

Monthly Performance Review Letter (Institutional Business - J & K Bank Relationship)
WITHOUT PREJUDICE

Ref No : BIAZ/24-25/MPR-FL/SM/002003

Dated : 20-Mar-25

To,

Mr. / Ms. Arif Ahmad Bhat

Designation : Senior Relationship Manager (SRM)
Employee No. : 305992
Branch : Srinagar (D24)

Sub : Your Performance review for goal sheet period 01-Aug-2024 to 31-Jan-2025
Ref : Performance Review Letter dated 20-Mar-2025

Mr. / Ms. Arif Ahmad Bhat

Congratulations! We are proud to share with you that based upon the review of your performance on 31-Jan-2025 you have achieved the Weighted Product Credit (WPC) Performance Benchmark of '**High Performance**'. This is truly commendable and we appreciate your commitment, dedication & efforts shown towards the company objective. Furnished below is your performance vis-à-vis your assigned Goal sheet WPC targets:

Review Period	WPC Target	WPC Achievement	WPC Achievement %	WPC Performance Benchmark
01-08-2024	12,72,750	13,04,288	102.48%	High Performance
31-01-2025				

Keep up the good work and continue performing in a similarly consistent manner.

For
Bajaj Allianz Life Insurance Company Ltd.

This is a system generated letter hence signature is not required.

Authorised Signatory

Standard Norms of WPC Performance Benchmark (Front-line Sales)	
RM/ RA, SRM, ERM, BSM, SBSM, SBSM II, SBSM III, SBSM IV, PWM, DAM review grid	
Goal sheet WPC Achievement %	WPC Performance Benchmark
>=100%	High Performance (HP)
>=75% & <100%	Average Performance (AP)
>=50% & <75%	Low Performance (LP)
<50%	Extremely Low Performance (ELP)

Please note: WPC is the acronym for Weighted Product Credit. WPC Performance Benchmark is only to review performance basis Goal sheet WPC. Career growth will continue to be basis performance on all Goal sheet parameters.

Bajaj Allianz Life Insurance Company Limited