

Accu.Target
7,722.74 L

Sales
6,429.60 L

Achieved %
83.26 %

HO Budget+ %
6.74 %

Total Com.
50.67 L

Note : Sales Period is From :01-Dec-2025 To :08-Dec-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	519.12	486.60	93.74 %	12,000.00	6.74 %	24,000.00
NORTH ARCOT	587.46	546.88	93.09 %	15,000.00	6.74 %	15,000.00
WEST-02	682.08	621.20	91.07 %	0.00	6.74 %	0.00
TRICHY-01	860.40	723.91	84.14 %	0.00	6.74 %	0.00
SOUTH-03	897.93	737.41	82.12 %	0.00	6.74 %	0.00
WEST-01	604.75	482.15	79.73 %	0.00	6.74 %	0.00
CHENNAI-01	1,058.65	837.59	79.12 %	0.00	6.74 %	0.00
KL-SOUTH	78.95	61.62	78.05 %	0.00	6.74 %	0.00
SOUTH-01	1,388.24	1,041.93	75.05 %	0.00	6.74 %	0.00
CHENNAI-02	1,045.15	758.98	72.62 %	0.00	6.74 %	0.00
OTHERS	0.00	131.32	0.00 %	0.00	0.00 %	0.00
Total	7,722.74	6,429.60	83.26 %		6.74 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	183.54	184.44	100.49%	15,000.00	6.74 %	15,000.00
	SA02	179.34	167.15	93.20%	7,500.00	6.74 %	7,500.00
	SA03	156.24	135.00	86.41%	0.00	6.74 %	7,500.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	199.31	191.70	96.18%	7,500.00	6.74 %	15,000.00
	NA03	170.06	159.84	93.99%	7,500.00	6.74 %	15,000.00
	NA01	218.09	195.34	89.57%	0.00	6.74 %	7,500.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	177.27	175.96	99.26%	7,500.00	6.74 %	15,000.00
	HSR1	146.74	143.13	97.54%	7,500.00	6.74 %	15,000.00
	SLM1	208.60	180.69	86.62%	0.00	6.74 %	7,500.00
	MTR1	149.48	121.42	81.23%	0.00	6.74 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	171.23	171.02	99.88%	7,500.00	6.74 %	15,000.00
	PBR1	194.66	175.81	90.32%	7,500.00	6.74 %	7,500.00
	TRY1	257.58	200.73	77.93%	0.00	6.74 %	0.00
	TNJ1	236.92	176.34	74.43%	0.00	6.74 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	175.89	151.61	86.19%	0.00	6.74 %	7,500.00
	TEN1	149.73	124.47	83.13%	0.00	6.74 %	0.00
	SVG1	140.28	114.56	81.66%	0.00	6.74 %	0.00
	MDU1	344.36	278.18	80.78%	0.00	6.74 %	0.00
	KRR1	87.66	68.59	78.25%	0.00	6.74 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	113.24	98.84	87.28%	0.00	6.74 %	0.00
	CBE1	245.48	207.11	84.37%	0.00	6.74 %	15,000.00
	TPR4	75.73	63.71	84.12%	0.00	6.74 %	0.00
	PLI1	87.47	58.10	66.42%	0.00	6.74 %	0.00
	TPR1	82.83	54.41	65.68%	0.00	6.74 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	195.76	195.38	99.80%	7,500.00	6.74 %	15,000.00
	CH06	334.73	275.31	82.25%	0.00	6.74 %	0.00
	CH05	262.88	203.45	77.39%	0.00	6.74 %	0.00
	CH08	265.27	163.46	61.62%	0.00	6.74 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	78.95	61.62	78.05%	0.00	6.74 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	190.68	166.27	87.20%	0.00	6.74 %	7,500.00
	TUT1	313.31	250.65	80.00%	0.00	6.74 %	0.00
	TVL1	213.98	168.11	78.56%	0.00	6.74 %	0.00
	KVT1	231.22	176.25	76.23%	0.00	6.74 %	0.00
	VNR1	180.20	134.85	74.83%	0.00	6.74 %	0.00
	NGR1	258.85	145.81	56.33%	0.00	6.74 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	207.46	165.06	79.56%	0.00	6.74 %	0.00
	CH07	287.29	213.25	74.23%	0.00	6.74 %	0.00
	CH04	277.37	204.52	73.73%	0.00	6.74 %	0.00
	CH01	273.04	176.16	64.52%	0.00	6.74 %	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	34.66	0.00%	0.00	0.00 %	0.00
	HO01	0.00	87.38	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	1.12	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	1.19	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.84	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	1.60	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	40.01	50.68	0.06	126.69 %	32,559.70	40.00 %	13,023.88	6.74 %	13,023.88
ULP1	20.58	23.84	0.03	115.84 %	11,730.00	30.00 %	3,519.00	6.74 %	4,692.00
PRT1	19.41	21.76	0.00	112.10 %	16,924.10	30.00 %	5,077.23	6.74 %	6,769.64
CDM1	30.51	33.12	0.04	108.56 %	31,617.10	25.00 %	7,904.28	6.74 %	9,485.13
VPM2	25.25	26.52	0.15	105.02 %	15,770.60	25.00 %	3,942.65	6.74 %	4,731.18
KLM1	30.11	31.35	0.15	104.12 %	27,233.90	25.00 %	6,808.48	6.74 %	8,170.17
TDM1	16.41	16.51	0.00	100.62 %	10,239.70	25.00 %	2,559.93	6.74 %	2,559.93
KKI2	29.89	28.15	0.47	94.18 %	18,694.80	15.00 %	2,804.22	6.74 %	4,673.70
POY1	47.76	44.85	0.00	93.91 %	33,907.60	15.00 %	5,086.14	6.74 %	8,476.90
CUD1	51.05	47.31	0.03	92.68 %	38,294.34	15.00 %	5,744.15	6.74 %	7,658.87
SJI2	26.22	23.06	0.83	87.95 %	15,638.89	10.00 %	1,563.89	6.74 %	2,345.83
TRK1	33.61	28.24	0.32	84.02 %	21,191.04	10.00 %	2,119.10	6.74 %	2,119.10
TVM2	21.78	18.11	0.00	83.15 %	11,153.80	10.00 %	1,115.38	6.74 %	1,115.38
KML1	16.83	13.96	0.13	82.98 %	6,179.90	10.00 %	617.99	6.74 %	617.99
VCM1	15.79	12.55	0.01	79.51 %	5,243.50	0.00 %		6.74 %	524.35
NVL2	33.05	26.18	0.18	79.22 %	17,942.80	0.00 %		6.74 %	1,794.28
MKM1	14.61	10.24	0.00	70.05 %	8,171.30	0.00 %		6.74 %	
VPM1	13.41	9.39	0.00	69.99 %	4,702.50	0.00 %		6.74 %	
TVM1	19.54	13.17	0.00	67.39 %	5,867.10	0.00 %		6.74 %	
STP1	13.28	7.58	0.00	57.07 %	3,476.80	0.00 %		6.74 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRT1	15.65	21.36	0.00	136.47 %	15,863.40	40.00 %	6,345.36	6.74 %	6,345.36
AKM1	25.57	34.56	1.14	135.12 %	28,481.20	40.00 %	11,392.48	6.74 %	11,392.48
VNB1	16.85	20.91	0.00	124.13 %	17,355.93	40.00 %	6,942.37	6.74 %	6,942.37
UGI1	13.68	16.01	0.00	117.02 %	10,311.10	30.00 %	3,093.33	6.74 %	4,124.44
VEL2	44.90	46.35	0.04	103.23 %	41,582.10	25.00 %	10,395.53	6.74 %	12,474.63
PLR1	12.83	12.94	0.00	100.86 %	9,778.90	25.00 %	2,444.73	6.74 %	2,444.73
WJD1	25.01	24.52	1.42	98.06 %	24,623.60	20.00 %	4,924.72	6.74 %	6,155.90
CGM1	18.13	17.40	0.05	95.97 %	11,391.10	20.00 %	2,278.22	6.74 %	2,847.78
KPM1	20.21	19.18	0.00	94.90 %	12,552.70	15.00 %	1,882.91	6.74 %	3,138.18
TRL1	35.79	33.87	0.10	94.65 %	33,424.94	15.00 %	5,013.74	6.74 %	8,356.24
CPT1	11.88	11.21	0.00	94.39 %	10,043.30	15.00 %	1,506.50	6.74 %	2,510.83
KPM2	67.11	62.89	0.42	93.71 %	41,379.00	15.00 %	6,206.85	6.74 %	10,344.75
VEL1	34.55	32.06	0.00	92.77 %	25,870.80	15.00 %	3,880.62	6.74 %	5,174.16
VSI1	17.49	15.90	0.00	90.89 %	10,744.80	15.00 %	1,611.72	6.74 %	2,148.96
BGR1	15.74	14.26	0.02	90.62 %	9,097.30	15.00 %	1,364.60	6.74 %	1,819.46
TRR1	31.01	27.92	0.02	90.06 %	16,055.50	10.00 %	1,605.55	6.74 %	3,211.10
GDM1	19.80	17.55	0.16	88.63 %	12,993.10	10.00 %	1,299.31	6.74 %	1,948.97
SBR1	37.13	30.68	0.23	82.62 %	25,295.10	10.00 %	2,529.51	6.74 %	2,529.51
ABR1	21.25	16.57	0.00	78.01 %	14,106.20	0.00 %		6.74 %	1,410.62
ARC2	27.89	21.17	0.03	75.88 %	12,769.40	0.00 %		6.74 %	1,276.94
ANI1	13.17	9.95	0.00	75.53 %	5,743.30	0.00 %		6.74 %	574.33
PTU1	9.68	7.22	0.00	74.56 %	4,174.40	0.00 %		6.74 %	
SLG1	13.02	9.34	0.00	71.71 %	7,157.50	0.00 %		6.74 %	
CYR1	14.99	10.68	0.49	71.26 %	10,985.10	0.00 %		6.74 %	
WJP1	24.13	12.40	0.35	51.39 %	8,426.20	0.00 %		6.74 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NKL2	25.88	39.49	0.00	152.60 %	26,577.00	40.00 %	10,630.80	6.74 %	10,630.80
EDP1	8.35	11.89	0.00	142.50 %	4,143.00	40.00 %	1,657.20	6.74 %	1,657.20
VKL1	8.74	11.66	0.18	133.42 %	11,829.40	40.00 %	4,731.76	6.74 %	4,731.76
PLC1	13.93	18.04	0.00	129.55 %	19,355.70	40.00 %	7,742.28	6.74 %	7,742.28
PDR1	9.55	12.10	0.00	126.68 %	10,635.60	40.00 %	4,254.24	6.74 %	4,254.24
DPR1	10.92	13.62	0.00	124.77 %	6,882.20	40.00 %	2,752.88	6.74 %	2,752.88
PMP1	14.42	16.44	0.00	114.04 %	10,536.80	30.00 %	3,161.04	6.74 %	4,214.72
SLM2	21.65	23.43	0.00	108.20 %	13,060.10	25.00 %	3,265.03	6.74 %	3,918.03
KVP1	9.86	10.59	0.16	107.33 %	6,111.00	25.00 %	1,527.75	6.74 %	1,833.30
ATU1	24.80	25.52	0.16	102.89 %	13,544.10	25.00 %	3,386.03	6.74 %	4,063.23
SGI1	12.23	12.18	0.00	99.61 %	14,219.70	20.00 %	2,843.94	6.74 %	3,554.93
ERD2	34.52	32.76	0.04	94.91 %	33,828.30	15.00 %	5,074.25	6.74 %	8,457.08
HSR2	43.98	41.54	0.48	94.46 %	36,684.70	15.00 %	5,502.71	6.74 %	9,171.18
TCG1	14.77	13.83	0.00	93.69 %	11,090.20	15.00 %	1,663.53	6.74 %	2,772.55
TRM1	22.41	20.52	0.00	91.58 %	12,230.80	15.00 %	1,834.62	6.74 %	2,446.16
HRR1	15.41	14.11	0.00	91.58 %	8,301.40	15.00 %	1,245.21	6.74 %	1,660.28
ERD1	30.68	27.42	0.00	89.38 %	18,177.40	10.00 %	1,817.74	6.74 %	3,635.48
SLM3	23.42	20.92	0.00	89.34 %	14,167.90	10.00 %	1,416.79	6.74 %	2,833.58
HSR1	30.38	27.11	0.03	89.24 %	20,069.20	10.00 %	2,006.92	6.74 %	4,013.84
CMI1	10.91	9.32	0.00	85.37 %	8,187.00	10.00 %	818.70	6.74 %	1,228.05
VPD1	26.09	22.20	0.00	85.10 %	17,218.00	10.00 %	1,721.80	6.74 %	2,582.70
OML1	20.42	17.16	0.70	84.03 %	12,949.50	10.00 %	1,294.95	6.74 %	1,942.43
DPR2	16.34	13.24	0.00	81.05 %	6,582.90	10.00 %	658.29	6.74 %	658.29
SLM1	64.24	52.02	0.09	80.98 %	30,527.80	10.00 %	3,052.78	6.74 %	3,052.78
RSP1	15.75	12.55	0.00	79.68 %	9,337.40	0.00 %		6.74 %	933.74
KRI1	21.95	17.22	0.00	78.48 %	11,647.10	0.00 %		6.74 %	1,164.71
EPI1	20.30	15.10	0.00	74.39 %	12,382.20	0.00 %		6.74 %	
MTR1	24.60	17.85	0.31	72.53 %	11,182.80	0.00 %		6.74 %	
KMM1	13.74	9.44	0.01	68.68 %	7,982.30	0.00 %		6.74 %	
BMD1	16.31	10.82	0.00	66.34 %	10,575.30	0.00 %		6.74 %	
MCR1	23.07	14.10	0.00	61.12 %	8,932.10	0.00 %		6.74 %	
SGG1	12.74	7.40	0.00	58.06 %	7,470.40	0.00 %		6.74 %	
APN1	19.75	9.60	0.00	48.60 %	12,416.26	0.00 %		6.74 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	9.03	13.90	0.00	153.94 %	9,676.80	40.00 %	3,870.72	6.74 %	3,870.72
KIK1	15.71	20.74	0.20	132.03 %	17,287.30	40.00 %	6,914.92	6.74 %	6,914.92
KRN1	14.11	16.66	0.00	118.12 %	14,576.00	30.00 %	4,372.80	6.74 %	5,830.40
MVM1	38.36	43.43	0.00	113.21 %	37,527.90	30.00 %	11,258.37	6.74 %	15,011.16
JKM1	21.59	24.08	0.00	111.50 %	14,343.00	30.00 %	4,302.90	6.74 %	4,302.90
TVR2	34.59	38.35	0.00	110.88 %	24,664.32	30.00 %	7,399.30	6.74 %	7,399.30
TVR1	14.15	15.28	0.00	107.98 %	11,941.50	25.00 %	2,985.38	6.74 %	3,582.45
MDI1	23.88	25.19	0.00	105.47 %	18,018.10	25.00 %	4,504.53	6.74 %	5,405.43
TTP1	22.63	23.77	0.00	105.04 %	18,707.90	25.00 %	4,676.98	6.74 %	5,612.37
NMM1	17.96	17.67	0.05	98.34 %	19,291.60	20.00 %	3,858.32	6.74 %	4,822.90
ORU1	14.35	13.62	0.00	94.95 %	10,423.70	15.00 %	1,563.56	6.74 %	2,605.93
PBR2	48.75	46.14	0.02	94.66 %	25,859.69	15.00 %	3,878.95	6.74 %	6,464.92
MSI1	17.53	16.01	0.07	91.32 %	10,226.70	15.00 %	1,534.01	6.74 %	2,045.34
NGT1	27.99	25.16	0.07	89.89 %	14,414.59	10.00 %	1,441.46	6.74 %	2,882.92
KUM1	41.88	37.30	0.01	89.05 %	25,683.60	10.00 %	2,568.36	6.74 %	5,136.72
PTK1	38.55	30.81	0.00	79.92 %	19,731.40	0.00 %		6.74 %	1,973.14
TYR1	33.68	26.06	0.17	77.36 %	15,493.40	0.00 %		6.74 %	1,549.34
TRY3	25.59	19.33	0.03	75.55 %	11,419.80	0.00 %		6.74 %	1,141.98
TRY4	37.51	27.91	0.00	74.39 %	26,442.50	0.00 %		6.74 %	
NCK1	14.28	10.43	0.00	73.04 %	8,326.80	0.00 %		6.74 %	
TRY2	16.13	11.73	0.00	72.69 %	5,844.50	0.00 %		6.74 %	
TNJ2	47.73	34.35	0.00	71.96 %	20,673.70	0.00 %		6.74 %	
TRY1	155.22	111.21	0.05	71.65 %	51,553.60	0.00 %		6.74 %	
AYR1	20.20	12.77	0.19	63.24 %	9,516.90	0.00 %		6.74 %	
APM1	12.57	7.62	0.00	60.63 %	5,595.00	0.00 %		6.74 %	
TNJ1	81.88	47.09	0.16	57.51 %	26,076.90	0.00 %		6.74 %	
PBR1	14.55	7.33	0.00	50.36 %	6,264.30	0.00 %		6.74 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	21.73	30.50	0.00	140.39 %	37,231.92	40.00 %	14,892.77	6.74 %	14,892.77
KRR1	17.80	20.89	0.00	117.40 %	17,940.80	30.00 %	5,382.24	6.74 %	7,176.32
MDU2	45.14	46.16	0.00	102.28 %	26,555.40	25.00 %	6,638.85	6.74 %	6,638.85
PNV2	12.19	12.42	0.00	101.95 %	8,205.40	25.00 %	2,051.35	6.74 %	2,051.35
SGP1	10.99	11.19	0.00	101.80 %	12,936.50	25.00 %	3,234.13	6.74 %	3,234.13
ADP1	17.75	16.59	0.00	93.49 %	19,163.70	15.00 %	2,874.56	6.74 %	4,790.93
KPT1	14.66	13.67	0.60	93.29 %	15,854.50	15.00 %	2,378.18	6.74 %	3,170.90
SVG1	20.10	18.56	0.01	92.33 %	19,342.40	15.00 %	2,901.36	6.74 %	3,868.48
BTU1	10.52	9.59	0.00	91.16 %	8,051.20	15.00 %	1,207.68	6.74 %	1,610.24
DKI1	24.23	21.66	0.05	89.42 %	35,865.90	10.00 %	3,586.59	6.74 %	7,173.18
TMM1	27.73	24.67	0.00	88.94 %	18,329.10	10.00 %	1,832.91	6.74 %	3,665.82
DGL2	19.24	17.11	0.01	88.91 %	19,929.80	10.00 %	1,992.98	6.74 %	3,985.96
CBM1	27.19	23.96	0.01	88.12 %	23,042.80	10.00 %	2,304.28	6.74 %	3,456.42
MPA1	24.93	21.39	0.02	85.82 %	18,583.60	10.00 %	1,858.36	6.74 %	2,787.54
BNR1	18.71	16.02	0.04	85.64 %	13,322.70	10.00 %	1,332.27	6.74 %	1,998.41
MDU6	47.37	40.46	0.00	85.42 %	26,056.90	10.00 %	2,605.69	6.74 %	3,908.54
DGL1	61.48	51.31	0.10	83.46 %	40,915.20	10.00 %	4,091.52	6.74 %	4,091.52
NKI1	14.55	11.96	0.00	82.17 %	15,640.20	10.00 %	1,564.02	6.74 %	1,564.02
TEN1	28.59	23.28	0.08	81.44 %	21,410.20	10.00 %	2,141.02	6.74 %	2,141.02
MDU1	94.63	76.14	0.01	80.46 %	40,507.00	10.00 %	4,050.70	6.74 %	4,050.70
CMR1	14.78	11.69	0.00	79.06 %	6,295.86	0.00 %		6.74 %	629.59
TDI1	18.25	14.38	0.00	78.83 %	12,093.30	0.00 %		6.74 %	1,209.33
TEN2	29.22	22.90	0.24	78.40 %	17,271.70	0.00 %		6.74 %	1,727.17
ATG1	30.68	23.96	0.25	78.08 %	20,092.00	0.00 %		6.74 %	2,009.20
KYK1	16.37	12.70	0.00	77.58 %	14,636.60	0.00 %		6.74 %	1,463.66
PKM1	13.49	10.01	0.00	74.24 %	10,683.70	0.00 %		6.74 %	
ODM1	14.04	10.39	0.00	74.06 %	7,313.30	0.00 %		6.74 %	
TPT1	23.08	16.58	0.00	71.85 %	24,348.50	0.00 %		6.74 %	
USL1	18.81	13.44	0.09	71.46 %	10,944.30	0.00 %		6.74 %	
PVI1	21.68	15.42	0.07	71.15 %	18,549.70	0.00 %		6.74 %	
MDU5	18.53	11.96	0.00	64.54 %	14,481.50	0.00 %		6.74 %	
MDU3	33.29	21.13	0.00	63.48 %	11,942.50	0.00 %		6.74 %	
NTM1	16.21	10.10	0.00	62.34 %	9,120.00	0.00 %		6.74 %	
MLR1	17.54	9.97	0.00	56.84 %	6,284.10	0.00 %		6.74 %	
MDU4	24.68	13.90	0.02	56.32 %	12,777.80	0.00 %		6.74 %	
MNM1	13.08	5.48	0.00	41.90 %	4,211.30	0.00 %		6.74 %	
PNI1	14.69	5.81	5.53	39.54 %	6,854.20	0.00 %		6.74 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	14.26	17.88	0.00	125.43 %	13,084.70	40.00 %	5,233.88	6.74 %	5,233.88
AVI1	11.71	14.02	0.03	119.73 %	11,803.10	30.00 %	3,540.93	6.74 %	4,721.24
SUL1	11.40	13.20	0.00	115.73 %	18,207.40	30.00 %	5,462.22	6.74 %	7,282.96
CBE3	7.56	8.68	0.00	114.78 %	12,201.80	30.00 %	3,660.54	6.74 %	4,880.72
KGI1	17.41	19.36	0.00	111.15 %	15,749.20	30.00 %	4,724.76	6.74 %	4,724.76
CBE1	15.89	15.77	0.00	99.25 %	17,656.30	20.00 %	3,531.26	6.74 %	4,414.08
SNR1	15.90	15.38	0.28	96.68 %	16,858.80	20.00 %	3,371.76	6.74 %	4,214.70
GBM1	15.12	13.67	0.25	90.45 %	9,799.80	15.00 %	1,469.97	6.74 %	1,959.96
CBE4	31.53	27.43	0.00	87.02 %	29,908.59	10.00 %	2,990.86	6.74 %	4,486.29
GDR1	12.68	10.79	0.00	85.07 %	8,057.00	10.00 %	805.70	6.74 %	1,208.55
SYM2	13.17	11.15	0.08	84.64 %	11,719.60	10.00 %	1,171.96	6.74 %	1,757.94
CBE2	90.00	75.96	0.06	84.40 %	53,068.30	10.00 %	5,306.83	6.74 %	7,960.25
DPM2	15.35	12.69	0.30	82.67 %	12,855.30	10.00 %	1,285.53	6.74 %	1,285.53
CBE5	11.69	9.17	0.00	78.42 %	13,182.50	0.00 %		6.74 %	1,318.25
KGM1	14.06	10.88	0.00	77.38 %	10,445.80	0.00 %		6.74 %	1,044.58
PPI1	14.43	10.91	0.00	75.57 %	17,116.48	0.00 %		6.74 %	1,711.65
TPR2	29.38	22.18	0.08	75.51 %	16,531.90	0.00 %		6.74 %	1,653.19
KMD1	15.43	11.60	0.00	75.17 %	17,827.30	0.00 %		6.74 %	1,782.73
UAM1	34.76	25.65	0.00	73.81 %	21,236.50	0.00 %		6.74 %	
MPM1	18.70	13.56	0.08	72.52 %	16,361.40	0.00 %		6.74 %	
TPR4	16.02	11.18	0.29	69.76 %	10,633.80	0.00 %		6.74 %	
CBE6	22.68	15.80	0.00	69.63 %	17,381.99	0.00 %		6.74 %	
PDM1	12.43	8.34	0.22	67.06 %	8,848.10	0.00 %		6.74 %	
KMR1	38.82	25.72	0.09	66.26 %	25,116.00	0.00 %		6.74 %	
UMP1	16.54	10.61	0.21	64.17 %	9,856.10	0.00 %		6.74 %	
TPR1	32.61	19.95	0.09	61.17 %	16,950.00	0.00 %		6.74 %	
TPR3	20.85	12.27	0.00	58.88 %	17,319.99	0.00 %		6.74 %	
PLI1	29.09	15.57	0.00	53.54 %	11,894.60	0.00 %		6.74 %	
ANR1	5.28	2.78	0.66	52.72 %	2,734.40	0.00 %		6.74 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	14.07	20.29	0.00	144.23 %	21,235.30	40.00 %	8,494.12	6.74 %	8,494.12
MRM1	25.72	33.24	0.21	129.25 %	25,477.90	40.00 %	10,191.16	6.74 %	10,191.16
TKM1	15.83	20.42	0.35	128.97 %	21,730.75	40.00 %	8,692.30	6.74 %	8,692.30
CH45	33.65	40.33	0.12	119.84 %	29,241.40	30.00 %	8,772.42	6.74 %	11,696.56
CH19	41.40	43.48	0.00	105.01 %	32,389.55	25.00 %	8,097.39	6.74 %	9,716.87
GUD1	29.69	30.33	0.05	102.14 %	32,786.30	25.00 %	8,196.58	6.74 %	8,196.58
CH08	59.48	59.48	0.13	100.00 %	73,487.70	20.00 %	14,697.54	6.74 %	18,371.93
AVD1	38.20	37.34	0.00	97.77 %	26,831.00	20.00 %	5,366.20	6.74 %	6,707.75
CH30	32.14	29.53	0.15	91.88 %	21,183.60	15.00 %	3,177.54	6.74 %	4,236.72
CH05	51.57	46.74	0.06	90.65 %	36,070.60	15.00 %	5,410.59	6.74 %	7,214.12
CH42	57.28	49.66	0.00	86.69 %	35,893.10	10.00 %	3,589.31	6.74 %	5,383.97
CH40	24.23	20.72	0.00	85.48 %	6,605.80	10.00 %	660.58	6.74 %	990.87
CH28	41.04	34.45	0.24	83.95 %	55,870.75	10.00 %	5,587.08	6.74 %	5,587.08
GUD2	29.07	23.92	0.38	82.29 %	24,696.50	10.00 %	2,469.65	6.74 %	2,469.65
CH38	22.75	18.04	0.04	79.32 %	20,193.80	0.00 %		6.74 %	2,019.38
CGL1	25.67	20.01	0.01	77.93 %	16,317.10	0.00 %		6.74 %	1,631.71
SKL1	25.98	19.90	0.00	76.61 %	22,973.80	0.00 %		6.74 %	2,297.38
MC09	6.49	4.97	0.00	76.48 %	3,647.90	0.00 %		6.74 %	364.79
CH16	74.69	56.26	0.07	75.32 %	44,816.30	0.00 %		6.74 %	4,481.63
CH48	47.30	35.18	0.02	74.39 %	36,836.80	0.00 %		6.74 %	
MC10	10.14	7.23	0.00	71.27 %	4,435.90	0.00 %		6.74 %	
CH29	12.38	8.50	0.00	68.63 %	9,934.90	0.00 %		6.74 %	
CH39	27.78	18.73	0.24	67.44 %	20,413.15	0.00 %		6.74 %	
CH22	38.74	24.95	0.00	64.39 %	30,575.20	0.00 %		6.74 %	
CH35	37.91	23.84	0.00	62.89 %	27,368.08	0.00 %		6.74 %	
CH14	71.18	39.80	0.15	55.92 %	33,389.00	0.00 %		6.74 %	
CH11	37.48	18.49	0.22	49.33 %	19,674.50	0.00 %		6.74 %	
CH07	76.20	36.50	0.12	47.91 %	26,588.60	0.00 %		6.74 %	
CH26	17.82	5.90	0.00	33.09 %	6,063.30	0.00 %		6.74 %	
KNR1	29.04	9.36	0.00	32.24 %	11,120.80	0.00 %		6.74 %	
MC02	3.72	0.00		0.00 %	0.00	0.00 %		6.74 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	13.30	17.89	0.30	134.53 %	9,676.80	40.00 %	3,870.72	6.74 %	3,870.72
TVP1	45.72	32.05	0.00	70.09 %	23,671.90	0.00 %		6.74 %	
PAS1	19.93	11.69	0.00	58.63 %	7,959.60	0.00 %		6.74 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGT1	14.57	20.23	0.38	138.87 %	10,760.90	40.00 %	4,304.36	6.74 %	4,304.36
UDN1	14.74	19.77	0.00	134.11 %	10,892.80	40.00 %	4,357.12	6.74 %	4,357.12
ARM1	12.65	13.18	0.08	104.14 %	9,052.00	25.00 %	2,263.00	6.74 %	2,715.60
KYR1	12.62	12.33	0.00	97.67 %	9,999.80	20.00 %	1,999.96	6.74 %	2,499.95
RPM1	35.27	32.15	0.05	91.16 %	26,730.10	15.00 %	4,009.52	6.74 %	5,346.02
TVL1	124.60	112.11	0.09	89.97 %	84,116.40	10.00 %	8,411.64	6.74 %	16,823.28
TYI1	19.26	17.03	0.06	88.41 %	14,038.80	10.00 %	1,403.88	6.74 %	2,105.82
SKD1	17.27	15.16	0.08	87.79 %	12,163.20	10.00 %	1,216.32	6.74 %	1,824.48
KVT1	68.85	60.42	0.19	87.75 %	59,857.81	10.00 %	5,985.78	6.74 %	8,978.67
TKS2	56.39	49.39	0.89	87.59 %	30,606.50	10.00 %	3,060.65	6.74 %	4,590.98
PKD1	24.13	20.70	0.16	85.79 %	22,628.20	10.00 %	2,262.82	6.74 %	3,394.23
TUT1	145.16	123.50	0.18	85.08 %	90,635.58	10.00 %	9,063.56	6.74 %	13,595.34
VKM1	13.56	11.49	0.55	84.77 %	14,295.70	10.00 %	1,429.57	6.74 %	2,144.36
SVK1	40.89	33.45	0.37	81.81 %	22,640.58	10.00 %	2,264.06	6.74 %	2,264.06
TKS1	43.98	35.67	0.00	81.10 %	27,190.10	10.00 %	2,719.01	6.74 %	2,719.01
MMT1	26.00	20.89	0.04	80.35 %	9,491.42	10.00 %	949.14	6.74 %	949.14
SNL1	25.11	19.60	0.02	78.03 %	10,261.56	0.00 %		6.74 %	1,026.16
VNR1	22.90	17.81	0.49	77.78 %	15,051.80	0.00 %		6.74 %	1,505.18
PDI1	19.71	14.78	0.14	74.98 %	11,240.30	0.00 %		6.74 %	1,124.03
APK2	25.45	18.77	0.17	73.76 %	17,046.50	0.00 %		6.74 %	
TCN1	32.71	24.00	0.04	73.38 %	22,000.20	0.00 %		6.74 %	
VNR2	61.62	45.00	0.07	73.03 %	35,181.74	0.00 %		6.74 %	
ERL2	23.81	16.91	0.27	71.02 %	16,495.80	0.00 %		6.74 %	
STU2	17.70	12.32	0.20	69.61 %	8,933.10	0.00 %		6.74 %	
ASM1	20.93	14.39	0.01	68.72 %	10,808.80	0.00 %		6.74 %	
SDI1	20.76	14.05	0.00	67.66 %	8,704.45	0.00 %		6.74 %	
APK1	29.34	19.81	0.00	67.52 %	18,383.70	0.00 %		6.74 %	
TUT2	77.63	49.44	0.00	63.68 %	35,585.70	0.00 %		6.74 %	
NGR1	94.23	59.69	1.47	63.34 %	42,289.30	0.00 %		6.74 %	
VLY1	42.31	26.30	0.33	62.16 %	18,346.30	0.00 %		6.74 %	
TKY1	26.97	16.11	0.53	59.74 %	15,606.90	0.00 %		6.74 %	
KSM1	16.59	8.87	0.00	53.47 %	5,576.40	0.00 %		6.74 %	
MAR1	59.67	28.26	0.00	47.37 %	15,764.00	0.00 %		6.74 %	
RND1	51.96	24.22	0.23	46.61 %	23,704.30	0.00 %		6.74 %	
KGL1	21.12	8.13	0.21	38.50 %	4,382.10	0.00 %		6.74 %	
COL1	14.27	3.85	0.00	26.99 %	2,639.70	0.00 %		6.74 %	
TVL2	13.48	2.14	0.00	15.86 %	2,009.00	0.00 %		6.74 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH46	22.40	25.23	0.21	112.65 %	15,240.30	30.00 %	4,572.09	6.74 %	6,096.12
CH33	34.68	38.89	0.01	112.13 %	35,030.20	30.00 %	10,509.06	6.74 %	14,012.08
CH32	6.55	6.11	0.00	93.29 %	4,772.70	15.00 %	715.91	6.74 %	954.54
CH12	56.21	48.24	0.17	85.82 %	48,147.95	10.00 %	4,814.80	6.74 %	7,222.19
CH27	13.58	11.53	0.00	84.89 %	8,972.00	10.00 %	897.20	6.74 %	1,345.80
CH17	40.64	33.47	0.29	82.36 %	32,637.80	10.00 %	3,263.78	6.74 %	3,263.78
UKI1	21.98	17.92	0.00	81.54 %	13,399.56	10.00 %	1,339.96	6.74 %	1,339.96
CH09	36.32	28.89	0.02	79.53 %	28,396.60	0.00 %		6.74 %	2,839.66
CH41	33.61	26.51	0.36	78.90 %	23,668.50	0.00 %		6.74 %	2,366.85
MC05	13.47	10.44	0.00	77.48 %	3,798.40	0.00 %		6.74 %	379.84
CH18	53.12	41.06	0.00	77.30 %	45,451.40	0.00 %		6.74 %	4,545.14
CH34	42.31	32.57	0.00	76.97 %	24,911.80	0.00 %		6.74 %	2,491.18
CH21	74.45	57.10	0.00	76.70 %	27,487.30	0.00 %		6.74 %	2,748.73
CH43	29.72	22.30	0.00	75.03 %	26,612.01	0.00 %		6.74 %	2,661.20
PON1	20.93	15.57	0.22	74.42 %	14,792.25	0.00 %		6.74 %	
CH23	18.04	13.09	0.00	72.57 %	13,290.40	0.00 %		6.74 %	
CH36	15.69	11.32	0.00	72.14 %	7,934.80	0.00 %		6.74 %	
CH44	30.40	21.79	0.46	71.66 %	21,957.80	0.00 %		6.74 %	
CH15	124.62	86.82	0.08	69.67 %	70,991.70	0.00 %		6.74 %	
GPD1	28.32	19.62	1.08	69.26 %	13,807.15	0.00 %		6.74 %	
CH03	101.95	69.19	0.36	67.87 %	53,300.41	0.00 %		6.74 %	
MJR1	45.51	29.51	0.00	64.84 %	31,105.64	0.00 %		6.74 %	
CH31	20.29	12.52	0.00	61.68 %	10,323.20	0.00 %		6.74 %	
CH24	44.46	26.80	0.42	60.28 %	25,484.70	0.00 %		6.74 %	
MC06	13.29	7.42	0.06	55.87 %	3,409.20	0.00 %		6.74 %	
CH20	60.16	33.03	0.03	54.90 %	29,818.50	0.00 %		6.74 %	
CH06	39.09	11.41	0.00	29.19 %	9,087.70	0.00 %		6.74 %	
CH01	3.37	0.63	0.00	18.70 %	724.20	0.00 %		6.74 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	29.29	0.00	0.00 %	1,927.60	0.00 %		0.00 %	
GHUB	0.00	86.43	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	1.60	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	0.85	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	5.37	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	1.19	0.00	0.00 %	0.00	0.00 %		0.00 %	