

Accu.Target 3,861.37 L	Sales 3,559.02 L	Achieved % 92.17 %	HO Budget+ % 0.00 %	Total Com. 25.18 L
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Note : Sales Period is From :01-Dec-2025 To :04-Dec-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	259.56	288.20	111.03 %	16,000.00	0.00 %	16,000.00
WEST-02	341.04	375.94	110.23 %	0.00	0.00 %	0.00
TRICHY-01	430.20	446.19	103.72 %	0.00	0.00 %	0.00
NORTH ARCOT	293.73	299.06	101.82 %	12,000.00	0.00 %	12,000.00
SOUTH-03	448.96	420.11	93.57 %	12,000.00	0.00 %	12,000.00
WEST-01	302.38	262.50	86.81 %	0.00	0.00 %	0.00
SOUTH-01	694.12	588.38	84.77 %	0.00	0.00 %	0.00
KL-SOUTH	39.47	33.27	84.29 %	0.00	0.00 %	0.00
CHENNAI-01	529.32	427.19	80.70 %	0.00	0.00 %	0.00
CHENNAI-02	522.58	358.50	68.60 %	0.00	0.00 %	0.00
OTHERS	0.00	59.66	0.00 %	0.00	0.00 %	0.00
Total	3,861.37	3,559.02	92.17 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	89.67	102.41	114.20%	20,000.00	0.00 %	20,000.00
	SA01	91.77	100.71	109.74%	15,000.00	0.00 %	15,000.00
	SA03	78.12	85.08	108.91%	0.00	0.00 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	88.64	103.81	117.12%	20,000.00	0.00 %	20,000.00
	HSR1	73.37	85.13	116.03%	0.00	0.00 %	0.00
	SLM1	104.30	114.79	110.06%	20,000.00	0.00 %	20,000.00
	MTR1	74.74	72.21	96.61%	0.00	0.00 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	85.61	108.02	126.17%	30,000.00	0.00 %	30,000.00
	PBR1	97.33	106.69	109.62%	15,000.00	0.00 %	15,000.00
	TNJ1	118.46	111.84	94.41%	7,500.00	0.00 %	7,500.00
	TRY1	128.79	119.64	92.89%	7,500.00	0.00 %	7,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	99.66	104.80	105.16%	15,000.00	0.00 %	15,000.00
	NA01	109.05	109.44	100.36%	15,000.00	0.00 %	15,000.00
	NA03	85.03	84.82	99.75%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	87.95	89.10	101.31%	0.00	0.00 %	0.00
	SVG1	70.14	68.70	97.94%	0.00	0.00 %	0.00
	KRR1	43.83	40.94	93.41%	0.00	0.00 %	0.00
	MDU1	172.18	158.28	91.93%	7,500.00	0.00 %	7,500.00
	TEN1	74.86	63.10	84.28%	0.00	0.00 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	56.62	56.32	99.47%	0.00	0.00 %	0.00
	CBE1	122.74	113.77	92.69%	7,500.00	0.00 %	7,500.00
	TPR4	37.86	34.95	92.29%	0.00	0.00 %	0.00
	PLI1	43.74	33.55	76.72%	0.00	0.00 %	0.00
	TPR1	41.42	23.91	57.73%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	95.34	102.47	107.48%	15,000.00	0.00 %	15,000.00
	KVT1	115.61	104.66	90.53%	7,500.00	0.00 %	7,500.00
	VNR1	90.10	81.09	90.00%	0.00	0.00 %	0.00
	TVL1	106.99	96.10	89.82%	0.00	0.00 %	0.00
	TUT1	156.66	131.90	84.20%	0.00	0.00 %	0.00
	NGR1	129.43	72.16	55.75%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	39.47	33.27	84.29%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	97.88	108.16	110.51%	20,000.00	0.00 %	20,000.00
	CH06	167.37	141.91	84.79%	0.00	0.00 %	0.00
	CH05	131.44	99.68	75.84%	0.00	0.00 %	0.00
	CH08	132.64	77.44	58.38%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	103.73	77.32	74.54%	0.00	0.00 %	0.00
	CH04	138.68	100.77	72.66%	0.00	0.00 %	0.00
	CH07	143.65	102.26	71.19%	0.00	0.00 %	0.00
	CH01	136.52	78.16	57.25%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.44	0.00%	0.00	0.00 %	0.00
	CH02	0.00	11.69	0.00%	0.00	0.00 %	0.00
	HO01	0.00	39.54	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	0.94	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	1.02	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.64	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	1.40	0.00%	0.00	0.00 %	0.00

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CDM1	15.26	21.28	0.00	139.49 %	19,093.40	40.00 %	7,637.36	0.00 %	7,637.36
ULP1	10.29	13.79	0.01	133.98 %	4,594.90	40.00 %	1,837.96	0.00 %	1,837.96
KLM1	15.06	20.09	0.02	133.45 %	14,432.30	40.00 %	5,772.92	0.00 %	5,772.92
PRT1	9.71	12.40	0.00	127.77 %	8,622.10	40.00 %	3,448.84	0.00 %	3,448.84
VPM2	12.63	15.94	0.25	126.24 %	8,597.10	40.00 %	3,438.84	0.00 %	3,438.84
KKI2	14.95	18.29	0.73	122.37 %	8,987.70	40.00 %	3,595.08	0.00 %	3,595.08
SJI2	13.11	15.56	0.04	118.70 %	9,552.69	30.00 %	2,865.81	0.00 %	2,865.81
KML1	8.41	9.60	0.00	114.13 %	3,286.40	30.00 %	985.92	0.00 %	985.92
TDM1	8.20	9.27	0.00	112.96 %	3,535.10	30.00 %	1,060.53	0.00 %	1,060.53
POY2	20.00	22.20	0.00	110.98 %	15,429.50	30.00 %	4,628.85	0.00 %	4,628.85
MKM1	7.31	7.91	0.00	108.19 %	5,407.00	25.00 %	1,351.75	0.00 %	1,351.75
CUD1	25.53	27.26	0.02	106.81 %	17,798.80	25.00 %	4,449.70	0.00 %	4,449.70
TRK1	16.81	17.91	0.45	106.54 %	11,529.70	25.00 %	2,882.43	0.00 %	2,882.43
VPM1	6.71	7.00	0.00	104.42 %	2,428.20	25.00 %	607.05	0.00 %	607.05
VCM1	7.89	8.08	0.01	102.33 %	3,017.90	25.00 %	754.48	0.00 %	754.48
TVM2	10.89	10.88	0.00	99.94 %	5,777.00	20.00 %	1,155.40	0.00 %	1,155.40
POY1	23.88	23.25	0.00	97.36 %	13,868.90	20.00 %	2,773.78	0.00 %	2,773.78
NVL2	16.52	14.91	0.12	90.27 %	9,115.30	15.00 %	1,367.30	0.00 %	1,367.30
TVM1	9.77	8.52	0.00	87.17 %	2,873.90	10.00 %	287.39	0.00 %	287.39
STP1	6.64	4.05	0.00	60.98 %	1,655.10	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	12.94	23.43	0.00	181.12 %	14,850.60	40.00 %	5,940.24	0.00 %	5,940.24
EDP1	4.17	7.47	0.00	179.08 %	2,704.40	40.00 %	1,081.76	0.00 %	1,081.76
VKL1	4.37	7.10	0.29	162.56 %	7,175.40	40.00 %	2,870.16	0.00 %	2,870.16
KVP1	4.93	7.58	0.22	153.61 %	3,378.90	40.00 %	1,351.56	0.00 %	1,351.56
PMP1	7.21	11.05	0.01	153.24 %	6,582.50	40.00 %	2,633.00	0.00 %	2,633.00
PLC1	6.96	10.63	0.00	152.68 %	12,088.30	40.00 %	4,835.32	0.00 %	4,835.32
DPR1	5.46	7.75	0.00	142.01 %	3,448.90	40.00 %	1,379.56	0.00 %	1,379.56
ATU1	12.40	17.15	0.25	138.26 %	7,899.70	40.00 %	3,159.88	0.00 %	3,159.88
SLM2	10.83	14.86	0.00	137.29 %	6,661.50	40.00 %	2,664.60	0.00 %	2,664.60
TCG1	7.38	9.68	0.00	131.07 %	5,297.90	40.00 %	2,119.16	0.00 %	2,119.16
PDR1	4.78	6.09	0.00	127.50 %	4,292.55	40.00 %	1,717.02	0.00 %	1,717.02
HRR1	7.71	9.29	0.00	120.52 %	5,772.80	40.00 %	2,309.12	0.00 %	2,309.12
VPD1	13.05	15.55	0.00	119.18 %	10,895.10	30.00 %	3,268.53	0.00 %	3,268.53
DPR2	8.17	9.66	0.00	118.29 %	4,548.10	30.00 %	1,364.43	0.00 %	1,364.43
ERD1	15.34	17.73	0.00	115.60 %	9,060.30	30.00 %	2,718.09	0.00 %	2,718.09
HSR2	21.99	24.85	0.00	113.02 %	21,093.00	30.00 %	6,327.90	0.00 %	6,327.90
TRM1	11.21	12.32	0.00	109.98 %	6,918.30	25.00 %	1,729.58	0.00 %	1,729.58
SLM1	32.12	34.72	0.00	108.09 %	17,049.40	25.00 %	4,262.35	0.00 %	4,262.35
SGI1	6.11	6.61	0.00	108.06 %	6,969.10	25.00 %	1,742.28	0.00 %	1,742.28
RSP1	7.87	8.31	0.00	105.55 %	5,277.30	25.00 %	1,319.33	0.00 %	1,319.33
HSR1	15.19	15.88	0.00	104.52 %	11,169.10	25.00 %	2,792.28	0.00 %	2,792.28
SLM3	11.71	12.22	0.00	104.34 %	7,510.80	25.00 %	1,877.70	0.00 %	1,877.70
CMI1	5.46	5.56	0.00	101.89 %	3,665.40	25.00 %	916.35	0.00 %	916.35
ERD2	17.26	17.18	0.00	99.53 %	13,645.10	20.00 %	2,729.02	0.00 %	2,729.02
OML1	10.21	8.68	0.22	85.00 %	5,185.20	10.00 %	518.52	0.00 %	518.52
MCR1	11.53	9.00	0.00	78.05 %	5,675.70	0.00 %		0.00 %	
KRI1	10.97	8.54	0.00	77.86 %	5,757.20	0.00 %		0.00 %	
KMM1	6.87	5.33	0.02	77.59 %	3,170.70	0.00 %		0.00 %	
BMD1	8.15	6.29	0.00	77.12 %	5,654.00	0.00 %		0.00 %	
EPI1	10.15	7.75	0.00	76.33 %	4,808.00	0.00 %		0.00 %	
MTR1	12.30	9.21	0.00	74.87 %	6,047.00	0.00 %		0.00 %	
SGG1	6.37	3.40	0.00	53.34 %	2,156.20	0.00 %		0.00 %	
APN1	9.87	5.08	0.00	51.43 %	5,768.80	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)
PDK1	4.51	7.75	0.00	171.70 %	3,645.40	40.00 %	1,458.16	0.00 %	1,458.16
KIK1	7.85	12.72	0.00	161.98 %	9,082.00	40.00 %	3,632.80	0.00 %	3,632.80
TVR2	17.29	24.85	0.00	143.70 %	15,131.12	40.00 %	6,052.45	0.00 %	6,052.45
JKM1	10.80	14.86	0.00	137.62 %	9,415.80	40.00 %	3,766.32	0.00 %	3,766.32
MVM1	19.18	26.19	0.00	136.54 %	19,557.70	40.00 %	7,823.08	0.00 %	7,823.08
MDI1	11.94	16.28	0.00	136.35 %	10,293.00	40.00 %	4,117.20	0.00 %	4,117.20
TVR1	7.08	9.56	0.00	135.07 %	7,829.50	40.00 %	3,131.80	0.00 %	3,131.80
TTP1	11.31	14.83	0.00	131.02 %	11,162.90	40.00 %	4,465.16	0.00 %	4,465.16
KRN1	7.05	8.65	0.00	122.71 %	6,813.50	40.00 %	2,725.40	0.00 %	2,725.40
MSI1	8.76	10.74	0.00	122.49 %	5,271.90	40.00 %	2,108.76	0.00 %	2,108.76
PBR2	24.37	28.62	0.00	117.41 %	13,223.10	30.00 %	3,966.93	0.00 %	3,966.93
NMM1	8.98	10.48	0.00	116.62 %	12,727.40	30.00 %	3,818.22	0.00 %	3,818.22
ORU1	7.17	8.29	0.00	115.49 %	4,541.40	30.00 %	1,362.42	0.00 %	1,362.42
KUM1	20.94	24.18	0.00	115.45 %	12,986.00	30.00 %	3,895.80	0.00 %	3,895.80
NGT1	13.99	15.67	0.00	111.97 %	6,324.40	30.00 %	1,897.32	0.00 %	1,897.32
TRY2	8.07	8.92	0.00	110.55 %	3,736.20	30.00 %	1,120.86	0.00 %	1,120.86
PTK1	19.28	19.50	0.00	101.14 %	10,158.50	25.00 %	2,539.63	0.00 %	2,539.63
TRY4	18.76	17.95	0.00	95.70 %	16,708.30	20.00 %	3,341.66	0.00 %	3,341.66
TNJ2	23.86	21.79	0.00	91.33 %	11,943.70	15.00 %	1,791.56	0.00 %	1,791.56
TRY3	12.79	11.48	0.00	89.77 %	4,932.30	10.00 %	493.23	0.00 %	493.23
TYR1	16.84	15.08	0.08	89.55 %	7,582.20	10.00 %	758.22	0.00 %	758.22
NCK1	7.14	6.22	0.00	87.09 %	4,375.80	10.00 %	437.58	0.00 %	437.58
TRY1	77.61	64.88	0.00	83.60 %	26,925.20	10.00 %	2,692.52	0.00 %	2,692.52
TNJ1	40.94	31.70	0.01	77.43 %	16,458.90	0.00 %		0.00 %	
AYR1	10.10	7.01	0.00	69.39 %	5,303.50	0.00 %		0.00 %	
APM1	6.28	3.81	0.00	60.61 %	2,310.40	0.00 %		0.00 %	
PBR1	7.28	4.20	0.00	57.77 %	2,967.50	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	12.79	22.87	0.25	178.89 %	16,366.50	40.00 %	6,546.60	0.00 %	6,546.60
TRT1	7.83	11.93	0.00	152.48 %	7,245.50	40.00 %	2,898.20	0.00 %	2,898.20
CGM1	9.07	12.03	0.07	132.70 %	6,387.50	40.00 %	2,555.00	0.00 %	2,555.00
VNB1	8.42	10.86	0.00	128.89 %	7,855.20	40.00 %	3,142.08	0.00 %	3,142.08
BGR1	7.87	9.84	0.03	125.02 %	5,977.20	40.00 %	2,390.88	0.00 %	2,390.88
UGI1	6.84	8.50	0.00	124.29 %	4,158.30	40.00 %	1,663.32	0.00 %	1,663.32
CPT1	5.94	7.05	0.00	118.73 %	5,442.30	30.00 %	1,632.69	0.00 %	1,632.69
PLR1	6.42	7.24	0.00	112.92 %	4,926.70	30.00 %	1,478.01	0.00 %	1,478.01
VEL2	22.45	25.09	0.08	111.77 %	18,422.10	30.00 %	5,526.63	0.00 %	5,526.63
KPM1	10.10	10.83	0.00	107.18 %	7,382.10	25.00 %	1,845.53	0.00 %	1,845.53
ARC2	13.95	14.16	0.00	101.54 %	8,394.90	25.00 %	2,098.73	0.00 %	2,098.73
WJD1	12.50	12.61	0.00	100.86 %	12,241.60	25.00 %	3,060.40	0.00 %	3,060.40
VSI1	8.75	8.65	0.00	98.90 %	4,433.70	20.00 %	886.74	0.00 %	886.74
TRR1	15.50	15.25	0.00	98.34 %	7,797.30	20.00 %	1,559.46	0.00 %	1,559.46
GDM1	9.90	9.69	0.29	97.84 %	5,467.80	20.00 %	1,093.56	0.00 %	1,093.56
SLG1	6.51	6.36	0.00	97.68 %	4,756.40	20.00 %	951.28	0.00 %	951.28
ABR1	10.62	9.67	0.00	91.02 %	8,644.50	15.00 %	1,296.68	0.00 %	1,296.68
KPM2	33.56	29.59	0.89	88.18 %	19,527.10	10.00 %	1,952.71	0.00 %	1,952.71
VEL1	17.28	14.98	0.00	86.71 %	11,341.40	10.00 %	1,134.14	0.00 %	1,134.14
ANI1	6.59	5.46	0.00	82.87 %	2,448.30	10.00 %	244.83	0.00 %	244.83
CYR1	7.49	5.99	0.14	79.89 %	5,334.70	0.00 %		0.00 %	
SBR1	18.57	14.66	0.47	78.95 %	10,852.50	0.00 %		0.00 %	
TRL1	17.89	14.05	0.19	78.51 %	12,844.20	0.00 %		0.00 %	
PTU1	4.84	3.78	0.00	78.14 %	2,215.50	0.00 %		0.00 %	
WJP1	12.07	7.93	0.55	65.70 %	4,214.20	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)
KRR1	8.90	14.96	0.00	168.15 %	11,540.50	40.00 %	4,616.20	0.00 %	4,616.20
KKD3	10.86	16.76	0.00	154.24 %	21,106.40	40.00 %	8,442.56	0.00 %	8,442.56
SGP1	5.49	8.07	0.00	146.92 %	8,042.90	40.00 %	3,217.16	0.00 %	3,217.16
MDU2	22.57	32.55	0.00	144.22 %	16,368.70	40.00 %	6,547.48	0.00 %	6,547.48
SVG1	10.05	14.23	0.01	141.56 %	13,766.30	40.00 %	5,506.52	0.00 %	5,506.52
PNV2	6.09	8.09	0.00	132.81 %	4,562.70	40.00 %	1,825.08	0.00 %	1,825.08
TMM1	13.87	15.42	0.00	111.23 %	11,276.60	30.00 %	3,382.98	0.00 %	3,382.98
ADP1	8.87	9.69	0.00	109.24 %	12,225.70	25.00 %	3,056.43	0.00 %	3,056.43
MPA1	12.46	13.60	0.00	109.15 %	12,177.50	25.00 %	3,044.38	0.00 %	3,044.38
DKI1	12.11	12.25	0.00	101.12 %	20,674.10	25.00 %	5,168.53	0.00 %	5,168.53
BTU1	5.26	5.07	0.00	96.45 %	3,579.00	20.00 %	715.80	0.00 %	715.80
MDU6	23.69	22.46	0.00	94.84 %	14,027.10	15.00 %	2,104.07	0.00 %	2,104.07
BNR1	9.35	8.76	0.00	93.61 %	6,914.30	15.00 %	1,037.15	0.00 %	1,037.15
KPT1	7.33	6.72	1.23	91.63 %	9,111.40	15.00 %	1,366.71	0.00 %	1,366.71
DGL2	9.62	8.73	0.00	90.77 %	9,268.50	15.00 %	1,390.28	0.00 %	1,390.28
CBM1	13.60	12.33	0.00	90.66 %	12,465.80	15.00 %	1,869.87	0.00 %	1,869.87
KYK1	8.19	7.24	0.00	88.46 %	7,470.10	10.00 %	747.01	0.00 %	747.01
TPT1	11.54	10.16	0.00	88.07 %	15,647.80	10.00 %	1,564.78	0.00 %	1,564.78
MDU1	47.31	41.48	0.00	87.67 %	22,388.80	10.00 %	2,238.88	0.00 %	2,238.88
ATG1	15.34	13.37	0.00	87.17 %	11,731.80	10.00 %	1,173.18	0.00 %	1,173.18
USL1	9.40	8.16	0.00	86.80 %	6,127.80	10.00 %	612.78	0.00 %	612.78
DGL1	30.74	26.51	0.20	86.23 %	18,959.20	10.00 %	1,895.92	0.00 %	1,895.92
TDI1	9.12	7.77	0.00	85.20 %	5,026.70	10.00 %	502.67	0.00 %	502.67
TEN2	14.61	12.10	0.45	82.83 %	9,204.40	10.00 %	920.44	0.00 %	920.44
PKM1	6.74	5.56	0.00	82.45 %	4,778.90	10.00 %	477.89	0.00 %	477.89
MDU5	9.27	7.09	0.00	76.55 %	8,537.60	0.00 %		0.00 %	
MLR1	8.77	6.62	0.00	75.50 %	4,564.60	0.00 %		0.00 %	
PVI1	10.84	8.13	0.12	75.05 %	10,367.10	0.00 %		0.00 %	
NKI1	7.28	5.23	0.00	71.88 %	7,579.00	0.00 %		0.00 %	
MDU3	16.65	11.61	0.00	69.77 %	5,551.40	0.00 %		0.00 %	
TEN1	14.30	9.93	0.00	69.43 %	8,465.80	0.00 %		0.00 %	
MNM1	6.54	4.48	0.00	68.57 %	3,104.70	0.00 %		0.00 %	
NTM1	8.10	5.50	0.00	67.89 %	4,744.00	0.00 %		0.00 %	
CMR1	7.39	4.74	0.00	64.07 %	2,357.50	0.00 %		0.00 %	
MDU4	12.34	7.84	0.03	63.52 %	7,032.30	0.00 %		0.00 %	
ODM1	7.02	4.17	0.00	59.47 %	2,921.20	0.00 %		0.00 %	
PNI1	7.35	2.70	0.00	36.74 %	3,457.60	0.00 %		0.00 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SUL1	5.70	8.16	0.00	143.09 %	9,998.90	40.00 %	3,999.56	0.00 %	3,999.56
CNR1	7.13	9.91	0.00	138.99 %	7,572.30	40.00 %	3,028.92	0.00 %	3,028.92
CBE1	7.94	10.11	0.00	127.24 %	10,175.20	40.00 %	4,070.08	0.00 %	4,070.08
KGI1	8.71	10.94	0.00	125.64 %	8,436.50	40.00 %	3,374.60	0.00 %	3,374.60
AVI1	5.86	7.32	0.00	125.00 %	6,351.00	40.00 %	2,540.40	0.00 %	2,540.40
CBE3	3.78	4.20	0.00	111.01 %	5,238.50	30.00 %	1,571.55	0.00 %	1,571.55
KGM1	7.03	7.68	0.00	109.21 %	8,968.70	25.00 %	2,242.18	0.00 %	2,242.18
DPM2	7.67	7.72	0.22	100.57 %	7,116.50	25.00 %	1,779.13	0.00 %	1,779.13
MPM1	9.35	9.34	0.00	99.91 %	10,699.80	20.00 %	2,139.96	0.00 %	2,139.96
GBM1	7.56	7.32	0.47	96.89 %	4,899.40	20.00 %	979.88	0.00 %	979.88
SNR1	7.95	7.53	0.00	94.73 %	8,135.80	15.00 %	1,220.37	0.00 %	1,220.37
CBE2	45.00	42.60	0.00	94.66 %	28,461.20	15.00 %	4,269.18	0.00 %	4,269.18
SYM2	6.58	6.09	0.00	92.53 %	6,458.80	15.00 %	968.82	0.00 %	968.82
TPR4	8.01	7.27	0.44	90.78 %	4,354.30	15.00 %	653.15	0.00 %	653.15
UAM1	17.38	15.70	0.00	90.32 %	12,475.00	15.00 %	1,871.25	0.00 %	1,871.25
CBE4	15.76	14.18	0.00	89.97 %	15,808.59	10.00 %	1,580.86	0.00 %	1,580.86
KMR1	19.41	15.46	0.00	79.63 %	12,851.60	0.00 %		0.00 %	
PPI1	7.22	5.73	0.00	79.48 %	8,674.98	0.00 %		0.00 %	
GDR1	6.34	4.90	0.00	77.31 %	2,656.40	0.00 %		0.00 %	
CBE5	5.85	4.39	0.00	75.12 %	4,597.80	0.00 %		0.00 %	
PDM1	6.22	4.55	0.02	73.25 %	3,860.70	0.00 %		0.00 %	
KMD1	7.71	5.53	0.00	71.72 %	7,436.90	0.00 %		0.00 %	
UMP1	8.27	5.60	0.39	67.75 %	5,465.70	0.00 %		0.00 %	
CBE6	11.34	7.15	0.00	63.02 %	7,137.60	0.00 %		0.00 %	
TPR2	14.69	9.17	0.20	62.41 %	7,438.50	0.00 %		0.00 %	
TPR3	10.42	5.85	0.00	56.13 %	8,174.30	0.00 %		0.00 %	
PLI1	14.54	8.00	0.00	55.00 %	5,532.50	0.00 %		0.00 %	
TPR1	16.30	8.89	0.15	54.53 %	6,728.60	0.00 %		0.00 %	
ANR1	2.64	1.20	1.13	45.62 %	1,036.50	0.00 %		0.00 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGT1	7.29	14.14	0.25	194.08 %	8,174.40	40.00 %	3,269.76	0.00 %	3,269.76
UDN1	7.37	11.69	0.00	158.60 %	6,604.50	40.00 %	2,641.80	0.00 %	2,641.80
RPM1	17.64	22.59	0.06	128.09 %	16,447.80	40.00 %	6,579.12	0.00 %	6,579.12
KYR1	6.31	7.57	0.00	119.95 %	5,472.30	30.00 %	1,641.69	0.00 %	1,641.69
VKM1	6.78	8.10	0.78	119.43 %	9,886.60	30.00 %	2,965.98	0.00 %	2,965.98
PKD1	12.07	13.31	0.00	110.31 %	13,270.20	30.00 %	3,981.06	0.00 %	3,981.06
SNL1	12.56	13.48	0.04	107.31 %	5,334.80	25.00 %	1,333.70	0.00 %	1,333.70
TVL1	62.30	66.05	0.11	106.02 %	41,446.40	25.00 %	10,361.60	0.00 %	10,361.60
ARM1	6.33	6.59	0.00	104.11 %	4,339.20	25.00 %	1,084.80	0.00 %	1,084.80
VNR1	11.45	11.84	0.74	103.44 %	10,038.30	25.00 %	2,509.58	0.00 %	2,509.58
TCN1	16.36	16.62	0.00	101.58 %	13,659.90	25.00 %	3,414.98	0.00 %	3,414.98
TKS2	28.19	28.63	1.03	101.55 %	14,384.60	25.00 %	3,596.15	0.00 %	3,596.15
STU2	8.85	8.53	0.05	96.34 %	5,776.70	20.00 %	1,155.34	0.00 %	1,155.34
APK2	12.73	12.17	0.07	95.61 %	10,715.10	20.00 %	2,143.02	0.00 %	2,143.02
KVT1	34.43	32.85	0.12	95.43 %	32,230.79	20.00 %	6,446.16	0.00 %	6,446.16
VNR2	30.81	29.17	0.00	94.68 %	20,436.34	15.00 %	3,065.45	0.00 %	3,065.45
TKS1	21.99	19.80	0.00	90.02 %	12,537.90	10.00 %	1,253.79	0.00 %	1,253.79
SDI1	10.38	9.11	0.00	87.74 %	5,971.55	10.00 %	597.16	0.00 %	597.16
SVK1	20.45	17.25	0.49	84.36 %	11,657.38	10.00 %	1,165.74	0.00 %	1,165.74
TYI1	9.63	8.03	0.00	83.34 %	6,536.50	10.00 %	653.65	0.00 %	653.65
PDI1	9.85	8.21	0.26	83.29 %	5,242.10	10.00 %	524.21	0.00 %	524.21
ASM1	10.47	8.70	0.01	83.15 %	5,898.80	10.00 %	589.88	0.00 %	589.88
TUT1	72.58	58.29	0.10	80.31 %	41,343.48	10.00 %	4,134.35	0.00 %	4,134.35
ERL2	11.91	9.31	0.50	78.24 %	9,779.40	0.00 %		0.00 %	
MMT1	13.00	9.55	0.09	73.46 %	3,424.50	0.00 %		0.00 %	
APK1	14.67	10.66	0.00	72.66 %	10,441.80	0.00 %		0.00 %	
TUT2	38.82	27.97	0.01	72.06 %	19,443.80	0.00 %		0.00 %	
SKD1	8.64	5.98	0.00	69.21 %	6,567.60	0.00 %		0.00 %	
VLY1	21.16	13.44	0.00	63.54 %	7,870.80	0.00 %		0.00 %	
NGR1	47.12	28.49	1.53	60.48 %	17,903.00	0.00 %		0.00 %	
RND1	25.98	14.85	0.27	57.17 %	13,334.60	0.00 %		0.00 %	
MAR1	29.83	16.04	0.00	53.77 %	9,008.30	0.00 %		0.00 %	
TKY1	13.49	7.20	1.18	53.40 %	4,311.20	0.00 %		0.00 %	
KSM1	8.30	3.67	0.00	44.29 %	2,024.30	0.00 %		0.00 %	
KGL1	10.56	4.66	0.00	44.17 %	2,200.40	0.00 %		0.00 %	
COL1	7.14	2.54	0.00	35.55 %	1,855.50	0.00 %		0.00 %	
TVL2	6.74	1.32	0.00	19.55 %	1,269.00	0.00 %		0.00 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	6.65	10.12	0.11	152.31 %	4,783.60	40.00 %	1,913.44	0.00 %	1,913.44
TVP1	22.86	18.06	0.00	78.99 %	12,382.50	0.00 %		0.00 %	
PAS1	9.97	5.09	0.00	51.09 %	3,483.90	0.00 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MRM1	12.86	19.58	0.00	152.30 %	15,082.60	40.00 %	6,033.04	0.00 %	6,033.04
CH45	16.83	25.36	0.00	150.73 %	16,178.30	40.00 %	6,471.32	0.00 %	6,471.32
CH37	7.03	9.50	0.00	135.04 %	7,917.10	40.00 %	3,166.84	0.00 %	3,166.84
TKM1	7.91	9.78	0.22	123.50 %	7,247.90	40.00 %	2,899.16	0.00 %	2,899.16
CH19	20.70	25.46	0.00	123.00 %	10,960.20	40.00 %	4,384.08	0.00 %	4,384.08
GUD1	14.85	18.19	0.00	122.51 %	16,272.60	40.00 %	6,509.04	0.00 %	6,509.04
CH08	29.74	29.90	0.26	100.54 %	31,154.70	25.00 %	7,788.68	0.00 %	7,788.68
CH05	25.78	25.86	0.00	100.29 %	18,164.20	25.00 %	4,541.05	0.00 %	4,541.05
CH40	12.12	11.60	0.00	95.72 %	3,704.10	20.00 %	740.82	0.00 %	740.82
AVD1	19.10	18.16	0.00	95.07 %	11,406.70	15.00 %	1,711.01	0.00 %	1,711.01
CH42	28.64	24.73	0.00	86.34 %	17,535.00	10.00 %	1,753.50	0.00 %	1,753.50
CH30	16.07	13.48	0.00	83.87 %	9,472.50	10.00 %	947.25	0.00 %	947.25
CGL1	12.84	10.58	0.00	82.42 %	7,183.90	10.00 %	718.39	0.00 %	718.39
CH38	11.37	9.03	0.00	79.42 %	7,567.50	0.00 %		0.00 %	
CH48	23.65	18.53	0.01	78.37 %	20,410.20	0.00 %		0.00 %	
GUD2	14.54	11.31	0.00	77.82 %	11,112.40	0.00 %		0.00 %	
MC10	5.07	3.90	0.00	76.98 %	1,475.40	0.00 %		0.00 %	
CH16	37.35	27.24	0.03	72.93 %	18,382.20	0.00 %		0.00 %	
SKL1	12.99	9.46	0.00	72.81 %	8,871.00	0.00 %		0.00 %	
CH39	13.89	9.96	0.44	71.74 %	9,415.80	0.00 %		0.00 %	
CH22	19.37	13.89	0.00	71.68 %	16,498.90	0.00 %		0.00 %	
CH28	20.52	13.54	0.15	66.00 %	19,882.40	0.00 %		0.00 %	
CH35	18.95	11.80	0.00	62.28 %	10,771.30	0.00 %		0.00 %	
CH11	18.74	10.10	0.00	53.91 %	10,508.60	0.00 %		0.00 %	
CH14	35.59	17.53	0.00	49.27 %	12,371.60	0.00 %		0.00 %	
CH29	6.19	2.91	0.00	47.03 %	2,799.90	0.00 %		0.00 %	
CH07	38.10	16.21	0.22	42.54 %	10,526.00	0.00 %		0.00 %	
MC09	3.25	1.31	0.00	40.48 %	1,092.80	0.00 %		0.00 %	
CH26	8.91	3.35	0.00	37.60 %	2,069.50	0.00 %		0.00 %	
KNR1	14.52	4.92	0.00	33.90 %	5,889.40	0.00 %		0.00 %	
MC02	1.86	0.00		0.00 %	0.00	0.00 %		0.00 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	3.28	4.17	0.00	127.35 %	3,050.30	40.00 %	1,220.12	0.00 %	1,220.12
MC05	6.74	8.35	0.00	123.98 %	2,385.40	40.00 %	954.16	0.00 %	954.16
CH46	11.20	12.29	0.21	109.75 %	5,771.10	25.00 %	1,442.78	0.00 %	1,442.78
CH33	17.34	15.56	0.03	89.72 %	11,867.60	10.00 %	1,186.76	0.00 %	1,186.76
CH18	26.56	22.81	0.00	85.89 %	24,539.00	10.00 %	2,453.90	0.00 %	2,453.90
CH21	37.22	31.89	0.00	85.68 %	14,523.50	10.00 %	1,452.35	0.00 %	1,452.35
CH41	16.80	14.07	0.00	83.74 %	8,715.90	10.00 %	871.59	0.00 %	871.59
CH34	21.15	17.36	0.00	82.07 %	11,216.50	10.00 %	1,121.65	0.00 %	1,121.65
PON1	10.46	8.14	0.15	77.77 %	6,305.60	0.00 %		0.00 %	
CH17	20.32	14.95	0.00	73.59 %	13,151.20	0.00 %		0.00 %	
CH43	14.86	10.79	0.00	72.61 %	10,545.30	0.00 %		0.00 %	
CH09	18.16	12.75	0.00	70.21 %	10,647.30	0.00 %		0.00 %	
CH23	9.02	6.32	0.00	70.10 %	5,073.40	0.00 %		0.00 %	
CH12	28.10	19.45	0.00	69.20 %	17,853.40	0.00 %		0.00 %	
CH36	7.85	5.43	0.00	69.19 %	4,389.70	0.00 %		0.00 %	
CH27	6.79	4.59	0.00	67.65 %	3,141.40	0.00 %		0.00 %	
CH15	62.31	39.29	0.03	63.06 %	26,944.80	0.00 %		0.00 %	
CH20	30.08	18.87	0.05	62.73 %	14,141.20	0.00 %		0.00 %	
MC06	6.64	4.10	0.00	61.65 %	1,927.70	0.00 %		0.00 %	
UKI1	10.99	6.70	0.00	60.94 %	5,311.36	0.00 %		0.00 %	
CH03	50.97	30.49	0.15	59.81 %	20,918.61	0.00 %		0.00 %	
MJR1	22.75	13.37	0.00	58.76 %	12,911.89	0.00 %		0.00 %	
CH24	22.23	12.09	0.00	54.37 %	10,969.00	0.00 %		0.00 %	
CH44	15.20	8.01	0.56	52.72 %	7,706.30	0.00 %		0.00 %	
GPD1	14.16	6.94	0.00	48.99 %	3,669.80	0.00 %		0.00 %	
CH31	10.15	3.78	0.00	37.22 %	3,484.80	0.00 %		0.00 %	
CH06	19.55	5.72	0.00	29.24 %	3,741.70	0.00 %		0.00 %	
CH01	1.69	0.22	0.00	13.14 %	383.20	0.00 %		0.00 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	7.96	0.00	0.00 %	1,780.00	0.00 %		0.00 %	
GHUB	0.00	39.54	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	1.40	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	0.94	0.67	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	0.64	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	3.73	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	4.44	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	1.02	0.00	0.00 %	0.00	0.00 %		0.00 %	