

**For kind Attn:**

Medochemie & Alcon-Cusi Medical Reps.

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21/11/2006

## YEAR END CLOSING

### Q4 Sales Achievement & SM2 Cummulative Sales Achievement

	<u>Q4 Budget</u>	<u>Q3 Budget</u>	<u>SM2 Budget</u>	<u>Sales Q3</u>	<u>Sales Q4</u>	<u>SM2 sales</u>	<u>SM2 Ach.</u>	<u>Balance</u>
<u>A) Medo.</u>	<u>135,752</u>	<u>232,000</u>	<u>367,752</u>	<u>188,588</u>	<u>172,622</u>	<u>361,210</u>	<u>99.00%</u>	<u>6,542</u>
<u>B) Cusi</u>	<u>93,043</u>	<u>111,324</u>	<u>204,367</u>	<u>83,991</u>	<u>88,787</u>	<u>172,778</u>	<u>85.00%</u>	<u>31,585</u>

N.B.

\* For incentive calculation, items shortage will be considered.

**N. Madani**