

Accu.Target
965.34 L

Sales
568.86 L

Achieved %
58.93 %

HO Budget+ %
31.07 %

Total Com.
5.07 L

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

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	85.26	68.04	79.80 %	0.00	31.07 %	0.00
WEST-01	75.59	58.74	77.70 %	0.00	31.07 %	0.00
SOUTH-03	112.24	81.15	72.30 %	0.00	31.07 %	0.00
NORTH ARCOT	73.43	52.06	70.90 %	0.00	31.07 %	0.00
SOUTH ARCOT	64.89	43.57	67.15 %	0.00	31.07 %	0.00
TRICHY-01	107.55	65.07	60.50 %	0.00	31.07 %	0.00
SOUTH-01	173.53	96.05	55.35 %	0.00	31.07 %	0.00
CHENNAI-01	132.33	59.29	44.80 %	0.00	31.07 %	0.00
KL-SOUTH	9.87	4.33	43.90 %	0.00	31.07 %	0.00
CHENNAI-02	130.64	37.75	28.89 %	0.00	31.07 %	0.00
OTHERS	0.00	2.83	0.00 %	0.00	0.00 %	0.00
Total	965.34	568.86	58.93 %		31.07 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	22.16	19.50	88.00%	0.00	31.07 %	0.00
	MTR1	18.68	15.38	82.33%	0.00	31.07 %	0.00
	HSR1	18.34	14.71	80.21%	0.00	31.07 %	0.00
	SLM1	26.07	18.44	70.73%	0.00	31.07 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	9.47	9.48	100.11%	0.00	31.07 %	0.00
	UAM1	14.15	12.90	91.14%	0.00	31.07 %	0.00
	CBE1	30.69	24.25	79.04%	0.00	31.07 %	0.00
	TPR1	10.35	6.18	59.65%	0.00	31.07 %	0.00
	PLI1	10.93	5.93	54.27%	0.00	31.07 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	10.96	8.82	80.46%	0.00	31.07 %	0.00
	KKD2	18.15	14.43	79.48%	0.00	31.07 %	0.00
	SVG1	19.18	15.14	78.93%	0.00	31.07 %	0.00
	MDU1	45.24	30.39	67.17%	0.00	31.07 %	0.00
	TEN1	18.72	12.38	66.13%	0.00	31.07 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	24.91	18.97	76.15%	0.00	31.07 %	0.00
	NA01	27.26	20.21	74.12%	0.00	31.07 %	0.00
	NA03	21.26	12.88	60.61%	0.00	31.07 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	19.53	17.93	91.80%	0.00	31.07 %	0.00
	SA02	22.42	14.13	63.04%	0.00	31.07 %	0.00
	SA01	22.94	11.51	50.18%	0.00	31.07 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	21.40	16.51	77.16%	0.00	31.07 %	0.00
	PBR1	24.33	15.38	63.22%	0.00	31.07 %	0.00
	TRY1	32.20	20.02	62.17%	0.00	31.07 %	0.00
	TNJ1	29.62	13.15	44.41%	0.00	31.07 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	23.84	17.53	73.54%	0.00	31.07 %	0.00
	KVT1	28.90	17.96	62.16%	0.00	31.07 %	0.00
	TVL1	26.75	14.93	55.81%	0.00	31.07 %	0.00
	TUT1	39.16	20.45	52.22%	0.00	31.07 %	0.00
	VNR1	22.53	11.69	51.88%	0.00	31.07 %	0.00
	NGR1	32.36	13.49	41.69%	0.00	31.07 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	24.47	21.59	88.21%	0.00	31.07 %	0.00
	CH08	33.16	13.49	40.68%	0.00	31.07 %	0.00
	CH06	41.84	14.10	33.70%	0.00	31.07 %	0.00
	CH05	32.86	10.11	30.77%	0.00	31.07 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	9.87	4.33	43.90%	0.00	31.07 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	34.67	13.85	39.94%	0.00	31.07 %	0.00
	CH09	25.93	8.41	32.42%	0.00	31.07 %	0.00
	CH07	35.91	9.94	27.67%	0.00	31.07 %	0.00
	CH01	34.13	5.55	16.27%	0.00	31.07 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	2.11	0.00%	0.00	0.00 %	0.00
	HO01	0.00	0.14	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	0.59	0.00%	0.00	0.00 %	0.00

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NKL2	3.23	4.69	0.00	144.87 %	3,663.10	40.00 %	1,465.24	31.07 %	1,465.24
PLC1	1.74	2.37	0.00	136.10 %	4,288.10	40.00 %	1,715.24	31.07 %	1,715.24
DPR1	1.36	1.85	0.00	135.52 %	1,197.60	40.00 %	479.04	31.07 %	479.04
OML1	2.55	3.41	0.00	133.41 %	2,074.00	40.00 %	829.60	31.07 %	829.60
TCG1	1.85	2.15	0.00	116.42 %	1,236.40	30.00 %	370.92	31.07 %	494.56
KMM1	1.72	1.92	0.07	111.51 %	1,647.80	30.00 %	494.34	31.07 %	659.12
ATU1	3.10	3.32	0.00	107.09 %	1,623.40	25.00 %	405.85	31.07 %	649.36
HSR1	3.80	3.84	0.00	101.12 %	2,777.50	25.00 %	694.38	31.07 %	1,111.00
KVP1	1.23	1.19	0.00	96.83 %	804.60	20.00 %	160.92	31.07 %	321.84
PMP1	1.80	1.68	0.00	93.00 %	885.30	15.00 %	132.80	31.07 %	354.12
SLM3	2.93	2.69	0.00	91.97 %	3,147.00	15.00 %	472.05	31.07 %	1,258.80
ERD2	4.31	3.95	0.00	91.52 %	4,733.90	15.00 %	710.09	31.07 %	1,893.56
DPR2	2.04	1.83	0.00	89.55 %	994.90	10.00 %	99.49	31.07 %	397.96
HRR1	1.93	1.63	0.00	84.56 %	1,407.80	10.00 %	140.78	31.07 %	563.12
TRM1	2.80	2.10	0.00	74.85 %	1,860.00	0.00 %		31.07 %	465.00
ERD1	3.83	2.81	0.00	73.40 %	1,254.50	0.00 %		31.07 %	313.63
EPI1	2.54	1.86	0.00	73.30 %	2,099.80	0.00 %		31.07 %	524.95
SLM1	8.03	5.65	0.00	70.33 %	2,708.60	0.00 %		31.07 %	677.15
CMI1	1.36	0.87	0.00	63.95 %	609.30	0.00 %		31.07 %	91.40
SLM2	2.71	1.72	0.00	63.73 %	1,380.70	0.00 %		31.07 %	207.11
KRI1	2.74	1.73	0.00	62.97 %	2,507.30	0.00 %		31.07 %	376.10
VKL1	1.09	0.68	3.01	62.17 %	1,179.40	0.00 %		31.07 %	176.91
MCR1	2.88	1.75	0.00	60.58 %	1,616.10	0.00 %		31.07 %	161.61
EDP1	1.04	0.63	0.00	59.95 %	525.40	0.00 %		31.07 %	52.54
PDR1	1.19	0.69	0.00	58.21 %	1,241.05	0.00 %		31.07 %	124.11
HSR2	5.50	3.13	0.00	56.99 %	4,641.40	0.00 %		31.07 %	464.14
MTR1	3.08	1.75	0.00	56.84 %	1,230.50	0.00 %		31.07 %	123.05
VPD1	3.26	1.75	0.00	53.70 %	1,428.00	0.00 %		31.07 %	
BMD1	2.04	1.08	0.00	52.98 %	1,632.30	0.00 %		31.07 %	
SGI1	1.53	0.77	0.00	50.58 %	747.70	0.00 %		31.07 %	
SGG1	1.59	0.79	0.00	49.61 %	979.80	0.00 %		31.07 %	
RSP1	1.97	0.95	0.00	48.28 %	920.90	0.00 %		31.07 %	
APN1	2.47	0.82	0.00	33.25 %	1,260.60	0.00 %		31.07 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AVI1	1.46	2.66	0.00	181.61 %	2,991.20	40.00 %	1,196.48	31.07 %	1,196.48
SUL1	1.43	2.38	0.00	166.88 %	3,952.50	40.00 %	1,581.00	31.07 %	1,581.00
KGI1	2.18	2.72	0.00	124.95 %	1,978.40	40.00 %	791.36	31.07 %	791.36
CNR1	1.78	1.93	0.00	108.53 %	1,509.50	25.00 %	377.38	31.07 %	603.80
MPM1	2.34	2.43	0.00	103.86 %	3,563.10	25.00 %	890.78	31.07 %	1,425.24
GBM1	1.89	1.93	0.00	102.14 %	2,152.70	25.00 %	538.18	31.07 %	861.08
KMR1	4.85	4.91	0.00	101.16 %	5,615.80	25.00 %	1,403.95	31.07 %	2,246.32
SYM2	1.65	1.60	0.00	96.96 %	1,374.50	20.00 %	274.90	31.07 %	549.80
TPR4	2.00	1.82	0.00	90.83 %	1,259.10	15.00 %	188.87	31.07 %	503.64
KMD1	1.93	1.70	0.00	88.19 %	4,975.50	10.00 %	497.55	31.07 %	1,990.20
TPR3	2.61	2.18	0.00	83.51 %	2,447.80	10.00 %	244.78	31.07 %	979.12
UAM1	4.34	3.52	0.00	81.07 %	4,278.20	10.00 %	427.82	31.07 %	1,283.46
CBE5	1.46	1.13	0.00	77.60 %	1,602.90	0.00 %		31.07 %	480.87
CBE2	11.25	8.72	0.00	77.47 %	6,628.60	0.00 %		31.07 %	1,988.58
CBE1	1.99	1.47	0.00	74.00 %	2,227.50	0.00 %		31.07 %	556.88
KGM1	1.76	1.27	0.00	72.26 %	1,490.20	0.00 %		31.07 %	372.55
PPI1	1.80	1.18	0.00	65.15 %	3,107.99	0.00 %		31.07 %	466.20
SNR1	1.99	1.29	0.00	64.92 %	1,995.70	0.00 %		31.07 %	299.36
DPM2	1.92	1.24	0.00	64.68 %	2,310.70	0.00 %		31.07 %	346.61
PDM1	1.55	0.95	0.00	61.32 %	876.00	0.00 %		31.07 %	87.60
CBE3	0.95	0.54	0.00	56.92 %	940.20	0.00 %		31.07 %	94.02
CBE4	3.94	2.23	0.00	56.68 %	3,644.40	0.00 %		31.07 %	364.44
CBE6	2.84	1.58	0.00	55.84 %	1,331.70	0.00 %		31.07 %	133.17
TPR2	3.67	1.95	0.00	53.13 %	1,321.90	0.00 %		31.07 %	
TPR1	4.08	2.05	0.50	50.26 %	2,251.30	0.00 %		31.07 %	
PLI1	3.64	1.69	0.00	46.61 %	1,339.20	0.00 %		31.07 %	
ANR1	0.66	0.30	0.00	45.13 %	221.00	0.00 %		31.07 %	
GDR1	1.59	0.60	0.00	37.63 %	659.90	0.00 %		31.07 %	
UMP1	2.07	0.77	0.00	37.49 %	1,215.00	0.00 %		31.07 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BTU1	1.32	1.87	0.00	142.33 %	879.50	40.00 %	351.80	31.07 %	351.80
KYK1	2.05	2.68	0.00	130.98 %	1,806.90	40.00 %	722.76	31.07 %	722.76
KKD3	2.72	3.53	0.00	129.81 %	3,511.00	40.00 %	1,404.40	31.07 %	1,404.40
SVG1	2.51	2.89	0.00	114.93 %	3,372.50	30.00 %	1,011.75	31.07 %	1,349.00
MLR1	2.19	2.44	0.00	111.41 %	1,566.30	30.00 %	469.89	31.07 %	626.52
KRR1	2.22	2.37	0.00	106.38 %	1,974.50	25.00 %	493.63	31.07 %	789.80
MPA1	3.12	3.21	0.00	103.01 %	3,455.60	25.00 %	863.90	31.07 %	1,382.24
SGP1	1.37	1.39	0.00	101.34 %	1,534.30	25.00 %	383.58	31.07 %	613.72
DKI1	3.03	3.07	0.00	101.26 %	6,530.50	25.00 %	1,632.63	31.07 %	2,612.20
MDU2	5.64	5.47	0.00	96.96 %	2,579.30	20.00 %	515.86	31.07 %	1,031.72
PNV2	1.52	1.39	0.00	91.54 %	2,234.80	15.00 %	335.22	31.07 %	893.92
MDU5	2.32	2.12	0.00	91.30 %	2,868.20	15.00 %	430.23	31.07 %	1,147.28
BNR1	2.34	2.11	0.00	90.19 %	2,457.90	15.00 %	368.69	31.07 %	983.16
USL1	2.35	2.08	0.00	88.57 %	1,272.30	10.00 %	127.23	31.07 %	508.92
MDU6	5.92	5.20	0.00	87.88 %	2,896.80	10.00 %	289.68	31.07 %	1,158.72
ADP1	2.22	1.84	0.00	82.80 %	3,291.80	10.00 %	329.18	31.07 %	1,316.72
TEN2	3.65	2.90	0.00	79.44 %	2,331.00	0.00 %		31.07 %	699.30
ODM1	1.75	1.35	0.00	76.84 %	780.90	0.00 %		31.07 %	234.27
NKI1	1.82	1.37	0.00	75.07 %	2,349.30	0.00 %		31.07 %	587.33
TPT1	2.89	1.90	0.00	65.85 %	3,022.80	0.00 %		31.07 %	604.56
PVI1	2.71	1.77	0.00	65.48 %	2,694.00	0.00 %		31.07 %	404.10
TMM1	3.47	2.21	0.00	63.68 %	2,218.40	0.00 %		31.07 %	332.76
TEN1	3.57	2.16	0.00	60.35 %	1,315.50	0.00 %		31.07 %	131.55
DGL1	7.69	4.62	0.31	60.06 %	4,117.20	0.00 %		31.07 %	411.72
PNI1	1.84	1.06	0.00	57.79 %	1,382.40	0.00 %		31.07 %	138.24
PKM1	1.69	0.91	0.00	54.25 %	832.10	0.00 %		31.07 %	
MDU1	11.83	6.26	0.00	52.95 %	4,617.00	0.00 %		31.07 %	
CMR1	1.85	0.92	0.00	49.99 %	284.10	0.00 %		31.07 %	
MDU3	4.16	2.03	0.00	48.84 %	678.70	0.00 %		31.07 %	
CBM1	3.40	1.53	0.00	45.13 %	2,071.20	0.00 %		31.07 %	
ATG1	3.84	1.70	0.00	44.23 %	1,921.90	0.00 %		31.07 %	
MDU4	3.09	1.32	0.18	42.75 %	1,853.30	0.00 %		31.07 %	
NTM1	2.03	0.83	0.00	41.02 %	1,078.00	0.00 %		31.07 %	
TDI1	2.28	0.90	0.00	39.53 %	572.50	0.00 %		31.07 %	
DGL2	2.41	0.93	0.00	38.48 %	955.60	0.00 %		31.07 %	
MNM1	1.63	0.47	0.00	28.96 %	491.20	0.00 %		31.07 %	
KPT1	1.83	0.35	0.00	18.86 %	709.80	0.00 %		31.07 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARC2	3.49	6.55	0.00	187.91 %	3,691.10	40.00 %	1,476.44	31.07 %	1,476.44
VNB1	2.11	3.42	0.00	162.38 %	1,133.70	40.00 %	453.48	31.07 %	453.48
TRT1	1.96	2.55	0.00	130.57 %	1,300.40	40.00 %	520.16	31.07 %	520.16
CPT1	1.48	1.67	0.01	112.58 %	1,722.90	30.00 %	516.87	31.07 %	689.16
VEL2	5.61	5.39	0.35	96.01 %	1,508.00	20.00 %	301.60	31.07 %	603.20
UGI1	1.71	1.56	0.00	91.41 %	766.70	15.00 %	115.01	31.07 %	306.68
PLR1	1.60	1.41	0.00	88.11 %	897.10	10.00 %	89.71	31.07 %	358.84
KPM2	8.39	6.68	0.00	79.62 %	6,143.40	0.00 %		31.07 %	1,843.02
VSI1	2.19	1.58	0.00	72.22 %	862.30	0.00 %		31.07 %	215.58
GDM1	2.47	1.75	1.59	70.61 %	1,104.50	0.00 %		31.07 %	276.13
WJD1	3.13	2.11	0.00	67.38 %	2,571.70	0.00 %		31.07 %	514.34
TRR1	3.88	2.59	0.00	66.70 %	2,107.30	0.00 %		31.07 %	421.46
AKM1	3.20	1.97	0.00	61.76 %	2,434.60	0.00 %		31.07 %	243.46
CGM1	2.27	1.26	0.00	55.63 %	353.60	0.00 %		31.07 %	35.36
VEL1	4.32	2.04	0.00	47.31 %	2,021.20	0.00 %		31.07 %	
PTU1	1.21	0.56	0.00	46.29 %	164.80	0.00 %		31.07 %	
SBR1	4.64	2.07	0.00	44.61 %	1,408.70	0.00 %		31.07 %	
ABR1	2.66	1.11	0.00	41.94 %	630.30	0.00 %		31.07 %	
BGR1	1.97	0.80	0.00	40.70 %	731.60	0.00 %		31.07 %	
WJP1	3.02	1.12	0.00	37.18 %	523.90	0.00 %		31.07 %	
TRL1	4.47	1.54	0.00	34.48 %	2,349.80	0.00 %		31.07 %	
KPM1	2.53	0.85	0.00	33.46 %	1,120.20	0.00 %		31.07 %	
SLG1	1.63	0.54	0.00	33.27 %	473.80	0.00 %		31.07 %	
CYR1	1.87	0.58	0.00	30.82 %	577.10	0.00 %		31.07 %	
ANI1	1.65	0.35	0.00	21.25 %	377.60	0.00 %		31.07 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVM2	2.72	3.25	0.00	119.31 %	1,161.30	30.00 %	348.39	31.07 %	464.52
TRK1	4.20	4.95	0.00	117.81 %	3,264.30	30.00 %	979.29	31.07 %	1,305.72
SJI2	3.28	3.75	0.15	114.28 %	3,235.50	30.00 %	970.65	31.07 %	1,294.20
ULP1	2.57	2.49	0.07	96.97 %	1,230.30	20.00 %	246.06	31.07 %	492.12
VPM2	3.16	2.84	0.00	90.03 %	1,512.50	10.00 %	151.25	31.07 %	605.00
KLM1	3.76	3.11	0.00	82.67 %	3,131.10	10.00 %	313.11	31.07 %	939.33
PRT1	2.43	1.90	0.00	78.11 %	2,610.70	0.00 %		31.07 %	783.21
CUD1	6.38	4.88	0.03	76.45 %	5,687.20	0.00 %		31.07 %	1,706.16
KKI2	3.74	2.76	0.00	73.93 %	1,615.00	0.00 %		31.07 %	403.75
CDM1	3.81	2.81	0.00	73.81 %	3,778.60	0.00 %		31.07 %	944.65
VPM1	1.68	1.22	0.00	72.86 %	492.00	0.00 %		31.07 %	123.00
MKM1	1.83	1.23	0.00	67.23 %	2,018.10	0.00 %		31.07 %	403.62
NVL2	4.13	2.43	0.00	58.91 %	1,965.40	0.00 %		31.07 %	196.54
TDM1	2.05	1.12	0.00	54.82 %	1,452.80	0.00 %		31.07 %	
KML1	2.10	1.09	0.00	51.75 %	454.70	0.00 %		31.07 %	
TVM1	2.44	0.79	0.00	32.53 %	319.40	0.00 %		31.07 %	
VCM1	1.97	0.43	0.00	21.96 %	378.20	0.00 %		31.07 %	
POY2	5.00	1.08	0.00	21.69 %	569.90	0.00 %		31.07 %	
POY1	5.97	1.21	0.00	20.27 %	470.80	0.00 %		31.07 %	
STP1	1.66	0.21	0.00	12.65 %	433.00	0.00 %		31.07 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY3	3.20	3.88	0.00	121.27 %	619.40	40.00 %	247.76	31.07 %	247.76
TVR1	1.77	2.09	0.00	118.24 %	1,639.50	30.00 %	491.85	31.07 %	655.80
ORU1	1.79	1.68	0.00	93.94 %	1,329.80	15.00 %	199.47	31.07 %	531.92
KIK1	1.96	1.74	0.00	88.38 %	2,375.60	10.00 %	237.56	31.07 %	950.24
MVM1	4.79	4.04	0.00	84.34 %	3,727.50	10.00 %	372.75	31.07 %	1,491.00
NGT1	3.50	2.91	0.00	83.32 %	3,028.00	10.00 %	302.80	31.07 %	1,211.20
TRY4	4.69	3.85	0.00	82.05 %	4,489.80	10.00 %	448.98	31.07 %	1,346.94
PBR2	6.09	4.99	0.00	81.85 %	2,666.80	10.00 %	266.68	31.07 %	800.04
APM1	1.57	1.28	0.00	81.46 %	1,080.30	10.00 %	108.03	31.07 %	324.09
KUM1	5.24	3.88	0.00	74.15 %	3,051.10	0.00 %		31.07 %	762.78
TTP1	2.83	2.09	0.00	73.81 %	2,507.80	0.00 %		31.07 %	626.95
AYR1	2.52	1.72	0.00	68.21 %	2,594.50	0.00 %		31.07 %	518.90
TVR2	4.32	2.94	0.00	67.97 %	2,064.02	0.00 %		31.07 %	412.80
MDI1	2.99	1.82	0.00	61.07 %	2,620.70	0.00 %		31.07 %	262.07
KRN1	1.76	0.97	0.00	54.73 %	1,287.70	0.00 %		31.07 %	
TRY1	19.40	10.32	0.00	53.20 %	6,341.90	0.00 %		31.07 %	
MSI1	2.19	1.16	0.00	52.95 %	1,004.70	0.00 %		31.07 %	
TYR1	4.21	2.17	0.56	51.64 %	1,849.80	0.00 %		31.07 %	
PTK1	4.82	2.45	0.00	50.80 %	1,369.00	0.00 %		31.07 %	
NMM1	2.25	1.09	0.00	48.72 %	2,189.00	0.00 %		31.07 %	
NCK1	1.78	0.86	0.00	48.37 %	1,105.10	0.00 %		31.07 %	
PDK1	1.13	0.50	0.00	44.10 %	349.10	0.00 %		31.07 %	
JKM1	2.70	1.00	0.00	37.09 %	782.10	0.00 %		31.07 %	
TNJ2	5.97	1.84	0.00	30.89 %	2,699.40	0.00 %		31.07 %	
TNJ1	10.23	2.98	0.00	29.12 %	1,702.00	0.00 %		31.07 %	
TRY2	2.02	0.51	0.00	25.15 %	392.60	0.00 %		31.07 %	
PBR1	1.82	0.29	0.00	16.16 %	437.20	0.00 %		31.07 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UDN1	1.84	2.37	0.00	128.43 %	1,250.70	40.00 %	500.28	31.07 %	500.28
TYI1	2.41	2.62	0.00	108.73 %	1,787.10	25.00 %	446.78	31.07 %	714.84
ARM1	1.58	1.69	0.00	106.86 %	875.30	25.00 %	218.83	31.07 %	350.12
TCN1	4.09	3.64	0.00	89.10 %	2,843.00	10.00 %	284.30	31.07 %	1,137.20
PKD1	3.02	2.64	0.00	87.47 %	4,399.70	10.00 %	439.97	31.07 %	1,759.88
TKS2	7.05	6.04	0.00	85.68 %	2,650.10	10.00 %	265.01	31.07 %	1,060.04
SNL1	3.14	2.68	0.18	85.24 %	1,716.40	10.00 %	171.64	31.07 %	686.56
VKM1	1.69	1.30	2.92	76.53 %	3,032.00	0.00 %		31.07 %	909.60
TKS1	5.50	4.20	0.00	76.38 %	3,586.60	0.00 %		31.07 %	1,075.98
KVT1	8.61	6.06	0.31	70.43 %	6,239.70	0.00 %		31.07 %	1,559.93
SGT1	1.82	1.26	0.00	68.97 %	647.00	0.00 %		31.07 %	129.40
RPM1	4.41	3.03	0.27	68.77 %	3,343.80	0.00 %		31.07 %	668.76
KGL1	2.64	1.75	0.00	66.11 %	770.20	0.00 %		31.07 %	154.04
STU2	2.21	1.44	0.30	65.14 %	1,213.20	0.00 %		31.07 %	181.98
TVL1	15.57	10.05	0.06	64.53 %	6,485.80	0.00 %		31.07 %	972.87
SVK1	5.11	3.19	2.67	62.36 %	2,823.10	0.00 %		31.07 %	423.47
PDI1	2.46	1.51	0.00	61.33 %	988.80	0.00 %		31.07 %	98.88
MMT1	3.25	1.98	0.00	60.95 %	988.00	0.00 %		31.07 %	98.80
VNR2	7.70	4.65	0.00	60.42 %	4,096.80	0.00 %		31.07 %	409.68
SDI1	2.60	1.49	0.00	57.42 %	899.85	0.00 %		31.07 %	89.99
VNR1	2.86	1.62	0.00	56.56 %	1,612.10	0.00 %		31.07 %	161.21
KYR1	1.58	0.89	0.00	56.23 %	645.30	0.00 %		31.07 %	64.53
ERL2	2.98	1.45	0.00	48.67 %	1,615.40	0.00 %		31.07 %	
NGR1	11.78	5.63	5.98	47.79 %	2,688.30	0.00 %		31.07 %	
APK2	3.18	1.38	0.00	43.51 %	1,767.30	0.00 %		31.07 %	
VLY1	5.29	2.20	0.00	41.60 %	1,921.50	0.00 %		31.07 %	
TUT1	18.14	6.90	0.00	38.00 %	5,217.50	0.00 %		31.07 %	
TUT2	9.70	3.48	0.00	35.86 %	2,708.00	0.00 %		31.07 %	
RND1	6.50	2.28	0.00	35.10 %	3,226.50	0.00 %		31.07 %	
MAR1	7.46	2.43	0.00	32.59 %	1,182.10	0.00 %		31.07 %	
SKD1	2.16	0.68	0.00	31.61 %	580.90	0.00 %		31.07 %	
TKY1	3.37	1.05	0.00	31.12 %	987.00	0.00 %		31.07 %	
ASM1	2.62	0.62	0.00	23.57 %	937.10	0.00 %		31.07 %	
APK1	3.67	0.84	0.00	22.95 %	1,192.30	0.00 %		31.07 %	
TVL2	1.68	0.37	0.00	21.88 %	863.40	0.00 %		31.07 %	
COL1	1.78	0.31	0.00	17.55 %	569.90	0.00 %		31.07 %	
KSM1	2.07	0.34	0.00	16.48 %	125.60	0.00 %		31.07 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH45	4.21	6.79	0.00	161.30 %	4,920.10	40.00 %	1,968.04	31.07 %	1,968.04
TKM1	1.98	3.04	0.00	153.84 %	2,206.90	40.00 %	882.76	31.07 %	882.76
GUD1	3.71	4.52	0.00	121.75 %	2,150.00	40.00 %	860.00	31.07 %	860.00
CH40	3.03	2.74	0.00	90.37 %	839.90	15.00 %	125.99	31.07 %	335.96
CH37	1.76	1.17	0.00	66.57 %	2,347.50	0.00 %		31.07 %	469.50
CH38	2.84	1.84	0.00	64.76 %	2,171.40	0.00 %		31.07 %	325.71
CGL1	3.21	1.91	0.00	59.46 %	1,999.20	0.00 %		31.07 %	199.92
SKL1	3.25	1.89	0.00	58.32 %	2,282.80	0.00 %		31.07 %	228.28
CH28	5.13	2.94	0.00	57.40 %	6,384.50	0.00 %		31.07 %	638.45
CH16	9.34	5.29	0.00	56.66 %	4,255.70	0.00 %		31.07 %	425.57
CH26	2.23	1.15	0.00	51.47 %	1,201.50	0.00 %		31.07 %	
MRM1	3.21	1.63	0.00	50.76 %	1,976.10	0.00 %		31.07 %	
MC10	1.27	0.60	0.00	47.24 %	150.60	0.00 %		31.07 %	
CH19	5.18	2.32	0.00	44.85 %	735.70	0.00 %		31.07 %	
CH48	5.91	2.60	0.00	44.00 %	2,359.40	0.00 %		31.07 %	
CH22	4.84	1.99	0.00	41.13 %	2,467.50	0.00 %		31.07 %	
CH39	3.47	1.38	0.00	39.72 %	1,511.00	0.00 %		31.07 %	
AVD1	4.77	1.84	0.00	38.51 %	1,773.60	0.00 %		31.07 %	
CH07	9.52	3.49	0.00	36.60 %	1,877.70	0.00 %		31.07 %	
GUD2	3.63	1.20	0.00	33.15 %	1,219.40	0.00 %		31.07 %	
CH14	8.90	2.74	0.00	30.76 %	2,050.60	0.00 %		31.07 %	
CH05	6.45	1.97	0.00	30.56 %	2,632.10	0.00 %		31.07 %	
CH35	4.74	0.91	0.00	19.28 %	1,019.70	0.00 %		31.07 %	
CH08	7.44	1.31	0.00	17.63 %	3,585.40	0.00 %		31.07 %	
KNR1	3.63	0.62	0.00	17.17 %	564.20	0.00 %		31.07 %	
CH42	7.16	0.67	0.00	9.37 %	251.70	0.00 %		31.07 %	
CH30	4.02	0.34	0.00	8.35 %	865.80	0.00 %		31.07 %	
CH11	4.68	0.32	0.00	6.90 %	1,326.00	0.00 %		31.07 %	
CH29	1.55	0.07	0.00	4.32 %	207.00	0.00 %		31.07 %	
MC02	0.46	0.00		0.00 %	0.00	0.00 %		31.07 %	
MC09	0.81	0.00		0.00 %	0.00	0.00 %		31.07 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	5.71	3.60	0.00	62.98 %	2,668.60	0.00 %		31.07 %	400.29
KLR1	1.66	0.49	0.00	29.59 %	347.70	0.00 %		31.07 %	
PAS1	2.49	0.24	0.00	9.68 %	589.50	0.00 %		31.07 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	0.82	2.48	0.00	302.67 %	1,463.20	40.00 %	585.28	31.07 %	585.28
MC05	1.68	2.10	0.00	124.54 %	695.60	40.00 %	278.24	31.07 %	278.24
CH33	4.34	3.08	0.00	71.00 %	1,899.10	0.00 %		31.07 %	474.78
CH34	5.29	3.54	0.00	67.00 %	3,359.00	0.00 %		31.07 %	671.80
UK11	2.75	1.34	0.00	48.59 %	393.10	0.00 %		31.07 %	
MJR1	5.69	2.40	0.00	42.21 %	4,008.80	0.00 %		31.07 %	
CH43	3.71	1.55	0.00	41.68 %	1,486.60	0.00 %		31.07 %	
CH46	2.80	1.16	0.00	41.57 %	563.60	0.00 %		31.07 %	
MC06	1.66	0.62	0.00	37.34 %	203.40	0.00 %		31.07 %	
CH17	5.08	1.79	0.00	35.22 %	2,513.70	0.00 %		31.07 %	
CH01	0.42	0.14	0.00	32.19 %	367.20	0.00 %		31.07 %	
CH21	9.31	2.88	0.00	30.94 %	2,559.80	0.00 %		31.07 %	
CH36	1.96	0.60	0.00	30.37 %	707.90	0.00 %		31.07 %	
CH44	3.80	1.09	0.00	28.71 %	748.80	0.00 %		31.07 %	
CH09	4.54	1.24	0.00	27.39 %	1,247.20	0.00 %		31.07 %	
CH41	4.20	1.07	0.00	25.55 %	632.80	0.00 %		31.07 %	
CH20	7.52	1.83	0.00	24.35 %	729.20	0.00 %		31.07 %	
CH06	4.89	1.01	0.00	20.76 %	548.10	0.00 %		31.07 %	
CH24	5.56	0.99	0.00	17.82 %	962.50	0.00 %		31.07 %	
CH15	15.58	2.49	0.00	15.96 %	1,332.90	0.00 %		31.07 %	
CH03	12.74	1.88	0.00	14.79 %	1,740.40	0.00 %		31.07 %	
GPD1	3.54	0.49	0.00	13.81 %	298.60	0.00 %		31.07 %	
CH12	7.03	0.95	0.00	13.49 %	747.90	0.00 %		31.07 %	
CH18	6.64	0.89	0.00	13.44 %	1,461.50	0.00 %		31.07 %	
CH23	2.26	0.10	0.00	4.23 %	436.00	0.00 %		31.07 %	
CH31	2.54	0.02	0.00	0.72 %	55.00	0.00 %		31.07 %	
CH27	1.70	0.01	0.00	0.55 %	5.00	0.00 %		31.07 %	
PON1	2.62	0.01	0.00	0.45 %	6.00	0.00 %		31.07 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GHUB	0.00	0.14	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	(0.02)	-40.50	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	2.11	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	0.59	0.00	0.00 %	0.00	0.00 %		0.00 %	