

Accu.Target
921.67 L

Sales
712.36 L

Achieved %
77.29 %

HO Budget+ %
12.71 %

Total Com.
6.98 L

Note : Sales Period is From :01-Nov-2025 To :01-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	91.37	86.39	94.55 %	0.00	12.71 %	0.00
CHENNAI-01	119.76	101.20	84.51 %	0.00	12.71 %	3,000.00
SOUTH ARCOT	62.90	52.84	84.01 %	0.00	12.71 %	0.00
NORTH ARCOT	75.51	61.35	81.24 %	0.00	12.71 %	0.00
SOUTH-01	154.23	118.18	76.62 %	0.00	12.71 %	0.00
WEST-01	79.82	58.19	72.90 %	0.00	12.71 %	0.00
CHENNAI-02	115.55	82.30	71.23 %	0.00	12.71 %	0.00
SOUTH-03	116.01	82.21	70.86 %	0.00	12.71 %	0.00
WEST-02	95.33	61.22	64.22 %	0.00	12.71 %	0.00
KL-SOUTH	11.19	6.03	53.90 %	0.00	12.71 %	0.00
OTHERS	0.00	2.44	0.00 %	0.00	0.00 %	0.00
Total	921.67	712.36	77.29 %		12.71 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	27.09	29.65	109.44%	0.00	12.71 %	0.00
	TNJ1	20.75	21.01	101.27%	0.00	12.71 %	0.00
	KUM1	18.96	17.77	93.70%	0.00	12.71 %	0.00
	PBR1	24.57	17.97	73.13%	0.00	12.71 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	36.49	35.51	97.32%	0.00	12.71 %	0.00
	CH05	30.55	28.15	92.15%	0.00	12.71 %	0.00
	CH08	29.43	22.38	76.06%	0.00	12.71 %	0.00
	CH03	23.29	15.16	65.08%	0.00	12.71 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	20.45	21.56	105.46%	0.00	12.71 %	0.00
	SA02	22.47	17.87	79.50%	0.00	12.71 %	0.00
	SA03	19.97	13.41	67.14%	0.00	12.71 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	26.70	24.79	92.83%	0.00	12.71 %	0.00
	NA03	23.12	18.28	79.07%	0.00	12.71 %	0.00
	NA02	25.70	18.28	71.15%	0.00	12.71 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	25.53	21.24	83.19%	0.00	12.71 %	0.00
	KVT1	26.87	22.06	82.08%	0.00	12.71 %	0.00
	TUT1	33.56	27.31	81.37%	0.00	12.71 %	0.00
	TVL1	24.74	18.46	74.63%	0.00	12.71 %	0.00
	TKS1	22.46	15.88	70.69%	0.00	12.71 %	0.00
	VNR1	21.07	13.23	62.80%	0.00	12.71 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	14.41	15.13	104.98%	0.00	12.71 %	0.00
	CBE1	33.17	23.98	72.30%	0.00	12.71 %	0.00
	PLI1	11.04	7.19	65.11%	0.00	12.71 %	0.00
	TPR1	11.67	6.60	56.58%	0.00	12.71 %	0.00
	TPR4	9.53	5.28	55.46%	0.00	12.71 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	28.86	22.89	79.30%	0.00	12.71 %	0.00
	CH04	31.76	22.68	71.41%	0.00	12.71 %	0.00
	CH07	30.59	20.49	66.98%	0.00	12.71 %	0.00
	CH09	24.34	16.25	66.76%	0.00	12.71 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	4.12	3.66	88.78%	0.00	12.71 %	0.00
	KKD2	22.51	18.43	81.89%	0.00	12.71 %	0.00
	MDU2	34.00	27.44	80.71%	0.00	12.71 %	0.00
	SVG1	20.22	14.73	72.87%	0.00	12.71 %	0.00
	DGL1	35.16	17.94	51.02%	0.00	12.71 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	19.63	16.71	85.14%	0.00	12.71 %	0.00
	ERD1	25.82	20.09	77.83%	0.00	12.71 %	0.00
	SLM1	27.78	14.72	53.01%	0.00	12.71 %	0.00
	MTR1	22.11	9.69	43.84%	0.00	12.71 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	11.19	6.03	53.90%	0.00	12.71 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH02	0.00	2.72	0.00%	0.00	0.00 %	0.00
	HO01	0.00	0.23	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	(0.51)	0.00%	0.00	0.00 %	0.00

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	1.55	3.04	0.00	196.46 %	2,760.10	40.00 %	1,104.04	12.71 %	1,104.04
KIK1	1.60	2.91	0.00	182.18 %	2,231.00	40.00 %	892.40	12.71 %	892.40
MDI1	3.11	3.94	0.00	126.68 %	4,250.50	40.00 %	1,700.20	12.71 %	1,700.20
TRY1	15.02	18.60	0.00	123.79 %	11,915.60	40.00 %	4,766.24	12.71 %	4,766.24
AYR1	2.49	2.96	0.00	119.12 %	1,730.70	30.00 %	519.21	12.71 %	692.28
TNJ1	4.99	5.91	0.00	118.44 %	2,983.10	30.00 %	894.93	12.71 %	1,193.24
TRY2	1.22	1.43	0.00	117.28 %	1,689.60	30.00 %	506.88	12.71 %	675.84
NMM1	2.22	2.46	0.00	110.42 %	2,895.70	30.00 %	868.71	12.71 %	1,158.28
MVM1	3.64	3.94	0.00	108.37 %	5,476.20	25.00 %	1,369.05	12.71 %	2,190.48
TVR2	3.25	3.52	0.00	108.29 %	3,570.50	25.00 %	892.63	12.71 %	1,428.20
PTK1	3.55	3.71	1.39	104.68 %	4,910.20	25.00 %	1,227.55	12.71 %	1,473.06
TRY3	2.89	2.95	0.00	102.02 %	2,518.90	25.00 %	629.73	12.71 %	755.67
ORU1	1.69	1.66	0.00	98.24 %	1,295.10	20.00 %	259.02	12.71 %	388.53
PDK1	1.41	1.25	0.24	88.57 %	1,462.30	10.00 %	146.23	12.71 %	365.58
TRY4	4.81	4.08	0.00	84.71 %	3,654.80	10.00 %	365.48	12.71 %	730.96
TYR1	3.68	2.94	0.00	79.77 %	3,036.10	0.00 %		12.71 %	455.42
KRN1	1.74	1.35	0.00	77.59 %	1,704.20	0.00 %		12.71 %	170.42
TTP1	2.85	2.21	0.00	77.50 %	2,449.60	0.00 %		12.71 %	244.96
APM1	1.24	0.89	0.00	71.75 %	650.50	0.00 %		12.71 %	65.05
KUM1	5.13	3.50	0.00	68.21 %	4,483.50	0.00 %		12.71 %	
NGT1	2.98	1.98	0.00	66.21 %	1,375.80	0.00 %		12.71 %	
PBR1	1.54	0.97	0.00	62.65 %	1,648.50	0.00 %		12.71 %	
TNJ2	3.95	2.44	0.00	61.90 %	1,804.20	0.00 %		12.71 %	
JKM1	2.81	1.69	0.00	60.03 %	921.90	0.00 %		12.71 %	
PBR2	8.05	4.73	0.00	58.71 %	3,830.20	0.00 %		12.71 %	
NCK1	1.60	0.61	0.00	38.18 %	289.40	0.00 %		12.71 %	
MSI1	2.35	0.74	0.00	31.37 %	753.20	0.00 %		12.71 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	1.90	2.68	0.00	140.85 %	1,506.00	40.00 %	602.40	12.71 %	602.40
CH39	2.71	3.78	0.00	139.46 %	2,853.90	40.00 %	1,141.56	12.71 %	1,141.56
CH45	3.37	4.50	0.00	133.40 %	3,052.90	40.00 %	1,221.16	12.71 %	1,221.16
CH42	5.16	6.80	0.00	131.76 %	6,464.10	40.00 %	2,585.64	12.71 %	2,585.64
AVD1	5.24	6.44	0.00	123.00 %	4,989.10	40.00 %	1,995.64	12.71 %	1,995.64
CH19	4.39	5.27	0.00	119.95 %	6,499.30	30.00 %	1,949.79	12.71 %	2,599.72
CH28	5.98	6.06	0.00	101.28 %	6,621.40	25.00 %	1,655.35	12.71 %	1,986.42
CH05	6.98	6.90	0.00	98.78 %	4,830.80	20.00 %	966.16	12.71 %	1,449.24
CH08	8.40	7.82	0.00	93.10 %	13,785.30	15.00 %	2,067.80	12.71 %	3,446.33
CH16	7.68	7.13	0.00	92.78 %	7,599.40	15.00 %	1,139.91	12.71 %	1,899.85
CH30	3.91	3.55	0.00	90.57 %	2,457.70	15.00 %	368.66	12.71 %	614.43
CH29	1.38	1.22	0.00	88.46 %	971.20	10.00 %	97.12	12.71 %	242.80
MRM1	3.84	3.31	0.00	86.08 %	3,220.50	10.00 %	322.05	12.71 %	644.10
CH22	4.09	3.46	0.00	84.64 %	2,354.30	10.00 %	235.43	12.71 %	470.86
KNR1	3.21	2.62	0.00	81.56 %	2,258.10	10.00 %	225.81	12.71 %	338.72
CH38	2.59	1.98	0.00	76.52 %	1,748.60	0.00 %		12.71 %	174.86
CH35	2.87	2.19	0.00	76.39 %	1,883.40	0.00 %		12.71 %	188.34
CH14	8.03	5.73	0.00	71.34 %	4,718.90	0.00 %		12.71 %	471.89
GUD1	3.60	2.45	0.00	68.04 %	4,644.60	0.00 %		12.71 %	
CH48	6.18	4.16	0.00	67.26 %	5,460.90	0.00 %		12.71 %	
CH11	3.79	2.36	0.00	62.33 %	2,673.50	0.00 %		12.71 %	
CH07	5.87	3.55	0.00	60.48 %	4,150.60	0.00 %		12.71 %	
GUD2	3.55	2.02	0.00	56.92 %	2,684.10	0.00 %		12.71 %	
MC10	0.98	0.49	0.00	50.19 %	205.70	0.00 %		12.71 %	
CH26	1.61	0.66	0.00	41.21 %	375.70	0.00 %		12.71 %	
CH40	2.98	1.14	0.00	38.22 %	371.60	0.00 %		12.71 %	
MC09	0.71	0.26	0.00	37.21 %	200.50	0.00 %		12.71 %	
CGL1	2.86	1.06	0.00	37.08 %	769.50	0.00 %		12.71 %	
SKL1	2.89	1.07	0.00	36.92 %	2,144.20	0.00 %		12.71 %	
MC02	0.79	0.28	0.00	35.95 %	198.40	0.00 %		12.71 %	
TKM1	2.19	0.26	0.00	12.06 %	447.40	0.00 %		12.71 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
STP1	1.49	2.28	0.00	152.41 %	1,218.20	40.00 %	487.28	12.71 %	487.28
POY2	4.25	6.37	0.00	149.96 %	4,133.30	40.00 %	1,653.32	12.71 %	1,653.32
KLM1	3.24	4.03	0.00	124.39 %	3,905.50	40.00 %	1,562.20	12.71 %	1,562.20
TVM1	2.10	2.47	0.00	117.50 %	2,250.70	30.00 %	675.21	12.71 %	900.28
VPM2	3.19	3.24	0.00	101.54 %	4,230.50	25.00 %	1,057.63	12.71 %	1,269.15
CDM1	3.92	3.90	0.06	99.58 %	2,997.90	20.00 %	599.58	12.71 %	899.37
MKM1	1.69	1.65	0.00	97.64 %	2,033.20	20.00 %	406.64	12.71 %	609.96
PRT1	2.64	2.53	0.69	95.86 %	3,642.30	20.00 %	728.46	12.71 %	910.58
CUD1	6.05	5.66	0.00	93.57 %	5,880.20	15.00 %	882.03	12.71 %	1,470.05
KKI2	3.43	3.03	1.01	88.14 %	2,337.40	10.00 %	233.74	12.71 %	584.35
KML1	1.74	1.53	0.60	88.00 %	1,082.20	10.00 %	108.22	12.71 %	270.55
POY1	5.22	3.85	0.00	73.79 %	3,978.20	0.00 %		12.71 %	397.82
TDM1	2.74	2.02	0.00	73.68 %	1,562.30	0.00 %		12.71 %	156.23
TRK1	4.14	2.97	0.00	71.79 %	3,075.10	0.00 %		12.71 %	307.51
ULP1	3.72	2.56	0.00	68.66 %	2,351.70	0.00 %		12.71 %	
VCM1	1.99	0.91	0.00	46.01 %	387.40	0.00 %		12.71 %	
SJI2	3.50	1.38	0.01	39.47 %	1,215.40	0.00 %		12.71 %	
VPM1	1.53	0.50	0.00	32.94 %	414.00	0.00 %		12.71 %	
NVL2	3.53	1.12	8.16	31.83 %	1,868.70	0.00 %		12.71 %	
TVM2	2.78	0.83	0.10	29.98 %	383.50	0.00 %		12.71 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CYR1	1.72	3.17	0.00	183.74 %	2,713.30	40.00 %	1,085.32	12.71 %	1,085.32
VNB1	2.13	2.62	0.00	122.84 %	2,646.50	40.00 %	1,058.60	12.71 %	1,058.60
AKM1	2.80	3.18	0.00	113.55 %	2,720.70	30.00 %	816.21	12.71 %	1,088.28
VSI1	3.61	4.06	0.00	112.45 %	3,464.00	30.00 %	1,039.20	12.71 %	1,385.60
PLR1	1.45	1.50	0.00	103.57 %	1,134.40	25.00 %	283.60	12.71 %	340.32
KPM2	8.39	8.57	0.00	102.26 %	4,801.20	25.00 %	1,200.30	12.71 %	1,440.36
TRL1	4.41	4.49	0.17	101.63 %	7,607.10	25.00 %	1,901.78	12.71 %	2,282.13
TRT1	2.12	2.12	0.00	99.84 %	838.80	20.00 %	167.76	12.71 %	251.64
WJP1	2.48	2.38	0.04	95.90 %	1,377.80	20.00 %	275.56	12.71 %	344.45
TRR1	5.18	4.84	0.00	93.43 %	3,630.00	15.00 %	544.50	12.71 %	907.50
UGI1	1.78	1.58	0.00	88.63 %	576.80	10.00 %	57.68	12.71 %	144.20
ABR1	2.68	2.29	0.00	85.38 %	2,475.40	10.00 %	247.54	12.71 %	495.08
WJD1	3.23	2.50	0.54	77.40 %	5,038.70	0.00 %		12.71 %	503.87
KPM1	3.07	2.19	0.00	71.12 %	1,672.40	0.00 %		12.71 %	167.24
VEL2	5.16	3.56	0.00	69.05 %	4,172.20	0.00 %		12.71 %	
ARC2	3.35	2.30	0.00	68.69 %	2,004.30	0.00 %		12.71 %	
SBR1	4.66	2.80	0.00	60.09 %	3,011.60	0.00 %		12.71 %	
PTU1	1.59	0.93	3.07	58.24 %	668.40	0.00 %		12.71 %	
BGR1	1.81	0.93	0.00	51.06 %	720.80	0.00 %		12.71 %	
SLG1	1.44	0.73	0.00	50.78 %	2,386.60	0.00 %		12.71 %	
GDM1	2.67	1.23	0.00	45.90 %	909.00	0.00 %		12.71 %	
CPT1	1.68	0.65	0.00	38.53 %	431.00	0.00 %		12.71 %	
VEL1	3.74	1.43	0.00	38.30 %	1,037.80	0.00 %		12.71 %	
CGM1	2.68	0.81	0.00	30.27 %	462.40	0.00 %		12.71 %	
ANI1	1.65	0.49	0.00	29.89 %	442.30	0.00 %		12.71 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PKD1	3.00	4.60	0.00	153.45 %	3,858.60	40.00 %	1,543.44	12.71 %	1,543.44
ARM1	1.37	1.94	0.00	140.89 %	1,051.80	40.00 %	420.72	12.71 %	420.72
RND1	4.14	5.52	1.63	133.37 %	5,932.60	40.00 %	2,373.04	12.71 %	2,373.04
UDN1	1.91	2.16	0.77	113.25 %	2,219.70	30.00 %	665.91	12.71 %	887.88
TKS1	4.29	4.78	0.00	111.34 %	5,215.00	30.00 %	1,564.50	12.71 %	2,086.00
KGL1	1.83	1.95	0.00	106.48 %	1,153.20	25.00 %	288.30	12.71 %	461.28
KYR1	1.81	1.84	0.00	102.05 %	1,637.80	25.00 %	409.45	12.71 %	491.34
NGR1	10.67	10.69	0.16	100.12 %	9,899.70	25.00 %	2,474.93	12.71 %	2,969.91
VNR1	2.02	1.97	0.00	97.39 %	1,922.90	20.00 %	384.58	12.71 %	576.87
SGT1	1.71	1.66	0.00	96.74 %	709.80	20.00 %	141.96	12.71 %	212.94
TUT1	16.50	15.10	0.00	91.55 %	14,952.50	15.00 %	2,242.88	12.71 %	3,738.13
VLY1	4.98	4.54	0.00	91.10 %	2,605.60	15.00 %	390.84	12.71 %	651.40
TUT2	6.63	5.81	0.00	87.51 %	3,735.70	10.00 %	373.57	12.71 %	933.93
TVL2	1.17	1.02	0.00	87.12 %	450.30	10.00 %	45.03	12.71 %	90.06
RPM1	4.40	3.72	0.00	84.57 %	3,060.70	10.00 %	306.07	12.71 %	612.14
SDI1	2.02	1.63	0.00	80.73 %	1,937.20	10.00 %	193.72	12.71 %	290.58
ASM1	2.77	2.19	0.00	78.95 %	2,064.50	0.00 %		12.71 %	309.68
MMT1	2.56	1.98	1.23	77.19 %	1,956.50	0.00 %		12.71 %	195.65
SVK1	5.15	3.95	1.51	76.80 %	3,424.10	0.00 %		12.71 %	342.41
TKY1	2.96	2.24	0.00	75.62 %	1,386.90	0.00 %		12.71 %	138.69
KSM1	1.79	1.33	0.00	74.07 %	1,238.80	0.00 %		12.71 %	123.88
ERL2	2.23	1.52	0.00	68.04 %	1,822.20	0.00 %		12.71 %	
SNL1	3.22	2.10	0.00	65.18 %	1,492.30	0.00 %		12.71 %	
COL1	0.90	0.56	0.00	62.58 %	376.10	0.00 %		12.71 %	
TVL1	14.45	8.78	6.43	60.81 %	6,532.40	0.00 %		12.71 %	
SKD1	2.05	1.20	0.00	58.37 %	835.20	0.00 %		12.71 %	
VNR2	7.45	4.25	0.00	57.07 %	5,154.10	0.00 %		12.71 %	
APK2	2.75	1.53	0.00	55.50 %	1,496.40	0.00 %		12.71 %	
KVT1	8.40	4.59	2.17	54.58 %	8,127.50	0.00 %		12.71 %	
VKM1	2.16	1.13	0.00	52.20 %	2,671.30	0.00 %		12.71 %	
MAR1	4.81	2.49	0.00	51.86 %	2,731.50	0.00 %		12.71 %	
STU2	2.09	1.08	0.00	51.57 %	1,382.20	0.00 %		12.71 %	
TCN1	3.49	1.70	0.00	48.69 %	2,243.90	0.00 %		12.71 %	
APK1	3.70	1.53	0.00	41.40 %	1,216.20	0.00 %		12.71 %	
TKS2	7.88	3.24	0.00	41.11 %	1,919.10	0.00 %		12.71 %	
PDI1	2.15	0.85	5.88	39.33 %	604.20	0.00 %		12.71 %	
TYI1	2.80	1.02	0.00	36.50 %	1,518.90	0.00 %		12.71 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPM1	2.05	3.41	0.00	166.25 %	4,690.30	40.00 %	1,876.12	12.71 %	1,876.12
KMD1	1.32	1.76	1.09	133.19 %	5,536.60	40.00 %	2,214.64	12.71 %	2,214.64
SNR1	2.24	2.84	2.36	126.40 %	4,869.10	40.00 %	1,947.64	12.71 %	1,947.64
TPR3	2.11	2.62	0.00	124.46 %	1,660.10	40.00 %	664.04	12.71 %	664.04
UAM1	4.23	4.82	0.79	113.93 %	3,273.00	30.00 %	981.90	12.71 %	1,309.20
CBE1	2.26	2.48	0.00	109.82 %	3,092.80	25.00 %	773.20	12.71 %	1,237.12
PDM1	1.82	1.96	0.00	107.78 %	1,338.30	25.00 %	334.58	12.71 %	535.32
DPM2	2.29	2.38	0.00	103.85 %	1,749.90	25.00 %	437.48	12.71 %	524.97
CNR1	2.22	2.00	0.00	90.15 %	1,599.20	15.00 %	239.88	12.71 %	399.80
KMR1	4.97	4.42	0.00	88.97 %	5,515.90	10.00 %	551.59	12.71 %	1,378.98
CBE4	3.67	3.13	0.00	85.31 %	2,317.70	10.00 %	231.77	12.71 %	463.54
CBE6	2.87	2.37	0.55	82.80 %	4,030.30	10.00 %	403.03	12.71 %	604.55
GBM1	1.55	1.21	0.00	78.16 %	1,310.60	0.00 %		12.71 %	131.06
SYM2	1.80	1.35	1.30	75.03 %	1,369.20	0.00 %		12.71 %	136.92
KGI1	2.64	1.92	0.00	72.59 %	1,141.00	0.00 %		12.71 %	114.10
CBE3	1.18	0.85	0.00	72.08 %	1,775.00	0.00 %		12.71 %	177.50
PPI1	1.75	1.16	0.00	66.27 %	963.80	0.00 %		12.71 %	
GDR1	1.95	1.22	0.00	62.58 %	1,360.70	0.00 %		12.71 %	
SUL1	1.72	1.04	0.00	60.39 %	1,703.50	0.00 %		12.71 %	
CBE5	1.96	1.12	0.00	57.48 %	1,007.10	0.00 %		12.71 %	
KGM1	1.52	0.82	0.00	54.15 %	811.50	0.00 %		12.71 %	
AVI1	1.90	0.90	0.00	47.68 %	1,084.50	0.00 %		12.71 %	
CBE2	12.30	5.73	0.08	46.53 %	6,895.80	0.00 %		12.71 %	
TPR1	4.66	2.01	1.22	43.14 %	2,019.70	0.00 %		12.71 %	
UMP1	2.06	0.85	0.00	41.08 %	926.40	0.00 %		12.71 %	
TPR2	4.90	1.97	0.00	40.20 %	2,121.50	0.00 %		12.71 %	
PLI1	3.35	1.18	0.00	35.17 %	1,159.70	0.00 %		12.71 %	
TPR4	1.92	0.52	0.00	27.06 %	782.40	0.00 %		12.71 %	
ANR1	0.60	0.13	0.00	21.92 %	490.00	0.00 %		12.71 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH34	4.09	6.72	0.00	164.37 %	5,842.20	40.00 %	2,336.88	12.71 %	2,336.88
CH27	1.23	1.89	0.00	153.55 %	3,021.60	40.00 %	1,208.64	12.71 %	1,208.64
CH24	3.78	5.35	1.25	141.52 %	5,685.70	40.00 %	2,274.28	12.71 %	2,274.28
CH06	4.03	4.87	0.00	120.94 %	5,244.10	40.00 %	2,097.64	12.71 %	2,097.64
CH09	4.10	4.88	0.00	119.05 %	6,122.30	30.00 %	1,836.69	12.71 %	2,448.92
CH33	4.00	3.98	0.00	99.36 %	4,427.90	20.00 %	885.58	12.71 %	1,328.37
CH18	5.74	4.92	0.00	85.74 %	6,570.80	10.00 %	657.08	12.71 %	1,314.16
CH43	3.25	2.72	0.00	83.65 %	3,258.40	10.00 %	325.84	12.71 %	651.68
CH23	1.68	1.34	0.00	79.80 %	1,366.30	0.00 %		12.71 %	204.95
CH12	6.32	4.49	0.00	71.11 %	3,809.40	0.00 %		12.71 %	380.94
CH17	4.40	3.11	0.00	70.74 %	2,596.70	0.00 %		12.71 %	259.67
MJR1	5.59	3.88	0.00	69.36 %	3,321.70	0.00 %		12.71 %	
CH44	4.02	2.63	0.00	65.48 %	2,194.90	0.00 %		12.71 %	
GPD1	2.92	1.87	0.00	64.19 %	1,851.00	0.00 %		12.71 %	
CH20	6.21	3.94	0.00	63.47 %	4,395.50	0.00 %		12.71 %	
UKI1	2.64	1.59	0.67	60.28 %	1,974.20	0.00 %		12.71 %	
CH15	12.89	7.19	0.00	55.82 %	6,741.10	0.00 %		12.71 %	
CH03	11.36	5.96	0.00	52.44 %	3,599.90	0.00 %		12.71 %	
PON1	2.72	1.43	0.00	52.41 %	2,307.90	0.00 %		12.71 %	
MC06	1.69	0.87	0.00	51.53 %	259.10	0.00 %		12.71 %	
MC05	2.09	1.06	0.00	51.01 %	314.50	0.00 %		12.71 %	
CH21	7.70	3.50	8.72	45.45 %	3,826.80	0.00 %		12.71 %	
CH41	3.89	1.62	0.00	41.53 %	1,915.90	0.00 %		12.71 %	
CH46	3.17	1.30	0.00	41.03 %	899.30	0.00 %		12.71 %	
CH36	2.08	0.56	0.00	27.01 %	666.80	0.00 %		12.71 %	
CH31	2.97	0.54	0.00	18.02 %	624.80	0.00 %		12.71 %	
CH32	0.80	0.09	0.00	11.07 %	199.50	0.00 %		12.71 %	
CH01	0.20	0.00	0.00	2.43 %	20.40	0.00 %		12.71 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	5.04	10.55	0.00	209.37 %	7,649.90	40.00 %	3,059.96	12.71 %	3,059.96
KKD3	5.24	8.25	0.00	157.48 %	10,083.90	40.00 %	4,033.56	12.71 %	4,033.56
KRR1	2.20	3.06	0.00	138.81 %	2,591.60	40.00 %	1,036.64	12.71 %	1,036.64
KYK1	2.25	2.96	5.78	131.14 %	3,979.40	40.00 %	1,591.76	12.71 %	1,591.76
NKI1	2.21	2.56	0.00	115.45 %	1,851.10	30.00 %	555.33	12.71 %	740.44
MDU5	2.32	2.42	0.00	104.00 %	3,138.30	25.00 %	784.58	12.71 %	941.49
DKI1	2.54	2.51	0.00	98.79 %	3,615.50	20.00 %	723.10	12.71 %	1,084.65
TEN2	3.23	3.09	0.00	95.84 %	1,407.70	20.00 %	281.54	12.71 %	351.93
SVG1	2.48	2.25	0.00	90.46 %	2,806.90	15.00 %	421.04	12.71 %	701.73
DGL2	2.56	2.31	0.00	89.98 %	3,030.60	10.00 %	303.06	12.71 %	757.65
PKM1	1.72	1.47	0.00	85.58 %	1,915.90	10.00 %	191.59	12.71 %	383.18
MLR1	1.72	1.45	0.00	84.45 %	1,694.70	10.00 %	169.47	12.71 %	338.94
BNR1	2.06	1.61	0.00	78.44 %	1,959.70	0.00 %		12.71 %	195.97
ADP1	2.39	1.81	0.00	75.57 %	2,881.90	0.00 %		12.71 %	288.19
TPT1	2.68	1.98	0.00	73.98 %	3,315.90	0.00 %		12.71 %	331.59
PVI1	2.52	1.85	0.00	73.29 %	1,664.00	0.00 %		12.71 %	166.40
MDU2	5.84	3.98	0.00	68.10 %	3,588.00	0.00 %		12.71 %	
MDU4	2.58	1.67	0.00	64.62 %	2,022.70	0.00 %		12.71 %	
SGP1	1.75	1.12	0.00	64.07 %	812.10	0.00 %		12.71 %	
PNI1	1.52	0.92	0.00	60.43 %	1,525.80	0.00 %		12.71 %	
MDU1	15.43	7.96	0.17	51.58 %	7,814.90	0.00 %		12.71 %	
USL1	2.45	1.24	0.00	50.74 %	1,019.80	0.00 %		12.71 %	
CBM1	3.62	1.82	0.00	50.31 %	2,016.00	0.00 %		12.71 %	
MPA1	3.43	1.72	0.00	50.29 %	2,381.60	0.00 %		12.71 %	
CMR1	1.83	0.90	0.00	49.12 %	1,652.10	0.00 %		12.71 %	
ATG1	3.42	1.67	0.00	48.85 %	2,196.70	0.00 %		12.71 %	
KPT1	2.05	0.82	0.00	40.16 %	885.40	0.00 %		12.71 %	
TMM1	3.82	1.42	1.85	37.31 %	1,137.20	0.00 %		12.71 %	
BTU1	1.51	0.56	0.00	37.05 %	518.50	0.00 %		12.71 %	
TDI1	2.57	0.91	6.22	35.29 %	1,274.40	0.00 %		12.71 %	
ODM1	1.92	0.60	5.22	31.45 %	604.60	0.00 %		12.71 %	
MDU3	4.01	1.19	0.00	29.70 %	683.80	0.00 %		12.71 %	
DGL1	7.75	2.07	0.00	26.75 %	680.40	0.00 %		12.71 %	
NTM1	2.14	0.54	0.00	25.23 %	860.20	0.00 %		12.71 %	
TEN1	3.40	0.82	0.00	24.09 %	861.60	0.00 %		12.71 %	
MNM1	1.80	0.15	0.00	8.30 %	149.80	0.00 %		12.71 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERD2	5.10	7.90	0.00	154.83 %	8,952.90	40.00 %	3,581.16	12.71 %	3,581.16
SGI1	1.58	2.34	0.00	148.20 %	1,388.60	40.00 %	555.44	12.71 %	555.44
PLC1	1.71	2.33	0.00	135.96 %	2,345.20	40.00 %	938.08	12.71 %	938.08
TCG1	1.55	1.75	0.00	113.29 %	2,277.80	30.00 %	683.34	12.71 %	911.12
HSR1	4.60	4.91	0.00	106.64 %	3,440.00	25.00 %	860.00	12.71 %	1,376.00
DPR1	1.48	1.53	0.00	103.43 %	671.80	25.00 %	167.95	12.71 %	201.54
EDP1	1.29	1.22	0.00	94.66 %	801.40	15.00 %	120.21	12.71 %	200.35
PMP1	1.72	1.62	0.00	93.98 %	1,008.30	15.00 %	151.25	12.71 %	252.08
PDR1	1.31	1.03	0.00	78.58 %	1,194.80	0.00 %		12.71 %	119.48
NKL2	3.80	2.63	0.00	69.19 %	3,107.50	0.00 %		12.71 %	
HSR2	5.56	3.64	0.00	65.44 %	3,717.70	0.00 %		12.71 %	
MTR1	3.69	2.39	2.50	64.90 %	3,983.20	0.00 %		12.71 %	
BMD1	2.39	1.54	0.00	64.69 %	1,691.10	0.00 %		12.71 %	
ERD1	4.77	3.02	0.00	63.20 %	2,695.60	0.00 %		12.71 %	
VKL1	1.62	0.97	0.00	60.02 %	1,441.60	0.00 %		12.71 %	
ATU1	3.13	1.88	0.00	59.97 %	1,530.80	0.00 %		12.71 %	
SGG1	1.49	0.89	0.00	59.68 %	1,128.60	0.00 %		12.71 %	
SLM1	8.21	4.67	1.06	56.93 %	2,756.10	0.00 %		12.71 %	
SLM2	2.81	1.59	0.00	56.47 %	1,227.60	0.00 %		12.71 %	
APN1	2.18	1.18	0.00	54.30 %	2,414.30	0.00 %		12.71 %	
KVP1	1.55	0.81	0.00	51.91 %	1,037.50	0.00 %		12.71 %	
VPD1	3.09	1.38	0.00	44.80 %	1,937.60	0.00 %		12.71 %	
EPI1	3.17	1.40	0.00	44.14 %	1,634.70	0.00 %		12.71 %	
KRI1	2.90	1.07	0.00	36.86 %	914.20	0.00 %		12.71 %	
SLM3	3.90	1.40	0.00	35.95 %	1,779.20	0.00 %		12.71 %	
TRM1	4.15	1.46	0.00	35.12 %	1,615.20	0.00 %		12.71 %	
RSP1	2.42	0.84	0.00	34.76 %	1,606.70	0.00 %		12.71 %	
OML1	3.43	1.18	0.00	34.51 %	1,102.90	0.00 %		12.71 %	
HRR1	2.32	0.79	14.98	33.99 %	494.30	0.00 %		12.71 %	
MCR1	2.78	0.88	0.00	31.75 %	633.60	0.00 %		12.71 %	
CMI1	1.72	0.54	0.00	31.56 %	528.10	0.00 %		12.71 %	
KMM1	2.04	0.52	0.00	25.60 %	575.90	0.00 %		12.71 %	
DPR2	1.89	(0.08)	0.00	-4.41 %	68.40	0.00 %		12.71 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	1.80	1.83	0.00	101.46 %	1,154.20	25.00 %	288.55	12.71 %	346.26
PAS1	2.72	1.25	0.02	46.01 %	1,686.10	0.00 %		12.71 %	
TVP1	6.67	2.95	0.00	44.26 %	2,229.60	0.00 %		12.71 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	2.72	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	0.15	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.08	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	(0.51)	0.00	0.00 %	0.00	0.00 %		0.00 %	