

Top Markets	Delhi / Mumbai / Ahmedabad/Surat / Ludhiana / Chennai / Hyderabad/Bangalore / Pune / Madurai / Coimbatore / Jaipur / Lucknow / Vizag / Vijayawada / Indore / Agra / Bhopal/ Nagpur / Aurangabad/Jalgaon/Amaravati/Nasik/Chandrapur
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SF Vendor Payout			Overall Res Target & ROR for WO				Overall Res Payout				Normalization Target				Normalization Payout				Fee Collection		Fee Payout -		Settlement Payout			Mobile app	
Location	Product	Bkt	Slab1	Slab2	Slab3	Slab4	Slab1	Slab2	Slab3	Slab4	Slab1	Slab2	Slab3	Slab4	Slab1	Slab2	Slab3	Slab4	FPA-Slab 1	FPA- Slab 2	Pay - Slab1	Pay - Slab 2	100% POS	< 25% POS Loss	>50% POS Loss	Mobile Update	Trail Upload
Other Markets	CD/DPL/LSL	B X	66.0%	71.0%	76.0%	81.0%																					
Other Markets	CD/DPL/LSL	B 1	76.0%	79.0%	81.0%	86.0%	5.00%	6.00%	7.00%	8.00%	13.0%	14.0%	16.0%	17.0%	0.5%	1.0%	1.5%	2.5%	<125	150	-2%	2%	11.0%	10.0%	9.0%	10	0
Other Markets	CD/DPL/LSL	B 2	18.0%	20.0%	22.0%	24.0%	6.00%	7.00%	8.00%	9.00%	5.0%	6.0%	7.0%	8.0%	0.5%	1.0%	1.5%	2.5%					12.0%	11.0%	10.0%	10	0
Other Markets	CD/DPL/LSL	B 3	14.0%	17.0%	20.0%	22.0%	7.00%	8.00%	9.00%	10.00%	5.0%	6.0%	7.0%	8.0%	0.5%	1.0%	1.5%	2.5%					11.0%	10.0%	9.0%	10	0
Other Markets	CD/DPL/LSL	B 4	10.0%	12.0%	14.0%	16.0%	8.00%	9.00%	10.00%	10.00%	4.0%	5.0%	6.0%	7.0%	0.5%	1.0%	1.5%	2.5%					11.0%	10.0%	9.0%	10	0
Other Markets	CD/DPL/LSL	B 4-6	1.9%	2.4%	2.9%	3.4%	10.00%	11.00%	12.00%	13.00%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					0.0%	0.0%	0.0%	10	0
Other Markets	CD/DPL/LSL	B 7-12	1.4%	1.9%	2.4%	2.9%	11.00%	12.00%	13.00%	14.00%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					0.0%	0.0%	0.0%	10	0
Other Markets	CD/DPL/LSL	12+	1.1%	1.6%	2.1%	2.6%	12.00%	13.00%	14.00%	15.00%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					0.0%	0.0%	0.0%	10	0
Other Markets	RELPL	B X	73.00%	76.00%	81.00%	86.00%																					
Other Markets	RELPL	B 1	86.00%	88.00%	91.00%	>92%	5.00%	6.00%	7.00%	8.00%	12.00%	14.00%	16.00%	18.00%	1.0%	1.5%	2.0%	3.0%	< 200	275	-2%	2%	11.00%	10.00%	9.00%	10	0
Other Markets	RELPL	B 2	31.00%	36.00%	41.00%	46.00%	6.00%	7.00%	8.00%	9.00%	6.00%	8.00%	10.00%	11.00%	1.0%	1.5%	2.0%	3.0%					12.00%	11.00%	10.00%	10	0
Other Markets	RELPL	B 3	26.00%	31.00%	36.00%	41.00%	7.00%	8.00%	8.00%	9.00%	6.00%	8.00%	10.00%	11.00%	1.0%	1.5%	2.0%	3.0%					11.00%	10.00%	9.00%	10	0
Other Markets	RELPL	B 4	21.00%	22.00%	23.00%	27.00%	8.00%	9.00%	10.00%	11.00%	4.00%	5.00%	6.00%	7.00%	1.0%	1.5%	2.0%	3.0%					11.00%	10.00%	9.00%	10	0
Other Markets	RELPL	B 4-6	2.00%	2.75%	3.50%	4.50%	10.00%	11.00%	12.00%	13.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%					0.00%	0.00%	0.00%	10	0
Other Markets	RELPL	B 7-12	1.75%	2.50%	3.00%	3.50%	11.00%	12.00%	13.00%	14.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%					0.00%	0.00%	0.00%	10	0
Other Markets	RELPL	12+	1.50%	1.75%	2.00%	2.75%	11.00%	12.00%	13.00%	14.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%					0.00%	0.00%	0.00%	10	0
Other Markets	TW	B X	71.00%	76.00%	81.00%	86.00%	5.00%	6.00%	7.00%	8.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%								R/W	R/N/W
Other Markets	TW	B 1	89.00%	91.00%	92.00%	>93%	6.00%	7.00%	8.00%	9.00%	13.00%	14.00%	16.00%	17.00%	1.0%	1.5%	2.0%	3.0%	< 200	225	-2%	2%	12.00%	11.00%	10.00%	1000	750
Other Markets	TW	B 2	66.00%	71.00%	76.00%	81.00%	7.00%	8.00%	9.00%	10.00%	6.00%	8.00%	10.00%	11.00%	1.0%	1.5%	2.0%	3.0%					12.00%	11.00%	10.00%	1500	1000
Other Markets	TW	B 3	41.00%	46.00%	51.00%	56.00%	8.00%	9.00%	10.00%	11.00%	5.00%	6.00%	7.00%	8.00%	1.0%	1.5%	2.0%	3.0%					11.00%	10.00%	9.00%	2500	2000
Other Markets	TW	B 4	31.00%	36.00%	41.00%	46.00%	9.00%	10.00%	11.00%	12.00%	4.00%	5.00%	6.00%	7.00%	1.0%	1.5%	2.0%	3.0%					11.00%	10.00%	9.00%	3000	2500
Other Markets	TW	B 4-6	5.00%	6.00%	7.00%	8.00%	10.00%	11.00%	12.00%	13.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%					0.00%	0.00%	0.00%	3500	3000
Other Markets	TW	B 7-12	4.00%	5.00%	6.00%	7.00%	11.00%	12.00%	13.00%	14.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%					0.00%	0.00%	0.00%	3500	3000
Other Markets	TW	12+	3.00%	3.50%	4.00%	4.50%	12.00%	13.00%	14.00%	15.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%					0.00%	0.00%	0.00%	3500	3000
All Branches	DGSL	B X																									
All Branches	DGSL	B 1	68.0%	71.0%	75.0%	78.0%	6.00%	7.00%	8.00%	9.00%	12.00%	13.00%	15.00%	17.00%	1.0%	1.5%	2.0%	3.0%	12.00%	11.00%	10.00%	10	0				
All Branches	DGSL	B 2	16.0%	19.0%	21.0%	23.0%	7.00%	8.00%	9.00%	10.00%	4.00%	6.00%	8.00%	9.00%	1.0%	1.5%	2.0%	3.0%	11.00%	10.00%	9.00%	10	0				
All Branches	DGSL	B 3	11.0%	13.0%	15.0%	17.0%	10.00%	11.00%	12.00%	13.00%	0.00%	0.00%	0.00%	0.00%	0.0%	0.0%	0.0%	0.0%	10.00%	9.00%	8.00%	10	0				
All Branches	DGSL	B 4	8.0%	11.0%	13.0%	16.0%	11.00%	12.00%	13.00%	14.00%	0.00%	0.00%	0.00%	0.00%	0.0%	0.0%	0.0%	0.0%	10.00%	9.00%	8.00%	10	0				
All Branches	DGSL	WO	1.8%	2.3%	2.8%	3.8%	12.00%	13.00%	14.00%	15.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10	0				