

## O4 RESERVE OFFICER FY2023 PROMOTION PHASING PLAN

URL/RL/Staff Phasing Plan		15.0%	20.0%	25.0%	30.0%	35.0%	40.0%	45.0%	50.0%	55.0%	70.0%	85.0%	100.0%			
Competitive Category		1 Oct 22	1 Nov 22	1 Dec 22	1 Jan 23	1 Feb 23	1 Mar 23	1 Apr 23	1 May 23	1 Jun 23	1 Jul 23	1 Aug 23	1 Sep 23	Total	Selects	Comp Cat
<b>FTS HR</b>	Monthly	2	0	1	0	1	0	1	1	0	2	1	2	11	11	<b>FTS HR</b>
<b>1207</b>	TO DATE	2	2	3	3	4	4	5	6	6	8	9	11			<b>1207</b>
	% to Date	18.2%	18.2%	27.3%	27.3%	36.4%	36.4%	45.5%	54.5%	54.5%	72.7%	81.8%	100.0%			
<b>FTS AMDO</b>	Monthly	1	0	0	0	0	0	0	0	0	0	1	0	2	2	<b>FTS AMDO</b>
<b>1527</b>	TO DATE	1	1	1	1	1	1	1	1	1	1	2	2			<b>1527</b>
	% to Date	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	100.0%	100.0%			
<b>FTS SUP</b>	Monthly	1	0	0	0	0	0	0	1	0	0	1	0	3	3	<b>FTS SUP</b>
<b>3107</b>	TO DATE	1	1	1	1	1	1	1	2	2	2	3	3			<b>3107</b>
	% to Date	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	66.7%	66.7%	66.7%	100.0%	100.0%			
<b>SELRES URL</b>	Monthly	44	15	15	15	14	15	15	15	14	45	44	44	295	295	<b>SELRES URL</b>
<b>1xxx</b>	TO DATE	44	59	74	89	103	118	133	148	162	207	251	295			<b>1xxx</b>
	% to Date	14.9%	20.0%	25.1%	30.2%	34.9%	40.0%	45.1%	50.2%	54.9%	70.2%	85.1%	100.0%			
<b>SELRES HR</b>	Monthly	2	1	1	1	0	1	1	1	0	3	2	2	15	15	<b>SELRES HR</b>
<b>1205</b>	TO DATE	2	3	4	5	5	6	7	8	8	11	13	15			<b>1205</b>
	% to Date	13.3%	20.0%	26.7%	33.3%	33.3%	40.0%	46.7%	53.3%	53.3%	73.3%	86.7%	100.0%			
<b>SELRES EDO</b>	Monthly	3	0	1	1	1	1	1	1	0	3	2	3	17	17	<b>SELRES EDO</b>
<b>1445</b>	TO DATE	3	3	4	5	6	7	8	9	9	12	14	17			<b>1445</b>
	% to Date	17.6%	17.6%	23.5%	29.4%	35.3%	41.2%	47.1%	52.9%	52.9%	70.6%	82.4%	100.0%			
<b>SELRES AEDO</b>	Monthly	1	0	1	0	0	0	1	0	0	1	1	1	6	6	<b>SELRES AEDO</b>
<b>1515</b>	TO DATE	1	1	2	2	2	2	3	3	3	4	5	6			<b>1515</b>
	% to Date	16.7%	16.7%	33.3%	33.3%	33.3%	33.3%	50.0%	50.0%	50.0%	66.7%	83.3%	100.0%			
<b>SELRES AMDO</b>	Monthly	1	1	0	1	0	1	0	1	0	1	2	1	9	9	<b>SELRES AMDO</b>
<b>1525</b>	TO DATE	1	2	2	3	3	4	4	5	5	6	8	9			<b>1525</b>
	% to Date	11.1%	22.2%	22.2%	33.3%	33.3%	44.4%	44.4%	55.6%	55.6%	66.7%	88.9%	100.0%			
<b>SELRES PAO</b>	Monthly	2	1	1	0	1	1	0	1	1	2	2	2	14	14	<b>SELRES PAO</b>
<b>1655</b>	TO DATE	2	3	4	4	5	6	6	7	8	10	12	14			<b>1655</b>
	% to Date	14.3%	21.4%	28.6%	28.6%	35.7%	42.9%	42.9%	50.0%	57.1%	71.4%	85.7%	100.0%			
<b>SELRES SSO</b>	Monthly	3	1	1	0	1	1	1	1	1	3	2	3	18	18	<b>SELRES SSO</b>
<b>1665</b>	TO DATE	3	4	5	5	6	7	8	9	10	13	15	18			<b>1665</b>
	% to Date	16.7%	22.2%	27.8%	27.8%	33.3%	38.9%	44.4%	50.0%	55.6%	72.2%	83.3%	100.0%			
<b>SELRES FAO</b>	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	<b>SELRES FAO</b>
<b>1715</b>	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			<b>1715</b>
	% to Date	25.0%	25.0%	25.0%	25.0%	25.0%	50.0%	50.0%	50.0%	50.0%	75.0%	75.0%	100.0%			
<b>SELRES OCN</b>	Monthly	1	0	1	0	0	1	0	1	0	1	1	1	7	7	<b>SELRES OCN</b>
<b>1805</b>	TO DATE	1	1	2	2	2	3	3	4	4	5	6	7			<b>1805</b>
	% to Date	14.3%	14.3%	28.6%	28.6%	28.6%	42.9%	42.9%	57.1%	57.1%	71.4%	85.7%	100.0%			
<b>SELRES CW</b>	Monthly	2	0	1	1	0	1	0	1	1	1	2	2	12	12	<b>SELRES CW</b>
<b>1815</b>	TO DATE	2	2	3	4	4	5	5	6	7	8	10	12			<b>1815</b>

	% to Date	16.7%	16.7%	25.0%	33.3%	33.3%	41.7%	41.7%	50.0%	58.3%	66.7%	83.3%	100.0%			
<b>SELRES IP</b>	Monthly	2	1	1	0	1	1	0	1	1	2	2	2	14	14	<b>SELRES IP</b>
<b>1825</b>	TO DATE	2	3	4	4	5	6	6	7	8	10	12	14			<b>1825</b>
	% to Date	14.3%	21.4%	28.6%	28.6%	35.7%	42.9%	42.9%	50.0%	57.1%	71.4%	85.7%	100.0%			
<b>SELRES INTEL</b>	Monthly	10	3	3	3	3	4	3	3	3	10	9	10	64	64	<b>SELRES INTEL</b>
<b>1835</b>	TO DATE	10	13	16	19	22	26	29	32	35	45	54	64			<b>1835</b>
	% to Date	15.6%	20.3%	25.0%	29.7%	34.4%	40.6%	45.3%	50.0%	54.7%	70.3%	84.4%	100.0%			
<b>SELRES MC</b>	Monthly	7	3	2	2	3	2	3	2	2	8	7	7	48	48	<b>SELRES MC</b>
<b>2105</b>	TO DATE	7	10	12	14	17	19	22	24	26	34	41	48			<b>2105</b>
	% to Date	14.6%	20.8%	25.0%	29.2%	35.4%	39.6%	45.8%	50.0%	54.2%	70.8%	85.4%	100.0%			
<b>SELRES DC</b>	Monthly	3	1	1	1	1	1	1	2	1	3	3	3	21	21	<b>SELRES DC</b>
<b>2205</b>	TO DATE	3	4	5	6	7	8	9	11	12	15	18	21			<b>2205</b>
	% to Date	14.3%	19.0%	23.8%	28.6%	33.3%	38.1%	42.9%	52.4%	57.1%	71.4%	85.7%	100.0%			
<b>SELRES MSC</b>	Monthly	4	1	2	1	1	1	2	1	1	4	4	4	26	26	<b>SELRES MSC</b>
<b>2305</b>	TO DATE	4	5	7	8	9	10	12	13	14	18	22	26			<b>2305</b>
	% to Date	15.4%	19.2%	26.9%	30.8%	34.6%	38.5%	46.2%	50.0%	53.8%	69.2%	84.6%	100.0%			
<b>SELRES JAG</b>	Monthly	2	1	1	1	0	1	1	1	0	3	2	2	15	15	<b>SELRES JAG</b>
<b>2505</b>	TO DATE	2	3	4	5	5	6	7	8	8	11	13	15			<b>2505</b>
	% to Date	13.3%	20.0%	26.7%	33.3%	33.3%	40.0%	46.7%	53.3%	53.3%	73.3%	86.7%	100.0%			
<b>SELRES NC</b>	Monthly	7	2	2	3	2	2	2	3	2	7	6	7	45	45	<b>SELRES NC</b>
<b>2905</b>	TO DATE	7	9	11	14	16	18	20	23	25	32	38	45			<b>2905</b>
	% to Date	15.6%	20.0%	24.4%	31.1%	35.6%	40.0%	44.4%	51.1%	55.6%	71.1%	84.4%	100.0%			
<b>SELRES SC</b>	Monthly	10	4	3	3	4	3	4	3	3	11	10	10	68	68	<b>SELRES SC</b>
<b>3105</b>	TO DATE	10	14	17	20	24	27	31	34	37	48	58	68			<b>3105</b>
	% to Date	14.7%	20.6%	25.0%	29.4%	35.3%	39.7%	45.6%	50.0%	54.4%	70.6%	85.3%	100.0%			
<b>SELRES CHC</b>	Monthly	3	0	1	1	1	1	1	1	0	3	2	3	17	17	<b>SELRES CHC</b>
<b>4105</b>	TO DATE	3	3	4	5	6	7	8	9	9	12	14	17			<b>4105</b>
	% to Date	17.6%	17.6%	23.5%	29.4%	35.3%	41.2%	47.1%	52.9%	52.9%	70.6%	82.4%	100.0%			
<b>SELRES CEC</b>	Monthly	2	1	1	0	1	1	0	1	1	2	2	2	14	14	<b>SELRES CEC</b>
<b>5105</b>	TO DATE	2	3	4	4	5	6	6	7	8	10	12	14			<b>5105</b>
	% to Date	14.3%	21.4%	28.6%	28.6%	35.7%	42.9%	42.9%	50.0%	57.1%	71.4%	85.7%	100.0%			
<b>SELRES LDO(L)</b>	Monthly	2	0	1	0	1	0	1	1	0	2	1	2	11	11	<b>SELRES LDO(L)</b>
<b>6xxx</b>	TO DATE	2	2	3	3	4	4	5	6	6	8	9	11			<b>6xxx</b>
	% to Date	18.2%	18.2%	27.3%	27.3%	36.4%	36.4%	45.5%	54.5%	54.5%	72.7%	81.8%	100.0%			
<b>SELRES LDO(S)</b>	Monthly	1	0	0	0	0	0	0	0	0	0	0	0	1	1	<b>SELRES LDO(S)</b>
<b>6535</b>	TO DATE	1	1	1	1	1	1	1	1	1	1	1	1			<b>6535</b>
	% to Date	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%			
<b>TOTAL</b>	<b>MONTH</b>	<b>117</b>	<b>36</b>	<b>41</b>	<b>34</b>	<b>36</b>	<b>40</b>	<b>38</b>	<b>43</b>	<b>31</b>	<b>118</b>	<b>109</b>	<b>114</b>	<b>757</b>	<b>757</b>	<b>ALL</b>
<b>TOTAL</b>	<b>TO DATE</b>	<b>117</b>	<b>153</b>	<b>194</b>	<b>228</b>	<b>264</b>	<b>304</b>	<b>342</b>	<b>385</b>	<b>416</b>	<b>534</b>	<b>643</b>	<b>757</b>			
Monthly % TO DATE		15.5%	20.2%	25.6%	30.1%	34.9%	40.2%	45.2%	50.9%	55.0%	70.5%	84.9%	100.0%			

Checksum

RL/Staff	15.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	15.00%	15.00%	15.00%	100.00%
Cumulative	15.0%	20.0%	25.0%	30.0%	35.0%	40.0%	45.0%	50.0%	55.0%	60.0%	70.0%	85.0%	100.0%	

All SELRES and FTS non-URL (HR/AMDO/SUPPLY) Promotion Phasing: 15% for October (Merit Reorder), 5% for eight months

**FTS O4 URL RESERVE OFFICER FY2023 PROMOTION PHASING PLAN**

Competitive Category		1 Oct 22	1 Nov 22	1 Dec 22	1 Jan 23	1 Feb 23	1 Mar 23	1 Apr 23	1 May 23	1 Jun 23	1 Jul 23	1 Aug 23	1 Sep 23	Total	Selects	Comp Cat
FTS URL	Monthly	2	1	1	1	1	1	0	0	1	1	1	1	11	11	FTS URL
	TO DATE	2	3	4	5	6	7	7	7	8	9	10	11			
Monthly % TO DATE		18.2%	27.3%	36.4%	45.5%	54.5%	63.6%	63.6%	63.6%	72.7%	81.8%	90.9%	100.0%	11.0%		

RMS Phasing																0.00%
Cumulative																

FTS O4/O5 URL promote with their Running Mate

FTS URL promote with their Running Mate

Approximate FTS URL is AC Phasing: 3% for eleven months, then 67% for one month