

H .Q. NAME : JAIPUR POOL

Total No. Of FSOs : 2.00

03-Dec-18

<----- Nov'18 -----> <----- Incentive Period 3rd Quarter -----> <----- Cumulative ----->																
Material	Target (Units)	Sales (Units)	Achi. (%)	Variance (+/-)	Growth (%)	Target (Units)	Sales (Units)	Achi. (%)	Variance (+/-)	Growth (%)	Target (Units)	Sales (Units)	Achi. (%)	Variance (+/-)	Growth (%)	YPM
1 VELTAM PLUS 15 TAB	1001	1303	130	302	51	3052	2347	77	-705	53	8218	10485	128	2267	67	655
2 VELTAM-0.2 10 TAB	673	281	42	-392	-31	2052	996	49	-1056	12	5525	5072	92	-453	16	317
3 VELTAM-0.4 15 TAB	2063	2463	119	400	36	6292	4622	73	-1670	47	16938	18414	109	1476	45	1151
VELTAM GRP	396387	488864	123	92477	41.67	1208724	903477	75	-305247	48.51	3254346	3853581	118	599235	56	240849
4 NIFTAS 10 TAB	1418	1662	117	244	91	4322	3760	87	-562	66	11636	14130	121	2494	27	883
5 NIFTAS 50 MG 10 TAB	81	108	133	27	97	247	274	111	27	219	664	940	142	276	65	59
NIFTAS GRP	115766	136225	118	20459	91.39	352856	309615	88	-43240	69.64	949939	1159692	122	209753	28	72481
6 UTIOF 10 TABLETS	187	41	22	-146	-65	570	248	44	-322	-37	1534	1007	66	-527	-40	63
UTIOF GRP	28753	7024	24	-21729	-64.60	87643	40648	46	-46995	-37.44	235868	162136	69	-73732	-40	10133
7 FLOSLO 10 (10T)	4	-7	-175	-11	-180	12	-17	-142	-29	-294	32	-232	-725	-264	-686	-15
8 FLOSLO 5 (10T)	214	370	173	156	189	652	690	106	38	51	1756	2442	139	686	52	153
FLOSLO GRP	30916	54759	177	23843	149.65	94148	101074	107	6926	39.95	253492	291930	115	38438	20	18246
9 CYSTRAN 2.5 10 TAB	81	80	99	-1	-2	247	157	64	-90	32	664	956	144	292	24	60
10 CYSTRAN 5 10 TAB	22	90	409	68	880	67	140	209	73	281	182	631	347	449	246	39
CYSTRAN GRP	5673	12635	223	6962	150.68	17291	21280	123	3988	123.47	46649	108452	232	61803	93	6778
11 DOVERIN 40 10 TAB	1	0	0	-1	0	3	0	0	-3	0	8	10	125	2	-119	1
12 DOVERIN 80 10 TAB	2	0	0	-2	0	6	0	0	-6	0	16	2	13	-14	-110	0
13 DOVERIN-M 10 TAB	1	0	0	-1	0	3	30	1000	27	0	8	150	1875	142	-7781	9
DOVERIN GRP	168	0	0	-168	0.00	505	1736	344	1231	0.00	1347	8939	663	7591	-649	559
14 FABULAS 40 10 TABLETS	55	70	127	15	91	167	110	66	-57	-37	451	476	106	25	-12	30
15 FABULAS 80 10 TABLETS	2	0	0	-2	0	7	0	0	-7	0	21	-14	-67	-35	-188	-1
FABULAS GRP	3664	4770	130	1106	91.22	11233	7495	67	-3738	-36.74	30581	29474	96	-1108	-22	1842
16 POPSON 10 TAB	68	78	115	10	-44	207	225	109	18	40	560	725	129	165	23	45
POPSON GRP	16524	20547	124	4023	-43.63	50301	59175	118	8874	40.24	136080	181632	133	45552	23	11352
17 POTRATE M 200 ML	16	41	256	25	9	49	163	333	114	346	134	283	211	149	101	18
18 POTRATE-10 10 TAB (STRIP)	21	18	86	-3	-11	65	106	163	41	471	175	433	247	258	191	27
19 POTRATE-5 10 TAB (STRIP)	11	20	182	9	-53	33	60	182	27	39	88	194	220	106	156	12
20 POTRATE-SF 200 ML	72	87	121	15	164	220	228	104	8	139	593	942	159	349	59	59
POTRATE GRP	7382	11307	153	3925	55.16	22581	36489	162	13909	200.46	60985	116195	191	55210	79	7262
21 TERAPRESS 1 7 TAB	14	13	93	-1	-37	43	13	30	-30	-67	114	102	89	-12	-11	6
22 TERAPRESS 2 7 TAB	25	20	80	-5	0	77	40	52	-37	0	209	169	81	-40	0	11
TERAPRESS GRP	2325	1925	83	-400	116.95	7154	3288	46	-3867	-25.72	19298	15944	83	-3355	-3	996
23 VOXATE (10T)	68	40	59	-28	-64	207	69	33	-138	-66	560	443	79	-117	-43	28
VOXATE GRP	5902	3780	64	-2122	-63.71	17966	6516	36	-11450	-65.87	48602	41110	85	-7492	-43	2569

H .Q. NAME : JAIPUR POOL

Total No. Of FSOs : 2.00

03-Dec-18

<----- Nov'18 ----->						<----- Incentive Period 3rd Quarter ----->					<----- Cumulative ----->					
Material	Target (Units)	Sales (Units)	Achi. (%)	Variance (+/-)	Growth (%)	Target (Units)	Sales (Units)	Achi. (%)	Variance (+/-)	Growth (%)	Target (Units)	Sales (Units)	Achi. (%)	Variance (+/-)	Growth (%)	YPM
(A) TARGETED PRODUCTS	613460	741837	121	128377	42.50	1870403	1490794	80	-379609	45.12	5037187	5969084	119	931897	39	373068
24 DERITAS 7.5 10 TAB	0	0	0	0	0	0	0	0	0	0	0	-1	0	-1	0	0
25 NAFODIL 75 10 TAB	0	0	0	0	0	0	0	0	0	0	0	-6	0	-6	0	0
26 POTRATE MB 6 SOLUTION 200ML	0	0	0	0	0	0	0	0	0	0	0	-4	0	-4	0	0
27 POTRATE MB6 10 TAB	0	0	0	0	0	0	0	0	0	0	0	-7	0	-7	0	0
28 SILOTIME 4 10 CAPSULES	0	0	0	0	0	0	0	0	0	0	0	-2	0	-2	0	0
29 SILOTIME 8 10 CAPSULES	0	0	0	0	0	0	0	0	0	0	0	-4	0	-4	0	0
30 TOLTAM 10 CAP	0	0	0	0	0	0	0	0	0	0	0	-2	0	-2	0	0
31 VELTAM-F 15 TAB	0	0	0	0	0	0	0	0	0	0	0	-4	0	-4	0	0
OTHERS	0	0	0	0	0.00	0	0	0	0	0.00	0	-3197	0	-3197	0	-200
(B) NON-TARGETED PRODUCTS	0	0	0	0	0.00	0	0	0	0	0.00	0	-3197	0	-3197	0	-200
(A+B) TGT. + NON TGT. PROD	613460	741837	121	128377	42.50	1870403	1490794	80	-379609	45.12	5037187	5965887	118	928700	39	372868
32 VELTAM-S (10+10T COMBIPACK)	0	50	0	50	0	0	300	0	300	0	0	660	0	660	0	41
VELTAM S GRP	0	10286	0	10286	0.00	0	61713	0	61713	0.00	0	135769	0	135769	0	8486
(C) NEW PRODUCTS	0	10286	0	10286	0.00	0	61713	0	61713	0.00	0	135769	0	135769	0	8486
(A+B+C) TGT. + NON TGT. + NE	613460	752122	123	138662	44.47	1870403	1552507	83	-317896	51.12	5037187	6101656	121	1064469	42	381353
	613460	752122	123	138662	44.47	1870403	1552507	83	-317896	51.12	5037187	6101656	121	1064469	43.49	381353

Nov'18		Incentive Period 3rd Quarter		Cumulative	
Total Sales (in Rs.)		765740	1594879	6320034	
Less : Saleble Return CN (in Rs.)		0	0	0	
Less : NonSaleble Return CN (in Rs.)		13618	42373	218378	
Less : Value CN (in Rs.)		0	42373	0	218378
Net Sales (in Rs.)		752122	1552507	6101656	
StockiestSales		752122	1550977	6092566	
Special Scheme Sales		0	1530	1530	
Govt. Tenders Inst. Sales		0	0	7560	
Net Sales (in Rs.)		752122	1552507	6101656	

H .Q. NAME : JAIPUR POOL

Total No. Of FSOs : 2.00

03-Dec-18

<----- Nov'18 ----->						<----- Incentive Period 3rd Quarter ----->					<----- Cumulative ----->					
Material	Target (Units)	Sales (Units)	Achi. (%)	Variance (+/-)	Growth (%)	Target (Units)	Sales (Units)	Achi. (%)	Variance (+/-)	Growth (%)	Target (Units)	Sales (Units)	Achi. (%)	Variance (+/-)	Growth (%)	YPM

- IMP Notes:
- 1. All Decimals below 0.5 will be deemed as the lower whole number and above 0.5 as the higher whole number while calculating percentages.
 - 2. Variance is the minimum balance to be achieved to earn full quarters' incentive before deductions like Sales Returns, RGRR and Outstanding Amount if any.
 - 3. In order to arrive at the NET SALES figure for incentive calculation, it is mandatory to deduct (as per incentive circular) outstanding amount & other deduction including two times salable returns and single time deduction in case goods are recalled from H.O. or cancellation of invoice due to system/human error.
 - 4. In case any query/discripancy noticed, please inform within a week time through your reporting Manager/Executive for checking and taking corrective action.

Points on Govt. Tender Inst. Sales Credit

- (1) Sales credit of Tender Business / Inst. Sales as per pre-decided % is given in product wise data.
- (2) Govt. Tender / Inst. Value showing in the report is only for your information.
- (3) Sales credit possible only on final month end data which can be viewed only after sales closing.(Not possible to see online on ffr)
- (4) Regular terms, related to outstanding,sales returns etc. Would be applicable, while releasing incentives.
- (5) For MPA = Sales / Growth of TGT + Non TGT product to be considered (- Value CN)