

|                                   |                             |                              |                                |                               |
|-----------------------------------|-----------------------------|------------------------------|--------------------------------|-------------------------------|
| <b>Accu.Target</b><br>22,275.79 L | <b>Sales</b><br>15,802.68 L | <b>Achieved %</b><br>70.94 % | <b>HO Budget+ %</b><br>19.06 % | <b>Total Com.</b><br>154.11 L |
|-----------------------------------|-----------------------------|------------------------------|--------------------------------|-------------------------------|

Note : Sales Period is From :01-Sep-2025 To :23-Sep-2025

| Sales Zone  | Target L  | Sales L   | Achieved % | DGM Incentive (E) | HO Budget+ % | DGM Incentive (Alt) |
|-------------|-----------|-----------|------------|-------------------|--------------|---------------------|
| KL-SOUTH    | 237.81    | 260.45    | 109.52 %   | 0.00              | 19.06 %      | 0.00                |
| SOUTH-01    | 4,047.53  | 2,999.04  | 74.10 %    | 0.00              | 19.06 %      | 0.00                |
| TRICHY-01   | 2,290.58  | 1,645.33  | 71.83 %    | 0.00              | 19.06 %      | 0.00                |
| WEST-02     | 1,988.95  | 1,415.30  | 71.16 %    | 0.00              | 19.06 %      | 0.00                |
| WEST-01     | 1,634.76  | 1,142.34  | 69.88 %    | 0.00              | 19.06 %      | 0.00                |
| NORTH ARCOT | 1,781.69  | 1,214.85  | 68.19 %    | 0.00              | 19.06 %      | 0.00                |
| CHENNAI-02  | 2,898.70  | 1,970.60  | 67.98 %    | 0.00              | 19.06 %      | 0.00                |
| CHENNAI-01  | 3,052.66  | 2,030.42  | 66.51 %    | 0.00              | 19.06 %      | 0.00                |
| SOUTH-03    | 2,580.03  | 1,687.95  | 65.42 %    | 0.00              | 19.06 %      | 0.00                |
| SOUTH ARCOT | 1,763.09  | 1,111.44  | 63.04 %    | 0.00              | 19.06 %      | 0.00                |
| OTHERS      | 0.00      | 324.95    | 0.00 %     | 0.00              | 0.00 %       | 0.00                |
| Total       | 22,275.79 | 15,802.68 | 70.94 %    |                   | 19.06 %      |                     |

| KL-SOUTH | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|          | TVP1   | 237.81   | 260.45  | 109.52%    | 30,000.00         | 19.06 %      | 80,000.00           |

  

| SOUTH-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|          | TUT1   | 817.89   | 651.43  | 79.65%     | 0.00              | 19.06 %      | 45,000.00           |
|          | NGR1   | 636.03   | 496.66  | 78.09%     | 0.00              | 19.06 %      | 30,000.00           |
|          | TKS1   | 602.32   | 460.36  | 76.43%     | 0.00              | 19.06 %      | 30,000.00           |
|          | KVT1   | 679.54   | 505.21  | 74.35%     | 0.00              | 19.06 %      | 37,500.00           |
|          | TVL1   | 792.86   | 553.12  | 69.76%     | 0.00              | 19.06 %      | 0.00                |
|          | VNR1   | 518.89   | 332.26  | 64.03%     | 0.00              | 19.06 %      | 0.00                |

  

| TRICHY-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|-----------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|           | PTK1   | 403.34   | 307.85  | 76.32%     | 0.00              | 19.06 %      | 22,500.00           |
|           | KUM1   | 483.42   | 359.78  | 74.42%     | 0.00              | 19.06 %      | 22,500.00           |
|           | TNJ1   | 510.06   | 361.24  | 70.82%     | 0.00              | 19.06 %      | 0.00                |
|           | TRY1   | 893.76   | 616.45  | 68.97%     | 0.00              | 19.06 %      | 0.00                |

  

| WEST-02 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|---------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|         | MTR1   | 419.30   | 349.89  | 83.45%     | 0.00              | 19.06 %      | 45,000.00           |
|         | HSR1   | 397.62   | 317.06  | 79.74%     | 0.00              | 19.06 %      | 22,500.00           |
|         | SLM1   | 620.86   | 425.69  | 68.56%     | 0.00              | 19.06 %      | 0.00                |
|         | ERD1   | 551.17   | 322.67  | 58.54%     | 0.00              | 19.06 %      | 0.00                |

  

| WEST-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|---------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|         | TPR4   | 200.21   | 162.37  | 81.10%     | 0.00              | 19.06 %      | 15,000.00           |
|         | PLI1   | 203.89   | 147.40  | 72.29%     | 0.00              | 19.06 %      | 0.00                |
|         | CBE1   | 706.05   | 504.28  | 71.42%     | 0.00              | 19.06 %      | 0.00                |
|         | UAM1   | 307.76   | 213.11  | 69.25%     | 0.00              | 19.06 %      | 0.00                |
|         | TPR1   | 216.85   | 115.18  | 53.11%     | 0.00              | 19.06 %      | 0.00                |

| NORTH<br>ARCOT | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|                | NA01   | 659.95   | 463.34  | 70.21%     | 0.00              | 19.06 %      | 0.00                |
|                | NA03   | 510.61   | 342.56  | 67.09%     | 0.00              | 19.06 %      | 0.00                |
|                | NA02   | 611.12   | 408.95  | 66.92%     | 0.00              | 19.06 %      | 0.00                |

| CHENNAI-02 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|            | CH04   | 791.01   | 581.59  | 73.53%     | 0.00              | 19.06 %      | 37,500.00           |
|            | CH01   | 780.19   | 538.02  | 68.96%     | 0.00              | 19.06 %      | 0.00                |
|            | CH07   | 757.95   | 487.98  | 64.38%     | 0.00              | 19.06 %      | 0.00                |
|            | CH09   | 569.55   | 363.00  | 63.74%     | 0.00              | 19.06 %      | 0.00                |

| CHENNAI-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|            | CH03   | 596.73   | 417.92  | 70.03%     | 0.00              | 19.06 %      | 0.00                |
|            | CH06   | 972.77   | 661.85  | 68.04%     | 0.00              | 19.06 %      | 0.00                |
|            | CH05   | 775.46   | 519.97  | 67.05%     | 0.00              | 19.06 %      | 0.00                |
|            | CH08   | 707.69   | 430.68  | 60.86%     | 0.00              | 19.06 %      | 0.00                |

| SOUTH-03 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|          | KKD2   | 508.18   | 384.74  | 75.71%     | 0.00              | 19.06 %      | 22,500.00           |
|          | SVG1   | 441.45   | 301.47  | 68.29%     | 0.00              | 19.06 %      | 0.00                |
|          | MDU2   | 769.13   | 479.48  | 62.34%     | 0.00              | 19.06 %      | 0.00                |
|          | KRR1   | 89.55    | 55.65   | 62.14%     | 0.00              | 19.06 %      | 0.00                |
|          | DGL1   | 771.71   | 466.60  | 60.46%     | 0.00              | 19.06 %      | 0.00                |

| SOUTH<br>ARCOT | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|                | SA01   | 576.74   | 404.13  | 70.07%     | 0.00              | 19.06 %      | 0.00                |
|                | SA02   | 634.08   | 386.48  | 60.95%     | 0.00              | 19.06 %      | 0.00                |
|                | SA03   | 552.27   | 320.84  | 58.09%     | 0.00              | 19.06 %      | 0.00                |

| OTHERS | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|--------|--------|----------|---------|------------|-------------------|--------------|---------------------|
|        | CBE1   | 0.00     | 15.72   | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | CH02   | 0.00     | 113.93  | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | HO01   | 0.00     | 112.35  | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | MDU1   | 0.00     | 22.15   | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | NA01   | 0.00     | 0.62    | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | SA02   | 0.00     | 0.74    | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | SLM1   | 0.00     | 22.98   | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | TRY1   | 0.00     | 15.30   | 0.00%      | 0.00              | 0.00 %       | 0.00                |
|        | TVL2   | 0.00     | 21.15   | 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     | 46.90    | 63.42   | 0.14      | 135.21 %   | 47,762.30       | 40.00 %        | 19,104.92     | 19.06 %      | 19,104.92       |
| TVP1     | 127.72   | 152.63  | 0.36      | 119.50 %   | 95,405.10       | 30.00 %        | 28,621.53     | 19.06 %      | 38,162.04       |
| KLR1     | 63.19    | 44.41   | 0.21      | 70.27 %    | 39,120.20       | 0.00 %         |               | 19.06 %      | 3,912.02        |

| SOUTH-01 |          |         |           |            |                 |                |               |              |                 |
|----------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch   | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| TYI1     | 50.20    | 58.17   | 0.00      | 115.88 %   | 71,643.00       | 30.00 %        | 21,492.90     | 19.06 %      | 28,657.20       |
| ERL2     | 54.36    | 61.46   | 0.08      | 113.05 %   | 66,122.30       | 30.00 %        | 19,836.69     | 19.06 %      | 26,448.92       |
| SKD1     | 34.65    | 35.45   | 0.09      | 102.33 %   | 42,217.30       | 25.00 %        | 10,554.33     | 19.06 %      | 16,886.92       |
| SDI1     | 82.19    | 77.12   | 0.24      | 93.84 %    | 69,481.00       | 15.00 %        | 10,422.15     | 19.06 %      | 20,844.30       |
| KYR1     | 35.56    | 32.89   | 0.36      | 92.50 %    | 29,252.50       | 15.00 %        | 4,387.88      | 19.06 %      | 8,775.75        |
| RPM1     | 153.05   | 138.15  | 0.06      | 90.26 %    | 129,458.20      | 15.00 %        | 19,418.73     | 19.06 %      | 38,837.46       |
| PKD1     | 60.50    | 53.66   | 0.05      | 88.70 %    | 67,547.40       | 10.00 %        | 6,754.74      | 19.06 %      | 16,886.85       |
| UDN1     | 47.72    | 40.89   | 0.34      | 85.70 %    | 37,827.50       | 10.00 %        | 3,782.75      | 19.06 %      | 9,456.88        |
| ASM1     | 46.35    | 38.88   | 0.13      | 83.87 %    | 51,294.10       | 10.00 %        | 5,129.41      | 19.06 %      | 12,823.53       |
| MAR1     | 121.97   | 102.08  | 0.09      | 83.69 %    | 81,544.20       | 10.00 %        | 8,154.42      | 19.06 %      | 20,386.05       |
| KSM1     | 59.65    | 49.48   | 0.03      | 82.96 %    | 30,216.50       | 10.00 %        | 3,021.65      | 19.06 %      | 7,554.13        |
| VNR2     | 158.11   | 130.35  | 0.07      | 82.44 %    | 128,275.90      | 10.00 %        | 12,827.59     | 19.06 %      | 32,068.98       |
| NGR1     | 246.03   | 196.92  | 0.46      | 80.04 %    | 149,528.00      | 0.00 %         |               | 19.06 %      | 29,905.60       |
| TUT2     | 157.96   | 126.25  | 0.18      | 79.92 %    | 112,412.40      | 0.00 %         |               | 19.06 %      | 22,482.48       |
| TKS2     | 127.29   | 100.85  | 0.11      | 79.22 %    | 82,276.70       | 0.00 %         |               | 19.06 %      | 16,455.34       |
| TCN1     | 84.28    | 66.37   | 0.01      | 78.74 %    | 71,632.70       | 0.00 %         |               | 19.06 %      | 14,326.54       |
| MMT1     | 59.65    | 46.78   | 0.00      | 78.44 %    | 47,712.90       | 0.00 %         |               | 19.06 %      | 9,542.58        |
| VKM1     | 48.12    | 37.61   | 0.30      | 78.16 %    | 54,866.30       | 0.00 %         |               | 19.06 %      | 10,973.26       |
| VNR1     | 56.45    | 44.01   | 0.00      | 77.96 %    | 40,131.20       | 0.00 %         |               | 19.06 %      | 8,026.24        |
| SVK1     | 102.60   | 75.40   | 0.18      | 73.49 %    | 73,743.50       | 0.00 %         |               | 19.06 %      | 11,061.53       |
| PDI1     | 52.23    | 37.87   | 0.12      | 72.51 %    | 35,733.30       | 0.00 %         |               | 19.06 %      | 3,573.33        |
| VLV1     | 112.26   | 81.26   | 0.90      | 72.39 %    | 74,286.40       | 0.00 %         |               | 19.06 %      | 7,428.64        |
| RND1     | 129.44   | 93.08   | 0.11      | 71.91 %    | 113,914.40      | 0.00 %         |               | 19.06 %      | 11,391.44       |
| TKS1     | 111.70   | 79.02   | 0.09      | 70.75 %    | 92,045.00       | 0.00 %         |               | 19.06 %      | 9,204.50        |
| TVL1     | 545.82   | 385.02  | 0.20      | 70.54 %    | 299,787.20      | 0.00 %         |               | 19.06 %      | 29,978.72       |
| TUT1     | 423.36   | 298.30  | 0.10      | 70.46 %    | 316,734.00      | 0.00 %         |               | 19.06 %      | 31,673.40       |
| TKY1     | 70.23    | 49.30   | 0.15      | 70.20 %    | 54,877.00       | 0.00 %         |               | 19.06 %      | 5,487.70        |
| SNL1     | 63.75    | 43.89   | 0.21      | 68.84 %    | 39,632.90       | 0.00 %         |               | 19.06 %      | 3,963.29        |
| KVT1     | 264.62   | 180.77  | 0.12      | 68.31 %    | 242,436.50      | 0.00 %         |               | 19.06 %      | 24,243.65       |
| KGL1     | 52.20    | 34.78   | 0.13      | 66.62 %    | 28,029.40       | 0.00 %         |               | 19.06 %      | 2,802.94        |
| COL1     | 26.30    | 17.33   | 0.45      | 65.87 %    | 22,174.90       | 0.00 %         |               | 19.06 %      | 2,217.49        |
| STU2     | 42.90    | 27.85   | 0.23      | 64.92 %    | 31,614.30       | 0.00 %         |               | 19.06 %      | 3,161.43        |
| ARM1     | 49.40    | 30.01   | 0.50      | 60.75 %    | 30,473.90       | 0.00 %         |               | 19.06 %      |                 |
| APK1     | 77.55    | 39.47   | 0.10      | 50.90 %    | 55,370.20       | 0.00 %         |               | 19.06 %      |                 |
| TVL2     | 39.03    | 17.96   | 0.08      | 46.01 %    | 9,436.10        | 0.00 %         |               | 19.06 %      |                 |
| SGT1     | 75.87    | 27.34   | 0.00      | 36.04 %    | 21,107.80       | 0.00 %         |               | 19.06 %      |                 |
| APK2     | 124.18   | 43.03   | 0.48      | 34.65 %    | 42,464.50       | 0.00 %         |               | 19.06 %      |                 |

| TRICHY-01 |          |         |           |            |                 |                |               |              |                 |
|-----------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch    | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| KRN1      | 39.12    | 37.33   | 0.06      | 95.41 %    | 42,701.20       | 20.00 %        | 8,540.24      | 19.06 %      | 12,810.36       |
| PDK1      | 38.31    | 36.53   | 0.00      | 95.35 %    | 33,693.10       | 20.00 %        | 6,738.62      | 19.06 %      | 10,107.93       |
| MSI1      | 40.51    | 38.58   | 0.08      | 95.23 %    | 39,997.10       | 20.00 %        | 7,999.42      | 19.06 %      | 11,999.13       |
| TYR1      | 78.82    | 68.47   | 0.07      | 86.86 %    | 52,588.10       | 10.00 %        | 5,258.81      | 19.06 %      | 13,147.03       |
| ORU1      | 45.87    | 39.06   | 0.28      | 85.15 %    | 41,477.90       | 10.00 %        | 4,147.79      | 19.06 %      | 10,369.48       |
| PTK1      | 93.56    | 79.37   | 0.16      | 84.84 %    | 81,970.50       | 10.00 %        | 8,197.05      | 19.06 %      | 20,492.63       |
| NGT1      | 83.66    | 68.98   | 0.01      | 82.45 %    | 71,613.30       | 10.00 %        | 7,161.33      | 19.06 %      | 17,903.33       |
| TTP1      | 59.82    | 49.29   | 0.20      | 82.40 %    | 47,744.80       | 10.00 %        | 4,774.48      | 19.06 %      | 11,936.20       |
| TVR1      | 38.40    | 31.13   | 0.07      | 81.07 %    | 29,605.10       | 10.00 %        | 2,960.51      | 19.06 %      | 7,401.28        |
| MDI1      | 68.65    | 53.15   | 0.00      | 77.43 %    | 53,613.10       | 0.00 %         |               | 19.06 %      | 10,722.62       |
| MVM1      | 105.91   | 81.68   | 0.12      | 77.12 %    | 106,544.70      | 0.00 %         |               | 19.06 %      | 21,308.94       |
| TVR2      | 103.20   | 79.29   | 0.14      | 76.83 %    | 68,168.50       | 0.00 %         |               | 19.06 %      | 10,225.28       |
| KUM1      | 125.04   | 93.13   | 0.30      | 74.48 %    | 94,399.40       | 0.00 %         |               | 19.06 %      | 14,159.91       |
| AYR1      | 55.76    | 40.80   | 0.00      | 73.17 %    | 34,576.10       | 0.00 %         |               | 19.06 %      | 5,186.42        |
| PBR2      | 136.12   | 98.28   | 0.14      | 72.20 %    | 81,921.20       | 0.00 %         |               | 19.06 %      | 8,192.12        |
| TNJ2      | 102.04   | 72.84   | 0.25      | 71.38 %    | 68,853.50       | 0.00 %         |               | 19.06 %      | 6,885.35        |
| JKM1      | 66.59    | 46.62   | 0.38      | 70.00 %    | 45,125.90       | 0.00 %         |               | 19.06 %      | 4,512.59        |
| TRY1      | 462.17   | 320.41  | 0.19      | 69.33 %    | 226,370.30      | 0.00 %         |               | 19.06 %      | 22,637.03       |
| KIK1      | 74.54    | 47.08   | 0.00      | 63.16 %    | 43,465.70       | 0.00 %         |               | 19.06 %      |                 |
| NMM1      | 56.99    | 35.98   | 0.26      | 63.14 %    | 50,324.00       | 0.00 %         |               | 19.06 %      |                 |
| NCK1      | 44.27    | 27.94   | 0.00      | 63.10 %    | 31,070.70       | 0.00 %         |               | 19.06 %      |                 |
| PBR1      | 45.77    | 26.73   | 0.00      | 58.39 %    | 26,131.20       | 0.00 %         |               | 19.06 %      |                 |
| TNJ1      | 154.41   | 87.61   | 0.18      | 56.74 %    | 71,930.50       | 0.00 %         |               | 19.06 %      |                 |
| APM1      | 40.66    | 21.07   | 0.42      | 51.81 %    | 26,377.20       | 0.00 %         |               | 19.06 %      |                 |
| TRY2      | 45.30    | 23.40   | 0.00      | 51.66 %    | 16,636.00       | 0.00 %         |               | 19.06 %      |                 |
| TRY3      | 85.06    | 40.59   | 0.14      | 47.72 %    | 36,749.00       | 0.00 %         |               | 19.06 %      |                 |

| WEST-02 |          |         |           |            |                 |                |               |              |                 |
|---------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch  | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| SGI1    | 36.17    | 44.44   | 0.00      | 122.87 %   | 42,301.70       | 40.00 %        | 16,920.68     | 19.06 %      | 16,920.68       |
| PMP1    | 41.16    | 41.94   | 0.14      | 101.88 %   | 26,062.10       | 25.00 %        | 6,515.53      | 19.06 %      | 10,424.84       |
| TRM1    | 83.45    | 81.74   | 0.09      | 97.95 %    | 75,783.00       | 20.00 %        | 15,156.60     | 19.06 %      | 30,313.20       |
| MCR1    | 52.28    | 50.78   | 0.24      | 97.14 %    | 53,511.90       | 20.00 %        | 10,702.38     | 19.06 %      | 21,404.76       |
| OML1    | 54.57    | 52.98   | 0.15      | 97.08 %    | 48,766.20       | 20.00 %        | 9,753.24      | 19.06 %      | 14,629.86       |
| EDP1    | 25.85    | 24.07   | 0.00      | 93.10 %    | 16,005.80       | 15.00 %        | 2,400.87      | 19.06 %      | 4,801.74        |
| DPR1    | 33.17    | 27.54   | 0.03      | 83.05 %    | 22,146.80       | 10.00 %        | 2,214.68      | 19.06 %      | 5,536.70        |
| APN1    | 46.31    | 38.31   | 0.00      | 82.74 %    | 47,257.30       | 10.00 %        | 4,725.73      | 19.06 %      | 11,814.33       |
| PLC1    | 38.23    | 31.59   | 0.08      | 82.61 %    | 24,804.90       | 10.00 %        | 2,480.49      | 19.06 %      | 6,201.23        |
| VPD1    | 66.50    | 54.67   | 0.03      | 82.22 %    | 76,624.20       | 10.00 %        | 7,662.42      | 19.06 %      | 19,156.05       |
| BMD1    | 38.46    | 30.50   | 0.00      | 79.29 %    | 35,529.70       | 0.00 %         |               | 19.06 %      | 7,105.94        |
| HSR2    | 115.46   | 86.44   | 0.04      | 74.86 %    | 69,795.30       | 0.00 %         |               | 19.06 %      | 10,469.30       |
| HRR1    | 47.95    | 35.45   | 0.22      | 73.92 %    | 26,946.30       | 0.00 %         |               | 19.06 %      | 4,041.95        |
| VKL1    | 35.44    | 25.70   | 0.40      | 72.51 %    | 26,660.50       | 0.00 %         |               | 19.06 %      | 2,666.05        |
| ERD2    | 95.55    | 67.80   | 0.08      | 70.96 %    | 90,277.20       | 0.00 %         |               | 19.06 %      | 9,027.72        |
| SLM2    | 59.16    | 41.80   | 0.04      | 70.67 %    | 34,756.40       | 0.00 %         |               | 19.06 %      | 3,475.64        |
| KVP1    | 41.76    | 29.10   | 0.52      | 69.69 %    | 28,161.20       | 0.00 %         |               | 19.06 %      | 2,816.12        |
| MTR1    | 65.72    | 45.19   | 0.00      | 68.76 %    | 40,150.00       | 0.00 %         |               | 19.06 %      | 4,015.00        |
| ATU1    | 75.73    | 51.28   | 0.12      | 67.71 %    | 43,057.10       | 0.00 %         |               | 19.06 %      | 4,305.71        |
| HSR1    | 73.70    | 49.89   | 0.28      | 67.70 %    | 49,326.00       | 0.00 %         |               | 19.06 %      | 4,932.60        |
| SLM3    | 92.84    | 62.39   | 0.11      | 67.21 %    | 46,665.40       | 0.00 %         |               | 19.06 %      | 4,666.54        |
| KRI1    | 51.14    | 33.66   | 0.75      | 65.82 %    | 22,260.60       | 0.00 %         |               | 19.06 %      | 2,226.06        |
| EPI1    | 54.01    | 34.53   | 0.16      | 63.93 %    | 36,178.10       | 0.00 %         |               | 19.06 %      |                 |
| TCG1    | 46.03    | 27.60   | 0.00      | 59.97 %    | 23,604.00       | 0.00 %         |               | 19.06 %      |                 |
| CMI1    | 30.48    | 18.13   | 0.00      | 59.48 %    | 24,260.80       | 0.00 %         |               | 19.06 %      |                 |
| SLM1    | 200.47   | 118.62  | 0.10      | 59.17 %    | 80,868.00       | 0.00 %         |               | 19.06 %      |                 |
| DPR2    | 43.69    | 25.71   | 0.00      | 58.85 %    | 22,300.30       | 0.00 %         |               | 19.06 %      |                 |
| RSP1    | 52.26    | 30.64   | 0.03      | 58.63 %    | 34,207.00       | 0.00 %         |               | 19.06 %      |                 |
| ERD1    | 91.43    | 51.62   | 0.49      | 56.46 %    | 53,972.30       | 0.00 %         |               | 19.06 %      |                 |
| NKL2    | 97.46    | 52.68   | 0.42      | 54.05 %    | 67,548.20       | 0.00 %         |               | 19.06 %      |                 |
| PDR1    | 35.80    | 18.61   | 0.02      | 51.99 %    | 26,307.70       | 0.00 %         |               | 19.06 %      |                 |
| KMM1    | 38.80    | 18.72   | 0.23      | 48.25 %    | 21,981.70       | 0.00 %         |               | 19.06 %      |                 |
| SGG1    | 27.92    | 11.17   | 0.40      | 39.99 %    | 13,809.60       | 0.00 %         |               | 19.06 %      |                 |

| WEST-01 |          |         |           |            |                 |                |               |              |                 |
|---------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch  | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| PPI1    | 25.09    | 34.21   | 0.04      | 136.36 %   | 43,944.90       | 40.00 %        | 17,577.96     | 19.06 %      | 17,577.96       |
| SYM2    | 30.40    | 30.19   | 0.00      | 99.32 %    | 38,043.90       | 20.00 %        | 7,608.78      | 19.06 %      | 15,217.56       |
| KMR1    | 82.22    | 77.27   | 0.33      | 93.97 %    | 89,487.00       | 15.00 %        | 13,423.05     | 19.06 %      | 26,846.10       |
| GBM1    | 40.04    | 37.31   | 0.09      | 93.18 %    | 30,289.30       | 15.00 %        | 4,543.40      | 19.06 %      | 9,086.79        |
| CBE3    | 22.52    | 20.03   | 0.01      | 88.93 %    | 33,014.40       | 10.00 %        | 3,301.44      | 19.06 %      | 8,253.60        |
| KGM1    | 30.45    | 26.59   | 0.48      | 87.31 %    | 25,647.90       | 10.00 %        | 2,564.79      | 19.06 %      | 6,411.98        |
| KGI1    | 45.62    | 39.12   | 0.00      | 85.77 %    | 26,674.80       | 10.00 %        | 2,667.48      | 19.06 %      | 6,668.70        |
| SNR1    | 52.20    | 43.08   | 0.18      | 82.53 %    | 57,091.50       | 10.00 %        | 5,709.15      | 19.06 %      | 14,272.88       |
| DPM2    | 38.66    | 31.78   | 0.00      | 82.20 %    | 41,382.60       | 10.00 %        | 4,138.26      | 19.06 %      | 10,345.65       |
| ANR1    | 15.37    | 12.10   | 0.00      | 78.74 %    | 16,693.40       | 0.00 %         |               | 19.06 %      | 3,338.68        |
| PDM1    | 26.44    | 20.56   | 0.01      | 77.77 %    | 23,222.70       | 0.00 %         |               | 19.06 %      | 4,644.54        |
| TPR3    | 46.68    | 35.93   | 0.04      | 76.97 %    | 59,804.00       | 0.00 %         |               | 19.06 %      | 8,970.60        |
| CBE5    | 38.62    | 28.65   | 0.07      | 74.17 %    | 55,943.80       | 0.00 %         |               | 19.06 %      | 8,391.57        |
| UAM1    | 95.28    | 69.12   | 0.04      | 72.54 %    | 62,009.90       | 0.00 %         |               | 19.06 %      | 6,200.99        |
| CBE2    | 252.42   | 180.39  | 0.12      | 71.46 %    | 173,162.20      | 0.00 %         |               | 19.06 %      | 17,316.22       |
| GDR1    | 37.58    | 26.78   | 0.01      | 71.25 %    | 19,771.70       | 0.00 %         |               | 19.06 %      | 1,977.17        |
| SUL1    | 36.08    | 25.60   | 0.03      | 70.95 %    | 39,574.80       | 0.00 %         |               | 19.06 %      | 3,957.48        |
| UMP1    | 39.31    | 27.03   | 0.12      | 68.75 %    | 27,330.40       | 0.00 %         |               | 19.06 %      | 2,733.04        |
| KMD1    | 41.74    | 28.62   | 0.08      | 68.57 %    | 50,541.20       | 0.00 %         |               | 19.06 %      | 5,054.12        |
| TPR1    | 72.07    | 49.28   | 0.16      | 68.39 %    | 42,436.30       | 0.00 %         |               | 19.06 %      | 4,243.63        |
| CBE6    | 65.40    | 41.96   | 0.00      | 64.16 %    | 52,578.60       | 0.00 %         |               | 19.06 %      |                 |
| CBE1    | 52.39    | 32.67   | 0.00      | 62.36 %    | 49,615.50       | 0.00 %         |               | 19.06 %      |                 |
| PLI1    | 69.02    | 41.44   | 0.24      | 60.04 %    | 51,570.80       | 0.00 %         |               | 19.06 %      |                 |
| AVI1    | 43.03    | 25.64   | 0.27      | 59.60 %    | 28,108.40       | 0.00 %         |               | 19.06 %      |                 |
| CNR1    | 38.48    | 22.54   | 0.00      | 58.58 %    | 21,337.30       | 0.00 %         |               | 19.06 %      |                 |
| MPM1    | 49.06    | 26.93   | 0.14      | 54.90 %    | 38,592.40       | 0.00 %         |               | 19.06 %      |                 |
| CBE4    | 104.19   | 54.65   | 0.06      | 52.45 %    | 73,212.60       | 0.00 %         |               | 19.06 %      |                 |
| TPR4    | 46.28    | 22.91   | 0.00      | 49.50 %    | 22,674.00       | 0.00 %         |               | 19.06 %      |                 |
| TPR2    | 98.10    | 29.96   | 0.16      | 30.54 %    | 26,660.90       | 0.00 %         |               | 19.06 %      |                 |

| NORTH ARCOT |          |         |           |            |                 |                |               |              |                 |
|-------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| VNB1        | 45.75    | 44.93   | 0.23      | 98.22 %    | 39,183.30       | 20.00 %        | 7,836.66      | 19.06 %      | 15,673.32       |
| ABR1        | 63.35    | 54.75   | 0.61      | 86.42 %    | 50,955.00       | 10.00 %        | 5,095.50      | 19.06 %      | 12,738.75       |
| KPM2        | 192.00   | 154.03  | 0.02      | 80.23 %    | 121,017.10      | 10.00 %        | 12,101.71     | 19.06 %      | 24,203.42       |
| ANI1        | 40.07    | 31.28   | 0.12      | 78.06 %    | 29,065.60       | 0.00 %         |               | 19.06 %      | 5,813.12        |
| BGR1        | 39.83    | 31.08   | 0.06      | 78.03 %    | 33,297.20       | 0.00 %         |               | 19.06 %      | 6,659.44        |
| VEL2        | 105.03   | 80.83   | 0.21      | 76.96 %    | 82,281.00       | 0.00 %         |               | 19.06 %      | 12,342.15       |
| SBR1        | 97.05    | 74.10   | 0.07      | 76.35 %    | 87,399.20       | 0.00 %         |               | 19.06 %      | 13,109.88       |
| AKM1        | 67.49    | 50.51   | 0.15      | 74.84 %    | 55,768.40       | 0.00 %         |               | 19.06 %      | 8,365.26        |
| TRR1        | 104.52   | 76.84   | 0.16      | 73.51 %    | 66,684.70       | 0.00 %         |               | 19.06 %      | 10,002.71       |
| WJP1        | 53.51    | 39.14   | 0.06      | 73.14 %    | 35,673.50       | 0.00 %         |               | 19.06 %      | 5,351.03        |
| VSI1        | 55.33    | 40.22   | 0.10      | 72.70 %    | 49,435.80       | 0.00 %         |               | 19.06 %      | 4,943.58        |
| CYR1        | 41.61    | 30.03   | 0.08      | 72.19 %    | 32,654.00       | 0.00 %         |               | 19.06 %      | 3,265.40        |
| PTU1        | 24.05    | 17.13   | 0.00      | 71.22 %    | 14,397.30       | 0.00 %         |               | 19.06 %      | 1,439.73        |
| SLG1        | 39.96    | 28.18   | 0.13      | 70.53 %    | 31,232.60       | 0.00 %         |               | 19.06 %      | 3,123.26        |
| ARC2        | 81.07    | 53.65   | 0.16      | 66.18 %    | 48,193.90       | 0.00 %         |               | 19.06 %      | 4,819.39        |
| GDM1        | 59.98    | 38.92   | 0.25      | 64.89 %    | 38,227.50       | 0.00 %         |               | 19.06 %      | 3,822.75        |
| KPM1        | 71.08    | 45.91   | 0.87      | 64.59 %    | 43,111.90       | 0.00 %         |               | 19.06 %      |                 |
| CPT1        | 31.13    | 19.56   | 0.01      | 62.83 %    | 23,781.60       | 0.00 %         |               | 19.06 %      |                 |
| TRL1        | 132.24   | 81.62   | 0.19      | 61.72 %    | 94,409.30       | 0.00 %         |               | 19.06 %      |                 |
| VEL1        | 103.96   | 64.15   | 0.06      | 61.71 %    | 63,272.90       | 0.00 %         |               | 19.06 %      |                 |
| UGI1        | 41.46    | 24.38   | 0.87      | 58.80 %    | 20,196.40       | 0.00 %         |               | 19.06 %      |                 |
| TRT1        | 49.55    | 26.29   | 0.16      | 53.06 %    | 20,233.10       | 0.00 %         |               | 19.06 %      |                 |
| WJD1        | 113.14   | 58.79   | 0.15      | 51.96 %    | 60,804.00       | 0.00 %         |               | 19.06 %      |                 |
| CGM1        | 79.79    | 32.76   | 0.00      | 41.06 %    | 24,906.30       | 0.00 %         |               | 19.06 %      |                 |
| PLR1        | 48.74    | 15.77   | 0.00      | 32.35 %    | 14,688.60       | 0.00 %         |               | 19.06 %      |                 |

| CHENNAI-02 |          |         |           |            |                 |                |               |              |                 |
|------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch     | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| UKI1       | 63.48    | 58.04   | 0.32      | 91.43 %    | 59,633.00       | 15.00 %        | 8,944.95      | 19.06 %      | 17,889.90       |
| GPD1       | 70.28    | 60.59   | 0.18      | 86.21 %    | 44,954.90       | 10.00 %        | 4,495.49      | 19.06 %      | 11,238.73       |
| CH12       | 148.01   | 121.39  | 0.27      | 82.01 %    | 135,480.90      | 10.00 %        | 13,548.09     | 19.06 %      | 33,870.23       |
| CH21       | 199.45   | 154.67  | 0.17      | 77.55 %    | 116,775.00      | 0.00 %         |               | 19.06 %      | 23,355.00       |
| CH24       | 120.98   | 93.70   | 0.18      | 77.45 %    | 99,442.80       | 0.00 %         |               | 19.06 %      | 19,888.56       |
| CH17       | 59.79    | 44.98   | 1.03      | 75.23 %    | 44,054.20       | 0.00 %         |               | 19.06 %      | 6,608.13        |
| CH20       | 144.45   | 104.37  | 0.74      | 72.25 %    | 93,318.40       | 0.00 %         |               | 19.06 %      | 9,331.84        |
| CH18       | 146.76   | 106.03  | 0.23      | 72.25 %    | 129,009.20      | 0.00 %         |               | 19.06 %      | 12,900.92       |
| MC06       | 34.24    | 24.72   | 1.04      | 72.21 %    | 11,295.30       | 0.00 %         |               | 19.06 %      | 1,129.53        |
| CH33       | 92.47    | 66.61   | 0.93      | 72.04 %    | 86,047.50       | 0.00 %         |               | 19.06 %      | 8,604.75        |
| MJR1       | 121.88   | 86.44   | 0.31      | 70.92 %    | 76,810.20       | 0.00 %         |               | 19.06 %      | 7,681.02        |
| CH34       | 128.76   | 90.85   | 0.37      | 70.56 %    | 89,223.60       | 0.00 %         |               | 19.06 %      | 8,922.36        |
| CH44       | 93.24    | 65.09   | 0.24      | 69.81 %    | 62,478.60       | 0.00 %         |               | 19.06 %      | 6,247.86        |
| CH03       | 273.00   | 190.13  | 0.07      | 69.64 %    | 180,734.20      | 0.00 %         |               | 19.06 %      | 18,073.42       |
| CH43       | 82.85    | 57.26   | 0.42      | 69.11 %    | 71,457.30       | 0.00 %         |               | 19.06 %      | 7,145.73        |
| CH15       | 324.55   | 217.49  | 0.72      | 67.01 %    | 192,942.50      | 0.00 %         |               | 19.06 %      | 19,294.25       |
| CH41       | 93.53    | 57.99   | 0.16      | 62.01 %    | 76,357.90       | 0.00 %         |               | 19.06 %      |                 |
| CH23       | 55.48    | 33.59   | 0.00      | 60.54 %    | 36,229.90       | 0.00 %         |               | 19.06 %      |                 |
| CH32       | 21.13    | 12.58   | 5.39      | 59.55 %    | 8,913.90        | 0.00 %         |               | 19.06 %      |                 |
| MC05       | 48.66    | 28.39   | 0.00      | 58.33 %    | 9,604.70        | 0.00 %         |               | 19.06 %      |                 |
| CH46       | 58.12    | 33.79   | 0.59      | 58.14 %    | 32,369.30       | 0.00 %         |               | 19.06 %      |                 |
| PON1       | 65.25    | 37.53   | 0.35      | 57.52 %    | 40,423.40       | 0.00 %         |               | 19.06 %      |                 |
| CH31       | 61.53    | 35.35   | 0.06      | 57.45 %    | 36,613.30       | 0.00 %         |               | 19.06 %      |                 |
| CH09       | 119.45   | 64.90   | 2.07      | 54.33 %    | 77,026.30       | 0.00 %         |               | 19.06 %      |                 |
| CH06       | 128.36   | 69.65   | 0.26      | 54.26 %    | 78,695.20       | 0.00 %         |               | 19.06 %      |                 |
| CH27       | 42.21    | 21.32   | 0.00      | 50.52 %    | 31,105.40       | 0.00 %         |               | 19.06 %      |                 |
| CH36       | 70.33    | 27.05   | 0.74      | 38.47 %    | 28,219.40       | 0.00 %         |               | 19.06 %      |                 |
| MC08       | 20.11    | 4.84    | 0.00      | 24.06 %    | 885.00          | 0.00 %         |               | 19.06 %      |                 |
| CH01       | 10.33    | 1.26    | 0.00      | 12.23 %    | 983.80          | 0.00 %         |               | 19.06 %      |                 |

| CHENNAI-01 |          |         |           |            |                 |                |               |              |                 |
|------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch     | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| MC10       | 29.53    | 29.46   | 0.00      | 99.75 %    | 13,193.30       | 20.00 %        | 2,638.66      | 19.06 %      | 5,277.32        |
| CH35       | 58.76    | 58.39   | 0.20      | 99.38 %    | 59,356.30       | 20.00 %        | 11,871.26     | 19.06 %      | 23,742.52       |
| CH45       | 90.29    | 77.74   | 0.16      | 86.10 %    | 73,587.50       | 10.00 %        | 7,358.75      | 19.06 %      | 18,396.88       |
| CH30       | 91.73    | 75.87   | 0.43      | 82.70 %    | 46,562.60       | 10.00 %        | 4,656.26      | 19.06 %      | 11,640.65       |
| CH42       | 126.94   | 103.97  | 0.15      | 81.91 %    | 113,645.00      | 10.00 %        | 11,364.50     | 19.06 %      | 28,411.25       |
| CH37       | 41.78    | 32.20   | 0.08      | 77.06 %    | 31,282.30       | 0.00 %         |               | 19.06 %      | 6,256.46        |
| TKM1       | 52.96    | 40.24   | 0.17      | 75.99 %    | 44,450.90       | 0.00 %         |               | 19.06 %      | 6,667.64        |
| GUD1       | 96.73    | 70.23   | 0.14      | 72.61 %    | 105,572.50      | 0.00 %         |               | 19.06 %      | 10,557.25       |
| CH11       | 108.81   | 78.64   | 0.05      | 72.28 %    | 75,925.60       | 0.00 %         |               | 19.06 %      | 7,592.56        |
| CH16       | 209.15   | 149.86  | 0.28      | 71.65 %    | 171,356.50      | 0.00 %         |               | 19.06 %      | 17,135.65       |
| CH28       | 116.89   | 81.27   | 0.17      | 69.53 %    | 127,026.50      | 0.00 %         |               | 19.06 %      | 12,702.65       |
| CH40       | 78.74    | 54.73   | 0.06      | 69.51 %    | 26,384.80       | 0.00 %         |               | 19.06 %      | 2,638.48        |
| CH38       | 79.44    | 54.33   | 0.12      | 68.39 %    | 62,781.30       | 0.00 %         |               | 19.06 %      | 6,278.13        |
| SKL1       | 67.19    | 45.82   | 0.30      | 68.19 %    | 56,427.10       | 0.00 %         |               | 19.06 %      | 5,642.71        |
| GUD2       | 93.34    | 62.92   | 0.22      | 67.41 %    | 52,808.60       | 0.00 %         |               | 19.06 %      | 5,280.86        |
| CH19       | 144.36   | 95.94   | 0.39      | 66.46 %    | 104,988.00      | 0.00 %         |               | 19.06 %      | 10,498.80       |
| CH48       | 140.33   | 87.68   | 0.10      | 62.48 %    | 96,550.10       | 0.00 %         |               | 19.06 %      |                 |
| CH22       | 94.05    | 58.41   | 0.19      | 62.10 %    | 77,782.70       | 0.00 %         |               | 19.06 %      |                 |
| CH14       | 255.22   | 157.74  | 0.31      | 61.81 %    | 172,193.20      | 0.00 %         |               | 19.06 %      |                 |
| CH08       | 198.75   | 121.23  | 0.11      | 61.00 %    | 168,806.20      | 0.00 %         |               | 19.06 %      |                 |
| AVD1       | 121.78   | 73.05   | 0.11      | 59.98 %    | 73,412.80       | 0.00 %         |               | 19.06 %      |                 |
| CH05       | 173.19   | 103.20  | 0.58      | 59.59 %    | 101,951.90      | 0.00 %         |               | 19.06 %      |                 |
| CGL1       | 72.79    | 43.12   | 0.27      | 59.24 %    | 36,944.10       | 0.00 %         |               | 19.06 %      |                 |
| CH26       | 33.00    | 19.53   | 1.31      | 59.18 %    | 21,398.20       | 0.00 %         |               | 19.06 %      |                 |
| CH07       | 157.07   | 91.86   | 0.27      | 58.48 %    | 88,821.10       | 0.00 %         |               | 19.06 %      |                 |
| CH39       | 77.16    | 44.53   | 0.24      | 57.71 %    | 49,140.90       | 0.00 %         |               | 19.06 %      |                 |
| KNR1       | 82.28    | 45.43   | 0.12      | 55.21 %    | 48,187.10       | 0.00 %         |               | 19.06 %      |                 |
| MRM1       | 93.90    | 48.39   | 0.48      | 51.53 %    | 51,078.80       | 0.00 %         |               | 19.06 %      |                 |
| MC09       | 16.43    | 7.78    | 0.00      | 47.32 %    | 4,514.90        | 0.00 %         |               | 19.06 %      |                 |
| CH29       | 28.86    | 12.95   | 0.00      | 44.89 %    | 15,456.40       | 0.00 %         |               | 19.06 %      |                 |
| MC02       | 21.20    | 3.93    | 0.00      | 18.55 %    | 1,986.90        | 0.00 %         |               | 19.06 %      |                 |

| SOUTH-03 |          |         |           |            |                 |                |               |              |                 |
|----------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch   | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| PVI1     | 65.06    | 82.24   | 0.06      | 126.41 %   | 90,272.50       | 40.00 %        | 36,109.00     | 19.06 %      | 36,109.00       |
| KYK1     | 32.81    | 36.84   | 0.92      | 112.30 %   | 42,050.50       | 30.00 %        | 12,615.15     | 19.06 %      | 16,820.20       |
| ADP1     | 44.54    | 39.23   | 0.04      | 88.08 %    | 42,829.90       | 10.00 %        | 4,282.99      | 19.06 %      | 10,707.48       |
| ATG1     | 83.75    | 72.72   | 0.00      | 86.83 %    | 70,482.50       | 10.00 %        | 7,048.25      | 19.06 %      | 17,620.63       |
| MPA1     | 64.63    | 53.42   | 0.10      | 82.66 %    | 70,712.70       | 10.00 %        | 7,071.27      | 19.06 %      | 17,678.18       |
| TPT1     | 56.27    | 44.82   | 0.00      | 79.66 %    | 77,584.90       | 0.00 %         |               | 19.06 %      | 15,516.98       |
| TDI1     | 46.58    | 35.89   | 0.17      | 77.04 %    | 41,812.00       | 0.00 %         |               | 19.06 %      | 8,362.40        |
| PNV1     | 31.73    | 24.38   | 0.37      | 76.84 %    | 25,968.80       | 0.00 %         |               | 19.06 %      | 3,895.32        |
| USL1     | 52.43    | 38.66   | 0.12      | 73.74 %    | 38,446.80       | 0.00 %         |               | 19.06 %      | 5,767.02        |
| MLR1     | 43.61    | 30.52   | 0.00      | 70.00 %    | 28,994.20       | 0.00 %         |               | 19.06 %      | 2,899.42        |
| TMM1     | 83.85    | 58.44   | 0.34      | 69.70 %    | 52,412.00       | 0.00 %         |               | 19.06 %      | 5,241.20        |
| KPT1     | 49.34    | 33.87   | 0.27      | 68.64 %    | 32,378.80       | 0.00 %         |               | 19.06 %      | 3,237.88        |
| BTU1     | 33.43    | 22.46   | 0.10      | 67.18 %    | 23,364.20       | 0.00 %         |               | 19.06 %      | 2,336.42        |
| ODM1     | 44.10    | 29.13   | 0.00      | 66.05 %    | 21,018.20       | 0.00 %         |               | 19.06 %      | 2,101.82        |
| CBM1     | 65.83    | 42.58   | 0.15      | 64.69 %    | 45,565.70       | 0.00 %         |               | 19.06 %      |                 |
| MDU6     | 122.50   | 79.14   | 0.04      | 64.61 %    | 70,268.70       | 0.00 %         |               | 19.06 %      |                 |
| MDU2     | 143.35   | 90.87   | 0.26      | 63.39 %    | 76,411.90       | 0.00 %         |               | 19.06 %      |                 |
| TEN1     | 67.50    | 42.71   | 0.67      | 63.26 %    | 43,381.10       | 0.00 %         |               | 19.06 %      |                 |
| DGL1     | 164.99   | 104.24  | 1.04      | 63.18 %    | 111,258.60      | 0.00 %         |               | 19.06 %      |                 |
| DKI1     | 89.35    | 56.09   | 0.00      | 62.78 %    | 62,116.20       | 0.00 %         |               | 19.06 %      |                 |
| NTM1     | 48.54    | 30.46   | 0.05      | 62.76 %    | 25,072.30       | 0.00 %         |               | 19.06 %      |                 |
| CMR1     | 39.41    | 24.60   | 1.83      | 62.42 %    | 17,105.90       | 0.00 %         |               | 19.06 %      |                 |
| TEN2     | 67.15    | 41.81   | 0.10      | 62.27 %    | 32,752.20       | 0.00 %         |               | 19.06 %      |                 |
| BNR1     | 52.66    | 32.59   | 0.56      | 61.89 %    | 33,941.00       | 0.00 %         |               | 19.06 %      |                 |
| SVG1     | 62.59    | 37.55   | 0.33      | 59.99 %    | 37,008.40       | 0.00 %         |               | 19.06 %      |                 |
| KRR1     | 45.46    | 26.52   | 0.01      | 58.35 %    | 27,443.70       | 0.00 %         |               | 19.06 %      |                 |
| MDU1     | 334.42   | 192.89  | 0.13      | 57.68 %    | 140,412.40      | 0.00 %         |               | 19.06 %      |                 |
| MDU4     | 64.78    | 37.35   | 0.17      | 57.66 %    | 36,478.60       | 0.00 %         |               | 19.06 %      |                 |
| PKM1     | 41.03    | 23.52   | 0.06      | 57.33 %    | 23,599.10       | 0.00 %         |               | 19.06 %      |                 |
| SGP1     | 31.56    | 17.62   | 0.72      | 55.82 %    | 25,109.10       | 0.00 %         |               | 19.06 %      |                 |
| MNM1     | 43.25    | 24.06   | 0.00      | 55.63 %    | 47,957.70       | 0.00 %         |               | 19.06 %      |                 |
| PNI1     | 40.40    | 21.91   | 1.11      | 54.24 %    | 18,401.30       | 0.00 %         |               | 19.06 %      |                 |
| DGL2     | 61.13    | 33.12   | 0.15      | 54.18 %    | 40,360.00       | 0.00 %         |               | 19.06 %      |                 |
| MDU5     | 57.61    | 30.56   | 0.33      | 53.05 %    | 42,348.20       | 0.00 %         |               | 19.06 %      |                 |
| MDU3     | 101.42   | 48.59   | 0.17      | 47.91 %    | 39,261.40       | 0.00 %         |               | 19.06 %      |                 |
| NKI1     | 42.35    | 19.60   | 0.52      | 46.29 %    | 25,281.70       | 0.00 %         |               | 19.06 %      |                 |
| KKD2     | 60.64    | 26.92   | 0.19      | 44.39 %    | 41,360.20       | 0.00 %         |               | 19.06 %      |                 |

| SOUTH ARCOT |          |         |           |            |                 |                |               |              |                 |
|-------------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| ULP1        | 85.72    | 75.90   | 0.10      | 88.54 %    | 63,710.50       | 10.00 %        | 6,371.05      | 19.06 %      | 15,927.63       |
| KLM1        | 79.81    | 68.75   | 0.30      | 86.14 %    | 80,581.30       | 10.00 %        | 8,058.13      | 19.06 %      | 20,145.33       |
| VPM2        | 90.41    | 67.35   | 0.82      | 74.49 %    | 54,866.60       | 0.00 %         |               | 19.06 %      | 8,229.99        |
| POY1        | 143.48   | 106.68  | 0.16      | 74.35 %    | 117,021.10      | 0.00 %         |               | 19.06 %      | 17,553.17       |
| SJI1        | 87.67    | 64.77   | 0.31      | 73.88 %    | 53,793.90       | 0.00 %         |               | 19.06 %      | 8,069.09        |
| KML1        | 47.63    | 34.29   | 0.12      | 71.99 %    | 31,029.20       | 0.00 %         |               | 19.06 %      | 3,102.92        |
| CUD1        | 166.34   | 119.71  | 0.86      | 71.96 %    | 118,817.70      | 0.00 %         |               | 19.06 %      | 11,881.77       |
| PRT1        | 72.31    | 48.60   | 0.11      | 67.21 %    | 44,572.50       | 0.00 %         |               | 19.06 %      | 4,457.25        |
| CDM1        | 99.71    | 66.56   | 0.22      | 66.75 %    | 66,704.70       | 0.00 %         |               | 19.06 %      | 6,670.47        |
| VPM1        | 37.97    | 23.26   | 0.09      | 61.25 %    | 20,186.20       | 0.00 %         |               | 19.06 %      |                 |
| POY2        | 140.58   | 82.53   | 0.35      | 58.71 %    | 76,353.90       | 0.00 %         |               | 19.06 %      |                 |
| MKM1        | 46.53    | 26.46   | 0.14      | 56.86 %    | 29,445.00       | 0.00 %         |               | 19.06 %      |                 |
| TVM1        | 51.64    | 28.51   | 0.04      | 55.21 %    | 16,947.60       | 0.00 %         |               | 19.06 %      |                 |
| KKI2        | 106.10   | 56.45   | 0.29      | 53.21 %    | 54,561.60       | 0.00 %         |               | 19.06 %      |                 |
| TRK1        | 113.68   | 59.32   | 0.77      | 52.18 %    | 66,783.80       | 0.00 %         |               | 19.06 %      |                 |
| TVM2        | 76.11    | 39.43   | 1.04      | 51.81 %    | 28,067.00       | 0.00 %         |               | 19.06 %      |                 |
| VCM1        | 54.20    | 27.42   | 0.00      | 50.59 %    | 21,861.00       | 0.00 %         |               | 19.06 %      |                 |
| NVL2        | 125.53   | 58.70   | 0.34      | 46.76 %    | 61,237.70       | 0.00 %         |               | 19.06 %      |                 |
| STP1        | 42.87    | 18.56   | 0.05      | 43.29 %    | 12,923.40       | 0.00 %         |               | 19.06 %      |                 |
| TDM1        | 94.78    | 38.20   | 0.15      | 40.30 %    | 29,103.70       | 0.00 %         |               | 19.06 %      |                 |
| OTHERS      |          |         |           |            |                 |                |               |              |                 |
| Branch      | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
| CZWH        | 0.00     | 60.99   | 0.10      | 0.00 %     | 9,894.80        | 0.00 %         |               | 0.00 %       |                 |
| GHUB        | 0.00     | 108.16  | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| MSWH        | 0.00     | 4.20    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| NASD        | 0.00     | 0.62    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| S2SD        | 0.00     | 21.15   | 0.22      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| SZSD        | 0.00     | 22.15   | 0.14      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| TZSD        | 0.00     | 15.30   | 0.03      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WHC3        | 0.00     | 52.95   | 0.07      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WHNV        | 0.00     | 0.74    | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WZSD        | 0.00     | 15.72   | 0.00      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |
| WZWH        | 0.00     | 22.98   | 0.46      | 0.00 %     | 0.00            | 0.00 %         |               | 0.00 %       |                 |