

Accu.Target 6,757.40 L	Sales 5,826.13 L	Achieved % 86.22 %	HO Budget+ % 3.78 %	Total Com. 46.00 L
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Note : Sales Period is From :01-Dec-2025 To :07-Dec-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	454.23	449.08	98.86 %	12,000.00	3.78 %	24,000.00
WEST-02	596.82	564.13	94.52 %	0.00	3.78 %	0.00
NORTH ARCOT	514.03	485.83	94.51 %	12,000.00	3.78 %	12,000.00
TRICHY-01	752.85	660.71	87.76 %	0.00	3.78 %	0.00
SOUTH-03	785.69	670.98	85.40 %	0.00	3.78 %	0.00
WEST-01	529.16	439.22	83.00 %	0.00	3.78 %	0.00
CHENNAI-01	926.32	761.25	82.18 %	0.00	3.78 %	0.00
KL-SOUTH	69.08	53.70	77.74 %	0.00	3.78 %	0.00
SOUTH-01	1,214.71	942.33	77.58 %	0.00	3.78 %	0.00
CHENNAI-02	914.51	688.22	75.26 %	0.00	3.78 %	0.00
OTHERS	0.00	110.68	0.00 %	0.00	0.00 %	0.00
Total	6,757.40	5,826.13	86.22 %		3.78 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	160.60	171.31	106.67%	15,000.00	3.78 %	20,000.00
	SA02	156.92	152.68	97.29%	7,500.00	3.78 %	15,000.00
	SA03	136.71	125.09	91.50%	7,500.00	3.78 %	7,500.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	128.40	132.28	103.03%	15,000.00	3.78 %	15,000.00
	ERD1	155.11	156.95	101.18%	15,000.00	3.78 %	15,000.00
	SLM1	182.52	166.61	91.28%	7,500.00	3.78 %	7,500.00
	MTR1	130.79	108.29	82.80%	0.00	3.78 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA03	148.80	142.24	95.59%	7,500.00	3.78 %	7,500.00
	NA02	174.40	165.30	94.78%	7,500.00	3.78 %	7,500.00
	NA01	190.83	178.29	93.43%	7,500.00	3.78 %	7,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	149.82	154.62	103.20%	15,000.00	3.78 %	15,000.00
	PBR1	170.33	161.46	94.79%	7,500.00	3.78 %	7,500.00
	TRY1	225.39	183.02	81.20%	0.00	3.78 %	0.00
	TNJ1	207.31	161.61	77.96%	0.00	3.78 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	153.91	137.79	89.52%	0.00	3.78 %	7,500.00
	MDU1	301.32	255.72	84.87%	0.00	3.78 %	0.00
	TEN1	131.01	110.21	84.12%	0.00	3.78 %	0.00
	KRR1	76.70	64.39	83.94%	0.00	3.78 %	0.00
	SVG1	122.75	102.88	83.82%	0.00	3.78 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	99.08	90.59	91.42%	0.00	3.78 %	0.00
	CBE1	214.80	186.06	86.62%	0.00	3.78 %	7,500.00
	TPR4	66.26	57.25	86.39%	0.00	3.78 %	0.00
	PLI1	76.54	56.22	73.45%	0.00	3.78 %	0.00
	TPR1	72.48	49.11	67.75%	0.00	3.78 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	171.29	176.92	103.29%	15,000.00	3.78 %	15,000.00
	CH06	292.89	251.34	85.81%	0.00	3.78 %	0.00
	CH05	230.02	185.23	80.53%	0.00	3.78 %	0.00
	CH08	232.12	147.77	63.66%	0.00	3.78 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	69.08	53.70	77.74%	0.00	3.78 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	166.85	150.37	90.12%	7,500.00	3.78 %	7,500.00
	TUT1	274.15	227.89	83.13%	0.00	3.78 %	0.00
	KVT1	202.32	161.77	79.96%	0.00	3.78 %	0.00
	TVL1	187.23	147.40	78.73%	0.00	3.78 %	0.00
	VNR1	157.68	120.99	76.73%	0.00	3.78 %	0.00
	NGR1	226.50	133.92	59.12%	0.00	3.78 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	181.52	150.21	82.75%	0.00	3.78 %	0.00
	CH07	251.38	194.82	77.50%	0.00	3.78 %	0.00
	CH04	242.70	184.87	76.17%	0.00	3.78 %	0.00
	CH01	238.91	158.32	66.27%	0.00	3.78 %	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	29.40	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	35.01	47.46	0.07	135.59 %	29,291.30	40.00 %	11,716.52	3.78 %	11,716.52
ULP1	18.01	22.45	0.04	124.64 %	10,271.70	40.00 %	4,108.68	3.78 %	4,108.68
VPM2	22.10	25.45	0.15	115.20 %	14,927.60	30.00 %	4,478.28	3.78 %	4,478.28
KLM1	26.35	29.96	0.15	113.70 %	25,598.20	30.00 %	7,679.46	3.78 %	7,679.46
CDM1	26.70	29.99	0.04	112.34 %	28,700.50	30.00 %	8,610.15	3.78 %	8,610.15
PRT1	16.99	18.80	0.00	110.67 %	14,952.20	30.00 %	4,485.66	3.78 %	4,485.66
TDM1	14.36	14.61	0.00	101.74 %	8,739.30	25.00 %	2,184.83	3.78 %	2,184.83
CUD1	44.67	43.76	0.03	97.97 %	35,307.54	20.00 %	7,061.51	3.78 %	8,826.89
KKI2	26.16	25.56	0.52	97.73 %	17,117.50	20.00 %	3,423.50	3.78 %	4,279.38
POY1	41.79	40.39	0.00	96.66 %	30,472.00	20.00 %	6,094.40	3.78 %	7,618.00
SJI2	22.95	20.92	0.91	91.18 %	13,718.09	15.00 %	2,057.71	3.78 %	2,057.71
TVM2	19.06	17.15	0.00	89.98 %	11,020.10	10.00 %	1,102.01	3.78 %	1,653.02
TRK1	29.41	26.21	0.34	89.10 %	19,325.69	10.00 %	1,932.57	3.78 %	2,898.85
VCM1	13.81	12.19	0.01	88.26 %	4,943.10	10.00 %	494.31	3.78 %	741.47
KML1	14.72	12.78	0.14	86.82 %	5,707.50	10.00 %	570.75	3.78 %	856.13
NVL2	28.91	24.03	0.07	83.11 %	16,723.20	10.00 %	1,672.32	3.78 %	1,672.32
VPM1	11.74	9.06	0.00	77.22 %	4,272.60	0.00 %		3.78 %	427.26
MKM1	12.79	9.74	0.00	76.15 %	7,145.40	0.00 %		3.78 %	
TVM1	17.10	11.69	0.00	68.34 %	4,408.70	0.00 %		3.78 %	
STP1	11.62	6.87	0.00	59.10 %	3,358.70	0.00 %		3.78 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VKL1	7.65	11.53	0.18	150.78 %	11,655.00	40.00 %	4,662.00	3.78 %	4,662.00
EDP1	7.30	10.84	0.00	148.43 %	3,877.20	40.00 %	1,550.88	3.78 %	1,550.88
NKL2	22.64	32.72	0.00	144.51 %	22,955.20	40.00 %	9,182.08	3.78 %	9,182.08
PLC1	12.19	16.67	0.00	136.77 %	17,672.80	40.00 %	7,069.12	3.78 %	7,069.12
PMP1	12.62	15.99	0.00	126.75 %	10,142.50	40.00 %	4,057.00	3.78 %	4,057.00
DPR1	9.55	12.07	0.00	126.40 %	6,275.70	40.00 %	2,510.28	3.78 %	2,510.28
KVP1	8.63	10.16	0.17	117.67 %	5,828.20	30.00 %	1,748.46	3.78 %	2,331.28
SLM2	18.95	21.52	0.00	113.57 %	10,907.60	30.00 %	3,272.28	3.78 %	3,272.28
PDR1	8.36	9.41	0.00	112.55 %	8,449.10	30.00 %	2,534.73	3.78 %	2,534.73
ATU1	21.70	23.48	0.18	108.21 %	12,734.30	25.00 %	3,183.58	3.78 %	3,820.29
SGI1	10.70	10.81	0.00	101.04 %	12,567.00	25.00 %	3,141.75	3.78 %	3,141.75
TCG1	12.92	12.98	0.00	100.49 %	9,796.60	25.00 %	2,449.15	3.78 %	2,449.15
ERD2	30.20	30.13	0.05	99.76 %	30,604.30	20.00 %	6,120.86	3.78 %	7,651.08
HSR2	38.48	37.29	0.40	96.90 %	32,892.30	20.00 %	6,578.46	3.78 %	8,223.08
HSR1	26.58	25.52	0.03	96.01 %	18,891.80	20.00 %	3,778.36	3.78 %	3,778.36
CMI1	9.55	9.04	0.00	94.69 %	8,012.20	15.00 %	1,201.83	3.78 %	1,602.44
OML1	17.87	16.82	0.71	94.13 %	12,358.90	15.00 %	1,853.84	3.78 %	2,471.78
ERD1	26.84	25.21	0.00	93.93 %	16,718.80	15.00 %	2,507.82	3.78 %	3,343.76
SLM3	20.49	19.01	0.00	92.77 %	12,491.00	15.00 %	1,873.65	3.78 %	2,498.20
TRM1	19.61	17.97	0.00	91.64 %	10,942.20	15.00 %	1,641.33	3.78 %	2,188.44
VPD1	22.83	20.88	0.00	91.46 %	16,613.90	15.00 %	2,492.09	3.78 %	2,492.09
DPR2	14.30	12.93	0.00	90.45 %	6,503.20	15.00 %	975.48	3.78 %	975.48
HRR1	13.49	11.89	0.00	88.14 %	7,460.80	10.00 %	746.08	3.78 %	1,119.12
SLM1	56.21	47.74	0.00	84.92 %	27,994.70	10.00 %	2,799.47	3.78 %	2,799.47
KRI1	19.20	15.85	0.00	82.55 %	10,922.20	10.00 %	1,092.22	3.78 %	1,092.22
RSP1	13.78	10.96	0.00	79.56 %	7,843.10	0.00 %		3.78 %	784.31
EPI1	17.76	13.92	0.00	78.39 %	11,067.80	0.00 %		3.78 %	1,106.78
BMD1	14.27	9.67	0.00	67.77 %	9,636.90	0.00 %		3.78 %	
KMM1	12.03	8.12	0.02	67.55 %	6,503.80	0.00 %		3.78 %	
MTR1	21.53	14.46	0.38	67.16 %	9,932.90	0.00 %		3.78 %	
MCR1	20.18	12.48	0.00	61.85 %	8,650.60	0.00 %		3.78 %	
SGG1	11.15	6.84	0.00	61.39 %	7,282.70	0.00 %		3.78 %	
APN1	17.28	9.22	0.00	53.34 %	11,523.26	0.00 %		3.78 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	22.38	32.65	1.20	145.91 %	26,388.30	40.00 %	10,555.32	3.78 %	10,555.32
TRT1	13.70	19.17	0.00	140.00 %	14,554.30	40.00 %	5,821.72	3.78 %	5,821.72
UGI1	11.97	14.54	0.00	121.49 %	9,295.40	40.00 %	3,718.16	3.78 %	3,718.16
VNB1	14.74	17.10	0.00	115.97 %	14,482.63	30.00 %	4,344.79	3.78 %	5,793.05
WJD1	21.88	23.17	1.50	105.89 %	23,322.20	25.00 %	5,830.55	3.78 %	6,996.66
VEL2	39.29	41.03	0.05	104.43 %	37,632.90	25.00 %	9,408.23	3.78 %	9,408.23
CPT1	10.39	10.77	0.00	103.66 %	9,595.00	25.00 %	2,398.75	3.78 %	2,398.75
PLR1	11.23	11.50	0.00	102.45 %	8,476.60	25.00 %	2,119.15	3.78 %	2,119.15
CGM1	15.87	16.00	0.06	100.84 %	9,767.80	25.00 %	2,441.95	3.78 %	2,441.95
KPM1	17.68	17.63	0.00	99.72 %	11,022.60	20.00 %	2,204.52	3.78 %	2,755.65
BGR1	13.77	13.60	0.02	98.75 %	9,337.60	20.00 %	1,867.52	3.78 %	2,334.40
VSI1	15.31	14.58	0.00	95.28 %	9,933.90	20.00 %	1,986.78	3.78 %	1,986.78
KPM2	58.73	54.82	0.48	93.34 %	35,158.60	15.00 %	5,273.79	3.78 %	7,031.72
TRR1	27.13	24.82	0.03	91.47 %	13,823.40	15.00 %	2,073.51	3.78 %	2,073.51
GDM1	17.32	15.71	0.18	90.66 %	12,372.60	15.00 %	1,855.89	3.78 %	1,855.89
TRL1	31.31	27.33	0.12	87.28 %	27,717.24	10.00 %	2,771.72	3.78 %	4,157.59
SBR1	32.49	27.00	0.26	83.10 %	23,000.50	10.00 %	2,300.05	3.78 %	2,300.05
ARC2	24.41	20.19	0.03	82.71 %	12,464.90	10.00 %	1,246.49	3.78 %	1,246.49
ABR1	18.59	15.34	0.00	82.51 %	13,395.70	10.00 %	1,339.57	3.78 %	1,339.57
PTU1	8.47	6.68	0.00	78.91 %	3,804.40	0.00 %		3.78 %	380.44
VEL1	30.23	23.82	0.00	78.78 %	20,092.10	0.00 %		3.78 %	2,009.21
CYR1	13.11	10.31	0.51	78.63 %	10,984.40	0.00 %		3.78 %	1,098.44
SLG1	11.39	8.56	0.00	75.11 %	6,794.00	0.00 %		3.78 %	
ANI1	11.53	8.20	0.00	71.12 %	4,709.00	0.00 %		3.78 %	
WJP1	21.12	11.32	0.38	53.60 %	7,348.60	0.00 %		3.78 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	7.90	12.12	0.00	153.35 %	6,224.00	40.00 %	2,489.60	3.78 %	2,489.60
KIK1	13.74	19.05	0.22	138.64 %	15,870.70	40.00 %	6,348.28	3.78 %	6,348.28
KRN1	12.34	15.22	0.00	123.32 %	13,942.90	40.00 %	5,577.16	3.78 %	5,577.16
MVM1	33.56	39.30	0.00	117.09 %	34,291.20	30.00 %	10,287.36	3.78 %	13,716.48
TVR1	12.39	14.43	0.00	116.49 %	10,750.70	30.00 %	3,225.21	3.78 %	4,300.28
JKM1	18.90	21.94	0.00	116.10 %	13,225.60	30.00 %	3,967.68	3.78 %	5,290.24
TVR2	30.26	34.71	0.00	114.70 %	22,106.02	30.00 %	6,631.81	3.78 %	6,631.81
MDI1	20.90	23.22	0.00	111.11 %	15,958.40	30.00 %	4,787.52	3.78 %	4,787.52
TTP1	19.80	20.73	0.00	104.71 %	15,712.70	25.00 %	3,928.18	3.78 %	3,928.18
MSI1	15.34	15.33	0.07	99.94 %	9,928.00	20.00 %	1,985.60	3.78 %	2,482.00
PBR2	42.65	42.37	0.02	99.33 %	24,222.39	20.00 %	4,844.48	3.78 %	6,055.60
ORU1	12.55	12.14	0.00	96.66 %	8,830.80	20.00 %	1,766.16	3.78 %	2,207.70
NMM1	15.72	14.98	0.00	95.29 %	16,977.80	20.00 %	3,395.56	3.78 %	3,395.56
KUM1	36.65	34.32	0.01	93.64 %	23,149.70	15.00 %	3,472.46	3.78 %	4,629.94
NGT1	24.49	22.42	0.08	91.55 %	12,791.99	15.00 %	1,918.80	3.78 %	2,558.40
TRY2	14.12	11.71	0.00	82.98 %	5,891.70	10.00 %	589.17	3.78 %	589.17
PTK1	33.74	27.47	0.00	81.42 %	18,546.40	10.00 %	1,854.64	3.78 %	1,854.64
TYR1	29.47	23.72	0.19	80.49 %	13,717.40	10.00 %	1,371.74	3.78 %	1,371.74
TRY4	32.83	26.00	0.00	79.21 %	25,151.90	0.00 %		3.78 %	2,515.19
TRY3	22.39	17.42	0.04	77.81 %	9,994.70	0.00 %		3.78 %	999.47
TNJ2	41.76	31.30	0.00	74.94 %	18,961.20	0.00 %		3.78 %	
TRY1	135.81	100.55	0.05	74.03 %	47,836.20	0.00 %		3.78 %	
NCK1	12.49	8.95	0.00	71.68 %	6,845.10	0.00 %		3.78 %	
AYR1	17.67	11.69	0.00	66.13 %	8,316.40	0.00 %		3.78 %	
APM1	10.99	6.99	0.00	63.62 %	4,929.60	0.00 %		3.78 %	
TNJ1	71.64	45.52	0.17	63.54 %	24,557.30	0.00 %		3.78 %	
PBR1	12.74	7.12	0.00	55.92 %	6,284.90	0.00 %		3.78 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	19.01	28.18	0.00	148.22 %	34,293.25	40.00 %	13,717.30	3.78 %	13,717.30
KRR1	15.57	20.35	0.00	130.68 %	16,692.20	40.00 %	6,676.88	3.78 %	6,676.88
MDU2	39.49	43.61	0.00	110.42 %	25,642.40	30.00 %	7,692.72	3.78 %	7,692.72
PNV2	10.66	11.28	0.00	105.81 %	7,275.00	25.00 %	1,818.75	3.78 %	1,818.75
SGP1	9.61	10.09	0.00	104.97 %	11,677.40	25.00 %	2,919.35	3.78 %	2,919.35
SVG1	17.59	17.56	0.01	99.86 %	16,745.10	20.00 %	3,349.02	3.78 %	4,186.28
DKI1	21.20	20.81	0.05	98.18 %	35,056.10	20.00 %	7,011.22	3.78 %	8,764.03
KPT1	12.83	12.49	0.66	97.39 %	15,591.60	20.00 %	3,118.32	3.78 %	3,897.90
ADP1	15.53	15.03	0.00	96.79 %	18,040.90	20.00 %	3,608.18	3.78 %	4,510.23
BTU1	9.21	8.91	0.00	96.72 %	6,782.10	20.00 %	1,356.42	3.78 %	1,695.53
DGL2	16.84	15.58	0.00	92.51 %	18,032.40	15.00 %	2,704.86	3.78 %	3,606.48
MPA1	21.81	20.01	0.02	91.74 %	17,884.40	15.00 %	2,682.66	3.78 %	3,576.88
CBM1	23.80	21.50	0.01	90.37 %	21,260.90	15.00 %	3,189.14	3.78 %	3,189.14
TMM1	24.27	21.46	0.00	88.44 %	16,350.50	10.00 %	1,635.05	3.78 %	2,452.58
BNR1	16.37	14.40	0.00	87.98 %	12,203.80	10.00 %	1,220.38	3.78 %	1,830.57
MDU6	41.45	36.33	0.00	87.66 %	24,026.40	10.00 %	2,402.64	3.78 %	3,603.96
DGL1	53.80	46.54	0.11	86.50 %	36,961.50	10.00 %	3,696.15	3.78 %	3,696.15
MDU1	82.80	70.18	0.01	84.76 %	37,068.30	10.00 %	3,706.83	3.78 %	3,706.83
TEN2	25.56	21.45	0.25	83.90 %	15,356.30	10.00 %	1,535.63	3.78 %	1,535.63
TDI1	15.96	13.04	0.00	81.71 %	10,893.70	10.00 %	1,089.37	3.78 %	1,089.37
NKI1	12.73	10.10	0.00	79.35 %	13,174.80	0.00 %		3.78 %	1,317.48
ATG1	26.85	20.98	0.29	78.14 %	16,647.50	0.00 %		3.78 %	1,664.75
USL1	16.46	12.81	0.10	77.84 %	10,657.70	0.00 %		3.78 %	1,065.77
CMR1	12.94	10.03	0.00	77.55 %	5,409.00	0.00 %		3.78 %	540.90
PKM1	11.80	9.03	0.00	76.49 %	9,633.50	0.00 %		3.78 %	
TEN1	25.02	18.76	0.09	74.99 %	17,529.50	0.00 %		3.78 %	
ODM1	12.28	9.18	0.00	74.77 %	6,301.40	0.00 %		3.78 %	
KYK1	14.33	10.65	0.00	74.33 %	12,158.80	0.00 %		3.78 %	
TPT1	20.20	14.92	0.00	73.89 %	22,324.50	0.00 %		3.78 %	
PVI1	18.97	13.07	0.08	68.91 %	17,495.30	0.00 %		3.78 %	
MDU3	29.13	19.92	0.00	68.37 %	11,717.40	0.00 %		3.78 %	
MDU5	16.22	10.75	0.00	66.28 %	13,420.80	0.00 %		3.78 %	
NTM1	14.18	9.37	0.00	66.07 %	8,516.90	0.00 %		3.78 %	
MDU4	21.60	12.82	0.02	59.38 %	12,477.10	0.00 %		3.78 %	
MLR1	15.35	8.90	0.00	57.99 %	5,409.40	0.00 %		3.78 %	
MNM1	11.44	5.40	0.00	47.21 %	4,130.90	0.00 %		3.78 %	
PNI1	12.86	5.48	5.87	42.59 %	6,439.00	0.00 %		3.78 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CBE3	6.62	8.46	0.00	127.79 %	11,995.60	40.00 %	4,798.24	3.78 %	4,798.24
CNR1	12.47	15.93	0.00	127.68 %	11,712.00	40.00 %	4,684.80	3.78 %	4,684.80
AVI1	10.25	12.56	0.00	122.55 %	11,519.40	40.00 %	4,607.76	3.78 %	4,607.76
SUL1	9.98	12.16	0.00	121.85 %	15,552.30	40.00 %	6,220.92	3.78 %	6,220.92
KGI1	15.24	17.96	0.00	117.84 %	15,023.70	30.00 %	4,507.11	3.78 %	6,009.48
CBE1	13.90	14.25	0.00	102.52 %	15,895.50	25.00 %	3,973.88	3.78 %	3,973.88
SNR1	13.92	13.95	0.31	100.21 %	14,168.80	25.00 %	3,542.20	3.78 %	3,542.20
CBE4	27.58	25.01	0.00	90.65 %	27,383.09	15.00 %	4,107.46	3.78 %	4,107.46
KGM1	12.31	11.12	0.00	90.32 %	12,771.90	15.00 %	1,915.79	3.78 %	1,915.79
DPM2	13.43	11.76	0.32	87.54 %	12,014.70	10.00 %	1,201.47	3.78 %	1,802.21
GBM1	13.23	11.50	0.30	86.97 %	8,472.30	10.00 %	847.23	3.78 %	1,270.85
CBE2	78.75	66.69	0.06	84.68 %	47,210.60	10.00 %	4,721.06	3.78 %	4,721.06
GDR1	11.10	9.15	0.00	82.49 %	7,024.00	10.00 %	702.40	3.78 %	702.40
SYM2	11.52	9.40	0.09	81.55 %	9,725.80	10.00 %	972.58	3.78 %	972.58
PPI1	12.63	10.30	0.00	81.54 %	15,779.38	10.00 %	1,577.94	3.78 %	1,577.94
UAM1	30.41	24.79	0.00	81.51 %	20,467.50	10.00 %	2,046.75	3.78 %	2,046.75
TPR2	25.70	20.78	0.09	80.85 %	15,527.80	10.00 %	1,552.78	3.78 %	1,552.78
CBE5	10.23	8.24	0.00	80.51 %	10,189.10	10.00 %	1,018.91	3.78 %	1,018.91
TPR4	14.02	10.79	0.30	76.98 %	9,732.90	0.00 %		3.78 %	
MPM1	16.37	12.57	0.09	76.78 %	15,192.80	0.00 %		3.78 %	
KMD1	13.50	10.20	0.00	75.55 %	15,887.00	0.00 %		3.78 %	
UMP1	14.47	10.57	0.21	73.03 %	9,731.10	0.00 %		3.78 %	
PDM1	10.88	7.84	0.24	72.08 %	8,103.80	0.00 %		3.78 %	
KMR1	33.97	23.97	0.04	70.56 %	22,233.50	0.00 %		3.78 %	
CBE6	19.85	13.35	0.00	67.26 %	15,115.79	0.00 %		3.78 %	
TPR1	28.53	17.66	0.11	61.89 %	14,771.60	0.00 %		3.78 %	
PLI1	25.45	14.93	0.00	58.68 %	11,205.20	0.00 %		3.78 %	
TPR3	18.24	10.67	0.00	58.47 %	15,939.59	0.00 %		3.78 %	
ANR1	4.62	2.70	0.69	58.46 %	2,678.60	0.00 %		3.78 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	12.31	19.08	0.00	154.95 %	19,602.90	40.00 %	7,841.16	3.78 %	7,841.16
MRM1	22.50	30.76	0.18	136.69 %	23,593.00	40.00 %	9,437.20	3.78 %	9,437.20
TKM1	13.85	18.73	0.14	135.25 %	18,337.30	40.00 %	7,334.92	3.78 %	7,334.92
CH45	29.45	35.95	0.13	122.10 %	26,648.70	40.00 %	10,659.48	3.78 %	10,659.48
CH08	52.05	54.14	0.14	104.02 %	65,285.70	25.00 %	16,321.43	3.78 %	16,321.43
GUD1	25.98	26.72	0.00	102.84 %	28,381.90	25.00 %	7,095.48	3.78 %	7,095.48
CH19	36.23	37.23	0.00	102.77 %	27,839.90	25.00 %	6,959.98	3.78 %	6,959.98
AVD1	33.42	33.88	0.00	101.36 %	23,618.30	25.00 %	5,904.58	3.78 %	5,904.58
CH40	21.21	20.44	0.00	96.40 %	6,441.60	20.00 %	1,288.32	3.78 %	1,610.40
CH05	45.12	42.93	0.06	95.15 %	33,118.20	20.00 %	6,623.64	3.78 %	6,623.64
CH42	50.12	46.73	0.00	93.23 %	34,346.80	15.00 %	5,152.02	3.78 %	6,869.36
CH30	28.13	25.87	0.17	91.96 %	19,812.50	15.00 %	2,971.88	3.78 %	3,962.50
CH28	35.91	30.70	0.27	85.49 %	50,473.45	10.00 %	5,047.35	3.78 %	5,047.35
CGL1	22.47	18.66	0.01	83.07 %	14,550.80	10.00 %	1,455.08	3.78 %	1,455.08
MC09	5.68	4.68	0.00	82.32 %	3,667.20	10.00 %	366.72	3.78 %	366.72
GUD2	25.44	20.74	0.44	81.55 %	20,856.40	10.00 %	2,085.64	3.78 %	2,085.64
CH16	65.36	53.12	0.06	81.27 %	42,307.80	10.00 %	4,230.78	3.78 %	4,230.78
SKL1	22.73	18.47	0.00	81.25 %	20,399.80	10.00 %	2,039.98	3.78 %	2,039.98
CH48	41.38	32.35	0.02	78.18 %	34,099.10	0.00 %		3.78 %	3,409.91
MC10	8.88	6.88	0.00	77.53 %	4,208.00	0.00 %		3.78 %	420.80
CH29	10.84	8.35	0.00	77.05 %	9,538.10	0.00 %		3.78 %	
CH38	19.90	15.31	0.04	76.92 %	18,252.90	0.00 %		3.78 %	
CH22	33.90	22.25	0.00	65.64 %	27,689.40	0.00 %		3.78 %	
CH35	33.17	21.59	0.00	65.07 %	24,377.48	0.00 %		3.78 %	
CH39	24.31	14.72	0.30	60.55 %	17,325.45	0.00 %		3.78 %	
CH14	62.28	36.74	0.09	59.00 %	29,729.50	0.00 %		3.78 %	
CH07	66.67	34.07	0.12	51.10 %	25,864.60	0.00 %		3.78 %	
CH11	32.79	16.62	0.24	50.67 %	18,032.40	0.00 %		3.78 %	
KNR1	25.41	8.41	0.00	33.10 %	9,950.40	0.00 %		3.78 %	
CH26	15.59	5.15	0.00	33.04 %	4,939.80	0.00 %		3.78 %	
MC02	3.25	0.00		0.00 %	0.00	0.00 %		3.78 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	11.63	16.03	0.34	137.80 %	8,958.30	40.00 %	3,583.32	3.78 %	3,583.32
TVP1	40.00	27.91	0.00	69.77 %	21,958.80	0.00 %		3.78 %	
PAS1	17.44	9.76	0.00	55.97 %	6,907.60	0.00 %		3.78 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UDN1	12.90	18.80	0.00	145.77 %	10,559.10	40.00 %	4,223.64	3.78 %	4,223.64
SGT1	12.75	18.05	0.43	141.57 %	10,551.10	40.00 %	4,220.44	3.78 %	4,220.44
ARM1	11.07	11.58	0.09	104.59 %	8,065.60	25.00 %	2,016.40	3.78 %	2,016.40
KYR1	11.04	11.22	0.00	101.63 %	8,935.50	25.00 %	2,233.88	3.78 %	2,233.88
RPM1	30.86	30.15	0.05	97.70 %	23,753.10	20.00 %	4,750.62	3.78 %	5,938.28
VKM1	11.86	11.44	0.55	96.41 %	14,253.60	20.00 %	2,850.72	3.78 %	3,563.40
TVL1	109.02	99.60	0.10	91.36 %	75,703.80	15.00 %	11,355.57	3.78 %	11,355.57
PKD1	21.12	19.10	0.17	90.45 %	20,043.90	15.00 %	3,006.59	3.78 %	3,006.59
SKD1	15.11	13.65	0.01	90.33 %	11,592.70	15.00 %	1,738.91	3.78 %	1,738.91
KVT1	60.25	54.42	0.22	90.33 %	56,125.09	15.00 %	8,418.76	3.78 %	8,418.76
TKS2	49.34	43.90	0.84	88.98 %	26,406.50	10.00 %	2,640.65	3.78 %	3,960.98
TUT1	127.01	111.44	0.18	87.74 %	84,792.38	10.00 %	8,479.24	3.78 %	12,718.86
SNL1	21.98	18.47	0.03	84.06 %	9,283.20	10.00 %	928.32	3.78 %	928.32
MMT1	22.75	19.07	0.05	83.81 %	8,555.50	10.00 %	855.55	3.78 %	855.55
SVK1	35.78	29.77	0.41	83.22 %	20,629.38	10.00 %	2,062.94	3.78 %	2,062.94
TKS1	38.48	31.75	0.00	82.50 %	23,600.50	10.00 %	2,360.05	3.78 %	2,360.05
TYI1	16.85	13.70	0.00	81.29 %	11,523.00	10.00 %	1,152.30	3.78 %	1,152.30
TCN1	28.63	23.27	0.04	81.29 %	20,611.10	10.00 %	2,061.11	3.78 %	2,061.11
VNR1	20.04	16.24	0.54	81.04 %	14,756.50	10.00 %	1,475.65	3.78 %	1,475.65
PDI1	17.24	13.77	0.16	79.83 %	10,543.90	0.00 %		3.78 %	1,054.39
VNR2	53.92	40.86	0.07	75.79 %	32,798.04	0.00 %		3.78 %	
ERL2	20.84	15.66	0.30	75.14 %	15,753.30	0.00 %		3.78 %	
APK2	22.27	16.49	0.19	74.03 %	15,392.10	0.00 %		3.78 %	
STU2	15.49	10.99	0.23	70.94 %	8,118.00	0.00 %		3.78 %	
SDI1	18.17	12.75	0.00	70.17 %	8,032.15	0.00 %		3.78 %	
APK1	25.68	17.63	0.00	68.66 %	16,532.50	0.00 %		3.78 %	
NGR1	82.45	55.43	1.39	67.23 %	36,463.30	0.00 %		3.78 %	
ASM1	18.32	12.28	0.01	67.06 %	8,954.90	0.00 %		3.78 %	
TKY1	23.60	15.77	0.54	66.83 %	15,250.50	0.00 %		3.78 %	
TUT2	67.93	45.02	0.00	66.28 %	32,414.10	0.00 %		3.78 %	
VLY1	37.02	22.10	0.37	59.70 %	16,601.60	0.00 %		3.78 %	
RND1	45.47	22.48	0.24	49.44 %	21,917.10	0.00 %		3.78 %	
KSM1	14.52	7.16	0.00	49.35 %	4,798.40	0.00 %		3.78 %	
MAR1	52.21	25.13	0.00	48.12 %	14,370.80	0.00 %		3.78 %	
KGL1	18.48	8.01	0.22	43.35 %	4,391.10	0.00 %		3.78 %	
COL1	12.49	3.34	0.00	26.78 %	2,489.70	0.00 %		3.78 %	
TVL2	11.79	1.83	0.00	15.53 %	1,902.60	0.00 %		3.78 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH46	19.60	23.18	0.23	118.25 %	14,253.50	30.00 %	4,276.05	3.78 %	5,701.40
CH33	30.35	35.17	0.01	115.90 %	32,838.70	30.00 %	9,851.61	3.78 %	13,135.48
CH32	5.73	6.11	0.00	106.50 %	4,760.10	25.00 %	1,190.03	3.78 %	1,428.03
CH12	49.18	43.85	0.18	89.16 %	43,063.12	10.00 %	4,306.31	3.78 %	6,459.47
UKI1	19.23	16.59	0.00	86.25 %	12,232.36	10.00 %	1,223.24	3.78 %	1,223.24
MC05	11.79	10.14	0.00	86.01 %	3,718.10	10.00 %	371.81	3.78 %	371.81
CH41	29.40	25.11	0.38	85.38 %	21,631.90	10.00 %	2,163.19	3.78 %	2,163.19
CH27	11.88	10.02	0.00	84.34 %	7,854.80	10.00 %	785.48	3.78 %	785.48
CH18	46.48	38.87	0.00	83.62 %	42,655.70	10.00 %	4,265.57	3.78 %	4,265.57
CH23	15.79	13.09	0.00	82.93 %	13,290.40	10.00 %	1,329.04	3.78 %	1,329.04
CH09	31.78	26.28	0.01	82.70 %	26,389.50	10.00 %	2,638.95	3.78 %	2,638.95
CH21	65.14	53.02	0.00	81.39 %	25,722.00	10.00 %	2,572.20	3.78 %	2,572.20
CH17	35.56	27.28	0.34	76.72 %	25,339.40	0.00 %		3.78 %	
PON1	18.31	13.91	0.24	75.99 %	12,701.85	0.00 %		3.78 %	
GPD1	24.78	18.78	0.00	75.76 %	13,192.35	0.00 %		3.78 %	
CH15	109.04	82.37	0.09	75.55 %	67,615.00	0.00 %		3.78 %	
CH43	26.00	19.56	0.00	75.20 %	22,901.41	0.00 %		3.78 %	
CH34	37.02	27.78	0.00	75.04 %	23,054.00	0.00 %		3.78 %	
CH36	13.73	9.98	0.00	72.71 %	7,846.80	0.00 %		3.78 %	
CH44	26.60	18.23	0.55	68.53 %	19,597.70	0.00 %		3.78 %	
MJR1	39.82	26.43	0.00	66.37 %	27,517.39	0.00 %		3.78 %	
CH03	89.20	58.20	0.43	65.25 %	43,203.01	0.00 %		3.78 %	
CH24	38.90	25.36	0.45	65.18 %	22,633.10	0.00 %		3.78 %	
MC06	11.63	6.73	0.07	57.89 %	3,108.30	0.00 %		3.78 %	
CH20	52.64	30.37	0.03	57.69 %	27,576.70	0.00 %		3.78 %	
CH31	17.76	10.11	0.00	56.94 %	8,489.70	0.00 %		3.78 %	
CH06	34.21	11.09	0.00	32.42 %	8,268.70	0.00 %		3.78 %	
CH01	2.95	0.63	0.00	21.27 %	723.20	0.00 %		3.78 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	24.05	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 %	