

Accu.Target 5,792.05 L	Sales 4,975.47 L	Achieved % 85.90 %	HO Budget+% 4.10 %	Total Com. 37.23 L
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Note : Sales Period is From :01-Dec-2025 To :06-Dec-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	389.34	403.06	103.52 %	24,000.00	4.10 %	24,000.00
WEST-02	511.56	487.19	95.24 %	0.00	4.10 %	0.00
NORTH ARCOT	440.59	410.53	93.18 %	12,000.00	4.10 %	12,000.00
TRICHY-01	645.30	587.73	91.08 %	0.00	4.10 %	0.00
SOUTH-03	673.45	587.15	87.19 %	0.00	4.10 %	15,000.00
WEST-01	453.57	358.66	79.08 %	0.00	4.10 %	0.00
SOUTH-01	1,041.18	818.48	78.61 %	0.00	4.10 %	0.00
CHENNAI-01	793.99	623.05	78.47 %	0.00	4.10 %	0.00
KL-SOUTH	59.21	46.10	77.85 %	0.00	4.10 %	0.00
CHENNAI-02	783.87	543.43	69.33 %	0.00	4.10 %	0.00
OTHERS	0.00	110.08	0.00 %	0.00	0.00 %	0.00
Total	5,792.05	4,975.47	85.90 %		4.10 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	137.66	154.99	112.59%	20,000.00	4.10 %	20,000.00
	SA02	134.51	138.09	102.66%	15,000.00	4.10 %	15,000.00
	SA03	117.18	109.99	93.86%	7,500.00	4.10 %	7,500.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	110.05	114.13	103.70%	15,000.00	4.10 %	15,000.00
	ERD1	132.95	135.92	102.23%	15,000.00	4.10 %	15,000.00
	SLM1	156.45	143.32	91.61%	7,500.00	4.10 %	7,500.00
	MTR1	112.11	93.83	83.69%	0.00	4.10 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	149.48	145.33	97.22%	7,500.00	4.10 %	15,000.00
	NA03	127.54	116.40	91.27%	7,500.00	4.10 %	7,500.00
	NA01	163.57	148.80	90.97%	7,500.00	4.10 %	7,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	128.42	140.18	109.16%	15,000.00	4.10 %	20,000.00
	PBR1	146.00	147.18	100.81%	15,000.00	4.10 %	15,000.00
	TNJ1	177.69	144.65	81.41%	0.00	4.10 %	0.00
	TRY1	193.19	155.71	80.60%	0.00	4.10 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	131.92	121.04	91.75%	7,500.00	4.10 %	7,500.00
	KRR1	65.74	59.53	90.54%	0.00	4.10 %	0.00
	SVG1	105.21	93.26	88.64%	0.00	4.10 %	0.00
	MDU1	258.27	221.75	85.86%	0.00	4.10 %	0.00
	TEN1	112.30	91.57	81.55%	0.00	4.10 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	84.93	77.67	91.45%	0.00	4.10 %	0.00
	CBE1	184.11	155.90	84.68%	0.00	4.10 %	0.00
	TPR4	56.80	45.53	80.17%	0.00	4.10 %	0.00
	PLI1	65.61	46.14	70.33%	0.00	4.10 %	0.00
	TPR1	62.13	33.42	53.79%	0.00	4.10 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	143.01	135.08	94.45%	7,500.00	4.10 %	7,500.00
	KVT1	173.41	141.02	81.32%	0.00	4.10 %	0.00
	TUT1	234.98	190.90	81.24%	0.00	4.10 %	0.00
	TVL1	160.48	128.97	80.36%	0.00	4.10 %	0.00
	VNR1	135.15	106.20	78.58%	0.00	4.10 %	0.00
	NGR1	194.14	116.31	59.91%	0.00	4.10 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	146.82	145.59	99.16%	7,500.00	4.10 %	15,000.00
	CH06	251.05	210.05	83.67%	0.00	4.10 %	0.00
	CH05	197.16	148.02	75.08%	0.00	4.10 %	0.00
	CH08	198.96	119.39	60.01%	0.00	4.10 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	59.21	46.10	77.85%	0.00	4.10 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	155.59	119.92	77.08%	0.00	4.10 %	0.00
	CH07	215.47	157.20	72.95%	0.00	4.10 %	0.00
	CH04	208.03	145.24	69.82%	0.00	4.10 %	0.00
	CH01	204.78	121.07	59.12%	0.00	4.10 %	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	28.81	0.00%	0.00	0.00 %	0.00
	HO01	0.00	72.12	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	1.12	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	1.12	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.80	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	30.01	45.47	0.07	151.52 %	26,998.10	40.00 %	10,799.24	4.10 %	10,799.24
ULP1	15.44	20.90	0.04	135.42 %	9,248.10	40.00 %	3,699.24	4.10 %	3,699.24
CDM1	22.88	26.66	0.04	116.50 %	24,610.90	30.00 %	7,383.27	4.10 %	9,844.36
PRT1	14.56	16.88	0.00	115.92 %	13,386.30	30.00 %	4,015.89	4.10 %	5,354.52
VPM2	18.94	21.71	0.18	114.61 %	12,220.20	30.00 %	3,666.06	4.10 %	3,666.06
KLM1	22.58	25.26	0.18	111.87 %	20,208.00	30.00 %	6,062.40	4.10 %	6,062.40
KKI2	22.42	23.34	0.57	104.12 %	15,349.70	25.00 %	3,837.43	4.10 %	3,837.43
TVM2	16.34	16.87	0.00	103.26 %	10,809.90	25.00 %	2,702.48	4.10 %	2,702.48
CUD1	38.29	39.41	0.03	102.93 %	30,974.14	25.00 %	7,743.54	4.10 %	7,743.54
TDM1	12.31	12.52	0.00	101.74 %	5,443.30	25.00 %	1,360.83	4.10 %	1,360.83
POY1	35.82	35.92	0.00	100.27 %	25,629.70	25.00 %	6,407.43	4.10 %	6,407.43
KML1	12.62	11.96	0.15	94.77 %	4,735.30	15.00 %	710.30	4.10 %	947.06
SJI2	19.67	18.03	1.06	91.66 %	11,650.99	15.00 %	1,747.65	4.10 %	2,330.20
NVL2	24.78	21.76	0.08	87.79 %	14,123.40	10.00 %	1,412.34	4.10 %	2,118.51
VPM1	10.06	8.83	0.00	87.77 %	3,756.10	10.00 %	375.61	4.10 %	563.42
VCM1	11.84	10.19	0.01	86.08 %	4,108.80	10.00 %	410.88	4.10 %	410.88
TRK1	25.21	20.99	0.43	83.25 %	13,761.80	10.00 %	1,376.18	4.10 %	1,376.18
MKM1	10.96	8.93	0.00	81.49 %	6,420.10	10.00 %	642.01	4.10 %	642.01
TVM1	14.66	11.05	0.00	75.36 %	4,136.60	0.00 %		4.10 %	
STP1	9.96	6.39	0.00	64.18 %	2,963.70	0.00 %		4.10 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VKL1	6.55	10.36	0.20	158.16 %	10,609.20	40.00 %	4,243.68	4.10 %	4,243.68
NKL2	19.41	29.30	0.00	150.97 %	20,539.70	40.00 %	8,215.88	4.10 %	8,215.88
PLC1	10.45	14.87	0.00	142.37 %	15,619.40	40.00 %	6,247.76	4.10 %	6,247.76
EDP1	6.26	8.52	0.00	136.07 %	3,043.10	40.00 %	1,217.24	4.10 %	1,217.24
PMP1	10.81	14.49	0.00	134.03 %	9,124.10	40.00 %	3,649.64	4.10 %	3,649.64
DPR1	8.19	10.57	0.00	129.06 %	4,629.40	40.00 %	1,851.76	4.10 %	1,851.76
KVP1	7.40	9.14	0.19	123.54 %	4,860.50	40.00 %	1,944.20	4.10 %	1,944.20
PDR1	7.16	8.60	0.00	120.06 %	6,720.05	40.00 %	2,688.02	4.10 %	2,688.02
ATU1	18.60	21.52	0.20	115.67 %	11,053.00	30.00 %	3,315.90	4.10 %	4,421.20
SLM2	16.24	18.07	0.00	111.29 %	8,548.70	30.00 %	2,564.61	4.10 %	2,564.61
TCG1	11.07	11.70	0.00	105.62 %	7,798.80	25.00 %	1,949.70	4.10 %	2,339.64
HSR2	32.98	34.00	0.44	103.09 %	27,741.70	25.00 %	6,935.43	4.10 %	6,935.43
ERD1	23.01	22.68	0.00	98.57 %	13,272.40	20.00 %	2,654.48	4.10 %	3,318.10
SGI1	9.17	8.89	0.00	96.97 %	10,529.60	20.00 %	2,105.92	4.10 %	2,632.40
DPR2	12.25	11.88	0.00	96.96 %	5,699.50	20.00 %	1,139.90	4.10 %	1,424.88
VPD1	19.57	18.61	0.00	95.11 %	14,383.30	20.00 %	2,876.66	4.10 %	2,876.66
TRM1	16.81	15.85	0.00	94.32 %	9,127.30	15.00 %	1,369.10	4.10 %	1,825.46
HRR1	11.56	10.87	0.00	94.07 %	7,113.80	15.00 %	1,067.07	4.10 %	1,422.76
SLM3	17.56	16.34	0.00	93.05 %	10,583.10	15.00 %	1,587.47	4.10 %	2,116.62
ERD2	25.89	23.22	0.00	89.71 %	20,657.40	10.00 %	2,065.74	4.10 %	3,098.61
OML1	15.32	13.71	0.26	89.52 %	10,071.70	10.00 %	1,007.17	4.10 %	1,510.76
SLM1	48.18	42.92	0.00	89.07 %	22,479.90	10.00 %	2,247.99	4.10 %	3,371.99
CMI1	8.19	7.26	0.00	88.64 %	5,671.60	10.00 %	567.16	4.10 %	850.74
HSR1	22.78	19.78	0.04	86.81 %	14,057.10	10.00 %	1,405.71	4.10 %	2,108.57
RSP1	11.81	9.95	0.00	84.20 %	6,868.90	10.00 %	686.89	4.10 %	686.89
KRI1	16.46	12.95	0.00	78.68 %	8,860.80	0.00 %		4.10 %	886.08
EPI1	15.22	10.57	0.00	69.41 %	7,726.00	0.00 %		4.10 %	
BMD1	12.23	8.26	0.00	67.51 %	7,870.40	0.00 %		4.10 %	
KMM1	10.31	6.80	0.02	65.96 %	5,058.40	0.00 %		4.10 %	
MTR1	18.45	12.16	0.45	65.88 %	7,997.70	0.00 %		4.10 %	
SGG1	9.55	6.05	0.00	63.34 %	5,665.20	0.00 %		4.10 %	
MCR1	17.30	10.53	0.00	60.84 %	6,672.60	0.00 %		4.10 %	
APN1	14.81	6.77	0.00	45.73 %	8,856.36	0.00 %		4.10 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	19.18	28.53	1.38	148.74 %	22,098.10	40.00 %	8,839.24	4.10 %	8,839.24
TRT1	11.74	15.66	0.00	133.44 %	10,733.40	40.00 %	4,293.36	4.10 %	4,293.36
UGI1	10.26	12.06	0.00	117.53 %	6,582.90	30.00 %	1,974.87	4.10 %	2,633.16
VNB1	12.63	14.06	0.00	111.25 %	11,287.40	30.00 %	3,386.22	4.10 %	3,386.22
VEL2	33.67	36.96	0.05	109.75 %	32,634.30	25.00 %	8,158.58	4.10 %	9,790.29
BGR1	11.80	12.89	0.03	109.22 %	8,636.30	25.00 %	2,159.08	4.10 %	2,590.89
PLR1	9.62	10.46	0.00	108.67 %	7,418.10	25.00 %	1,854.53	4.10 %	2,225.43
CPT1	8.91	9.27	0.00	104.08 %	8,020.70	25.00 %	2,005.18	4.10 %	2,005.18
CGM1	13.60	13.94	0.06	102.55 %	7,301.70	25.00 %	1,825.43	4.10 %	1,825.43
WJD1	18.76	18.17	1.91	96.89 %	18,650.80	20.00 %	3,730.16	4.10 %	4,662.70
KPM2	50.34	47.42	0.55	94.21 %	30,019.90	15.00 %	4,502.99	4.10 %	6,003.98
TRR1	23.25	21.70	0.03	93.31 %	11,501.40	15.00 %	1,725.21	4.10 %	2,300.28
GDM1	14.85	13.21	0.21	88.94 %	9,879.00	10.00 %	987.90	4.10 %	1,481.85
VSI1	13.12	11.59	0.00	88.37 %	7,886.70	10.00 %	788.67	4.10 %	1,183.01
ABR1	15.93	13.83	0.00	86.80 %	11,789.60	10.00 %	1,178.96	4.10 %	1,768.44
KPM1	15.15	13.12	0.00	86.56 %	8,597.00	10.00 %	859.70	4.10 %	1,289.55
VEL1	25.91	21.18	0.00	81.74 %	17,603.60	10.00 %	1,760.36	4.10 %	1,760.36
ARC2	20.92	16.41	0.04	78.42 %	10,906.30	0.00 %		4.10 %	1,090.63
SBR1	27.85	21.71	0.31	77.96 %	18,289.30	0.00 %		4.10 %	1,828.93
CYR1	11.24	8.70	0.60	77.35 %	8,409.40	0.00 %		4.10 %	840.94
TRL1	26.84	20.71	0.13	77.17 %	19,055.60	0.00 %		4.10 %	1,905.56
SLG1	9.77	7.24	0.00	74.16 %	5,698.60	0.00 %		4.10 %	
PTU1	7.26	5.26	0.00	72.48 %	2,729.90	0.00 %		4.10 %	
ANI1	9.88	6.78	0.00	68.61 %	3,545.80	0.00 %		4.10 %	
WJP1	18.10	9.67	0.45	53.45 %	5,540.30	0.00 %		4.10 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	6.77	11.09	0.00	163.78 %	5,528.10	40.00 %	2,211.24	4.10 %	2,211.24
KIK1	11.78	17.20	0.24	146.01 %	13,725.80	40.00 %	5,490.32	4.10 %	5,490.32
MVM1	28.77	36.88	0.00	128.18 %	30,973.90	40.00 %	12,389.56	4.10 %	12,389.56
JKM1	16.20	19.90	0.00	122.90 %	11,872.00	40.00 %	4,748.80	4.10 %	4,748.80
TVR1	10.62	12.85	0.00	121.07 %	9,454.80	40.00 %	3,781.92	4.10 %	3,781.92
TVR2	25.94	31.14	0.00	120.03 %	18,547.72	40.00 %	7,419.09	4.10 %	7,419.09
MDI1	17.91	20.45	0.00	114.15 %	13,103.30	30.00 %	3,930.99	4.10 %	3,930.99
TTP1	16.97	18.55	0.00	109.29 %	14,429.40	25.00 %	3,607.35	4.10 %	4,328.82
KRN1	10.58	11.40	0.00	107.79 %	11,336.10	25.00 %	2,834.03	4.10 %	3,400.83
PBR2	36.56	38.65	0.02	105.72 %	20,215.80	25.00 %	5,053.95	4.10 %	6,064.74
ORU1	10.76	11.23	0.00	104.37 %	7,414.00	25.00 %	1,853.50	4.10 %	1,853.50
KUM1	31.41	31.90	0.00	101.55 %	20,514.00	25.00 %	5,128.50	4.10 %	5,128.50
MSI1	13.15	13.00	0.08	98.89 %	8,139.10	20.00 %	1,627.82	4.10 %	2,034.78
NGT1	20.99	20.35	0.00	96.94 %	11,937.19	20.00 %	2,387.44	4.10 %	2,984.30
NMM1	13.47	12.99	0.00	96.45 %	14,691.60	20.00 %	2,938.32	4.10 %	3,672.90
TRY2	12.10	10.91	0.00	90.17 %	5,590.40	15.00 %	838.56	4.10 %	838.56
TYR1	25.26	22.26	0.20	88.10 %	12,692.30	10.00 %	1,269.23	4.10 %	1,903.85
PTK1	28.92	25.07	0.00	86.70 %	15,333.10	10.00 %	1,533.31	4.10 %	2,299.97
TRY4	28.14	22.16	0.00	78.75 %	21,854.50	0.00 %		4.10 %	2,185.45
TNJ2	35.80	28.02	0.00	78.27 %	16,308.10	0.00 %		4.10 %	1,630.81
NCK1	10.71	8.19	0.00	76.51 %	6,157.40	0.00 %		4.10 %	
TRY3	19.19	14.31	0.04	74.57 %	6,976.80	0.00 %		4.10 %	
TRY1	116.41	85.84	0.06	73.74 %	39,116.90	0.00 %		4.10 %	
TNJ1	61.41	41.45	0.18	67.51 %	21,899.20	0.00 %		4.10 %	
AYR1	15.15	10.09	0.00	66.62 %	7,605.80	0.00 %		4.10 %	
PBR1	10.92	6.40	0.00	58.67 %	5,696.40	0.00 %		4.10 %	
APM1	9.42	5.44	0.00	57.69 %	4,050.10	0.00 %		4.10 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	16.29	24.08	0.00	147.77 %	27,973.80	40.00 %	11,189.52	4.10 %	11,189.52
KRR1	13.35	19.63	0.00	147.08 %	15,333.90	40.00 %	6,133.56	4.10 %	6,133.56
MDU2	33.85	40.19	0.00	118.72 %	22,402.10	30.00 %	6,720.63	4.10 %	8,960.84
SGP1	8.24	9.73	0.00	118.00 %	10,931.40	30.00 %	3,279.42	4.10 %	4,372.56
PNV2	9.14	10.49	0.00	114.83 %	6,424.90	30.00 %	1,927.47	4.10 %	1,927.47
SVG1	15.07	16.77	0.01	111.24 %	15,899.10	30.00 %	4,769.73	4.10 %	4,769.73
BTU1	7.89	8.50	0.00	107.69 %	6,228.50	25.00 %	1,557.13	4.10 %	1,868.55
ADP1	13.31	13.26	0.00	99.60 %	15,895.20	20.00 %	3,179.04	4.10 %	3,973.80
MPA1	18.69	18.56	0.02	99.29 %	15,886.20	20.00 %	3,177.24	4.10 %	3,971.55
KPT1	10.99	10.50	0.79	95.48 %	13,991.00	20.00 %	2,798.20	4.10 %	2,798.20
TMM1	20.80	19.19	0.00	92.28 %	14,279.40	15.00 %	2,141.91	4.10 %	2,855.88
DGL2	14.43	13.26	0.00	91.90 %	15,401.80	15.00 %	2,310.27	4.10 %	3,080.36
DKI1	18.17	16.36	0.06	90.05 %	28,563.20	10.00 %	2,856.32	4.10 %	4,284.48
BNR1	14.03	12.52	0.00	89.22 %	11,208.20	10.00 %	1,120.82	4.10 %	1,681.23
MDU6	35.53	31.38	0.00	88.32 %	20,687.60	10.00 %	2,068.76	4.10 %	3,103.14
DGL1	46.11	40.10	0.13	86.96 %	30,858.70	10.00 %	3,085.87	4.10 %	4,628.81
CBM1	20.40	17.68	0.00	86.67 %	15,906.10	10.00 %	1,590.61	4.10 %	2,385.92
MDU1	70.97	58.83	0.01	82.89 %	30,830.80	10.00 %	3,083.08	4.10 %	3,083.08
ATG1	23.01	18.71	0.33	81.31 %	14,152.20	10.00 %	1,415.22	4.10 %	1,415.22
TDI1	13.68	11.09	0.00	81.07 %	9,245.40	10.00 %	924.54	4.10 %	924.54
NKI1	10.91	8.79	0.00	80.57 %	12,076.30	10.00 %	1,207.63	4.10 %	1,207.63
USL1	14.11	11.34	0.00	80.42 %	9,075.10	10.00 %	907.51	4.10 %	907.51
TPT1	17.31	13.72	0.00	79.24 %	21,466.10	0.00 %		4.10 %	2,146.61
ODM1	10.53	8.27	0.00	78.53 %	5,468.70	0.00 %		4.10 %	546.87
KYK1	12.28	9.63	0.00	78.44 %	10,903.90	0.00 %		4.10 %	1,090.39
TEN2	21.91	17.14	0.32	78.22 %	12,205.00	0.00 %		4.10 %	1,220.50
PKM1	10.11	7.62	0.00	75.37 %	7,474.00	0.00 %		4.10 %	
TEN1	21.44	15.76	0.11	73.48 %	14,510.80	0.00 %		4.10 %	
PVI1	16.26	11.64	0.09	71.62 %	16,107.20	0.00 %		4.10 %	
MDU3	24.97	17.54	0.00	70.25 %	9,271.40	0.00 %		4.10 %	
CMR1	11.09	7.60	0.00	68.53 %	3,816.80	0.00 %		4.10 %	
MDU5	13.90	9.30	0.00	66.94 %	11,590.70	0.00 %		4.10 %	
NTM1	12.15	7.94	0.00	65.30 %	7,187.80	0.00 %		4.10 %	
MLR1	13.15	8.53	0.00	64.87 %	5,295.10	0.00 %		4.10 %	
MDU4	18.51	11.15	0.02	60.21 %	10,877.30	0.00 %		4.10 %	
MNM1	9.81	5.21	0.00	53.16 %	3,905.70	0.00 %		4.10 %	
PNI1	11.02	5.13	6.26	46.54 %	5,913.00	0.00 %		4.10 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	10.69	14.09	0.00	131.78 %	10,066.00	40.00 %	4,026.40	4.10 %	4,026.40
KGI1	13.06	14.82	0.00	113.47 %	12,307.90	30.00 %	3,692.37	4.10 %	3,692.37
CBE3	5.67	6.41	0.00	113.02 %	8,190.10	30.00 %	2,457.03	4.10 %	2,457.03
SUL1	8.55	9.61	0.00	112.32 %	11,629.80	30.00 %	3,488.94	4.10 %	3,488.94
CBE1	11.91	11.76	0.00	98.70 %	12,904.40	20.00 %	2,580.88	4.10 %	3,226.10
SNR1	11.93	11.46	0.37	96.03 %	12,173.60	20.00 %	2,434.72	4.10 %	3,043.40
AVI1	8.78	8.35	0.00	95.02 %	7,686.20	15.00 %	1,152.93	4.10 %	1,537.24
GBM1	11.34	10.36	0.34	91.33 %	7,164.20	15.00 %	1,074.63	4.10 %	1,432.84
KGM1	10.55	9.31	0.00	88.25 %	10,602.50	10.00 %	1,060.25	4.10 %	1,590.38
CBE4	23.64	20.84	0.00	88.15 %	21,412.99	10.00 %	2,141.30	4.10 %	3,211.95
UAM1	26.07	22.10	0.00	84.76 %	18,267.20	10.00 %	1,826.72	4.10 %	1,826.72
CBE2	67.50	56.88	0.03	84.27 %	38,786.30	10.00 %	3,878.63	4.10 %	3,878.63
SYM2	9.88	8.26	0.11	83.61 %	8,223.50	10.00 %	822.35	4.10 %	822.35
MPM1	14.03	11.27	0.10	80.34 %	13,324.60	10.00 %	1,332.46	4.10 %	1,332.46
PPI1	10.82	8.62	0.00	79.69 %	12,420.13	0.00 %		4.10 %	1,242.01
DPM2	11.51	9.11	0.19	79.11 %	7,818.70	0.00 %		4.10 %	781.87
CBE5	8.77	6.72	0.00	76.64 %	7,381.80	0.00 %		4.10 %	
GDR1	9.51	7.26	0.00	76.36 %	5,057.00	0.00 %		4.10 %	
PDM1	9.33	6.69	0.28	71.70 %	6,527.60	0.00 %		4.10 %	
CBE6	17.01	12.11	0.00	71.18 %	13,613.59	0.00 %		4.10 %	
KMD1	11.57	8.13	0.00	70.28 %	10,312.00	0.00 %		4.10 %	
KMR1	29.11	20.11	0.00	69.08 %	18,077.50	0.00 %		4.10 %	
TPR4	12.02	8.15	0.40	67.79 %	5,536.20	0.00 %		4.10 %	
UMP1	12.40	8.29	0.26	66.87 %	7,186.60	0.00 %		4.10 %	
TPR2	22.03	13.59	0.13	61.68 %	10,062.40	0.00 %		4.10 %	
PLI1	21.81	12.75	0.00	58.43 %	8,056.40	0.00 %		4.10 %	
TPR1	24.46	12.19	0.15	49.82 %	9,875.40	0.00 %		4.10 %	
TPR3	15.64	7.64	0.00	48.88 %	10,997.60	0.00 %		4.10 %	
ANR1	3.96	1.80	1.03	45.55 %	919.00	0.00 %		4.10 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UDN1	11.06	17.07	0.00	154.45 %	9,469.70	40.00 %	3,787.88	4.10 %	3,787.88
SGT1	10.93	16.45	0.47	150.54 %	9,864.20	40.00 %	3,945.68	4.10 %	3,945.68
ARM1	9.49	10.08	0.11	106.21 %	6,807.60	25.00 %	1,701.90	4.10 %	2,042.28
RPM1	26.45	27.67	0.05	104.61 %	21,079.80	25.00 %	5,269.95	4.10 %	5,269.95
KYR1	9.47	9.51	0.00	100.46 %	7,474.10	25.00 %	1,868.53	4.10 %	1,868.53
VKM1	10.17	10.12	0.63	99.53 %	11,426.30	20.00 %	2,285.26	4.10 %	2,856.58
PKD1	18.10	17.63	0.19	97.39 %	18,312.30	20.00 %	3,662.46	4.10 %	4,578.08
TKS2	42.29	39.19	0.95	92.67 %	22,512.10	15.00 %	3,376.82	4.10 %	4,502.42
TVL1	93.45	85.33	0.12	91.31 %	61,342.40	15.00 %	9,201.36	4.10 %	12,268.48
KVT1	51.64	47.02	0.25	91.06 %	46,121.69	15.00 %	6,918.25	4.10 %	6,918.25
MMT1	19.50	17.40	0.05	89.24 %	6,646.00	10.00 %	664.60	4.10 %	996.90
TKS1	32.99	28.74	0.00	87.14 %	21,495.00	10.00 %	2,149.50	4.10 %	3,224.25
SNL1	18.84	16.33	0.03	86.70 %	7,571.80	10.00 %	757.18	4.10 %	1,135.77
TCN1	24.54	20.80	0.04	84.76 %	18,896.20	10.00 %	1,889.62	4.10 %	1,889.62
PDI1	14.78	12.37	0.17	83.71 %	8,792.40	10.00 %	879.24	4.10 %	879.24
TUT1	108.87	89.43	0.19	82.15 %	64,515.18	10.00 %	6,451.52	4.10 %	6,451.52
TYI1	14.44	11.82	0.00	81.85 %	9,284.90	10.00 %	928.49	4.10 %	928.49
VNR1	17.17	13.99	0.62	81.48 %	11,379.60	10.00 %	1,137.96	4.10 %	1,137.96
SVK1	30.67	24.71	0.34	80.56 %	17,017.28	10.00 %	1,701.73	4.10 %	1,701.73
VNR2	46.21	36.75	0.08	79.53 %	26,875.94	0.00 %		4.10 %	2,687.59
APK2	19.09	14.84	0.22	77.74 %	13,131.50	0.00 %		4.10 %	1,313.15
SKD1	12.95	9.92	0.02	76.59 %	9,813.20	0.00 %		4.10 %	
ERL2	17.86	13.59	0.34	76.12 %	13,186.70	0.00 %		4.10 %	
STU2	13.28	9.90	0.04	74.58 %	7,022.80	0.00 %		4.10 %	
ASM1	15.70	11.61	0.01	73.94 %	8,311.90	0.00 %		4.10 %	
APK1	22.01	15.91	0.00	72.28 %	14,831.20	0.00 %		4.10 %	
TKY1	20.23	14.18	0.60	70.10 %	12,969.20	0.00 %		4.10 %	
SDI1	15.57	10.65	0.00	68.36 %	6,791.85	0.00 %		4.10 %	
NGR1	70.67	46.89	1.42	66.34 %	31,410.00	0.00 %		4.10 %	
TUT2	58.22	38.18	0.01	65.57 %	26,745.10	0.00 %		4.10 %	
VLY1	31.73	20.33	0.41	64.06 %	14,868.50	0.00 %		4.10 %	
RND1	38.97	20.58	0.27	52.81 %	19,361.30	0.00 %		4.10 %	
MAR1	44.75	22.93	0.00	51.25 %	12,603.90	0.00 %		4.10 %	
KSM1	12.44	5.48	0.00	44.07 %	2,794.70	0.00 %		4.10 %	
KGL1	15.84	6.66	0.26	42.04 %	3,914.00	0.00 %		4.10 %	
COL1	10.71	2.77	0.00	25.88 %	2,063.40	0.00 %		4.10 %	
TVL2	10.11	1.62	0.00	16.06 %	1,678.10	0.00 %		4.10 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TKM1	11.87	15.79	0.13	133.00 %	13,497.50	40.00 %	5,399.00	4.10 %	5,399.00
CH37	10.55	13.66	0.00	129.42 %	12,234.00	40.00 %	4,893.60	4.10 %	4,893.60
MRM1	19.29	24.74	0.22	128.27 %	18,830.90	40.00 %	7,532.36	4.10 %	7,532.36
CH45	25.24	30.15	0.16	119.46 %	19,919.90	30.00 %	5,975.97	4.10 %	7,967.96
GUD1	22.27	23.39	0.00	105.05 %	23,767.80	25.00 %	5,941.95	4.10 %	5,941.95
CH19	31.05	32.53	0.00	104.74 %	22,828.40	25.00 %	5,707.10	4.10 %	5,707.10
CH40	18.18	18.81	0.00	103.47 %	5,760.70	25.00 %	1,440.18	4.10 %	1,440.18
CH08	44.61	44.90	0.17	100.65 %	52,877.60	25.00 %	13,219.40	4.10 %	13,219.40
AVD1	28.65	28.47	0.00	99.37 %	17,997.80	20.00 %	3,599.56	4.10 %	4,499.45
CH42	42.96	40.20	0.00	93.57 %	26,322.00	15.00 %	3,948.30	4.10 %	5,264.40
CH30	24.11	22.41	0.20	92.96 %	17,272.80	15.00 %	2,590.92	4.10 %	3,454.56
CH05	38.67	35.54	0.07	91.89 %	26,322.70	15.00 %	3,948.41	4.10 %	5,264.54
GUD2	21.80	18.70	0.49	85.76 %	18,107.80	10.00 %	1,810.78	4.10 %	1,810.78
CH29	9.29	7.85	0.00	84.52 %	8,595.90	10.00 %	859.59	4.10 %	859.59
CH28	30.78	23.81	0.29	77.36 %	37,964.65	0.00 %		4.10 %	3,796.47
CH48	35.47	26.41	0.03	74.45 %	27,197.80	0.00 %		4.10 %	
CGL1	19.26	14.25	0.00	74.03 %	10,212.10	0.00 %		4.10 %	
MC09	4.87	3.53	0.00	72.44 %	2,831.50	0.00 %		4.10 %	
SKL1	19.48	13.74	0.00	70.54 %	12,906.50	0.00 %		4.10 %	
CH16	56.02	39.36	0.09	70.26 %	30,675.50	0.00 %		4.10 %	
CH38	17.06	11.63	0.06	68.17 %	11,817.80	0.00 %		4.10 %	
CH22	29.06	18.49	0.00	63.63 %	24,162.70	0.00 %		4.10 %	
MC10	7.61	4.82	0.00	63.34 %	2,413.40	0.00 %		4.10 %	
CH39	20.83	13.13	0.34	63.01 %	14,403.70	0.00 %		4.10 %	
CH35	28.43	16.96	0.00	59.67 %	18,262.80	0.00 %		4.10 %	
CH14	53.38	27.29	0.12	51.13 %	20,411.90	0.00 %		4.10 %	
CH07	57.15	28.38	0.15	49.67 %	18,622.10	0.00 %		4.10 %	
CH11	28.11	13.28	0.21	47.24 %	14,182.60	0.00 %		4.10 %	
KNR1	21.78	7.14	0.00	32.78 %	8,329.10	0.00 %		4.10 %	
CH26	13.36	3.69	0.00	27.62 %	2,578.90	0.00 %		4.10 %	
MC02	2.79	0.00		0.00 %	0.00	0.00 %		4.10 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	9.97	13.72	0.08	137.57 %	7,331.30	40.00 %	2,932.52	4.10 %	2,932.52
TVP1	34.29	23.45	0.00	68.39 %	17,398.30	0.00 %		4.10 %	
PAS1	14.95	8.93	0.00	59.72 %	5,761.50	0.00 %		4.10 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	4.91	6.09	0.00	123.99 %	4,709.10	40.00 %	1,883.64	4.10 %	1,883.64
CH46	16.80	18.96	0.26	112.84 %	11,461.70	30.00 %	3,438.51	4.10 %	3,438.51
CH33	26.01	26.76	0.02	102.89 %	25,023.80	25.00 %	6,255.95	4.10 %	6,255.95
MC05	10.11	9.65	0.00	95.48 %	3,357.30	20.00 %	671.46	4.10 %	671.46
CH18	39.84	32.93	0.00	82.64 %	34,402.20	10.00 %	3,440.22	4.10 %	3,440.22
CH41	25.20	20.82	0.46	82.59 %	15,235.20	10.00 %	1,523.52	4.10 %	1,523.52
CH27	10.19	8.28	0.00	81.32 %	5,571.10	10.00 %	557.11	4.10 %	557.11
CH21	55.83	44.94	0.00	80.48 %	19,217.30	10.00 %	1,921.73	4.10 %	1,921.73
CH12	42.15	33.33	0.23	79.07 %	32,157.60	0.00 %		4.10 %	3,215.76
CH09	27.24	21.29	0.02	78.14 %	18,430.60	0.00 %		4.10 %	1,843.06
CH23	13.53	9.86	0.00	72.83 %	8,886.90	0.00 %		4.10 %	
PON1	15.69	11.17	0.30	71.19 %	10,132.55	0.00 %		4.10 %	
CH43	22.29	15.86	0.00	71.14 %	15,440.01	0.00 %		4.10 %	
CH15	93.46	65.87	0.11	70.48 %	49,646.30	0.00 %		4.10 %	
UKI1	16.49	11.25	0.00	68.21 %	8,662.16	0.00 %		4.10 %	
CH34	31.73	21.41	0.00	67.46 %	13,916.70	0.00 %		4.10 %	
CH17	30.48	20.06	0.47	65.81 %	17,363.40	0.00 %		4.10 %	
CH36	11.77	7.48	0.00	63.57 %	6,092.00	0.00 %		4.10 %	
CH44	22.80	14.27	0.70	62.60 %	15,816.50	0.00 %		4.10 %	
CH03	76.46	45.64	0.55	59.69 %	30,637.41	0.00 %		4.10 %	
GPD1	21.24	12.67	0.00	59.62 %	7,291.85	0.00 %		4.10 %	
MJR1	34.13	19.89	0.00	58.29 %	20,582.79	0.00 %		4.10 %	
CH24	33.35	19.12	0.58	57.33 %	15,796.90	0.00 %		4.10 %	
CH20	45.12	25.18	0.04	55.81 %	20,644.30	0.00 %		4.10 %	
MC06	9.97	4.99	0.09	50.09 %	2,162.40	0.00 %		4.10 %	
CH31	15.22	6.92	0.00	45.47 %	6,167.10	0.00 %		4.10 %	
CH06	29.32	8.14	0.00	27.75 %	5,723.40	0.00 %		4.10 %	
CH01	2.53	0.63	0.00	24.81 %	723.20	0.00 %		4.10 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	23.45	0.00	0.00 %	1,927.60	0.00 %		0.00 %	
GHUB	0.00	71.18	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.94	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	1.12	0.56	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	0.81	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	5.35	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 %	