

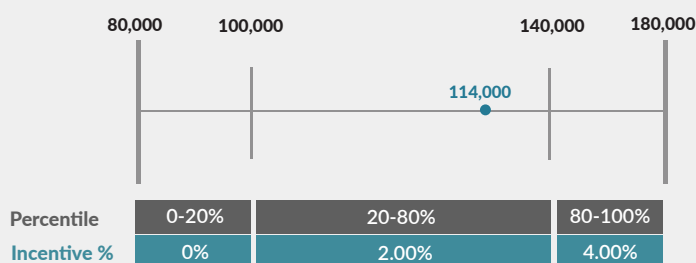
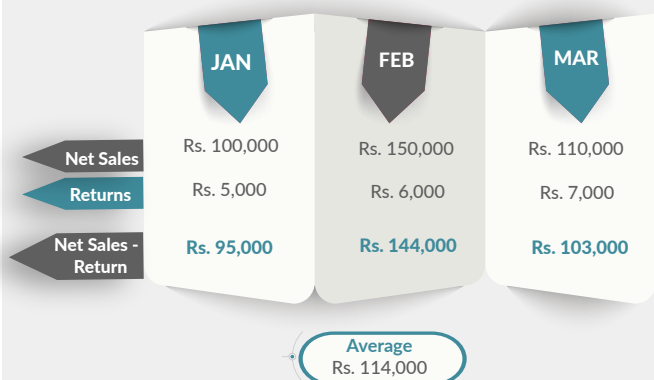
ZERO PACK INCENTIVE

Total Incentive (PKR)
Rs. 25,700

Brand Name	Per Pack	Units Sold	Pack Return	Units sold - Returns	Total Value
EASEHALE	Rs. 4.00	400	100	300	Rs. 1,200
TORASON 30mg	Rs. 6.00	1,600	100	1,500	Rs. 9,000
FERRIS	Rs. 14.00	1,100	100	1,000	Rs. 14,000
AMAK 100mg/ 2ml	Rs. 3.00	600	100	500	Rs. 1,500

MONTHLY INCENTIVE

Total Incentive (PKR)
Rs. 114,000 x 2.00% = Rs. 2,280



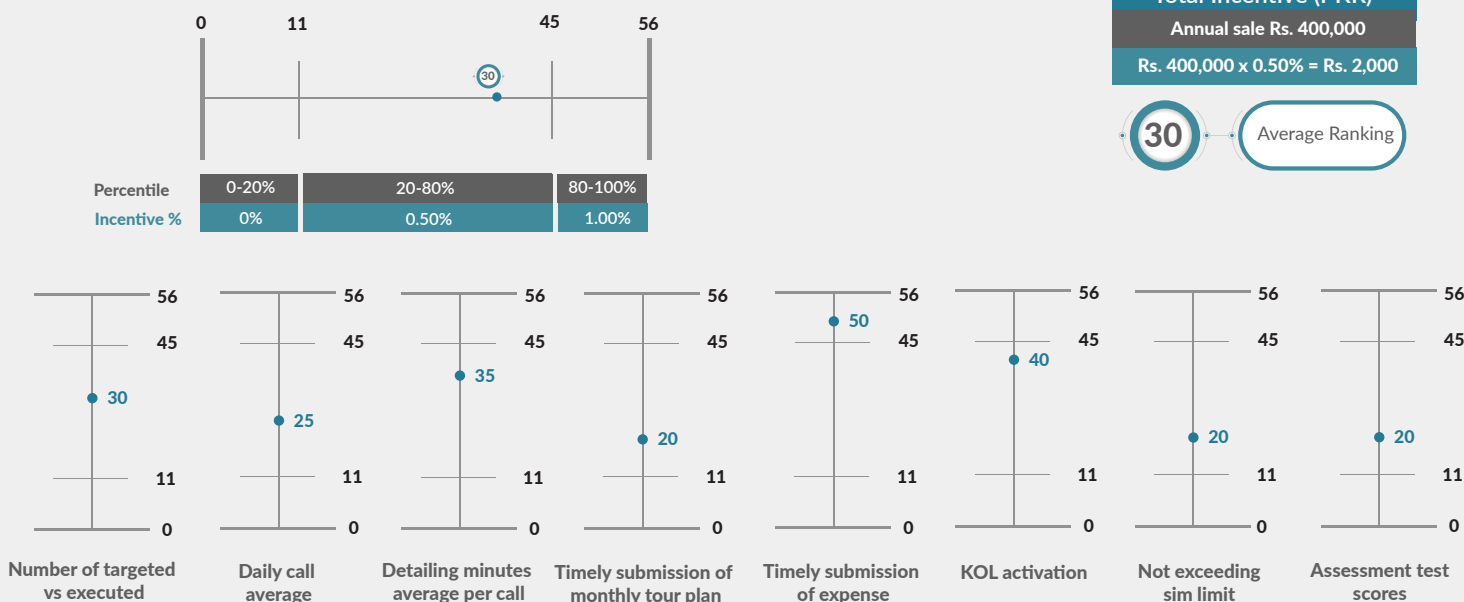
ANNUAL INCENTIVE

Total Incentive (PKR)

Annual sale Rs. 400,000

Rs. 400,000 x 0.50% = Rs. 2,000

30 Average Ranking



Total Monthly Incentive

Rs. 27,980

Cumulative YTD Monthly Incentive

Rs. 50,000

Cumulative YTD Annual Incentive

Rs. 100,000

Cumulative Annual + Monthly Incentive Amount YTD

Rs. 150,000

*Net Sales (adjusted for returns)=Units sold x (TP - distribution service charges - discount amount) - returns