              | 31.17 %      | 0.00                |
|         | UAM1   | 80.28    | 53.19   | 66.25%     | 0.00              | 31.17 %      | 0.00                |
|         | TPR1   | 56.57    | 24.74   | 43.74%     | 0.00              | 31.17 %      | 0.00                |

  

| WEST-02 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|---------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|         | HSR1   | 103.73   | 70.23   | 67.71%     | 0.00              | 31.17 %      | 0.00                |
|         | MTR1   | 109.38   | 67.68   | 61.88%     | 0.00              | 31.17 %      | 0.00                |
|         | ERD1   | 143.78   | 71.62   | 49.81%     | 0.00              | 31.17 %      | 0.00                |
|         | SLM1   | 161.96   | 79.45   | 49.05%     | 0.00              | 31.17 %      | 0.00                |

| SOUTH-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|          | NGR1   | 165.92   | 104.33  | 62.88%     | 0.00              | 31.17 %      | 7,500.00            |
|          | TUT1   | 213.36   | 133.63  | 62.63%     | 0.00              | 31.17 %      | 7,500.00            |
|          | KVT1   | 177.27   | 105.49  | 59.50%     | 0.00              | 31.17 %      | 0.00                |
|          | TKS1   | 157.13   | 92.81   | 59.06%     | 0.00              | 31.17 %      | 0.00                |
|          | VNR1   | 135.36   | 76.56   | 56.56%     | 0.00              | 31.17 %      | 0.00                |
|          | TVL1   | 206.83   | 59.67   | 28.85%     | 0.00              | 31.17 %      | 0.00                |

| NORTH<br>ARCOT | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|                | NA02   | 159.42   | 88.43   | 55.47%     | 0.00              | 31.17 %      | 0.00                |
|                | NA01   | 172.16   | 94.51   | 54.89%     | 0.00              | 31.17 %      | 0.00                |
|                | NA03   | 133.20   | 65.35   | 49.06%     | 0.00              | 31.17 %      | 0.00                |

| SOUTH<br>ARCOT | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|                | SA03   | 144.07   | 76.35   | 52.99%     | 0.00              | 31.17 %      | 0.00                |
|                | SA01   | 150.45   | 75.25   | 50.02%     | 0.00              | 31.17 %      | 0.00                |
|                | SA02   | 165.41   | 82.32   | 49.77%     | 0.00              | 31.17 %      | 0.00                |

| CHENNAI-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|            | CH08   | 184.62   | 90.65   | 49.10%     | 0.00              | 31.17 %      | 0.00                |
|            | CH03   | 155.67   | 74.56   | 47.90%     | 0.00              | 31.17 %      | 0.00                |
|            | CH05   | 202.29   | 92.82   | 45.88%     | 0.00              | 31.17 %      | 0.00                |
|            | CH06   | 253.77   | 114.14  | 44.98%     | 0.00              | 31.17 %      | 0.00                |

| CHENNAI-02 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|            | CH04   | 206.35   | 109.53  | 53.08%     | 0.00              | 31.17 %      | 0.00                |
|            | CH01   | 194.44   | 88.56   | 45.55%     | 0.00              | 31.17 %      | 0.00                |
|            | CH09   | 157.67   | 62.80   | 39.83%     | 0.00              | 31.17 %      | 0.00                |
|            | CH07   | 197.73   | 78.69   | 39.80%     | 0.00              | 31.17 %      | 0.00                |

| OTHERS | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|--------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|        | CBE1   | 0.00     | 0.82    | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | CH02   | 0.00     | 32.87   | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | HO01   | 0.00     | 6.40    | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | MDU1   | 0.00     | 1.38    | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | SLM1   | 0.00     | 0.89    | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | TRY1   | 0.00     | 1.50    | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | TVL2   | 0.00     | 0.71    | 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     | 12.24    | 28.35   | 0.00      | 231.71 %   | 21,362.20       | 40.00 %        | 8,544.88      | 31.17 %      | 8,544.88        |
| TVP1     | 33.32    | 76.35   | 0.41      | 229.16 %   | 38,289.20       | 40.00 %        | 15,315.68     | 31.17 %      | 15,315.68       |
| KLR1     | 16.48    | 23.56   | 0.00      | 142.92 %   | 20,048.00       | 40.00 %        | 8,019.20      | 31.17 %      | 8,019.20        |

| TRICHY-01 |          |         |           |            |                 |                |               |              |                 |
|-----------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch    | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| PDK1      | 9.99     | 10.95   | 0.00      | 109.60 %   | 10,205.70       | 25.00 %        | 2,551.43      | 31.17 %      | 4,082.28        |
| TYR1      | 20.56    | 18.64   | 0.00      | 90.64 %    | 12,933.20       | 15.00 %        | 1,939.98      | 31.17 %      | 5,173.28        |
| TRY1      | 120.57   | 107.13  | 0.04      | 88.86 %    | 67,271.50       | 10.00 %        | 6,727.15      | 31.17 %      | 26,908.60       |
| MSI1      | 10.57    | 9.11    | 0.22      | 86.23 %    | 12,137.00       | 10.00 %        | 1,213.70      | 31.17 %      | 4,854.80        |
| TTP1      | 15.61    | 13.29   | 0.00      | 85.14 %    | 12,329.80       | 10.00 %        | 1,232.98      | 31.17 %      | 4,931.92        |
| ORU1      | 11.97    | 9.75    | 0.03      | 81.46 %    | 10,321.50       | 10.00 %        | 1,032.15      | 31.17 %      | 3,096.45        |
| MVM1      | 27.63    | 22.33   | 0.08      | 80.82 %    | 31,738.60       | 10.00 %        | 3,173.86      | 31.17 %      | 9,521.58        |
| MDI1      | 17.91    | 14.05   | 0.00      | 78.48 %    | 16,290.80       | 0.00 %         |               | 31.17 %      | 4,887.24        |
| TVR2      | 26.92    | 21.09   | 0.51      | 78.34 %    | 17,101.70       | 0.00 %         |               | 31.17 %      | 5,130.51        |
| PTK1      | 24.41    | 19.12   | 0.54      | 78.32 %    | 21,161.10       | 0.00 %         |               | 31.17 %      | 6,348.33        |
| AYR1      | 14.55    | 11.27   | 0.00      | 77.46 %    | 12,281.40       | 0.00 %         |               | 31.17 %      | 3,684.42        |
| PBR2      | 35.51    | 27.20   | 0.11      | 76.59 %    | 20,903.40       | 0.00 %         |               | 31.17 %      | 6,271.02        |
| NGT1      | 21.82    | 16.44   | 0.00      | 75.34 %    | 17,822.30       | 0.00 %         |               | 31.17 %      | 4,455.58        |
| KRN1      | 10.21    | 7.56    | 0.00      | 74.11 %    | 7,931.20        | 0.00 %         |               | 31.17 %      | 1,982.80        |
| TNJ2      | 26.62    | 19.00   | 0.87      | 71.39 %    | 17,875.50       | 0.00 %         |               | 31.17 %      | 4,468.88        |
| TRY2      | 11.82    | 7.85    | 0.00      | 66.40 %    | 4,343.00        | 0.00 %         |               | 31.17 %      | 868.60          |
| JKM1      | 17.37    | 9.94    | 0.51      | 57.24 %    | 9,572.30        | 0.00 %         |               | 31.17 %      | 957.23          |
| APM1      | 10.61    | 6.07    | 0.26      | 57.23 %    | 6,180.50        | 0.00 %         |               | 31.17 %      | 618.05          |
| TVR1      | 10.02    | 5.72    | 0.00      | 57.06 %    | 5,919.90        | 0.00 %         |               | 31.17 %      | 591.99          |
| NCK1      | 11.55    | 6.58    | 0.00      | 56.97 %    | 7,737.20        | 0.00 %         |               | 31.17 %      | 773.72          |
| KUM1      | 32.62    | 18.57   | 0.00      | 56.92 %    | 19,033.00       | 0.00 %         |               | 31.17 %      | 1,903.30        |
| TRY3      | 22.19    | 12.37   | 0.00      | 55.73 %    | 9,813.50        | 0.00 %         |               | 31.17 %      | 981.35          |
| NMM1      | 14.87    | 7.60    | 0.00      | 51.13 %    | 11,026.30       | 0.00 %         |               | 31.17 %      |                 |
| KIK1      | 19.45    | 9.74    | 0.00      | 50.08 %    | 9,898.80        | 0.00 %         |               | 31.17 %      |                 |
| TNJ1      | 40.28    | 19.91   | 0.00      | 49.43 %    | 17,355.60       | 0.00 %         |               | 31.17 %      |                 |
| PBR1      | 11.94    | 5.83    | 0.00      | 48.81 %    | 6,464.50        | 0.00 %         |               | 31.17 %      |                 |

| SOUTH-03 |          |         |           |            |                 |                |               |              |                 |
|----------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch   | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| PVI1     | 16.97    | 45.80   | 0.09      | 269.84 %   | 46,566.30       | 40.00 %        | 18,626.52     | 31.17 %      | 18,626.52       |
| MNM1     | 11.28    | 13.98   | 0.00      | 123.95 %   | 35,483.60       | 40.00 %        | 14,193.44     | 31.17 %      | 14,193.44       |
| KYK1     | 8.56     | 10.28   | 0.00      | 120.08 %   | 14,353.00       | 40.00 %        | 5,741.20      | 31.17 %      | 5,741.20        |
| PNV1     | 8.28     | 8.64    | 0.04      | 104.32 %   | 9,247.20        | 25.00 %        | 2,311.80      | 31.17 %      | 3,698.88        |
| USL1     | 13.68    | 13.19   | 0.36      | 96.42 %    | 11,476.10       | 20.00 %        | 2,295.22      | 31.17 %      | 4,590.44        |
| MLR1     | 11.38    | 9.80    | 0.00      | 86.16 %    | 10,172.20       | 10.00 %        | 1,017.22      | 31.17 %      | 4,068.88        |
| TMM1     | 21.87    | 18.50   | 0.01      | 84.59 %    | 17,548.80       | 10.00 %        | 1,754.88      | 31.17 %      | 7,019.52        |
| ADP1     | 11.62    | 9.35    | 0.00      | 80.48 %    | 11,337.20       | 10.00 %        | 1,133.72      | 31.17 %      | 3,401.16        |
| MDU6     | 31.96    | 25.65   | 0.00      | 80.27 %    | 21,115.10       | 10.00 %        | 2,111.51      | 31.17 %      | 6,334.53        |
| TPT1     | 14.68    | 11.76   | 0.00      | 80.10 %    | 28,865.10       | 0.00 %         |               | 31.17 %      | 8,659.53        |
| CMR1     | 10.28    | 7.73    | 0.18      | 75.19 %    | 6,383.10        | 0.00 %         |               | 31.17 %      | 1,595.78        |
| TDI1     | 12.15    | 8.56    | 0.20      | 70.47 %    | 10,919.70       | 0.00 %         |               | 31.17 %      | 2,729.93        |
| DGL1     | 43.04    | 29.97   | 2.76      | 69.63 %    | 32,873.60       | 0.00 %         |               | 31.17 %      | 8,218.40        |
| MPA1     | 16.86    | 11.41   | 0.00      | 67.68 %    | 18,108.60       | 0.00 %         |               | 31.17 %      | 3,621.72        |
| SVG1     | 16.33    | 10.98   | 0.61      | 67.24 %    | 10,601.60       | 0.00 %         |               | 31.17 %      | 2,120.32        |
| TEN2     | 17.52    | 11.67   | 0.00      | 66.62 %    | 7,024.40        | 0.00 %         |               | 31.17 %      | 1,404.88        |
| MDU2     | 37.40    | 24.05   | 0.25      | 64.32 %    | 22,315.00       | 0.00 %         |               | 31.17 %      | 3,347.25        |
| KKD2     | 15.82    | 9.94    | 0.00      | 62.85 %    | 14,436.70       | 0.00 %         |               | 31.17 %      | 2,165.51        |
| NKI1     | 11.05    | 6.87    | 1.01      | 62.20 %    | 8,018.50        | 0.00 %         |               | 31.17 %      | 1,202.78        |
| NTM1     | 12.66    | 7.82    | 0.00      | 61.73 %    | 7,603.40        | 0.00 %         |               | 31.17 %      | 760.34          |
| CBM1     | 17.17    | 10.52   | 0.36      | 61.24 %    | 12,194.30       | 0.00 %         |               | 31.17 %      | 1,219.43        |
| MDU1     | 87.24    | 53.11   | 0.17      | 60.88 %    | 42,920.20       | 0.00 %         |               | 31.17 %      | 4,292.02        |
| MDU5     | 15.03    | 8.97    | 0.00      | 59.71 %    | 15,900.30       | 0.00 %         |               | 31.17 %      | 1,590.03        |
| TEN1     | 17.61    | 10.43   | 0.00      | 59.25 %    | 12,384.00       | 0.00 %         |               | 31.17 %      | 1,238.40        |
| KPT1     | 12.87    | 7.58    | 0.42      | 58.85 %    | 7,455.60        | 0.00 %         |               | 31.17 %      | 745.56          |
| SGP1     | 8.23     | 4.64    | 1.30      | 56.39 %    | 6,224.20        | 0.00 %         |               | 31.17 %      | 622.42          |
| PNI1     | 10.54    | 5.92    | 0.49      | 56.13 %    | 5,225.90        | 0.00 %         |               | 31.17 %      | 522.59          |
| BNR1     | 13.74    | 7.43    | 1.13      | 54.11 %    | 7,680.00        | 0.00 %         |               | 31.17 %      |                 |
| BTU1     | 8.72     | 4.48    | 0.43      | 51.38 %    | 5,209.70        | 0.00 %         |               | 31.17 %      |                 |
| MDU3     | 26.46    | 13.37   | 0.33      | 50.52 %    | 12,376.30       | 0.00 %         |               | 31.17 %      |                 |
| DKI1     | 23.31    | 11.49   | 0.00      | 49.32 %    | 13,361.10       | 0.00 %         |               | 31.17 %      |                 |
| MDU4     | 16.90    | 8.04    | 0.00      | 47.58 %    | 8,042.20        | 0.00 %         |               | 31.17 %      |                 |
| PKM1     | 10.70    | 4.95    | 0.13      | 46.28 %    | 5,611.10        | 0.00 %         |               | 31.17 %      |                 |
| ODM1     | 11.50    | 5.29    | 0.00      | 46.01 %    | 5,107.10        | 0.00 %         |               | 31.17 %      |                 |
| KRR1     | 11.86    | 5.16    | 0.03      | 43.52 %    | 7,845.80        | 0.00 %         |               | 31.17 %      |                 |
| ATG1     | 21.85    | 7.77    | 0.00      | 35.54 %    | 13,852.80       | 0.00 %         |               | 31.17 %      |                 |
| DGL2     | 15.95    | 4.99    | 0.00      | 31.31 %    | 7,061.30        | 0.00 %         |               | 31.17 %      |                 |

| WEST-01 |          |         |           |            |                 |                |               |              |                 |
|---------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch  | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| PPI1    | 6.54     | 11.85   | 0.10      | 181.11 %   | 15,516.10       | 40.00 %        | 6,206.44      | 31.17 %      | 6,206.44        |
| KMR1    | 21.45    | 31.18   | 0.04      | 145.36 %   | 34,345.10       | 40.00 %        | 13,738.04     | 31.17 %      | 13,738.04       |
| SNR1    | 13.62    | 13.44   | 0.00      | 98.72 %    | 15,318.50       | 20.00 %        | 3,063.70      | 31.17 %      | 6,127.40        |
| KGI1    | 11.90    | 10.96   | 0.00      | 92.08 %    | 6,967.90        | 15.00 %        | 1,045.19      | 31.17 %      | 2,787.16        |
| GDR1    | 9.80     | 8.30    | 0.00      | 84.68 %    | 8,188.40        | 10.00 %        | 818.84        | 31.17 %      | 3,275.36        |
| SYM2    | 7.93     | 6.66    | 0.00      | 84.00 %    | 10,017.00       | 10.00 %        | 1,001.70      | 31.17 %      | 4,006.80        |
| CBE3    | 5.88     | 4.81    | 0.02      | 81.94 %    | 7,655.50        | 10.00 %        | 765.55        | 31.17 %      | 2,296.65        |
| UMP1    | 10.26    | 8.12    | 0.00      | 79.18 %    | 8,238.50        | 0.00 %         |               | 31.17 %      | 2,471.55        |
| KMD1    | 10.89    | 8.16    | 0.00      | 74.93 %    | 16,202.10       | 0.00 %         |               | 31.17 %      | 4,050.53        |
| DPM2    | 10.09    | 7.29    | 0.00      | 72.26 %    | 11,333.50       | 0.00 %         |               | 31.17 %      | 2,833.38        |
| KGM1    | 7.94     | 5.66    | 0.99      | 71.20 %    | 8,975.80        | 0.00 %         |               | 31.17 %      | 2,243.95        |
| CBE2    | 65.85    | 43.87   | 0.00      | 66.63 %    | 45,288.40       | 0.00 %         |               | 31.17 %      | 9,057.68        |
| TPR3    | 12.18    | 8.08    | 0.00      | 66.37 %    | 14,784.10       | 0.00 %         |               | 31.17 %      | 2,956.82        |
| CNR1    | 10.04    | 6.53    | 0.00      | 65.06 %    | 5,698.00        | 0.00 %         |               | 31.17 %      | 854.70          |
| PLI1    | 18.01    | 11.44   | 0.00      | 63.55 %    | 13,310.60       | 0.00 %         |               | 31.17 %      | 1,996.59        |
| ANR1    | 4.01     | 2.54    | 0.00      | 63.24 %    | 4,533.80        | 0.00 %         |               | 31.17 %      | 680.07          |
| PDM1    | 6.90     | 4.34    | 0.05      | 62.87 %    | 6,224.60        | 0.00 %         |               | 31.17 %      | 933.69          |
| CBE5    | 10.08    | 6.31    | 0.32      | 62.58 %    | 9,247.70        | 0.00 %         |               | 31.17 %      | 1,387.16        |
| CBE6    | 17.06    | 10.67   | 0.00      | 62.55 %    | 15,961.80       | 0.00 %         |               | 31.17 %      | 2,394.27        |
| GBM1    | 10.45    | 6.25    | 0.00      | 59.80 %    | 7,018.90        | 0.00 %         |               | 31.17 %      | 701.89          |
| SUL1    | 9.41     | 5.59    | 0.00      | 59.38 %    | 9,984.00        | 0.00 %         |               | 31.17 %      | 998.40          |
| AVI1    | 11.22    | 6.58    | 0.43      | 58.58 %    | 8,558.90        | 0.00 %         |               | 31.17 %      | 855.89          |
| TPR1    | 18.80    | 10.89   | 0.37      | 57.90 %    | 8,618.40        | 0.00 %         |               | 31.17 %      | 861.84          |
| MPM1    | 12.80    | 6.88    | 0.56      | 53.79 %    | 11,572.90       | 0.00 %         |               | 31.17 %      |                 |
| CBE1    | 13.67    | 6.87    | 0.00      | 50.24 %    | 10,783.50       | 0.00 %         |               | 31.17 %      |                 |
| UAM1    | 24.86    | 12.36   | 0.00      | 49.72 %    | 10,155.90       | 0.00 %         |               | 31.17 %      |                 |
| CBE4    | 27.18    | 8.61    | 0.33      | 31.69 %    | 10,227.60       | 0.00 %         |               | 31.17 %      |                 |
| TPR4    | 12.07    | 3.35    | 0.00      | 27.75 %    | 4,295.30        | 0.00 %         |               | 31.17 %      |                 |
| TPR2    | 25.59    | 5.78    | 0.36      | 22.57 %    | 6,358.60        | 0.00 %         |               | 31.17 %      |                 |

| WEST-02 |          |         |           |            |                 |                |               |              |                 |
|---------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch  | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| SGI1    | 9.44     | 8.08    | 0.00      | 85.65 %    | 9,678.90        | 10.00 %        | 967.89        | 31.17 %      | 3,871.56        |
| VKL1    | 9.25     | 7.83    | 0.00      | 84.68 %    | 8,476.60        | 10.00 %        | 847.66        | 31.17 %      | 3,390.64        |
| HRR1    | 12.51    | 10.28   | 0.00      | 82.16 %    | 6,844.20        | 10.00 %        | 684.42        | 31.17 %      | 2,053.26        |
| PLC1    | 9.97     | 7.70    | 0.35      | 77.23 %    | 4,937.20        | 0.00 %         |               | 31.17 %      | 1,481.16        |
| OML1    | 14.24    | 10.97   | 0.48      | 77.03 %    | 14,099.80       | 0.00 %         |               | 31.17 %      | 4,229.94        |
| PMP1    | 10.74    | 8.21    | 0.33      | 76.43 %    | 4,140.90        | 0.00 %         |               | 31.17 %      | 1,242.27        |
| VPD1    | 17.35    | 12.13   | 0.00      | 69.94 %    | 15,993.40       | 0.00 %         |               | 31.17 %      | 3,998.35        |
| KRI1    | 13.34    | 9.27    | 0.00      | 69.51 %    | 7,304.10        | 0.00 %         |               | 31.17 %      | 1,826.03        |
| TRM1    | 21.77    | 15.10   | 0.00      | 69.37 %    | 18,479.40       | 0.00 %         |               | 31.17 %      | 4,619.85        |
| HSR1    | 19.23    | 12.93   | 0.41      | 67.27 %    | 14,975.30       | 0.00 %         |               | 31.17 %      | 2,995.06        |
| APN1    | 12.08    | 7.52    | 0.00      | 62.28 %    | 11,612.50       | 0.00 %         |               | 31.17 %      | 1,741.88        |
| HSR2    | 30.12    | 18.64   | 0.07      | 61.90 %    | 15,584.10       | 0.00 %         |               | 31.17 %      | 1,558.41        |
| ATU1    | 19.76    | 12.06   | 0.00      | 61.03 %    | 9,568.60        | 0.00 %         |               | 31.17 %      | 956.86          |
| TCG1    | 12.01    | 7.22    | 0.00      | 60.13 %    | 6,192.00        | 0.00 %         |               | 31.17 %      | 619.20          |
| BMD1    | 10.03    | 5.51    | 0.00      | 54.89 %    | 6,084.40        | 0.00 %         |               | 31.17 %      |                 |
| MCR1    | 13.64    | 7.41    | 0.00      | 54.36 %    | 11,728.10       | 0.00 %         |               | 31.17 %      |                 |
| MTR1    | 17.14    | 9.10    | 0.00      | 53.07 %    | 9,831.30        | 0.00 %         |               | 31.17 %      |                 |
| NKL2    | 25.42    | 13.39   | 0.00      | 52.66 %    | 20,068.00       | 0.00 %         |               | 31.17 %      |                 |
| PDR1    | 9.34     | 4.81    | 0.00      | 51.46 %    | 8,576.00        | 0.00 %         |               | 31.17 %      |                 |
| KVP1    | 10.89    | 5.39    | 0.00      | 49.48 %    | 8,276.90        | 0.00 %         |               | 31.17 %      |                 |
| ERD2    | 24.93    | 12.24   | 0.17      | 49.10 %    | 17,909.20       | 0.00 %         |               | 31.17 %      |                 |
| DPR2    | 11.40    | 5.58    | 0.00      | 48.94 %    | 6,105.70        | 0.00 %         |               | 31.17 %      |                 |
| RSP1    | 13.63    | 6.61    | 0.00      | 48.45 %    | 8,609.80        | 0.00 %         |               | 31.17 %      |                 |
| SLM1    | 52.30    | 24.79   | 0.00      | 47.41 %    | 18,619.50       | 0.00 %         |               | 31.17 %      |                 |
| ERD1    | 23.85    | 11.11   | 0.00      | 46.60 %    | 10,879.60       | 0.00 %         |               | 31.17 %      |                 |
| KMM1    | 10.12    | 4.68    | 0.81      | 46.28 %    | 5,764.90        | 0.00 %         |               | 31.17 %      |                 |
| EPI1    | 14.09    | 6.48    | 0.00      | 45.99 %    | 10,529.80       | 0.00 %         |               | 31.17 %      |                 |
| DPR1    | 8.65     | 3.74    | 0.00      | 43.23 %    | 5,722.10        | 0.00 %         |               | 31.17 %      |                 |
| EDP1    | 6.74     | 2.82    | 0.00      | 41.86 %    | 2,496.00        | 0.00 %         |               | 31.17 %      |                 |
| SLM2    | 15.43    | 6.41    | 0.00      | 41.52 %    | 7,163.90        | 0.00 %         |               | 31.17 %      |                 |
| SLM3    | 24.22    | 7.23    | 0.00      | 29.87 %    | 9,575.70        | 0.00 %         |               | 31.17 %      |                 |
| SGG1    | 7.28     | 1.83    | 0.00      | 25.16 %    | 1,843.70        | 0.00 %         |               | 31.17 %      |                 |
| CMI1    | 7.95     | 1.90    | 0.00      | 23.93 %    | 4,509.20        | 0.00 %         |               | 31.17 %      |                 |

| SOUTH-01 |          |         |           |            |                 |                |               |              |                 |
|----------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch   | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| SDI1     | 21.44    | 34.52   | 0.10      | 161.03 %   | 31,245.20       | 40.00 %        | 12,498.08     | 31.17 %      | 12,498.08       |
| SKD1     | 9.04     | 10.96   | 0.13      | 121.25 %   | 16,950.40       | 40.00 %        | 6,780.16      | 31.17 %      | 6,780.16        |
| ERL2     | 14.18    | 15.42   | 0.00      | 108.76 %   | 16,807.20       | 25.00 %        | 4,201.80      | 31.17 %      | 6,722.88        |
| PKD1     | 15.78    | 16.27   | 0.17      | 103.09 %   | 18,335.00       | 25.00 %        | 4,583.75      | 31.17 %      | 7,334.00        |
| TYI1     | 13.10    | 10.25   | 0.00      | 78.26 %    | 13,103.00       | 0.00 %         |               | 31.17 %      | 3,930.90        |
| MMT1     | 15.56    | 11.98   | 0.00      | 76.98 %    | 11,905.10       | 0.00 %         |               | 31.17 %      | 3,571.53        |
| VNR2     | 41.25    | 30.37   | 0.17      | 73.64 %    | 34,403.70       | 0.00 %         |               | 31.17 %      | 8,600.93        |
| COL1     | 6.86     | 4.93    | 0.00      | 71.81 %    | 3,823.30        | 0.00 %         |               | 31.17 %      | 955.83          |
| MAR1     | 31.82    | 22.67   | 0.00      | 71.26 %    | 17,021.90       | 0.00 %         |               | 31.17 %      | 4,255.48        |
| KYR1     | 9.28     | 6.58    | 1.11      | 70.95 %    | 7,590.90        | 0.00 %         |               | 31.17 %      | 1,897.73        |
| VKM1     | 12.55    | 8.83    | 0.00      | 70.31 %    | 14,494.70       | 0.00 %         |               | 31.17 %      | 3,623.68        |
| NGR1     | 64.18    | 45.04   | 0.29      | 70.17 %    | 35,458.10       | 0.00 %         |               | 31.17 %      | 8,864.53        |
| PDI1     | 13.63    | 9.52    | 0.17      | 69.85 %    | 9,675.60        | 0.00 %         |               | 31.17 %      | 2,418.90        |
| SNL1     | 16.63    | 11.52   | 0.00      | 69.26 %    | 9,590.90        | 0.00 %         |               | 31.17 %      | 2,397.73        |
| VNR1     | 14.73    | 9.88    | 0.00      | 67.09 %    | 10,497.60       | 0.00 %         |               | 31.17 %      | 2,099.52        |
| TKY1     | 18.32    | 11.74   | 0.00      | 64.06 %    | 15,935.10       | 0.00 %         |               | 31.17 %      | 2,390.27        |
| STU2     | 11.19    | 6.91    | 0.00      | 61.75 %    | 8,404.90        | 0.00 %         |               | 31.17 %      | 840.49          |
| TCN1     | 21.99    | 13.51   | 0.00      | 61.46 %    | 14,581.10       | 0.00 %         |               | 31.17 %      | 1,458.11        |
| TKS1     | 29.14    | 17.11   | 0.12      | 58.71 %    | 23,962.40       | 0.00 %         |               | 31.17 %      | 2,396.24        |
| TUT2     | 41.21    | 24.11   | 0.00      | 58.50 %    | 25,554.60       | 0.00 %         |               | 31.17 %      | 2,555.46        |
| UDN1     | 12.45    | 7.27    | 0.00      | 58.40 %    | 6,922.10        | 0.00 %         |               | 31.17 %      | 692.21          |
| VLY1     | 29.28    | 17.09   | 0.47      | 58.37 %    | 16,991.00       | 0.00 %         |               | 31.17 %      | 1,699.10        |
| TUT1     | 110.44   | 63.07   | 0.00      | 57.10 %    | 71,606.00       | 0.00 %         |               | 31.17 %      | 7,160.60        |
| SVK1     | 26.77    | 15.22   | 0.06      | 56.85 %    | 19,269.30       | 0.00 %         |               | 31.17 %      | 1,926.93        |
| RND1     | 33.77    | 19.02   | 0.15      | 56.33 %    | 26,212.40       | 0.00 %         |               | 31.17 %      | 2,621.24        |
| ARM1     | 12.89    | 6.78    | 0.00      | 52.63 %    | 7,040.40        | 0.00 %         |               | 31.17 %      |                 |
| ASM1     | 12.09    | 5.95    | 0.00      | 49.24 %    | 8,571.60        | 0.00 %         |               | 31.17 %      |                 |
| TKS2     | 33.21    | 16.14   | 0.43      | 48.61 %    | 15,692.80       | 0.00 %         |               | 31.17 %      |                 |
| KGL1     | 13.62    | 6.18    | 0.00      | 45.35 %    | 5,966.50        | 0.00 %         |               | 31.17 %      |                 |
| APK2     | 32.40    | 13.28   | 0.00      | 41.00 %    | 13,771.70       | 0.00 %         |               | 31.17 %      |                 |
| APK1     | 20.23    | 7.81    | 0.44      | 38.60 %    | 11,645.20       | 0.00 %         |               | 31.17 %      |                 |
| KVT1     | 69.03    | 25.40   | 0.21      | 36.79 %    | 37,719.40       | 0.00 %         |               | 31.17 %      |                 |
| SGT1     | 19.79    | 5.32    | 0.00      | 26.86 %    | 3,245.70        | 0.00 %         |               | 31.17 %      |                 |
| RPM1     | 39.93    | 10.20   | 0.00      | 25.55 %    | 16,384.10       | 0.00 %         |               | 31.17 %      |                 |
| TVL2     | 10.18    | 2.56    | 0.53      | 25.19 %    | 1,576.00        | 0.00 %         |               | 31.17 %      |                 |
| TVL1     | 142.39   | 27.28   | 0.00      | 19.16 %    | 28,897.40       | 0.00 %         |               | 31.17 %      |                 |
| KSM1     | 15.56    | 1.80    | 0.00      | 11.58 %    | 2,084.40        | 0.00 %         |               | 31.17 %      |                 |

| NORTH ARCOT |          |         |           |            |                 |                |               |              |                 |
|-------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| ABR1        | 16.53    | 13.95   | 0.11      | 84.42 %    | 12,827.10       | 10.00 %        | 1,282.71      | 31.17 %      | 5,130.84        |
| ANI1        | 10.45    | 7.29    | 0.25      | 69.70 %    | 9,645.20        | 0.00 %         |               | 31.17 %      | 2,411.30        |
| VNB1        | 11.93    | 8.14    | 0.07      | 68.25 %    | 7,451.20        | 0.00 %         |               | 31.17 %      | 1,490.24        |
| BGR1        | 10.39    | 7.01    | 0.00      | 67.47 %    | 8,077.30        | 0.00 %         |               | 31.17 %      | 1,615.46        |
| KPM2        | 50.09    | 33.42   | 0.04      | 66.73 %    | 24,107.30       | 0.00 %         |               | 31.17 %      | 4,821.46        |
| TRR1        | 27.27    | 18.00   | 0.02      | 66.02 %    | 17,335.20       | 0.00 %         |               | 31.17 %      | 3,467.04        |
| VEL2        | 27.40    | 17.04   | 0.05      | 62.18 %    | 18,251.20       | 0.00 %         |               | 31.17 %      | 2,737.68        |
| SBR1        | 25.32    | 15.34   | 0.33      | 60.57 %    | 20,039.80       | 0.00 %         |               | 31.17 %      | 2,003.98        |
| PTU1        | 6.27     | 3.76    | 0.00      | 59.97 %    | 3,249.90        | 0.00 %         |               | 31.17 %      | 324.99          |
| VSI1        | 14.43    | 8.62    | 0.00      | 59.69 %    | 11,260.80       | 0.00 %         |               | 31.17 %      | 1,126.08        |
| WJP1        | 13.96    | 7.60    | 0.00      | 54.45 %    | 7,901.10        | 0.00 %         |               | 31.17 %      |                 |
| KPM1        | 18.54    | 10.01   | 0.21      | 53.98 %    | 10,130.70       | 0.00 %         |               | 31.17 %      |                 |
| ARC2        | 21.15    | 11.36   | 0.34      | 53.70 %    | 9,690.20        | 0.00 %         |               | 31.17 %      |                 |
| SLG1        | 10.42    | 5.10    | 0.00      | 48.88 %    | 7,498.70        | 0.00 %         |               | 31.17 %      |                 |
| CYR1        | 10.85    | 5.11    | 0.30      | 47.08 %    | 6,929.60        | 0.00 %         |               | 31.17 %      |                 |
| GDM1        | 15.65    | 7.20    | 0.51      | 45.99 %    | 8,681.00        | 0.00 %         |               | 31.17 %      |                 |
| VEL1        | 27.12    | 12.19   | 0.00      | 44.95 %    | 12,520.10       | 0.00 %         |               | 31.17 %      |                 |
| WJD1        | 29.51    | 13.13   | 0.11      | 44.49 %    | 16,281.30       | 0.00 %         |               | 31.17 %      |                 |
| TRT1        | 12.93    | 5.28    | 0.00      | 40.85 %    | 5,723.40        | 0.00 %         |               | 31.17 %      |                 |
| CPT1        | 8.12     | 3.31    | 0.00      | 40.75 %    | 5,019.90        | 0.00 %         |               | 31.17 %      |                 |
| PLR1        | 12.71    | 5.09    | 0.00      | 40.00 %    | 4,149.60        | 0.00 %         |               | 31.17 %      |                 |
| UGI1        | 10.82    | 4.20    | 0.00      | 38.88 %    | 4,809.90        | 0.00 %         |               | 31.17 %      |                 |
| AKM1        | 17.61    | 6.59    | 0.00      | 37.42 %    | 6,867.00        | 0.00 %         |               | 31.17 %      |                 |
| TRL1        | 34.50    | 12.74   | 0.12      | 36.92 %    | 16,943.90       | 0.00 %         |               | 31.17 %      |                 |
| CGM1        | 20.82    | 6.83    | 0.00      | 32.80 %    | 5,577.30        | 0.00 %         |               | 31.17 %      |                 |



| SOUTH ARCOT |          |         |           |            |                 |                |               |              |                 |
|-------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| VPM2        | 23.59    | 18.10   | 0.00      | 76.72 %    | 14,746.30       | 0.00 %         |               | 31.17 %      | 4,423.89        |
| ULP1        | 22.36    | 16.42   | 0.00      | 73.43 %    | 14,218.10       | 0.00 %         |               | 31.17 %      | 3,554.53        |
| KLM1        | 20.82    | 14.97   | 0.26      | 71.88 %    | 21,330.40       | 0.00 %         |               | 31.17 %      | 5,332.60        |
| KML1        | 12.43    | 8.66    | 0.00      | 69.71 %    | 6,121.40        | 0.00 %         |               | 31.17 %      | 1,530.35        |
| MKM1        | 12.14    | 8.10    | 0.02      | 66.73 %    | 8,657.00        | 0.00 %         |               | 31.17 %      | 1,731.40        |
| PRT1        | 18.86    | 12.33   | 0.24      | 65.35 %    | 11,065.70       | 0.00 %         |               | 31.17 %      | 1,659.86        |
| VPM1        | 9.91     | 5.72    | 0.00      | 57.70 %    | 7,870.20        | 0.00 %         |               | 31.17 %      | 787.02          |
| CDM1        | 26.01    | 14.12   | 0.00      | 54.28 %    | 13,320.60       | 0.00 %         |               | 31.17 %      |                 |
| TRK1        | 29.66    | 15.99   | 0.08      | 53.92 %    | 19,898.20       | 0.00 %         |               | 31.17 %      |                 |
| SJI1        | 22.87    | 11.74   | 0.00      | 51.32 %    | 10,554.40       | 0.00 %         |               | 31.17 %      |                 |
| TVM1        | 13.47    | 6.84    | 0.00      | 50.79 %    | 5,659.30        | 0.00 %         |               | 31.17 %      |                 |
| CUD1        | 43.39    | 20.24   | 3.67      | 46.64 %    | 27,408.40       | 0.00 %         |               | 31.17 %      |                 |
| POY2        | 36.67    | 16.21   | 0.12      | 44.20 %    | 15,996.70       | 0.00 %         |               | 31.17 %      |                 |
| POY1        | 37.43    | 15.73   | 0.35      | 42.04 %    | 22,906.30       | 0.00 %         |               | 31.17 %      |                 |
| STP1        | 11.18    | 4.65    | 0.00      | 41.58 %    | 3,125.00        | 0.00 %         |               | 31.17 %      |                 |
| TDM1        | 24.73    | 10.00   | 0.00      | 40.45 %    | 7,496.60        | 0.00 %         |               | 31.17 %      |                 |
| TVM2        | 19.85    | 7.96    | 0.16      | 40.11 %    | 6,992.10        | 0.00 %         |               | 31.17 %      |                 |
| NVL2        | 32.75    | 12.93   | 0.00      | 39.50 %    | 12,516.10       | 0.00 %         |               | 31.17 %      |                 |
| KKI2        | 27.68    | 9.15    | 0.00      | 33.06 %    | 9,998.80        | 0.00 %         |               | 31.17 %      |                 |
| VCM1        | 14.14    | 4.06    | 0.00      | 28.70 %    | 2,920.90        | 0.00 %         |               | 31.17 %      |                 |

| CHENNAI-01 |          |         |           |            |                 |                |               |              |                 |
|------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch     | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| CH35       | 15.33    | 13.05   | 0.12      | 85.13 %    | 12,409.80       | 10.00 %        | 1,240.98      | 31.17 %      | 4,963.92        |
| TKM1       | 13.82    | 10.84   | 0.20      | 78.43 %    | 11,688.50       | 0.00 %         |               | 31.17 %      | 3,506.55        |
| CH28       | 30.49    | 20.81   | 0.27      | 68.23 %    | 32,536.60       | 0.00 %         |               | 31.17 %      | 6,507.32        |
| MC10       | 7.70     | 4.79    | 0.00      | 62.12 %    | 2,001.10        | 0.00 %         |               | 31.17 %      | 300.17          |
| GUD2       | 24.35    | 14.27   | 0.00      | 58.62 %    | 15,206.00       | 0.00 %         |               | 31.17 %      | 1,520.60        |
| CH22       | 24.54    | 14.31   | 0.00      | 58.33 %    | 17,178.20       | 0.00 %         |               | 31.17 %      | 1,717.82        |
| CH30       | 23.93    | 13.95   | 0.00      | 58.28 %    | 9,095.90        | 0.00 %         |               | 31.17 %      | 909.59          |
| CH29       | 7.53     | 4.36    | 0.00      | 57.89 %    | 6,602.70        | 0.00 %         |               | 31.17 %      | 660.27          |
| CH16       | 54.56    | 30.08   | 0.65      | 55.13 %    | 37,704.40       | 0.00 %         |               | 31.17 %      |                 |
| CH19       | 37.66    | 20.30   | 0.41      | 53.89 %    | 26,299.70       | 0.00 %         |               | 31.17 %      |                 |
| CGL1       | 18.99    | 10.20   | 0.76      | 53.70 %    | 8,863.00        | 0.00 %         |               | 31.17 %      |                 |
| CH38       | 20.72    | 10.97   | 0.19      | 52.91 %    | 11,914.10       | 0.00 %         |               | 31.17 %      |                 |
| CH37       | 10.90    | 5.74    | 0.47      | 52.64 %    | 5,197.80        | 0.00 %         |               | 31.17 %      |                 |
| CH42       | 33.11    | 16.11   | 0.01      | 48.65 %    | 18,749.60       | 0.00 %         |               | 31.17 %      |                 |
| MRM1       | 24.50    | 11.45   | 0.55      | 46.74 %    | 12,954.10       | 0.00 %         |               | 31.17 %      |                 |
| CH48       | 36.61    | 16.68   | 0.06      | 45.56 %    | 20,971.30       | 0.00 %         |               | 31.17 %      |                 |
| CH05       | 45.18    | 20.32   | 0.67      | 44.97 %    | 22,162.60       | 0.00 %         |               | 31.17 %      |                 |
| CH07       | 40.98    | 17.23   | 0.02      | 42.06 %    | 16,942.70       | 0.00 %         |               | 31.17 %      |                 |
| CH45       | 23.55    | 9.47    | 0.91      | 40.21 %    | 8,993.90        | 0.00 %         |               | 31.17 %      |                 |
| CH26       | 8.61     | 3.44    | 0.78      | 40.00 %    | 4,718.30        | 0.00 %         |               | 31.17 %      |                 |
| CH11       | 28.38    | 11.29   | 0.31      | 39.77 %    | 17,730.30       | 0.00 %         |               | 31.17 %      |                 |
| MC09       | 4.29     | 1.69    | 0.00      | 39.41 %    | 1,458.20        | 0.00 %         |               | 31.17 %      |                 |
| CH08       | 51.85    | 20.40   | 0.07      | 39.34 %    | 32,400.70       | 0.00 %         |               | 31.17 %      |                 |
| KNR1       | 21.46    | 8.30    | 0.40      | 38.69 %    | 11,163.20       | 0.00 %         |               | 31.17 %      |                 |
| CH14       | 66.58    | 25.75   | 0.39      | 38.68 %    | 29,881.40       | 0.00 %         |               | 31.17 %      |                 |
| GUD1       | 25.23    | 8.60    | 0.30      | 34.07 %    | 18,591.10       | 0.00 %         |               | 31.17 %      |                 |
| AVD1       | 31.77    | 10.57   | 0.00      | 33.27 %    | 11,785.80       | 0.00 %         |               | 31.17 %      |                 |
| CH40       | 20.54    | 6.67    | 0.15      | 32.47 %    | 2,658.30        | 0.00 %         |               | 31.17 %      |                 |
| SKL1       | 17.53    | 4.95    | 1.16      | 28.25 %    | 6,702.20        | 0.00 %         |               | 31.17 %      |                 |
| CH39       | 20.13    | 4.94    | 0.00      | 24.55 %    | 5,557.30        | 0.00 %         |               | 31.17 %      |                 |
| MC02       | 5.53     | 0.66    | 0.00      | 11.89 %    | 486.20          | 0.00 %         |               | 31.17 %      |                 |

| CHENNAI-02 |          |         |           |            |                 |                |               |              |                 |
|------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch     | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| CH34       | 33.59    | 21.51   | 0.23      | 64.04 %    | 22,154.00       | 0.00 %         |               | 31.17 %      | 3,323.10        |
| CH18       | 38.29    | 23.43   | 0.17      | 61.19 %    | 31,977.20       | 0.00 %         |               | 31.17 %      | 3,197.72        |
| UKI1       | 16.56    | 9.97    | 0.00      | 60.20 %    | 8,832.30        | 0.00 %         |               | 31.17 %      | 883.23          |
| CH44       | 24.32    | 13.93   | 0.00      | 57.27 %    | 15,533.10       | 0.00 %         |               | 31.17 %      | 1,553.31        |
| MC05       | 12.69    | 7.21    | 0.00      | 56.81 %    | 2,126.40        | 0.00 %         |               | 31.17 %      | 212.64          |
| CH43       | 21.61    | 11.95   | 0.37      | 55.28 %    | 12,699.40       | 0.00 %         |               | 31.17 %      | 1,269.94        |
| CH03       | 71.22    | 39.04   | 0.11      | 54.81 %    | 32,516.50       | 0.00 %         |               | 31.17 %      |                 |
| MJR1       | 31.80    | 16.37   | 0.00      | 51.47 %    | 14,396.90       | 0.00 %         |               | 31.17 %      |                 |
| GPD1       | 18.33    | 9.42    | 0.35      | 51.38 %    | 7,844.10        | 0.00 %         |               | 31.17 %      |                 |
| MC06       | 8.93     | 4.55    | 0.00      | 50.90 %    | 1,686.20        | 0.00 %         |               | 31.17 %      |                 |
| CH33       | 24.12    | 11.46   | 0.00      | 47.50 %    | 17,723.30       | 0.00 %         |               | 31.17 %      |                 |
| CH21       | 52.03    | 24.13   | 0.34      | 46.38 %    | 17,134.30       | 0.00 %         |               | 31.17 %      |                 |
| CH41       | 24.40    | 11.21   | 0.25      | 45.96 %    | 17,683.70       | 0.00 %         |               | 31.17 %      |                 |
| CH20       | 37.68    | 16.27   | 0.30      | 43.19 %    | 16,854.40       | 0.00 %         |               | 31.17 %      |                 |
| CH12       | 38.61    | 16.17   | 0.00      | 41.87 %    | 17,145.80       | 0.00 %         |               | 31.17 %      |                 |
| CH32       | 5.51     | 2.29    | 0.00      | 41.50 %    | 1,847.30        | 0.00 %         |               | 31.17 %      |                 |
| PON1       | 17.02    | 6.99    | 0.00      | 41.06 %    | 8,354.90        | 0.00 %         |               | 31.17 %      |                 |
| CH06       | 33.49    | 13.15   | 0.00      | 39.27 %    | 14,533.90       | 0.00 %         |               | 31.17 %      |                 |
| CH23       | 14.47    | 5.47    | 0.00      | 37.78 %    | 6,573.50        | 0.00 %         |               | 31.17 %      |                 |
| CH46       | 15.16    | 5.71    | 0.00      | 37.65 %    | 4,705.50        | 0.00 %         |               | 31.17 %      |                 |
| CH31       | 16.05    | 6.04    | 0.00      | 37.60 %    | 9,765.70        | 0.00 %         |               | 31.17 %      |                 |
| CH17       | 15.60    | 5.33    | 1.02      | 34.19 %    | 5,022.70        | 0.00 %         |               | 31.17 %      |                 |
| CH24       | 31.56    | 10.40   | 0.37      | 32.95 %    | 12,487.80       | 0.00 %         |               | 31.17 %      |                 |
| MC08       | 5.25     | 1.73    | 0.00      | 32.93 %    | 428.70          | 0.00 %         |               | 31.17 %      |                 |
| CH09       | 31.16    | 10.17   | 0.26      | 32.65 %    | 14,382.00       | 0.00 %         |               | 31.17 %      |                 |
| CH15       | 84.67    | 27.47   | 0.38      | 32.44 %    | 24,998.10       | 0.00 %         |               | 31.17 %      |                 |
| CH27       | 11.01    | 3.35    | 0.00      | 30.40 %    | 2,798.30        | 0.00 %         |               | 31.17 %      |                 |
| CH01       | 2.69     | 0.70    | 0.00      | 25.82 %    | 676.00          | 0.00 %         |               | 31.17 %      |                 |
| CH36       | 18.35    | 4.18    | 0.00      | 22.79 %    | 5,650.80        | 0.00 %         |               | 31.17 %      |                 |

| OTHERS |          |         |           |            |                 |                |               |              |                 |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| CZWH   | 0.00     | 14.45   | 0.00      | 0.00 %     | 3,750.00        | 0.00 %         |               | 0.00 %       |                 |
| GHUB   | 0.00     | 6.06    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| MSWH   | 0.00     | 0.34    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| S2SD   | 0.00     | 0.71    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| SZSD   | 0.00     | 1.38    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| TZSD   | 0.00     | 1.50    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WHC3   | 0.00     | 18.42   | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WZSD   | 0.00     | 0.82    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WZWH   | 0.00     | 0.89    | 11.91     | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |