

Accu.Target
1,930.68 L

Sales
995.58 L

Achieved %
51.57 %

HO Budget+ %
38.43 %

Total Com.
8.87 L

Note : Sales Period is From :01-Dec-2025 To :02-Dec-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH-03	224.48	141.59	63.07 %	0.00	38.43 %	6,000.00
WEST-02	170.52	107.14	62.83 %	0.00	38.43 %	0.00
WEST-01	151.19	92.48	61.17 %	0.00	38.43 %	0.00
NORTH ARCOT	146.86	86.37	58.81 %	0.00	38.43 %	0.00
TRICHY-01	215.10	104.74	48.69 %	0.00	38.43 %	0.00
SOUTH-01	347.06	168.61	48.58 %	0.00	38.43 %	0.00
SOUTH ARCOT	129.78	62.15	47.89 %	0.00	38.43 %	0.00
CHENNAI-01	264.66	108.55	41.02 %	0.00	38.43 %	0.00
KL-SOUTH	19.74	7.60	38.49 %	0.00	38.43 %	0.00
CHENNAI-02	261.29	78.49	30.04 %	0.00	38.43 %	0.00
OTHERS	0.00	37.85	0.00 %	0.00	0.00 %	0.00
Total	1,930.68	995.58	51.57 %		38.43 %	

SOUTH-03

Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
SVG1	35.07	24.83	70.79%	0.00	38.43 %	0.00
KKD2	43.97	30.12	68.49%	0.00	38.43 %	0.00
KRR1	21.91	14.31	65.30%	0.00	38.43 %	0.00
TEN1	37.43	22.55	60.25%	0.00	38.43 %	0.00
MDU1	86.09	49.77	57.82%	0.00	38.43 %	0.00

WEST-02

Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
ERD1	44.32	29.55	66.68%	0.00	38.43 %	0.00
HSR1	36.68	23.92	65.20%	0.00	38.43 %	0.00
MTR1	37.37	23.32	62.40%	0.00	38.43 %	0.00
SLM1	52.15	30.35	58.19%	0.00	38.43 %	0.00

WEST-01

Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
UAM1	28.31	19.54	69.04%	0.00	38.43 %	0.00
TPR4	18.93	12.91	68.21%	0.00	38.43 %	0.00
CBE1	61.37	40.04	65.24%	0.00	38.43 %	0.00
PLI1	21.87	10.43	47.68%	0.00	38.43 %	0.00
TPR1	20.71	9.56	46.18%	0.00	38.43 %	0.00

NORTH ARCOT

Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
NA01	54.52	36.13	66.27%	0.00	38.43 %	0.00
NA02	49.83	29.99	60.18%	0.00	38.43 %	0.00
NA03	42.51	20.25	47.64%	0.00	38.43 %	0.00

TRICHY-01

Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
KUM1	42.81	27.68	64.67%	0.00	38.43 %	0.00
TRY1	64.40	32.73	50.82%	0.00	38.43 %	0.00
PBR1	48.67	23.00	47.25%	0.00	38.43 %	0.00
TNJ1	59.23	21.34	36.02%	0.00	38.43 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	47.67	30.95	64.93%	0.00	38.43 %	0.00
	TUT1	78.33	40.36	51.53%	0.00	38.43 %	0.00
	TVL1	53.49	26.71	49.94%	0.00	38.43 %	0.00
	VNR1	45.05	22.31	49.52%	0.00	38.43 %	0.00
	KVT1	57.80	26.09	45.14%	0.00	38.43 %	0.00
	NGR1	64.71	22.18	34.27%	0.00	38.43 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	39.06	23.98	61.40%	0.00	38.43 %	0.00
	SA02	44.84	21.86	48.76%	0.00	38.43 %	0.00
	SA01	45.89	16.30	35.53%	0.00	38.43 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	48.94	32.85	67.13%	0.00	38.43 %	0.00
	CH05	65.72	24.75	37.66%	0.00	38.43 %	0.00
	CH06	83.68	29.58	35.35%	0.00	38.43 %	0.00
	CH08	66.32	21.37	32.22%	0.00	38.43 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	19.74	7.60	38.49%	0.00	38.43 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	51.86	19.55	37.69%	0.00	38.43 %	0.00
	CH07	71.82	23.10	32.17%	0.00	38.43 %	0.00
	CH04	69.34	21.77	31.40%	0.00	38.43 %	0.00
	CH01	68.26	14.07	20.61%	0.00	38.43 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.85	0.00%	0.00	0.00 %	0.00
	CH02	0.00	2.69	0.00%	0.00	0.00 %	0.00
	HO01	0.00	30.14	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	0.10	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	0.59	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	0.48	0.00%	0.00	0.00 %	0.00

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	5.43	6.34	0.00	116.75 %	8,212.80	30.00 %	2,463.84	38.43 %	3,285.12
BTU1	2.63	2.55	0.00	96.99 %	1,859.40	20.00 %	371.88	38.43 %	743.76
SGP1	2.75	2.65	0.00	96.59 %	3,703.70	20.00 %	740.74	38.43 %	1,481.48
SVG1	5.02	4.72	0.00	93.99 %	4,842.30	15.00 %	726.35	38.43 %	1,936.92
KRR1	4.45	4.15	0.00	93.24 %	3,269.80	15.00 %	490.47	38.43 %	1,307.92
KYK1	4.09	3.50	0.00	85.43 %	3,034.60	10.00 %	303.46	38.43 %	1,213.84
ADP1	4.44	3.75	0.00	84.46 %	6,140.20	10.00 %	614.02	38.43 %	2,456.08
USL1	4.70	3.80	0.00	80.92 %	2,542.50	10.00 %	254.25	38.43 %	1,017.00
TPT1	5.77	4.59	0.00	79.57 %	8,053.90	0.00 %		38.43 %	3,221.56
DKI1	6.06	4.63	0.00	76.46 %	8,733.20	0.00 %		38.43 %	3,493.28
MDU2	11.28	8.46	0.00	74.97 %	3,697.90	0.00 %		38.43 %	1,479.16
MLR1	4.38	3.24	0.00	73.79 %	2,437.10	0.00 %		38.43 %	731.13
MDU6	11.84	8.65	0.00	73.05 %	5,283.70	0.00 %		38.43 %	1,585.11
MPA1	6.23	4.44	0.00	71.28 %	5,423.60	0.00 %		38.43 %	1,627.08
TEN2	7.30	5.16	0.06	70.68 %	4,160.90	0.00 %		38.43 %	1,248.27
BNR1	4.68	3.23	0.00	69.14 %	3,322.00	0.00 %		38.43 %	996.60
MDU5	4.63	2.90	0.00	62.52 %	3,585.70	0.00 %		38.43 %	896.43
PNV2	3.05	1.88	0.00	61.62 %	2,770.00	0.00 %		38.43 %	554.00
DGL1	15.37	9.36	0.15	60.87 %	8,440.80	0.00 %		38.43 %	1,688.16
TDI1	4.56	2.72	0.00	59.71 %	2,080.40	0.00 %		38.43 %	416.08
NTM1	4.05	2.38	0.00	58.79 %	2,089.00	0.00 %		38.43 %	417.80
PVI1	5.42	3.14	0.00	57.86 %	4,211.90	0.00 %		38.43 %	631.79
TMM1	6.93	3.90	0.00	56.24 %	4,142.80	0.00 %		38.43 %	621.42
TEN1	7.15	3.92	0.00	54.87 %	3,643.00	0.00 %		38.43 %	364.30
DGL2	4.81	2.56	0.00	53.12 %	3,306.10	0.00 %		38.43 %	330.61
CBM1	6.80	3.49	0.00	51.32 %	4,488.90	0.00 %		38.43 %	448.89
MDU1	23.66	11.90	0.00	50.31 %	7,279.70	0.00 %		38.43 %	727.97
PNI1	3.67	1.72	0.00	46.76 %	2,317.90	0.00 %		38.43 %	
MDU3	8.32	3.86	0.00	46.36 %	2,044.60	0.00 %		38.43 %	
ODM1	3.51	1.62	0.00	46.21 %	1,141.30	0.00 %		38.43 %	
NKI1	3.64	1.59	0.00	43.82 %	2,709.30	0.00 %		38.43 %	
CMR1	3.70	1.58	0.00	42.77 %	928.30	0.00 %		38.43 %	
PKM1	3.37	1.42	0.00	42.09 %	1,575.50	0.00 %		38.43 %	
ATG1	7.67	3.22	0.00	41.99 %	3,277.90	0.00 %		38.43 %	
KPT1	3.66	1.52	0.34	41.56 %	2,674.90	0.00 %		38.43 %	
MDU4	6.17	2.10	0.12	33.96 %	3,388.70	0.00 %		38.43 %	
MNM1	3.27	0.94	0.00	28.86 %	941.60	0.00 %		38.43 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PMP1	3.60	3.98	0.00	110.35 %	1,738.00	30.00 %	521.40	38.43 %	695.20
OML1	5.11	5.36	0.36	104.93 %	3,766.20	25.00 %	941.55	38.43 %	1,506.48
TCG1	3.69	3.65	0.00	98.95 %	2,388.40	20.00 %	477.68	38.43 %	955.36
NKL2	6.47	6.23	0.00	96.35 %	4,918.30	20.00 %	983.66	38.43 %	1,967.32
PLC1	3.48	3.35	0.00	96.26 %	5,776.60	20.00 %	1,155.32	38.43 %	2,310.64
DPR1	2.73	2.57	0.00	94.20 %	1,477.40	15.00 %	221.61	38.43 %	590.96
DPR2	4.08	3.69	0.00	90.31 %	2,472.20	15.00 %	370.83	38.43 %	988.88
KVP1	2.47	2.19	0.00	88.78 %	1,100.00	10.00 %	110.00	38.43 %	440.00
EDP1	2.09	1.79	0.00	85.94 %	1,044.90	10.00 %	104.49	38.43 %	417.96
ERD2	8.63	6.68	0.00	77.42 %	8,131.00	0.00 %		38.43 %	3,252.40
SLM3	5.85	4.05	0.00	69.18 %	4,677.10	0.00 %		38.43 %	1,403.13
HSR1	7.59	5.19	0.00	68.34 %	4,576.20	0.00 %		38.43 %	1,372.86
ATU1	6.20	4.17	0.00	67.24 %	2,384.90	0.00 %		38.43 %	596.23
KMM1	3.44	2.31	0.06	67.09 %	1,835.30	0.00 %		38.43 %	458.83
ERD1	7.67	5.05	0.00	65.80 %	5,038.50	0.00 %		38.43 %	1,259.63
PDR1	2.39	1.50	0.00	63.01 %	2,386.35	0.00 %		38.43 %	596.59
HRR1	3.85	2.41	0.00	62.49 %	1,904.00	0.00 %		38.43 %	476.00
VPD1	6.52	3.86	0.00	59.15 %	3,273.50	0.00 %		38.43 %	654.70
SLM1	16.06	9.48	0.00	59.06 %	5,522.50	0.00 %		38.43 %	1,104.50
SLM2	5.41	3.00	0.00	55.46 %	2,337.00	0.00 %		38.43 %	233.70
EPI1	5.07	2.72	0.00	53.62 %	2,769.20	0.00 %		38.43 %	276.92
TRM1	5.60	2.98	0.00	53.21 %	2,435.40	0.00 %		38.43 %	243.54
SGI1	3.06	1.61	0.00	52.53 %	2,114.50	0.00 %		38.43 %	211.45
KRI1	5.49	2.71	0.00	49.37 %	2,776.40	0.00 %		38.43 %	277.64
VKL1	2.18	0.98	2.09	44.84 %	1,507.80	0.00 %		38.43 %	
HSR2	10.99	4.90	0.00	44.53 %	7,939.29	0.00 %		38.43 %	
MCR1	5.77	2.39	0.00	41.42 %	2,661.70	0.00 %		38.43 %	
BMD1	4.08	1.58	0.00	38.71 %	2,486.10	0.00 %		38.43 %	
MTR1	6.15	2.35	0.00	38.15 %	2,283.20	0.00 %		38.43 %	
CMI1	2.73	0.97	0.00	35.55 %	920.30	0.00 %		38.43 %	
RSP1	3.94	1.34	0.00	33.92 %	1,488.50	0.00 %		38.43 %	
SGG1	3.18	0.84	0.00	26.53 %	1,069.20	0.00 %		38.43 %	
APN1	4.94	1.27	0.00	25.68 %	2,146.20	0.00 %		38.43 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AVI1	2.93	3.73	0.00	127.53 %	3,646.00	40.00 %	1,458.40	38.43 %	1,458.40
SUL1	2.85	2.72	0.00	95.45 %	4,429.50	20.00 %	885.90	38.43 %	1,771.80
KMR1	9.70	8.61	0.00	88.74 %	8,395.00	10.00 %	839.50	38.43 %	3,358.00
KGM1	3.52	3.12	0.00	88.60 %	4,791.60	10.00 %	479.16	38.43 %	1,916.64
MPM1	4.68	4.11	0.00	87.88 %	6,077.30	10.00 %	607.73	38.43 %	2,430.92
KGI1	4.35	3.73	0.00	85.78 %	3,268.20	10.00 %	326.82	38.43 %	1,307.28
CNR1	3.56	2.62	0.00	73.48 %	1,942.30	0.00 %		38.43 %	582.69
PPI1	3.61	2.62	0.00	72.58 %	4,467.39	0.00 %		38.43 %	1,340.22
CBE2	22.50	14.95	0.00	66.43 %	10,967.90	0.00 %		38.43 %	2,741.98
SNR1	3.98	2.64	0.00	66.39 %	3,297.60	0.00 %		38.43 %	824.40
UAM1	8.69	5.35	0.00	61.61 %	6,538.50	0.00 %		38.43 %	1,307.70
TPR3	5.21	3.17	0.00	60.81 %	4,660.50	0.00 %		38.43 %	932.10
CBE5	2.92	1.77	0.00	60.61 %	2,707.70	0.00 %		38.43 %	541.54
GBM1	3.78	2.15	1.62	56.78 %	2,285.00	0.00 %		38.43 %	342.75
CBE1	3.97	2.24	0.00	56.43 %	2,831.40	0.00 %		38.43 %	424.71
TPR4	4.01	2.25	0.00	56.30 %	1,941.90	0.00 %		38.43 %	291.29
CBE4	7.88	4.29	0.00	54.38 %	6,355.10	0.00 %		38.43 %	635.51
SYM2	3.29	1.79	0.00	54.32 %	1,666.40	0.00 %		38.43 %	166.64
DPM2	3.84	2.08	0.00	54.26 %	3,297.90	0.00 %		38.43 %	329.79
KMD1	3.86	2.09	0.00	54.13 %	5,609.50	0.00 %		38.43 %	560.95
PDM1	3.11	1.61	0.00	51.87 %	1,533.10	0.00 %		38.43 %	153.31
GDR1	3.17	1.64	0.00	51.73 %	984.10	0.00 %		38.43 %	98.41
TPR2	7.34	3.22	0.00	43.89 %	2,291.90	0.00 %		38.43 %	
CBE6	5.67	2.26	0.00	39.88 %	2,456.30	0.00 %		38.43 %	
TPR1	8.15	3.17	0.32	38.89 %	3,273.50	0.00 %		38.43 %	
PLI1	7.27	2.60	0.00	35.82 %	1,892.90	0.00 %		38.43 %	
CBE3	1.89	0.56	0.00	29.35 %	991.20	0.00 %		38.43 %	
ANR1	1.32	0.37	0.00	28.21 %	483.40	0.00 %		38.43 %	
UMP1	4.13	1.01	0.00	24.51 %	1,786.20	0.00 %		38.43 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARC2	6.97	7.18	0.00	103.01 %	4,695.30	25.00 %	1,173.83	38.43 %	1,878.12
VNB1	4.21	4.28	0.00	101.68 %	1,545.10	25.00 %	386.28	38.43 %	618.04
GDM1	4.95	4.09	0.68	82.62 %	2,117.70	10.00 %	211.77	38.43 %	847.08
TRT1	3.91	3.15	0.00	80.42 %	1,965.60	10.00 %	196.56	38.43 %	786.24
CPT1	2.97	2.37	0.00	79.78 %	2,342.00	0.00 %		38.43 %	936.80
KPM2	16.78	12.51	0.00	74.56 %	10,786.70	0.00 %		38.43 %	4,314.68
UGI1	3.42	2.46	0.00	71.86 %	1,283.50	0.00 %		38.43 %	385.05
VEL2	11.22	8.00	0.24	71.28 %	2,535.50	0.00 %		38.43 %	760.65
WJP1	6.03	4.14	0.00	68.69 %	2,215.50	0.00 %		38.43 %	664.65
PLR1	3.21	2.20	0.00	68.49 %	1,230.00	0.00 %		38.43 %	369.00
AKM1	6.39	4.25	0.00	66.43 %	6,041.60	0.00 %		38.43 %	1,510.40
WJD1	6.25	4.11	0.00	65.66 %	5,094.20	0.00 %		38.43 %	1,273.55
CGM1	4.53	2.64	0.00	58.32 %	1,525.20	0.00 %		38.43 %	228.78
PTU1	2.42	1.39	0.00	57.29 %	820.50	0.00 %		38.43 %	123.08
VSI1	4.37	2.20	0.00	50.21 %	1,219.40	0.00 %		38.43 %	121.94
TRR1	7.75	3.67	0.00	47.36 %	2,804.30	0.00 %		38.43 %	
BGR1	3.93	1.72	0.20	43.71 %	1,882.70	0.00 %		38.43 %	
ABR1	5.31	2.20	0.00	41.35 %	1,782.00	0.00 %		38.43 %	
SBR1	9.28	3.49	0.00	37.61 %	3,090.50	0.00 %		38.43 %	
KPM1	5.05	1.83	0.00	36.20 %	2,457.20	0.00 %		38.43 %	
SLG1	3.26	1.18	0.00	36.16 %	795.20	0.00 %		38.43 %	
VEL1	8.64	2.91	0.00	33.64 %	2,687.80	0.00 %		38.43 %	
CYR1	3.75	1.15	0.00	30.65 %	980.50	0.00 %		38.43 %	
ANI1	3.29	0.97	0.00	29.35 %	927.40	0.00 %		38.43 %	
TRL1	8.95	2.31	0.06	25.81 %	3,001.90	0.00 %		38.43 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	3.54	3.39	0.00	95.73 %	2,404.70	20.00 %	480.94	38.43 %	961.88
KIK1	3.93	3.47	0.00	88.48 %	4,995.10	10.00 %	499.51	38.43 %	1,998.04
TRY3	6.40	5.20	0.00	81.27 %	2,182.00	10.00 %	218.20	38.43 %	872.80
TRY4	9.38	6.91	0.00	73.73 %	6,923.90	0.00 %		38.43 %	2,077.17
TTP1	5.66	4.07	0.00	72.02 %	3,829.40	0.00 %		38.43 %	1,148.82
TVR2	8.65	6.04	0.00	69.85 %	4,231.92	0.00 %		38.43 %	1,269.58
KRN1	3.53	2.32	0.00	65.88 %	2,800.90	0.00 %		38.43 %	700.23
PBR2	12.19	7.96	0.00	65.34 %	4,238.40	0.00 %		38.43 %	1,059.60
MDI1	5.97	3.83	0.00	64.15 %	3,598.40	0.00 %		38.43 %	899.60
KUM1	10.47	5.90	0.00	56.37 %	4,671.10	0.00 %		38.43 %	700.67
ORU1	3.59	2.00	0.00	55.73 %	1,698.40	0.00 %		38.43 %	254.76
NMM1	4.49	2.42	0.00	53.90 %	4,228.40	0.00 %		38.43 %	422.84
MVM1	9.59	5.11	0.00	53.31 %	5,144.50	0.00 %		38.43 %	514.45
MSI1	4.38	2.31	0.00	52.72 %	1,414.10	0.00 %		38.43 %	141.41
NGT1	7.00	3.46	0.00	49.40 %	3,764.30	0.00 %		38.43 %	376.43
PTK1	9.64	4.75	0.00	49.24 %	2,945.80	0.00 %		38.43 %	
APM1	3.14	1.41	0.00	44.88 %	1,348.90	0.00 %		38.43 %	
AYR1	5.05	2.17	0.00	42.89 %	2,893.60	0.00 %		38.43 %	
TRY1	38.80	15.93	0.00	41.05 %	10,096.90	0.00 %		38.43 %	
PDK1	2.26	0.89	0.00	39.56 %	1,100.00	0.00 %		38.43 %	
TYR1	8.42	3.18	0.38	37.77 %	2,975.70	0.00 %		38.43 %	
NCK1	3.57	1.35	0.00	37.73 %	1,368.60	0.00 %		38.43 %	
TRY2	4.03	1.47	0.00	36.43 %	1,791.60	0.00 %		38.43 %	
JKM1	5.40	1.71	0.00	31.66 %	1,158.40	0.00 %		38.43 %	
TNJ2	11.93	2.72	0.00	22.84 %	3,728.80	0.00 %		38.43 %	
TNJ1	20.47	4.20	0.00	20.54 %	2,711.30	0.00 %		38.43 %	
PBR1	3.64	0.56	0.00	15.26 %	615.40	0.00 %		38.43 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARM1	3.16	2.66	0.00	84.09 %	1,769.50	10.00 %	176.95	38.43 %	707.80
UDN1	3.69	3.01	0.00	81.65 %	2,154.50	10.00 %	215.45	38.43 %	861.80
RPM1	8.82	6.48	0.13	73.45 %	5,836.50	0.00 %		38.43 %	1,750.95
SGT1	3.64	2.51	0.00	68.88 %	1,381.40	0.00 %		38.43 %	414.42
TKS2	14.10	9.48	0.00	67.28 %	5,428.60	0.00 %		38.43 %	1,357.15
TKS1	11.00	6.98	0.00	63.48 %	6,099.20	0.00 %		38.43 %	1,524.80
SDI1	5.19	3.23	0.00	62.16 %	2,260.65	0.00 %		38.43 %	565.16
VNR1	5.72	3.55	2.46	62.05 %	5,840.60	0.00 %		38.43 %	1,460.15
TCN1	8.18	4.88	0.00	59.67 %	4,244.20	0.00 %		38.43 %	848.84
PKD1	6.03	3.56	0.00	58.94 %	6,002.10	0.00 %		38.43 %	1,200.42
SVK1	10.22	5.99	1.42	58.63 %	5,610.80	0.00 %		38.43 %	1,122.16
TYI1	4.81	2.78	0.00	57.64 %	1,965.60	0.00 %		38.43 %	294.84
TVL1	31.15	17.43	0.04	55.96 %	14,551.60	0.00 %		38.43 %	2,182.74
SNL1	6.28	3.51	0.14	55.83 %	2,117.70	0.00 %		38.43 %	317.66
VKM1	3.39	1.83	2.11	54.04 %	3,689.20	0.00 %		38.43 %	368.92
VNR2	15.40	8.30	0.00	53.87 %	9,618.94	0.00 %		38.43 %	961.89
TUT1	36.29	19.30	0.10	53.17 %	13,369.73	0.00 %		38.43 %	1,336.97
STU2	4.43	2.30	0.19	52.06 %	1,783.10	0.00 %		38.43 %	178.31
KVT1	17.21	8.77	0.44	50.94 %	9,488.00	0.00 %		38.43 %	948.80
KGL1	5.28	2.61	0.00	49.46 %	1,406.80	0.00 %		38.43 %	140.68
MMT1	6.50	3.01	0.00	46.38 %	1,620.70	0.00 %		38.43 %	
PDI1	4.93	2.27	0.00	46.17 %	1,598.40	0.00 %		38.43 %	
NGR1	23.56	10.38	3.24	44.07 %	5,544.00	0.00 %		38.43 %	
VLY1	10.58	4.64	0.00	43.88 %	3,569.20	0.00 %		38.43 %	
ERL2	5.95	2.55	0.00	42.91 %	4,181.70	0.00 %		38.43 %	
TUT2	19.41	7.85	0.00	40.43 %	6,035.20	0.00 %		38.43 %	
APK2	6.36	2.40	0.00	37.78 %	3,368.70	0.00 %		38.43 %	
SKD1	4.32	1.60	0.00	37.06 %	2,017.90	0.00 %		38.43 %	
KYR1	3.16	1.00	0.01	31.55 %	726.00	0.00 %		38.43 %	
COL1	3.57	1.06	0.00	29.74 %	1,322.30	0.00 %		38.43 %	
APK1	7.34	2.06	0.00	28.10 %	2,409.40	0.00 %		38.43 %	
RND1	12.99	3.53	0.00	27.20 %	5,545.60	0.00 %		38.43 %	
TVL2	3.37	0.87	0.00	25.86 %	1,113.70	0.00 %		38.43 %	
MAR1	14.92	3.50	0.00	23.44 %	1,647.70	0.00 %		38.43 %	
ASM1	5.23	1.11	0.00	21.21 %	1,302.50	0.00 %		38.43 %	
TKY1	6.74	1.15	0.00	17.06 %	1,182.70	0.00 %		38.43 %	
KSM1	4.15	0.46	0.00	11.19 %	179.80	0.00 %		38.43 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRK1	8.40	6.57	0.00	78.24 %	5,009.80	0.00 %		38.43 %	2,003.92
CDM1	7.63	5.89	0.00	77.26 %	6,403.60	0.00 %		38.43 %	2,561.44
SJI2	6.56	5.02	0.11	76.57 %	4,515.90	0.00 %		38.43 %	1,806.36
TVM2	5.45	4.04	0.00	74.13 %	1,795.80	0.00 %		38.43 %	718.32
VPM2	6.31	4.21	0.00	66.71 %	3,264.60	0.00 %		38.43 %	816.15
ULP1	5.15	3.34	0.05	64.90 %	1,798.90	0.00 %		38.43 %	449.73
PRT1	4.85	2.84	0.00	58.60 %	3,332.90	0.00 %		38.43 %	666.58
KKI2	7.47	4.17	0.00	55.76 %	3,220.70	0.00 %		38.43 %	483.11
KLM1	7.53	3.96	0.00	52.61 %	3,773.10	0.00 %		38.43 %	377.31
MKM1	3.65	1.76	0.00	48.09 %	2,235.70	0.00 %		38.43 %	
CUD1	12.76	6.07	0.02	47.56 %	7,250.60	0.00 %		38.43 %	
NVL2	8.26	3.19	0.20	38.63 %	2,719.70	0.00 %		38.43 %	
VPM1	3.35	1.26	0.00	37.46 %	535.60	0.00 %		38.43 %	
TDM1	4.10	1.43	0.00	34.92 %	1,755.80	0.00 %		38.43 %	
KML1	4.21	1.42	0.00	33.77 %	912.30	0.00 %		38.43 %	
TVM1	4.89	1.45	0.00	29.70 %	920.10	0.00 %		38.43 %	
POY2	10.00	2.13	0.00	21.33 %	1,756.70	0.00 %		38.43 %	
POY1	11.94	2.38	0.00	19.96 %	2,280.80	0.00 %		38.43 %	
VCM1	3.95	0.64	0.11	16.31 %	560.10	0.00 %		38.43 %	
STP1	3.32	0.36	0.00	10.92 %	526.60	0.00 %		38.43 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH45	8.41	8.42	0.00	100.12 %	6,650.70	25.00 %	1,662.68	38.43 %	2,660.28
TKM1	3.96	3.83	0.00	96.76 %	3,155.90	20.00 %	631.18	38.43 %	1,262.36
CH37	3.52	3.33	0.00	94.56 %	4,305.50	15.00 %	645.83	38.43 %	1,722.20
SKL1	6.49	5.26	0.00	81.01 %	4,267.40	10.00 %	426.74	38.43 %	1,706.96
CH40	6.06	4.46	0.00	73.56 %	1,465.40	0.00 %		38.43 %	439.62
GUD1	7.42	5.37	0.00	72.41 %	4,274.60	0.00 %		38.43 %	1,282.38
CH19	10.35	6.93	0.01	66.96 %	4,675.50	0.00 %		38.43 %	1,168.88
MRM1	6.43	3.10	0.00	48.23 %	4,310.20	0.00 %		38.43 %	
AVD1	9.55	4.38	0.00	45.91 %	4,442.50	0.00 %		38.43 %	
CH28	10.26	4.50	0.00	43.81 %	8,615.60	0.00 %		38.43 %	
CGL1	6.42	2.81	0.00	43.73 %	2,434.20	0.00 %		38.43 %	
GUD2	7.27	3.15	0.00	43.37 %	4,421.50	0.00 %		38.43 %	
CH38	5.69	2.44	0.00	42.84 %	3,295.80	0.00 %		38.43 %	
CH16	18.67	7.79	0.09	41.71 %	6,557.50	0.00 %		38.43 %	
CH05	12.89	5.26	0.00	40.79 %	6,660.00	0.00 %		38.43 %	
MC10	2.54	0.91	0.00	35.70 %	264.00	0.00 %		38.43 %	
CH14	17.79	6.17	0.00	34.65 %	3,871.00	0.00 %		38.43 %	
CH26	4.45	1.49	0.00	33.48 %	1,441.50	0.00 %		38.43 %	
CH48	11.82	3.86	0.03	32.66 %	3,773.40	0.00 %		38.43 %	
CH07	19.05	5.82	0.00	30.55 %	3,391.20	0.00 %		38.43 %	
CH22	9.69	2.78	0.00	28.70 %	3,978.90	0.00 %		38.43 %	
CH39	6.94	1.97	2.25	28.35 %	2,190.20	0.00 %		38.43 %	
CH08	14.87	4.13	1.64	27.76 %	8,748.90	0.00 %		38.43 %	
KNR1	7.26	1.82	0.00	25.08 %	1,484.20	0.00 %		38.43 %	
CH35	9.48	2.33	0.00	24.64 %	3,036.30	0.00 %		38.43 %	
CH30	8.04	1.79	0.00	22.29 %	1,594.50	0.00 %		38.43 %	
CH42	14.32	3.13	0.00	21.89 %	3,368.80	0.00 %		38.43 %	
CH11	9.37	1.07	0.00	11.43 %	2,112.00	0.00 %		38.43 %	
MC09	1.62	0.16	0.00	9.61 %	64.20	0.00 %		38.43 %	
CH29	3.10	0.10	0.00	3.24 %	307.00	0.00 %		38.43 %	
MC02	0.93	0.00		0.00 %	0.00	0.00 %		38.43 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	3.32	2.06	0.00	61.99 %	1,441.80	0.00 %		38.43 %	360.45
TVP1	11.43	5.08	0.00	44.47 %	3,520.90	0.00 %		38.43 %	
PAS1	4.98	0.45	0.00	9.10 %	775.80	0.00 %		38.43 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	1.64	2.63	0.00	160.51 %	1,701.20	40.00 %	680.48	38.43 %	680.48
MC05	3.37	3.31	0.00	98.20 %	1,083.40	20.00 %	216.68	38.43 %	433.36
CH33	8.67	6.36	0.08	73.40 %	5,048.90	0.00 %		38.43 %	1,514.67
CH41	8.40	4.16	0.00	49.53 %	3,380.00	0.00 %		38.43 %	338.00
CH46	5.60	2.72	0.94	48.65 %	1,301.90	0.00 %		38.43 %	
UKI1	5.50	2.38	0.00	43.27 %	1,780.15	0.00 %		38.43 %	
CH43	7.43	2.93	0.00	39.39 %	3,110.50	0.00 %		38.43 %	
CH34	10.58	4.08	0.00	38.54 %	3,625.40	0.00 %		38.43 %	
MJR1	11.38	4.12	0.00	36.17 %	4,700.80	0.00 %		38.43 %	
CH17	10.16	3.23	0.00	31.81 %	3,951.50	0.00 %		38.43 %	
CH15	31.15	9.61	0.11	30.85 %	7,377.70	0.00 %		38.43 %	
MC06	3.32	0.99	0.00	29.72 %	328.60	0.00 %		38.43 %	
CH12	14.05	4.00	0.00	28.48 %	3,159.00	0.00 %		38.43 %	
CH09	9.08	2.50	0.00	27.53 %	2,556.10	0.00 %		38.43 %	
CH36	3.92	1.04	0.00	26.60 %	976.80	0.00 %		38.43 %	
CH18	13.28	3.46	0.00	26.08 %	5,285.10	0.00 %		38.43 %	
PON1	5.23	1.31	0.00	25.11 %	1,014.60	0.00 %		38.43 %	
CH20	15.04	3.75	0.00	24.91 %	3,532.00	0.00 %		38.43 %	
CH03	25.49	5.90	0.00	23.13 %	4,646.70	0.00 %		38.43 %	
CH44	7.60	1.71	2.64	22.47 %	1,893.00	0.00 %		38.43 %	
CH21	18.61	4.06	0.00	21.81 %	3,688.20	0.00 %		38.43 %	
CH01	0.84	0.14	0.00	16.09 %	367.20	0.00 %		38.43 %	
CH24	11.12	1.58	0.00	14.21 %	1,861.40	0.00 %		38.43 %	
CH06	9.77	1.36	0.00	13.89 %	661.50	0.00 %		38.43 %	
GPD1	7.08	0.82	0.00	11.51 %	742.70	0.00 %		38.43 %	
CH23	4.51	0.25	0.00	5.47 %	500.20	0.00 %		38.43 %	
CH27	3.40	0.06	0.00	1.84 %	210.00	0.00 %		38.43 %	
CH31	5.07	0.05	0.00	0.99 %	151.00	0.00 %		38.43 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	2.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	30.14	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	0.48	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	0.10	6.11	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	0.64	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	3.85	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 %	