

Accu.Target 4,826.71 L	Sales 4,212.13 L	Achieved % 87.27 %	HO Budget+ % 2.73 %	Total Com. 30.73 L
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Note : Sales Period is From :01-Dec-2025 To :05-Dec-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	324.45	355.39	109.53 %	18,000.00	2.73 %	24,000.00
WEST-02	426.30	424.46	99.57 %	0.00	2.73 %	0.00
NORTH ARCOT	367.16	355.07	96.71 %	9,000.00	2.73 %	9,000.00
TRICHY-01	537.75	516.99	96.14 %	0.00	2.73 %	0.00
SOUTH-03	561.21	479.62	85.46 %	0.00	2.73 %	0.00
SOUTH-01	867.65	700.12	80.69 %	0.00	2.73 %	0.00
WEST-01	377.97	300.87	79.60 %	0.00	2.73 %	0.00
KL-SOUTH	49.34	38.76	78.56 %	0.00	2.73 %	0.00
CHENNAI-01	661.66	510.86	77.21 %	0.00	2.73 %	0.00
CHENNAI-02	653.22	442.68	67.77 %	0.00	2.73 %	0.00
OTHERS	0.00	87.31	0.00 %	0.00	0.00 %	0.00
Total	4,826.71	4,212.13	87.27 %		2.73 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	114.71	138.09	120.38%	30,000.00	2.73 %	30,000.00
	SA02	112.09	120.89	107.85%	15,000.00	2.73 %	20,000.00
	SA03	97.65	96.41	98.73%	0.00	2.73 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	91.71	97.22	106.01%	0.00	2.73 %	0.00
	ERD1	110.79	117.09	105.68%	15,000.00	2.73 %	15,000.00
	SLM1	130.37	128.44	98.52%	7,500.00	2.73 %	15,000.00
	MTR1	93.42	81.70	87.46%	0.00	2.73 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	124.57	124.47	99.92%	7,500.00	2.73 %	15,000.00
	NA03	106.29	101.76	95.74%	7,500.00	2.73 %	7,500.00
	NA01	136.31	128.83	94.52%	7,500.00	2.73 %	7,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	107.02	122.28	114.26%	20,000.00	2.73 %	20,000.00
	PBR1	121.66	126.80	104.23%	15,000.00	2.73 %	15,000.00
	TNJ1	148.08	130.23	87.95%	0.00	2.73 %	7,500.00
	TRY1	160.99	137.68	85.52%	0.00	2.73 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	109.93	102.39	93.14%	7,500.00	2.73 %	7,500.00
	KRR1	54.79	50.68	92.51%	0.00	2.73 %	0.00
	SVG1	87.68	74.99	85.53%	0.00	2.73 %	0.00
	MDU1	215.23	178.05	82.73%	0.00	2.73 %	0.00
	TEN1	93.58	73.50	78.55%	0.00	2.73 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	119.18	118.68	99.58%	7,500.00	2.73 %	15,000.00
	KVT1	144.51	123.53	85.48%	0.00	2.73 %	0.00
	TUT1	195.82	164.27	83.89%	0.00	2.73 %	0.00
	TVL1	133.74	111.05	83.04%	0.00	2.73 %	0.00
	VNR1	112.63	91.20	80.98%	0.00	2.73 %	0.00
	NGR1	161.78	91.40	56.49%	0.00	2.73 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	70.77	64.75	91.49%	0.00	2.73 %	0.00
	CBE1	153.43	129.08	84.13%	0.00	2.73 %	0.00
	TPR4	47.33	38.78	81.93%	0.00	2.73 %	0.00
	PLI1	54.67	39.46	72.18%	0.00	2.73 %	0.00
	TPR1	51.77	28.80	55.63%	0.00	2.73 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	49.34	38.76	78.56%	0.00	2.73 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	122.35	121.81	99.56%	7,500.00	2.73 %	15,000.00
	CH06	209.21	171.38	81.92%	0.00	2.73 %	0.00
	CH05	164.30	123.77	75.33%	0.00	2.73 %	0.00
	CH08	165.80	93.90	56.63%	0.00	2.73 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	129.66	97.86	75.47%	0.00	2.73 %	0.00
	CH07	179.56	127.59	71.06%	0.00	2.73 %	0.00
	CH04	173.36	118.85	68.56%	0.00	2.73 %	0.00
	CH01	170.65	98.39	57.66%	0.00	2.73 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.54	0.00%	0.00	0.00 %	0.00
	CH02	0.00	14.31	0.00%	0.00	0.00 %	0.00
	HO01	0.00	63.98	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	1.10	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	1.12	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.68	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	1.58	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)
POY2	25.00	41.02	0.08	164.05 %	24,460.50	40.00 %	9,784.20	2.73 %	9,784.20
ULP1	12.86	16.63	0.05	129.25 %	7,143.50	40.00 %	2,857.40	2.73 %	2,857.40
CDM1	19.07	23.83	0.00	124.96 %	21,122.90	40.00 %	8,449.16	2.73 %	8,449.16
KLM1	18.82	22.80	0.02	121.17 %	18,043.80	40.00 %	7,217.52	2.73 %	7,217.52
VPM2	15.78	18.77	0.21	118.96 %	10,572.40	30.00 %	3,171.72	2.73 %	4,228.96
PRT1	12.13	14.34	0.00	118.20 %	10,570.40	30.00 %	3,171.12	2.73 %	4,228.16
POY1	29.85	33.18	0.00	111.17 %	21,846.00	30.00 %	6,553.80	2.73 %	6,553.80
KKI2	18.68	20.48	0.65	109.60 %	12,392.60	25.00 %	3,098.15	2.73 %	3,717.78
TDM1	10.25	10.79	0.00	105.18 %	4,652.00	25.00 %	1,163.00	2.73 %	1,163.00
TVM2	13.61	14.16	0.00	104.01 %	7,820.00	25.00 %	1,955.00	2.73 %	1,955.00
CUD1	31.91	32.56	0.03	102.03 %	24,804.55	25.00 %	6,201.14	2.73 %	6,201.14
KML1	10.52	10.64	0.16	101.20 %	4,054.10	25.00 %	1,013.53	2.73 %	1,013.53
NVL2	20.65	20.27	0.08	98.13 %	13,174.70	20.00 %	2,634.94	2.73 %	3,293.68
SJI2	16.39	15.49	1.24	94.51 %	9,998.39	15.00 %	1,499.76	2.73 %	1,999.68
VCM1	9.87	9.32	0.01	94.45 %	3,528.00	15.00 %	529.20	2.73 %	705.60
MKM1	9.13	8.53	0.00	93.35 %	5,962.40	15.00 %	894.36	2.73 %	1,192.48
VPM1	8.38	7.82	0.00	93.25 %	3,446.80	15.00 %	517.02	2.73 %	689.36
TRK1	21.01	19.54	0.46	92.99 %	12,638.50	15.00 %	1,895.78	2.73 %	2,527.70
TVM1	12.21	9.84	0.00	80.60 %	3,346.90	10.00 %	334.69	2.73 %	334.69
STP1	8.30	5.38	0.00	64.86 %	2,184.80	0.00 %		2.73 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NKL2	16.17	26.34	0.00	162.89 %	17,604.00	40.00 %	7,041.60	2.73 %	7,041.60
VKL1	5.46	8.67	0.24	158.77 %	8,263.10	40.00 %	3,305.24	2.73 %	3,305.24
EDP1	5.22	7.92	0.00	151.90 %	2,901.80	40.00 %	1,160.72	2.73 %	1,160.72
PLC1	8.70	13.10	0.00	150.50 %	13,624.20	40.00 %	5,449.68	2.73 %	5,449.68
PMP1	9.01	12.25	0.01	135.99 %	7,824.90	40.00 %	3,129.96	2.73 %	3,129.96
ATU1	15.50	20.00	0.21	129.02 %	10,296.60	40.00 %	4,118.64	2.73 %	4,118.64
KVP1	6.16	7.84	0.22	127.23 %	3,632.40	40.00 %	1,452.96	2.73 %	1,452.96
SLM2	13.53	16.90	0.00	124.87 %	7,853.30	40.00 %	3,141.32	2.73 %	3,141.32
DPR1	6.82	8.48	0.00	124.33 %	4,125.60	40.00 %	1,650.24	2.73 %	1,650.24
TCG1	9.23	11.05	0.00	119.74 %	7,190.10	30.00 %	2,157.03	2.73 %	2,876.04
PDR1	5.97	6.97	0.00	116.74 %	5,677.15	30.00 %	1,703.15	2.73 %	2,270.86
HRR1	9.63	10.19	0.00	105.80 %	6,140.20	25.00 %	1,535.05	2.73 %	1,535.05
VPD1	16.31	17.02	0.00	104.38 %	12,400.50	25.00 %	3,100.13	2.73 %	3,100.13
DPR2	10.21	10.54	0.00	103.21 %	5,175.60	25.00 %	1,293.90	2.73 %	1,293.90
ERD1	19.17	19.68	0.00	102.63 %	11,027.90	25.00 %	2,756.98	2.73 %	2,756.98
TRM1	14.01	14.30	0.00	102.10 %	8,429.30	25.00 %	2,107.33	2.73 %	2,107.33
SGI1	7.64	7.78	0.00	101.84 %	9,136.60	25.00 %	2,284.15	2.73 %	2,284.15
HSR2	27.49	27.72	0.54	100.85 %	23,695.40	25.00 %	5,923.85	2.73 %	5,923.85
HSR1	18.99	18.34	0.05	96.59 %	13,388.00	20.00 %	2,677.60	2.73 %	2,677.60
SLM1	40.15	37.85	0.00	94.27 %	19,726.70	15.00 %	2,959.01	2.73 %	3,945.34
CMI1	6.82	6.33	0.00	92.74 %	4,765.00	15.00 %	714.75	2.73 %	953.00
SLM3	14.64	13.41	0.00	91.63 %	8,609.40	15.00 %	1,291.41	2.73 %	1,291.41
ERD2	21.57	19.14	0.00	88.75 %	16,482.80	10.00 %	1,648.28	2.73 %	2,472.42
OML1	12.76	11.32	0.17	88.65 %	7,335.80	10.00 %	733.58	2.73 %	1,100.37
RSP1	9.84	8.48	0.00	86.12 %	5,537.20	10.00 %	553.72	2.73 %	553.72
KRI1	13.72	10.18	0.00	74.23 %	7,502.00	0.00 %		2.73 %	
BMD1	10.19	7.52	0.00	73.82 %	6,522.50	0.00 %		2.73 %	
EPI1	12.69	9.02	0.00	71.10 %	5,741.10	0.00 %		2.73 %	
KMM1	8.59	5.88	0.02	68.42 %	4,263.90	0.00 %		2.73 %	
MCR1	14.42	9.43	0.00	65.43 %	5,915.70	0.00 %		2.73 %	
MTR1	15.38	9.92	0.00	64.49 %	6,719.70	0.00 %		2.73 %	
SGG1	7.96	4.55	0.00	57.15 %	3,854.70	0.00 %		2.73 %	
APN1	12.34	6.32	0.00	51.21 %	6,377.40	0.00 %		2.73 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	15.98	25.88	1.52	161.94 %	20,477.30	40.00 %	8,190.92	2.73 %	8,190.92
TRT1	9.78	14.17	0.00	144.83 %	9,216.60	40.00 %	3,686.64	2.73 %	3,686.64
UGI1	8.55	11.14	0.00	130.30 %	6,132.10	40.00 %	2,452.84	2.73 %	2,452.84
PLR1	8.02	9.40	0.00	117.25 %	6,084.10	30.00 %	1,825.23	2.73 %	2,433.64
BGR1	9.84	11.31	0.03	114.96 %	7,133.90	30.00 %	2,140.17	2.73 %	2,140.17
CGM1	11.33	12.87	0.07	113.61 %	6,865.30	30.00 %	2,059.59	2.73 %	2,059.59
VNB1	10.53	11.91	0.00	113.09 %	8,807.50	30.00 %	2,642.25	2.73 %	2,642.25
VEL2	28.06	30.39	0.06	108.28 %	24,753.80	25.00 %	6,188.45	2.73 %	7,426.14
CPT1	7.42	8.00	0.00	107.74 %	6,626.10	25.00 %	1,656.53	2.73 %	1,987.83
KPM1	12.63	12.27	0.00	97.18 %	8,030.00	20.00 %	1,606.00	2.73 %	1,606.00
ABR1	13.28	12.79	0.00	96.30 %	11,034.00	20.00 %	2,206.80	2.73 %	2,206.80
TRR1	19.38	18.37	0.03	94.79 %	9,419.40	15.00 %	1,412.91	2.73 %	1,883.88
WJD1	15.63	14.73	2.36	94.22 %	13,842.10	15.00 %	2,076.32	2.73 %	2,768.42
GDM1	12.37	11.55	0.24	93.33 %	7,053.40	15.00 %	1,058.01	2.73 %	1,410.68
VSI1	10.93	9.99	0.00	91.42 %	6,089.10	15.00 %	913.37	2.73 %	913.37
ARC2	17.43	15.48	0.04	88.77 %	9,851.30	10.00 %	985.13	2.73 %	1,477.70
KPM2	41.95	37.01	0.71	88.22 %	24,444.10	10.00 %	2,444.41	2.73 %	3,666.62
CYR1	9.37	8.02	0.65	85.57 %	7,444.80	10.00 %	744.48	2.73 %	744.48
SBR1	23.21	19.20	0.36	82.71 %	15,180.00	10.00 %	1,518.00	2.73 %	1,518.00
SLG1	8.14	6.71	0.00	82.45 %	5,061.00	10.00 %	506.10	2.73 %	506.10
VEL1	21.60	17.20	0.00	79.62 %	12,740.90	0.00 %		2.73 %	1,274.09
ANI1	8.23	6.38	0.00	77.48 %	3,310.80	0.00 %		2.73 %	
TRL1	22.37	17.31	0.15	77.40 %	16,436.40	0.00 %		2.73 %	
PTU1	6.05	3.94	0.00	65.09 %	2,286.80	0.00 %		2.73 %	
WJP1	15.08	9.07	0.48	60.16 %	5,252.10	0.00 %		2.73 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	5.64	9.28	0.00	164.44 %	4,557.90	40.00 %	1,823.16	2.73 %	1,823.16
KIK1	9.82	15.23	0.27	155.15 %	11,985.00	40.00 %	4,794.00	2.73 %	4,794.00
JKM1	13.50	17.88	0.00	132.49 %	11,046.40	40.00 %	4,418.56	2.73 %	4,418.56
MVM1	23.97	31.61	0.00	131.84 %	25,171.60	40.00 %	10,068.64	2.73 %	10,068.64
TVR1	8.85	11.37	0.00	128.47 %	8,592.80	40.00 %	3,437.12	2.73 %	3,437.12
TVR2	21.62	27.38	0.00	126.66 %	16,266.82	40.00 %	6,506.73	2.73 %	6,506.73
MDI1	14.93	18.73	0.00	125.49 %	11,665.20	40.00 %	4,666.08	2.73 %	4,666.08
TTP1	14.14	15.89	0.00	112.38 %	12,819.80	30.00 %	3,845.94	2.73 %	3,845.94
KRN1	8.82	9.70	0.00	109.97 %	7,407.50	25.00 %	1,851.88	2.73 %	2,222.25
ORU1	8.97	9.73	0.00	108.50 %	6,043.50	25.00 %	1,510.88	2.73 %	1,813.05
MSI1	10.95	11.73	0.09	107.10 %	7,105.10	25.00 %	1,776.28	2.73 %	2,131.53
NMM1	11.23	11.96	0.00	106.54 %	13,539.00	25.00 %	3,384.75	2.73 %	3,384.75
PBR2	30.47	32.34	0.03	106.14 %	15,956.00	25.00 %	3,989.00	2.73 %	3,989.00
NGT1	17.49	18.24	0.00	104.29 %	10,509.39	25.00 %	2,627.35	2.73 %	2,627.35
KUM1	26.18	26.88	0.00	102.70 %	14,393.30	25.00 %	3,598.33	2.73 %	3,598.33
TRY2	10.08	9.90	0.00	98.20 %	4,307.50	20.00 %	861.50	2.73 %	1,076.88
PTK1	24.10	22.62	0.00	93.88 %	12,585.80	15.00 %	1,887.87	2.73 %	2,517.16
TYR1	21.05	18.57	0.24	88.22 %	9,645.10	10.00 %	964.51	2.73 %	1,446.77
TRY4	23.45	19.51	0.00	83.22 %	18,422.50	10.00 %	1,842.25	2.73 %	1,842.25
TNJ2	29.83	24.37	0.00	81.69 %	13,156.80	10.00 %	1,315.68	2.73 %	1,315.68
NCK1	8.92	7.29	0.00	81.65 %	5,173.30	10.00 %	517.33	2.73 %	517.33
TRY1	97.01	76.97	0.00	79.34 %	33,335.10	0.00 %		2.73 %	3,333.51
TRY3	15.99	12.32	0.05	77.03 %	5,410.90	0.00 %		2.73 %	
TNJ1	51.17	38.43	0.01	75.09 %	20,658.60	0.00 %		2.73 %	
AYR1	12.62	8.95	0.00	70.94 %	6,840.80	0.00 %		2.73 %	
PBR1	9.10	5.72	0.00	62.87 %	4,691.00	0.00 %		2.73 %	
APM1	7.85	4.39	0.00	55.85 %	3,171.50	0.00 %		2.73 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRR1	11.12	18.17	0.00	163.38 %	13,921.90	40.00 %	5,568.76	2.73 %	5,568.76
KKD3	13.58	18.28	0.00	134.66 %	23,390.70	40.00 %	9,356.28	2.73 %	9,356.28
SGP1	6.87	8.98	0.00	130.71 %	8,730.10	40.00 %	3,492.04	2.73 %	3,492.04
MDU2	28.21	34.47	0.00	122.18 %	18,352.20	40.00 %	7,340.88	2.73 %	7,340.88
SVG1	12.56	15.23	0.01	121.28 %	14,396.90	40.00 %	5,758.76	2.73 %	5,758.76
PNV2	7.62	8.82	0.00	115.83 %	5,268.90	30.00 %	1,580.67	2.73 %	1,580.67
MPA1	15.58	15.97	0.03	102.52 %	13,466.80	25.00 %	3,366.70	2.73 %	3,366.70
DKI1	15.14	15.29	0.07	101.00 %	25,875.00	25.00 %	6,468.75	2.73 %	6,468.75
TMM1	17.33	16.60	0.00	95.77 %	12,255.30	20.00 %	2,451.06	2.73 %	2,451.06
BTU1	6.58	6.08	0.00	92.40 %	4,138.20	15.00 %	620.73	2.73 %	620.73
ADP1	11.09	10.00	0.00	90.20 %	12,569.00	15.00 %	1,885.35	2.73 %	1,885.35
DGL2	12.03	10.39	0.00	86.44 %	11,715.40	10.00 %	1,171.54	2.73 %	1,171.54
CBM1	17.00	14.67	0.00	86.30 %	13,606.90	10.00 %	1,360.69	2.73 %	1,360.69
TDI1	11.40	9.74	0.00	85.46 %	7,341.70	10.00 %	734.17	2.73 %	734.17
BNR1	11.69	9.69	0.00	82.90 %	7,328.30	10.00 %	732.83	2.73 %	732.83
MDU6	29.61	24.53	0.00	82.87 %	15,605.90	10.00 %	1,560.59	2.73 %	1,560.59
TEN2	18.26	15.12	0.36	82.81 %	11,109.30	10.00 %	1,110.93	2.73 %	1,110.93
TPT1	14.43	11.94	0.00	82.78 %	18,485.20	10.00 %	1,848.52	2.73 %	1,848.52
MDU1	59.14	48.14	0.00	81.40 %	25,037.90	10.00 %	2,503.79	2.73 %	2,503.79
KPT1	9.16	7.31	1.13	79.83 %	10,356.90	0.00 %		2.73 %	1,035.69
DGL1	38.43	29.80	0.18	77.55 %	22,652.10	0.00 %		2.73 %	
ATG1	19.18	14.85	0.41	77.45 %	12,365.40	0.00 %		2.73 %	
USL1	11.75	9.01	0.00	76.64 %	7,562.90	0.00 %		2.73 %	
KYK1	10.23	7.78	0.00	76.02 %	8,179.50	0.00 %		2.73 %	
PVI1	13.55	9.85	0.10	72.67 %	12,846.70	0.00 %		2.73 %	
PKM1	8.43	6.08	0.00	72.13 %	5,603.10	0.00 %		2.73 %	
TEN1	17.87	12.53	0.00	70.11 %	11,237.90	0.00 %		2.73 %	
MDU5	11.58	8.08	0.00	69.79 %	10,319.90	0.00 %		2.73 %	
ODM1	8.77	5.99	0.00	68.28 %	3,565.90	0.00 %		2.73 %	
MDU3	20.81	14.01	0.00	67.32 %	7,316.90	0.00 %		2.73 %	
MLR1	10.96	7.31	0.00	66.68 %	4,727.10	0.00 %		2.73 %	
NKI1	9.10	5.67	0.00	62.34 %	8,078.90	0.00 %		2.73 %	
NTM1	10.13	6.09	0.00	60.10 %	5,486.20	0.00 %		2.73 %	
CMR1	9.24	5.41	0.00	58.54 %	2,794.40	0.00 %		2.73 %	
MNM1	8.17	4.63	0.00	56.62 %	3,308.30	0.00 %		2.73 %	
MDU4	15.43	8.63	0.03	55.91 %	7,893.60	0.00 %		2.73 %	
PNI1	9.18	4.46	0.00	48.58 %	4,599.00	0.00 %		2.73 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGT1	9.11	14.92	0.24	163.81 %	8,937.70	40.00 %	3,575.08	2.73 %	3,575.08
UDN1	9.21	13.85	0.00	150.32 %	8,241.70	40.00 %	3,296.68	2.73 %	3,296.68
RPM1	22.05	24.76	0.06	112.32 %	18,733.40	30.00 %	5,620.02	2.73 %	5,620.02
KYR1	7.89	8.76	0.00	111.03 %	6,751.30	30.00 %	2,025.39	2.73 %	2,025.39
ARM1	7.91	7.98	0.00	100.90 %	5,491.10	25.00 %	1,372.78	2.73 %	1,372.78
KVT1	43.03	42.86	0.17	99.60 %	40,235.39	20.00 %	8,047.08	2.73 %	10,058.85
VKM1	8.47	8.40	0.75	99.13 %	10,166.60	20.00 %	2,033.32	2.73 %	2,541.65
PKD1	15.08	14.61	0.00	96.86 %	15,794.60	20.00 %	3,158.92	2.73 %	3,158.92
TKS2	35.24	33.93	1.09	96.28 %	18,552.10	20.00 %	3,710.42	2.73 %	3,710.42
TVL1	77.87	74.58	0.10	95.76 %	53,345.30	20.00 %	10,669.06	2.73 %	10,669.06
SNL1	15.70	14.64	0.03	93.27 %	6,247.30	15.00 %	937.10	2.73 %	1,249.46
TCN1	20.45	18.91	0.05	92.46 %	15,615.20	15.00 %	2,342.28	2.73 %	2,342.28
TKS1	27.49	24.81	0.00	90.24 %	17,731.50	15.00 %	2,659.73	2.73 %	2,659.73
PDI1	12.32	10.89	0.20	88.40 %	8,358.00	10.00 %	835.80	2.73 %	1,253.70
VNR1	14.31	12.38	0.71	86.50 %	10,315.10	10.00 %	1,031.51	2.73 %	1,031.51
APK2	15.91	13.63	0.06	85.72 %	12,061.30	10.00 %	1,206.13	2.73 %	1,206.13
STU2	11.06	9.33	0.05	84.36 %	6,202.80	10.00 %	620.28	2.73 %	620.28
TYI1	12.04	10.11	0.00	84.01 %	8,224.90	10.00 %	822.49	2.73 %	822.49
VNR2	38.51	32.33	0.00	83.94 %	22,762.24	10.00 %	2,276.22	2.73 %	2,276.22
TUT1	90.72	75.32	0.11	83.02 %	54,836.08	10.00 %	5,483.61	2.73 %	5,483.61
SVK1	25.56	20.84	0.41	81.56 %	14,774.58	10.00 %	1,477.46	2.73 %	1,477.46
ERL2	14.88	12.01	0.39	80.67 %	11,170.10	10.00 %	1,117.01	2.73 %	1,117.01
ASM1	13.08	10.38	0.01	79.37 %	7,312.40	0.00 %		2.73 %	731.24
MMT1	16.25	12.73	0.07	78.33 %	4,669.80	0.00 %		2.73 %	466.98
SDI1	12.98	9.37	0.00	72.23 %	6,129.05	0.00 %		2.73 %	
SKD1	10.80	7.74	0.02	71.67 %	8,210.10	0.00 %		2.73 %	
TUT2	48.52	34.08	0.01	70.24 %	23,535.80	0.00 %		2.73 %	
TKY1	16.86	11.12	0.76	65.95 %	8,558.70	0.00 %		2.73 %	
APK1	18.34	12.02	0.00	65.53 %	11,473.70	0.00 %		2.73 %	
VLY1	26.45	16.66	0.50	63.01 %	10,957.50	0.00 %		2.73 %	
NGR1	58.90	35.55	1.87	60.36 %	23,947.90	0.00 %		2.73 %	
RND1	32.48	17.19	0.32	52.92 %	15,424.50	0.00 %		2.73 %	
MAR1	37.29	19.05	0.00	51.07 %	11,204.10	0.00 %		2.73 %	
KGL1	13.20	5.79	0.30	43.85 %	3,296.50	0.00 %		2.73 %	
KSM1	10.37	4.43	0.00	42.70 %	2,531.50	0.00 %		2.73 %	
COL1	8.92	2.74	0.00	30.71 %	2,015.40	0.00 %		2.73 %	
TVL2	8.42	1.45	0.00	17.23 %	1,556.00	0.00 %		2.73 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SUL1	7.13	8.77	0.00	122.98 %	10,816.90	40.00 %	4,326.76	2.73 %	4,326.76
CNR1	8.91	10.80	0.00	121.23 %	7,849.90	40.00 %	3,139.96	2.73 %	3,139.96
CBE1	9.93	11.26	0.00	113.37 %	12,123.10	30.00 %	3,636.93	2.73 %	3,636.93
KGI1	10.88	12.10	0.00	111.22 %	9,789.30	30.00 %	2,936.79	2.73 %	2,936.79
CBE3	4.73	5.12	0.00	108.22 %	7,057.50	25.00 %	1,764.38	2.73 %	2,117.25
AVI1	7.32	7.69	0.00	105.10 %	7,308.80	25.00 %	1,827.20	2.73 %	1,827.20
KGM1	8.79	8.54	0.00	97.21 %	10,189.10	20.00 %	2,037.82	2.73 %	2,037.82
UAM1	21.72	19.53	0.00	89.91 %	16,359.60	10.00 %	1,635.96	2.73 %	2,453.94
DPM2	9.59	8.54	0.20	89.00 %	7,212.20	10.00 %	721.22	2.73 %	1,081.83
GBM1	9.45	8.16	0.43	86.40 %	5,610.20	10.00 %	561.02	2.73 %	561.02
CBE2	56.25	48.40	0.00	86.04 %	33,400.60	10.00 %	3,340.06	2.73 %	3,340.06
SNR1	9.94	8.50	0.00	85.52 %	9,260.30	10.00 %	926.03	2.73 %	926.03
MPM1	11.69	9.96	0.00	85.21 %	11,889.90	10.00 %	1,188.99	2.73 %	1,188.99
PPI1	9.02	7.60	0.00	84.21 %	11,391.03	10.00 %	1,139.10	2.73 %	1,139.10
SYM2	8.23	6.66	0.00	80.96 %	7,261.60	10.00 %	726.16	2.73 %	726.16
CBE4	19.70	15.10	0.00	76.63 %	17,229.49	0.00 %		2.73 %	
GDR1	7.93	6.05	0.00	76.31 %	3,580.20	0.00 %		2.73 %	
TPR4	10.01	7.51	0.43	74.97 %	4,704.10	0.00 %		2.73 %	
CBE5	7.31	5.40	0.00	73.84 %	6,337.60	0.00 %		2.73 %	
UMP1	10.34	7.37	0.30	71.32 %	6,312.50	0.00 %		2.73 %	
KMR1	24.26	17.11	0.00	70.53 %	14,556.10	0.00 %		2.73 %	
PDM1	7.77	5.31	0.02	68.38 %	4,943.90	0.00 %		2.73 %	
CBE6	14.18	9.44	0.00	66.56 %	9,923.00	0.00 %		2.73 %	
KMD1	9.64	6.30	0.00	65.37 %	8,277.50	0.00 %		2.73 %	
TPR2	18.36	10.50	0.17	57.22 %	7,809.40	0.00 %		2.73 %	
TPR3	13.03	7.24	0.00	55.58 %	10,606.10	0.00 %		2.73 %	
TPR1	20.38	11.05	0.12	54.23 %	8,346.90	0.00 %		2.73 %	
PLI1	18.18	9.69	0.00	53.31 %	6,368.30	0.00 %		2.73 %	
ANR1	3.30	1.16	1.60	35.00 %	(203.00)	0.00 %		2.73 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	8.31	11.68	0.10	140.58 %	5,941.70	40.00 %	2,376.68	2.73 %	2,376.68
TVP1	28.57	20.68	0.00	72.37 %	14,494.80	0.00 %		2.73 %	
PAS1	12.46	6.40	0.00	51.41 %	4,144.20	0.00 %		2.73 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	8.79	12.28	0.00	139.65 %	10,081.60	40.00 %	4,032.64	2.73 %	4,032.64
TKM1	9.89	13.28	0.16	134.22 %	10,776.60	40.00 %	4,310.64	2.73 %	4,310.64
MRM1	16.07	21.47	0.00	133.56 %	16,887.60	40.00 %	6,755.04	2.73 %	6,755.04
CH45	21.03	26.76	0.00	127.23 %	16,635.10	40.00 %	6,654.04	2.73 %	6,654.04
CH19	25.88	27.91	0.00	107.85 %	14,765.70	25.00 %	3,691.43	2.73 %	4,429.71
GUD1	18.56	19.72	0.00	106.25 %	18,901.60	25.00 %	4,725.40	2.73 %	4,725.40
CH08	37.18	38.77	0.20	104.30 %	42,291.50	25.00 %	10,572.88	2.73 %	10,572.88
AVD1	23.87	22.33	0.00	93.52 %	14,322.30	15.00 %	2,148.35	2.73 %	2,864.46
CH05	32.23	29.81	0.00	92.51 %	23,012.80	15.00 %	3,451.92	2.73 %	4,602.56
CH42	35.80	33.11	0.00	92.47 %	21,210.20	15.00 %	3,181.53	2.73 %	3,181.53
CH30	20.09	18.48	0.00	91.98 %	13,317.70	15.00 %	1,997.66	2.73 %	1,997.66
GUD2	18.17	14.69	0.00	80.86 %	13,206.00	10.00 %	1,320.60	2.73 %	1,320.60
CH40	15.15	11.94	0.00	78.81 %	4,420.60	0.00 %		2.73 %	442.06
CH48	29.56	22.12	0.01	74.83 %	22,934.60	0.00 %		2.73 %	
MC09	4.06	2.98	0.00	73.41 %	2,486.40	0.00 %		2.73 %	
CH16	46.68	33.67	0.02	72.13 %	23,651.90	0.00 %		2.73 %	
CGL1	16.05	11.43	0.00	71.22 %	7,670.70	0.00 %		2.73 %	
MC10	6.34	4.46	0.00	70.38 %	1,954.40	0.00 %		2.73 %	
CH38	14.22	9.94	0.00	69.92 %	8,791.20	0.00 %		2.73 %	
CH28	25.65	16.48	0.13	64.24 %	25,648.05	0.00 %		2.73 %	
CH22	24.21	15.27	0.00	63.04 %	18,812.20	0.00 %		2.73 %	
CH39	17.36	10.86	0.41	62.58 %	10,758.10	0.00 %		2.73 %	
SKL1	16.24	10.01	0.00	61.64 %	9,151.90	0.00 %		2.73 %	
CH35	23.69	14.32	0.00	60.43 %	14,219.70	0.00 %		2.73 %	
CH14	44.49	23.07	0.00	51.87 %	17,214.20	0.00 %		2.73 %	
CH11	23.42	11.67	0.00	49.83 %	12,941.20	0.00 %		2.73 %	
CH07	47.62	21.47	0.17	45.08 %	14,465.00	0.00 %		2.73 %	
CH29	7.74	3.44	0.00	44.50 %	3,605.10	0.00 %		2.73 %	
CH26	11.14	3.48	0.00	31.26 %	2,266.50	0.00 %		2.73 %	
KNR1	18.15	5.65	0.00	31.11 %	6,359.60	0.00 %		2.73 %	
MC02	2.32	0.00		0.00 %	0.00	0.00 %		2.73 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	4.10	4.72	0.00	115.34 %	3,425.30	30.00 %	1,027.59	2.73 %	1,027.59
CH46	14.00	15.61	0.16	111.49 %	9,887.10	30.00 %	2,966.13	2.73 %	2,966.13
MC05	8.42	8.81	0.00	104.57 %	2,716.20	25.00 %	679.05	2.73 %	679.05
CH33	21.68	20.91	0.02	96.47 %	19,763.30	20.00 %	3,952.66	2.73 %	3,952.66
CH18	33.20	29.42	0.00	88.61 %	29,404.00	10.00 %	2,940.40	2.73 %	4,410.60
CH41	21.00	17.83	0.00	84.88 %	12,182.50	10.00 %	1,218.25	2.73 %	1,218.25
CH27	8.49	6.55	0.00	77.11 %	4,515.00	0.00 %		2.73 %	
PON1	13.08	10.05	0.12	76.82 %	8,822.65	0.00 %		2.73 %	
CH21	46.53	35.73	0.00	76.78 %	17,710.00	0.00 %		2.73 %	
CH34	26.44	19.75	0.00	74.69 %	13,019.60	0.00 %		2.73 %	
CH09	22.70	16.53	0.00	72.80 %	12,547.50	0.00 %		2.73 %	
CH43	18.57	13.30	0.00	71.61 %	13,923.81	0.00 %		2.73 %	
CH12	35.13	24.97	0.00	71.08 %	22,878.00	0.00 %		2.73 %	
CH23	11.28	7.98	0.00	70.77 %	6,430.40	0.00 %		2.73 %	
CH17	25.40	17.70	0.00	69.68 %	16,158.90	0.00 %		2.73 %	
CH15	77.89	49.12	0.15	63.07 %	36,626.40	0.00 %		2.73 %	
CH36	9.81	6.17	0.00	62.91 %	4,800.70	0.00 %		2.73 %	
UKI1	13.74	8.50	0.00	61.90 %	6,181.16	0.00 %		2.73 %	
CH24	27.79	16.75	0.13	60.27 %	13,809.50	0.00 %		2.73 %	
CH03	63.72	37.94	0.53	59.55 %	26,789.11	0.00 %		2.73 %	
CH20	37.60	21.60	0.04	57.45 %	16,464.90	0.00 %		2.73 %	
GPD1	17.70	10.03	0.00	56.64 %	5,590.80	0.00 %		2.73 %	
MJR1	28.44	15.68	0.00	55.12 %	15,644.19	0.00 %		2.73 %	
CH44	19.00	10.31	0.97	54.25 %	10,618.90	0.00 %		2.73 %	
MC06	8.30	4.27	0.00	51.43 %	2,031.90	0.00 %		2.73 %	
CH31	12.68	5.38	0.00	42.46 %	5,552.20	0.00 %		2.73 %	
CH01	2.11	0.61	0.00	28.97 %	672.20	0.00 %		2.73 %	
CH06	24.43	6.48	0.00	26.51 %	4,490.50	0.00 %		2.73 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	9.35	0.00	0.00 %	1,927.60	0.00 %		0.00 %	
GHUB	0.00	63.98	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	1.58	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	1.10	0.57	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	0.69	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	4.96	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	4.54	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	1.12	0.00	0.00 %	0.00	0.00 %		0.00 %	