

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
11,622.16 L	8,525.56 L	73.36 %	16.64 %	83.20 L

Note : Sales Period is From :01-Sep-2025 To :12-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	124.08	192.56	155.20 %	0.00	16.64 %	0.00
TRICHY-01	1,195.08	952.58	79.71 %	0.00	16.64 %	0.00
WEST-02	1,037.72	816.43	78.68 %	0.00	16.64 %	0.00
WEST-01	852.92	653.32	76.60 %	0.00	16.64 %	0.00
NORTH ARCOT	929.58	676.72	72.80 %	0.00	16.64 %	0.00
CHENNAI-01	1,592.69	1,128.37	70.85 %	0.00	16.64 %	0.00
SOUTH-01	2,111.76	1,494.09	70.75 %	0.00	16.64 %	0.00
SOUTH-03	1,346.10	926.87	68.86 %	0.00	16.64 %	0.00
SOUTH ARCOT	919.87	632.44	68.75 %	0.00	16.64 %	0.00
CHENNAI-02	1,512.36	974.53	64.44 %	0.00	16.64 %	0.00
OTHERS	0.00	77.65	0.00 %	0.00	0.00 %	0.00
Total	11,622.16	8,525.56	73.36 %		16.64 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	124.08	192.56	155.20%	40,000.00	16.64 %	40,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	210.44	175.22	83.26%	0.00	16.64 %	7,500.00
	TNJ1	266.12	217.76	81.83%	0.00	16.64 %	15,000.00
	TRY1	466.31	363.98	78.06%	0.00	16.64 %	22,500.00
	KUM1	252.22	195.62	77.56%	0.00	16.64 %	7,500.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	207.46	190.54	91.85%	7,500.00	16.64 %	20,000.00
	MTR1	218.76	194.00	88.68%	0.00	16.64 %	15,000.00
	SLM1	323.93	243.32	75.12%	0.00	16.64 %	15,000.00
	ERD1	287.57	188.56	65.57%	0.00	16.64 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	160.57	135.55	84.42%	0.00	16.64 %	15,000.00
	TPR4	104.46	83.66	80.09%	0.00	16.64 %	0.00
	PLI1	106.38	83.45	78.45%	0.00	16.64 %	0.00
	CBE1	368.38	288.17	78.23%	0.00	16.64 %	15,000.00
	TPR1	113.14	62.48	55.23%	0.00	16.64 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	344.32	256.15	74.39%	0.00	16.64 %	0.00
	NA03	266.40	193.34	72.58%	0.00	16.64 %	0.00
	NA02	318.85	227.23	71.27%	0.00	16.64 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	311.34	236.57	75.99%	0.00	16.64 %	15,000.00
	CH05	404.59	294.58	72.81%	0.00	16.64 %	0.00
	CH06	507.53	358.07	70.55%	0.00	16.64 %	0.00
	CH08	369.23	239.15	64.77%	0.00	16.64 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	314.26	278.39	88.59%	0.00	16.64 %	30,000.00
	NGR1	331.84	288.72	87.01%	0.00	16.64 %	30,000.00
	TUT1	426.72	352.01	82.49%	0.00	16.64 %	22,500.00
	VNR1	270.73	186.87	69.02%	0.00	16.64 %	0.00
	KVT1	354.54	236.57	66.73%	0.00	16.64 %	0.00
	TVL1	413.66	151.53	36.63%	0.00	16.64 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	265.14	213.73	80.61%	0.00	16.64 %	15,000.00
	SVG1	230.32	165.56	71.88%	0.00	16.64 %	0.00
	KRR1	46.72	31.52	67.47%	0.00	16.64 %	0.00
	MDU2	401.29	267.17	66.58%	0.00	16.64 %	0.00
	DGL1	402.63	248.89	61.82%	0.00	16.64 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	300.91	212.63	70.66%	0.00	16.64 %	0.00
	SA02	330.82	224.76	67.94%	0.00	16.64 %	0.00
	SA03	288.14	195.04	67.69%	0.00	16.64 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	412.70	303.44	73.53%	0.00	16.64 %	0.00
	CH01	407.06	259.32	63.71%	0.00	16.64 %	0.00
	CH09	297.16	176.89	59.53%	0.00	16.64 %	0.00
	CH07	395.45	234.88	59.39%	0.00	16.64 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.18	0.00%	0.00	0.00 %	0.00
	CH02	0.00	38.40	0.00%	0.00	0.00 %	0.00
	HO01	0.00	12.42	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	7.48	0.00%	0.00	0.00 %	0.00
	NA01	0.00	0.23	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.17	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	6.04	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	4.10	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	5.62	0.00%	0.00	0.00 %	0.00

KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	24.47	49.68	0.00	203.01 %	34,705.30	40.00 %	13,882.12	16.64 %	13,882.12
TVP1	66.64	108.34	0.43	162.58 %	59,946.50	40.00 %	23,978.60	16.64 %	23,978.60
KLR1	32.97	34.54	0.04	104.78 %	29,300.50	25.00 %	7,325.13	16.64 %	11,720.20

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	19.99	24.50	0.00	122.59 %	20,088.90	40.00 %	8,035.56	16.64 %	8,035.56
ORU1	23.93	24.28	0.07	101.46 %	24,369.40	25.00 %	6,092.35	16.64 %	9,747.76
TYR1	41.12	40.89	0.00	99.44 %	31,689.30	20.00 %	6,337.86	16.64 %	9,506.79
NGT1	43.65	42.16	0.00	96.59 %	37,111.50	20.00 %	7,422.30	16.64 %	11,133.45
KRN1	20.41	19.43	0.00	95.21 %	22,205.60	20.00 %	4,441.12	16.64 %	6,661.68
TVR1	20.04	18.92	0.00	94.45 %	16,155.70	15.00 %	2,423.36	16.64 %	4,846.71
MSI1	21.14	19.83	0.15	93.80 %	21,552.80	15.00 %	3,232.92	16.64 %	6,465.84
PTK1	48.81	43.94	0.24	90.01 %	42,011.90	10.00 %	4,201.19	16.64 %	10,502.98
KIK1	38.89	34.77	0.00	89.40 %	30,279.60	10.00 %	3,027.96	16.64 %	7,569.90
MDI1	35.82	30.87	0.00	86.19 %	32,025.40	10.00 %	3,202.54	16.64 %	8,006.35
TTP1	31.21	26.34	0.00	84.38 %	21,596.10	10.00 %	2,159.61	16.64 %	5,399.03
TVR2	53.84	43.95	0.25	81.63 %	36,070.10	10.00 %	3,607.01	16.64 %	7,214.02
MVM1	55.26	45.07	0.15	81.57 %	59,197.00	10.00 %	5,919.70	16.64 %	11,839.40
TRY1	241.13	196.63	0.08	81.54 %	131,104.80	10.00 %	13,110.48	16.64 %	26,220.96
PBR2	71.02	57.26	0.17	80.63 %	44,616.40	10.00 %	4,461.64	16.64 %	8,923.28
TNJ2	53.24	41.41	0.40	77.79 %	33,931.40	0.00 %		16.64 %	5,089.71
KUM1	65.24	49.03	0.15	75.15 %	48,463.30	0.00 %		16.64 %	7,269.50
AYR1	29.09	21.80	0.00	74.94 %	18,447.30	0.00 %		16.64 %	1,844.73
JKM1	34.74	24.59	0.50	70.79 %	23,898.60	0.00 %		16.64 %	2,389.86
TNJ1	80.56	51.55	0.08	63.99 %	40,687.10	0.00 %		16.64 %	
NMM1	29.74	18.63	0.18	62.66 %	26,323.60	0.00 %		16.64 %	
APM1	21.22	13.29	0.12	62.63 %	14,757.10	0.00 %		16.64 %	
PBR1	23.88	14.79	0.00	61.92 %	12,827.50	0.00 %		16.64 %	
NCK1	23.10	14.06	0.00	60.85 %	16,038.50	0.00 %		16.64 %	
TRY3	44.38	22.59	0.25	50.90 %	19,061.20	0.00 %		16.64 %	
TRY2	23.64	12.00	0.00	50.75 %	9,100.70	0.00 %		16.64 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	18.87	25.18	0.00	133.41 %	26,138.80	40.00 %	10,455.52	16.64 %	10,455.52
PMP1	21.48	26.65	0.19	124.07 %	15,327.60	40.00 %	6,131.04	16.64 %	6,131.04
OML1	28.47	30.75	0.17	107.99 %	28,233.10	25.00 %	7,058.28	16.64 %	11,293.24
EDP1	13.49	13.39	0.00	99.27 %	8,328.50	20.00 %	1,665.70	16.64 %	2,498.55
TRM1	43.54	43.22	0.00	99.26 %	41,636.30	20.00 %	8,327.26	16.64 %	12,490.89
APN1	24.16	23.74	0.00	98.27 %	28,691.60	20.00 %	5,738.32	16.64 %	8,607.48
PLC1	19.95	19.44	0.14	97.47 %	14,042.10	20.00 %	2,808.42	16.64 %	4,212.63
MCR1	27.28	26.49	0.02	97.13 %	30,296.70	20.00 %	6,059.34	16.64 %	9,089.01
VKL1	18.49	17.74	0.03	95.94 %	17,965.80	20.00 %	3,593.16	16.64 %	5,389.74
VPD1	34.70	31.09	0.00	89.60 %	40,112.00	10.00 %	4,011.20	16.64 %	10,028.00
BMD1	20.07	17.73	0.00	88.33 %	21,267.30	10.00 %	2,126.73	16.64 %	5,316.83
HRR1	25.02	21.81	0.00	87.18 %	14,400.50	10.00 %	1,440.05	16.64 %	3,600.13
DPR1	17.30	14.84	0.00	85.77 %	13,122.70	10.00 %	1,312.27	16.64 %	3,280.68
HSR2	60.24	51.00	0.03	84.65 %	37,384.80	10.00 %	3,738.48	16.64 %	9,346.20
HSR1	38.45	31.49	0.17	81.89 %	32,278.90	10.00 %	3,227.89	16.64 %	6,455.78
SLM3	48.44	37.33	0.00	77.07 %	25,088.20	0.00 %		16.64 %	3,763.23
KVP1	21.79	16.69	0.00	76.59 %	17,773.90	0.00 %		16.64 %	2,666.09
ATU1	39.51	29.86	0.00	75.58 %	21,584.60	0.00 %		16.64 %	3,237.69
KRI1	26.68	20.10	0.13	75.34 %	13,492.40	0.00 %		16.64 %	2,023.86
ERD2	49.85	37.07	0.06	74.37 %	52,201.90	0.00 %		16.64 %	5,220.19
EPI1	28.18	20.20	0.04	71.68 %	22,786.90	0.00 %		16.64 %	2,278.69
SLM2	30.86	21.75	0.00	70.47 %	20,540.70	0.00 %		16.64 %	2,054.07
DPR2	22.80	15.82	0.00	69.41 %	11,096.10	0.00 %		16.64 %	1,109.61
MTR1	34.29	23.34	0.00	68.07 %	20,851.20	0.00 %		16.64 %	2,085.12
NKL2	50.85	34.28	0.06	67.41 %	44,675.00	0.00 %		16.64 %	4,467.50
TCG1	24.02	16.04	0.00	66.78 %	12,796.30	0.00 %		16.64 %	1,279.63
ERD1	47.70	31.50	0.04	66.04 %	33,072.50	0.00 %		16.64 %	
SLM1	104.59	65.96	0.06	63.06 %	45,398.30	0.00 %		16.64 %	
RSP1	27.26	16.68	0.02	61.17 %	20,030.40	0.00 %		16.64 %	
CMI1	15.90	9.62	0.00	60.46 %	12,245.20	0.00 %		16.64 %	
KMM1	20.24	10.75	0.35	53.11 %	13,004.80	0.00 %		16.64 %	
PDR1	18.68	9.71	0.03	51.97 %	13,288.10	0.00 %		16.64 %	
SGG1	14.57	5.18	0.00	35.56 %	4,960.20	0.00 %		16.64 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	13.09	21.58	0.06	164.90 %	25,750.90	40.00 %	10,300.36	16.64 %	10,300.36
KMR1	42.90	52.70	0.10	122.84 %	58,369.10	40.00 %	23,347.64	16.64 %	23,347.64
KGI1	23.80	24.43	0.00	102.64 %	15,199.60	25.00 %	3,799.90	16.64 %	6,079.84
CBE5	20.15	20.32	0.10	100.81 %	40,632.60	25.00 %	10,158.15	16.64 %	16,253.04
GDR1	19.61	19.10	0.01	97.43 %	14,588.60	20.00 %	2,917.72	16.64 %	4,376.58
SNR1	27.24	26.11	0.22	95.88 %	32,742.20	20.00 %	6,548.44	16.64 %	9,822.66
CBE3	11.75	11.06	0.01	94.15 %	16,870.20	15.00 %	2,530.53	16.64 %	5,061.06
SYM2	15.86	14.49	0.00	91.38 %	18,730.10	15.00 %	2,809.52	16.64 %	4,682.53
KGM1	15.89	14.48	0.66	91.14 %	16,014.90	15.00 %	2,402.24	16.64 %	4,003.73
CNR1	20.08	18.23	0.00	90.79 %	15,747.70	15.00 %	2,362.16	16.64 %	3,936.93
PDM1	13.80	11.66	0.02	84.51 %	12,887.90	10.00 %	1,288.79	16.64 %	3,221.98
DPM2	20.17	16.96	0.00	84.06 %	24,384.80	10.00 %	2,438.48	16.64 %	6,096.20
UAM1	49.71	40.23	0.00	80.92 %	30,396.70	10.00 %	3,039.67	16.64 %	6,079.34
KMD1	21.78	17.24	0.00	79.18 %	32,084.00	0.00 %		16.64 %	4,812.60
ANR1	8.02	6.34	0.00	79.08 %	8,134.50	0.00 %		16.64 %	1,220.18
TPR3	24.36	18.96	0.08	77.85 %	34,117.30	0.00 %		16.64 %	5,117.60
CBE6	34.12	26.27	0.00	77.00 %	33,279.50	0.00 %		16.64 %	4,991.93
UMP1	20.51	15.60	0.00	76.05 %	13,556.50	0.00 %		16.64 %	2,033.48
GBM1	20.89	15.83	0.00	75.79 %	15,192.50	0.00 %		16.64 %	2,278.88
CBE2	131.70	94.53	0.09	71.77 %	97,626.60	0.00 %		16.64 %	9,762.66
PLI1	36.01	24.76	0.00	68.75 %	28,595.90	0.00 %		16.64 %	2,859.59
CBE1	27.33	18.39	0.00	67.29 %	28,783.80	0.00 %		16.64 %	2,878.38
SUL1	18.82	12.46	0.00	66.21 %	18,801.80	0.00 %		16.64 %	
TPR1	37.60	24.70	0.16	65.69 %	20,252.30	0.00 %		16.64 %	
MPM1	25.60	16.32	0.23	63.77 %	24,157.90	0.00 %		16.64 %	
AVI1	22.45	13.31	0.51	59.30 %	15,889.60	0.00 %		16.64 %	
TPR4	24.15	12.09	0.00	50.08 %	13,276.40	0.00 %		16.64 %	
CBE4	54.36	26.33	0.11	48.44 %	32,661.40	0.00 %		16.64 %	
TPR2	51.18	18.82	0.25	36.77 %	17,474.40	0.00 %		16.64 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANI1	20.90	21.00	0.18	100.47 %	19,169.20	25.00 %	4,792.30	16.64 %	7,667.68
ABR1	33.05	32.18	0.11	97.36 %	30,893.10	20.00 %	6,178.62	16.64 %	9,267.93
VNB1	23.87	22.69	0.03	95.07 %	19,305.40	15.00 %	2,895.81	16.64 %	5,791.62
BGR1	20.78	19.16	0.00	92.19 %	20,118.30	15.00 %	3,017.75	16.64 %	6,035.49
VSI1	28.87	24.84	0.09	86.05 %	33,288.10	10.00 %	3,328.81	16.64 %	8,322.03
WJP1	27.92	23.91	0.07	85.63 %	20,441.30	10.00 %	2,044.13	16.64 %	5,110.33
VEL2	54.80	46.54	0.02	84.93 %	49,745.80	10.00 %	4,974.58	16.64 %	12,436.45
SBR1	50.64	42.47	0.12	83.87 %	50,190.50	10.00 %	5,019.05	16.64 %	12,547.63
KPM2	100.17	78.46	0.02	78.33 %	60,064.30	0.00 %		16.64 %	9,009.65
AKM1	35.21	27.50	0.08	78.10 %	30,064.50	0.00 %		16.64 %	4,509.68
PTU1	12.55	9.65	0.00	76.90 %	8,243.60	0.00 %		16.64 %	1,236.54
CYR1	21.71	16.42	0.14	75.65 %	16,838.30	0.00 %		16.64 %	2,525.75
ARC2	42.30	31.62	0.12	74.76 %	28,460.10	0.00 %		16.64 %	2,846.01
CPT1	16.24	12.12	0.01	74.62 %	16,209.60	0.00 %		16.64 %	1,620.96
GDM1	31.30	23.27	0.29	74.34 %	22,524.00	0.00 %		16.64 %	2,252.40
TRR1	54.53	39.65	0.32	72.70 %	33,829.80	0.00 %		16.64 %	3,382.98
SLG1	20.85	13.77	0.00	66.05 %	16,230.30	0.00 %		16.64 %	
TRL1	69.00	43.16	0.25	62.56 %	51,985.70	0.00 %		16.64 %	
KPM1	37.08	22.91	0.19	61.79 %	20,672.10	0.00 %		16.64 %	
UGI1	21.63	13.18	0.00	60.92 %	11,583.40	0.00 %		16.64 %	
VEL1	54.24	32.11	0.03	59.21 %	31,473.10	0.00 %		16.64 %	
WJD1	59.03	34.32	0.04	58.14 %	36,427.90	0.00 %		16.64 %	
TRT1	25.85	14.99	0.21	58.00 %	11,811.00	0.00 %		16.64 %	
CGM1	41.63	21.16	0.00	50.83 %	16,278.40	0.00 %		16.64 %	
PLR1	25.43	9.63	0.00	37.89 %	8,395.60	0.00 %		16.64 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TKM1	27.63	26.53	0.25	96.00 %	28,526.50	20.00 %	5,705.30	16.64 %	8,557.95
CH35	30.66	28.10	0.09	91.68 %	28,573.20	15.00 %	4,285.98	16.64 %	7,143.30
CH37	21.80	19.54	0.14	89.65 %	16,314.60	10.00 %	1,631.46	16.64 %	4,078.65
CH42	66.23	59.14	0.12	89.30 %	58,744.80	10.00 %	5,874.48	16.64 %	14,686.20
CH45	47.11	40.18	0.25	85.29 %	35,111.80	10.00 %	3,511.18	16.64 %	8,777.95
CH30	47.86	39.20	0.18	81.90 %	20,473.90	10.00 %	2,047.39	16.64 %	4,094.78
MC10	15.41	12.48	0.00	80.97 %	5,350.30	10.00 %	535.03	16.64 %	1,070.06
CH16	109.12	83.85	0.27	76.84 %	98,636.40	0.00 %		16.64 %	14,795.46
CH11	56.77	42.88	0.09	75.54 %	40,007.90	0.00 %		16.64 %	6,001.19
SKL1	35.06	26.33	0.22	75.10 %	30,338.60	0.00 %		16.64 %	4,550.79
GUD1	50.47	37.74	0.26	74.78 %	56,197.00	0.00 %		16.64 %	5,619.70
CH19	75.32	56.17	0.20	74.58 %	60,903.70	0.00 %		16.64 %	6,090.37
CH28	60.98	44.73	0.19	73.35 %	64,154.40	0.00 %		16.64 %	6,415.44
CH48	73.22	53.59	0.07	73.19 %	58,821.30	0.00 %		16.64 %	5,882.13
GUD2	48.70	34.79	0.21	71.45 %	33,517.00	0.00 %		16.64 %	3,351.70
CH05	90.36	63.78	0.54	70.58 %	61,181.30	0.00 %		16.64 %	6,118.13
CH14	133.16	92.15	0.45	69.20 %	94,369.60	0.00 %		16.64 %	9,436.96
CH08	103.70	70.25	0.11	67.74 %	93,046.30	0.00 %		16.64 %	9,304.63
CGL1	37.98	25.66	0.43	67.57 %	19,287.80	0.00 %		16.64 %	1,928.78
MRM1	48.99	32.87	0.71	67.09 %	34,262.00	0.00 %		16.64 %	3,426.20
CH22	49.07	32.77	0.14	66.78 %	35,731.90	0.00 %		16.64 %	3,573.19
CH38	41.45	27.04	0.23	65.23 %	29,521.90	0.00 %		16.64 %	
AVD1	63.54	41.27	0.15	64.96 %	44,398.20	0.00 %		16.64 %	
CH26	17.22	10.54	0.26	61.21 %	11,289.00	0.00 %		16.64 %	
KNR1	42.93	25.64	0.13	59.73 %	26,561.60	0.00 %		16.64 %	
CH07	81.95	48.78	0.01	59.52 %	44,230.60	0.00 %		16.64 %	
CH39	40.26	22.63	0.34	56.21 %	23,929.40	0.00 %		16.64 %	
CH29	15.06	7.39	0.00	49.12 %	9,437.40	0.00 %		16.64 %	
MC09	8.57	4.04	0.00	47.08 %	2,550.00	0.00 %		16.64 %	
CH40	41.08	15.75	0.06	38.34 %	7,328.60	0.00 %		16.64 %	
MC02	11.06	2.57	0.00	23.21 %	1,163.10	0.00 %		16.64 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KSM1	31.12	40.63	0.00	130.55 %	23,742.90	40.00 %	9,497.16	16.64 %	9,497.16
ERL2	28.36	36.31	0.05	128.02 %	37,748.60	40.00 %	15,099.44	16.64 %	15,099.44
RPM1	79.85	98.08	0.03	122.83 %	81,717.30	40.00 %	32,686.92	16.64 %	32,686.92
SKD1	18.08	21.61	0.11	119.55 %	30,219.80	30.00 %	9,065.94	16.64 %	12,087.92
SDI1	42.88	49.73	0.07	115.98 %	45,987.10	30.00 %	13,796.13	16.64 %	18,394.84
TYI1	26.19	30.06	0.00	114.75 %	39,037.60	30.00 %	11,711.28	16.64 %	15,615.04
KYR1	18.55	19.54	0.51	105.31 %	17,202.50	25.00 %	4,300.63	16.64 %	6,881.00
PKD1	31.56	30.67	0.09	97.17 %	35,739.70	20.00 %	7,147.94	16.64 %	10,721.91
VNR1	29.45	26.46	0.00	89.84 %	24,148.90	10.00 %	2,414.89	16.64 %	6,037.23
MAR1	63.64	57.08	0.01	89.69 %	41,090.10	10.00 %	4,109.01	16.64 %	10,272.53
VNR2	82.49	71.07	0.09	86.15 %	70,069.00	10.00 %	7,006.90	16.64 %	17,517.25
COL1	13.72	11.75	0.66	85.59 %	13,364.20	10.00 %	1,336.42	16.64 %	3,341.05
UDN1	24.90	21.26	0.01	85.39 %	18,389.30	10.00 %	1,838.93	16.64 %	4,597.33
RND1	67.54	55.77	0.15	82.57 %	59,872.30	10.00 %	5,987.23	16.64 %	11,974.46
TKS2	66.41	54.65	0.14	82.29 %	46,412.40	10.00 %	4,641.24	16.64 %	9,282.48
TKY1	36.64	30.11	0.02	82.17 %	35,146.60	10.00 %	3,514.66	16.64 %	7,029.32
MMT1	31.12	25.56	0.00	82.12 %	26,776.10	10.00 %	2,677.61	16.64 %	5,355.22
PDI1	27.25	22.27	0.08	81.73 %	20,439.00	10.00 %	2,043.90	16.64 %	4,087.80
TUT2	82.42	66.27	0.00	80.41 %	65,701.70	10.00 %	6,570.17	16.64 %	13,140.34
NGR1	128.36	102.25	0.38	79.66 %	76,020.10	0.00 %		16.64 %	15,204.02
KGL1	27.24	21.36	0.00	78.41 %	17,008.50	0.00 %		16.64 %	2,551.28
ASM1	24.18	18.77	0.26	77.62 %	24,349.90	0.00 %		16.64 %	3,652.49
SNL1	33.26	25.70	0.00	77.28 %	21,659.90	0.00 %		16.64 %	3,248.99
SVK1	53.53	41.07	0.28	76.72 %	38,705.70	0.00 %		16.64 %	5,805.86
VKM1	25.11	18.99	0.22	75.65 %	27,114.00	0.00 %		16.64 %	4,067.10
TUT1	220.88	165.65	0.08	74.99 %	176,613.50	0.00 %		16.64 %	17,661.35
ARM1	25.77	19.12	0.00	74.19 %	20,796.00	0.00 %		16.64 %	2,079.60
VLY1	58.57	43.26	0.40	73.86 %	38,676.80	0.00 %		16.64 %	3,867.68
TCN1	43.97	32.46	0.00	73.81 %	36,250.30	0.00 %		16.64 %	3,625.03
STU2	22.38	15.28	0.42	68.24 %	17,548.90	0.00 %		16.64 %	1,754.89
TKS1	58.28	39.06	0.07	67.02 %	47,459.10	0.00 %		16.64 %	4,745.91
APK1	40.46	22.26	0.16	55.03 %	31,220.30	0.00 %		16.64 %	
TVL2	20.36	9.54	0.14	46.83 %	5,122.70	0.00 %		16.64 %	
APK2	64.79	26.00	0.22	40.13 %	25,802.70	0.00 %		16.64 %	
SGT1	39.58	14.60	0.00	36.87 %	8,848.10	0.00 %		16.64 %	
KVT1	138.06	49.02	0.25	35.50 %	71,127.20	0.00 %		16.64 %	
TVL1	284.78	60.85	0.30	21.37 %	60,816.00	0.00 %		16.64 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	33.94	65.36	0.06	192.55 %	67,869.70	40.00 %	27,147.88	16.64 %	27,147.88
KYK1	17.12	22.16	0.00	129.48 %	26,393.70	40.00 %	10,557.48	16.64 %	10,557.48
TPT1	29.36	28.10	0.00	95.72 %	53,110.40	20.00 %	10,622.08	16.64 %	15,933.12
PNV1	16.56	15.51	0.24	93.69 %	15,557.10	15.00 %	2,333.57	16.64 %	4,667.13
MPA1	33.72	30.96	0.00	91.81 %	42,726.50	15.00 %	6,408.98	16.64 %	12,817.95
ADP1	23.24	20.66	0.00	88.93 %	24,663.40	10.00 %	2,466.34	16.64 %	6,165.85
TDI1	24.30	21.08	0.08	86.74 %	24,513.10	10.00 %	2,451.31	16.64 %	6,128.28
MNM1	22.56	19.14	0.00	84.83 %	40,526.30	10.00 %	4,052.63	16.64 %	10,131.58
USL1	27.36	22.24	0.21	81.31 %	22,911.00	10.00 %	2,291.10	16.64 %	4,582.20
MDU6	63.91	48.58	0.00	76.02 %	42,558.80	0.00 %		16.64 %	6,383.82
NTM1	25.32	19.18	0.00	75.72 %	15,543.60	0.00 %		16.64 %	2,331.54
MDU2	74.79	56.10	0.13	75.01 %	44,865.00	0.00 %		16.64 %	4,486.50
TMM1	43.75	31.47	0.40	71.93 %	30,257.30	0.00 %		16.64 %	3,025.73
CBM1	34.34	24.40	0.16	71.04 %	26,804.90	0.00 %		16.64 %	2,680.49
MLR1	22.75	16.08	0.00	70.66 %	16,334.70	0.00 %		16.64 %	1,633.47
ODM1	23.01	15.97	0.00	69.41 %	11,555.70	0.00 %		16.64 %	1,155.57
KPT1	25.74	17.03	0.53	66.15 %	16,259.70	0.00 %		16.64 %	
SGP1	16.46	10.81	1.09	65.69 %	17,167.40	0.00 %		16.64 %	
KRR1	23.72	15.55	0.01	65.59 %	16,289.90	0.00 %		16.64 %	
TEN2	35.04	22.78	0.17	65.01 %	16,069.90	0.00 %		16.64 %	
PKM1	21.41	13.70	0.05	64.02 %	12,405.00	0.00 %		16.64 %	
CMR1	20.56	13.08	0.45	63.60 %	11,115.70	0.00 %		16.64 %	
DGL1	86.08	54.06	1.67	62.80 %	59,862.40	0.00 %		16.64 %	
SVG1	32.66	20.39	0.50	62.44 %	20,412.40	0.00 %		16.64 %	
PNI1	21.08	13.02	0.22	61.76 %	10,035.10	0.00 %		16.64 %	
TEN1	35.22	21.51	1.34	61.06 %	24,516.80	0.00 %		16.64 %	
KKD2	31.64	18.71	0.18	59.14 %	24,735.90	0.00 %		16.64 %	
BTU1	17.44	10.30	0.19	59.05 %	12,442.20	0.00 %		16.64 %	
MDU1	174.48	102.60	0.21	58.80 %	75,927.20	0.00 %		16.64 %	
MDU5	30.06	17.47	0.28	58.14 %	26,906.30	0.00 %		16.64 %	
NKI1	22.10	12.19	0.57	55.16 %	15,061.00	0.00 %		16.64 %	
MDU4	33.80	18.13	0.00	53.65 %	15,418.10	0.00 %		16.64 %	
BNR1	27.48	14.39	0.58	52.38 %	15,092.20	0.00 %		16.64 %	
MDU3	52.92	27.54	0.24	52.04 %	23,211.90	0.00 %		16.64 %	
DKI1	46.62	21.91	0.00	47.00 %	25,234.10	0.00 %		16.64 %	
DGL2	31.90	11.61	0.03	36.39 %	14,000.50	0.00 %		16.64 %	
ATG1	43.70	13.10	0.00	29.97 %	20,859.00	0.00 %		16.64 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ULP1	44.72	45.54	0.12	101.82 %	38,489.10	25.00 %	9,622.28	16.64 %	15,395.64
VPM2	47.17	43.65	0.61	92.53 %	35,847.10	15.00 %	5,377.07	16.64 %	10,754.13
KLM1	41.64	38.36	0.33	92.12 %	45,550.40	15.00 %	6,832.56	16.64 %	13,665.12
KML1	24.85	20.25	0.00	81.47 %	16,304.20	10.00 %	1,630.42	16.64 %	3,260.84
PRT1	37.73	30.25	0.13	80.19 %	26,527.10	10.00 %	2,652.71	16.64 %	5,305.42
CDM1	52.02	41.40	0.12	79.57 %	38,137.90	0.00 %		16.64 %	7,627.58
SJI1	45.74	35.87	0.00	78.42 %	29,524.50	0.00 %		16.64 %	4,428.68
POY1	74.86	54.20	0.10	72.41 %	59,860.00	0.00 %		16.64 %	5,986.00
CUD1	86.79	61.77	1.53	71.18 %	65,699.20	0.00 %		16.64 %	6,569.92
MKM1	24.28	16.76	0.01	69.02 %	15,623.00	0.00 %		16.64 %	1,562.30
TRK1	59.31	40.31	0.91	67.95 %	42,928.00	0.00 %		16.64 %	4,292.80
VPM1	19.81	12.80	0.00	64.61 %	12,268.60	0.00 %		16.64 %	
VCM1	28.28	17.41	0.00	61.57 %	11,474.30	0.00 %		16.64 %	
TVM1	26.94	16.43	0.00	60.96 %	11,697.30	0.00 %		16.64 %	
POY2	73.34	41.54	0.05	56.64 %	41,013.40	0.00 %		16.64 %	
TVM2	39.71	20.75	0.06	52.27 %	12,888.70	0.00 %		16.64 %	
KKI2	55.36	28.77	0.23	51.97 %	25,506.90	0.00 %		16.64 %	
TDM1	49.45	25.24	0.11	51.04 %	17,937.10	0.00 %		16.64 %	
STP1	22.37	10.97	0.00	49.04 %	8,931.70	0.00 %		16.64 %	
NVL2	65.49	30.18	0.04	46.08 %	33,058.10	0.00 %		16.64 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	36.67	32.90	0.34	89.71 %	21,936.10	10.00 %	2,193.61	16.64 %	5,484.03
CH32	11.02	9.33	7.26	84.67 %	6,083.50	10.00 %	608.35	16.64 %	1,520.88
UKI1	33.12	27.30	0.31	82.42 %	25,112.90	10.00 %	2,511.29	16.64 %	5,022.58
MC06	17.86	14.36	0.09	80.40 %	6,863.90	10.00 %	686.39	16.64 %	1,372.78
CH17	31.20	24.61	0.22	78.87 %	21,710.90	0.00 %		16.64 %	3,256.64
CH12	77.22	59.76	0.06	77.39 %	59,188.50	0.00 %		16.64 %	8,878.28
MJR1	63.59	48.96	0.19	77.00 %	43,459.70	0.00 %		16.64 %	6,518.96
CH33	48.24	36.50	0.00	75.66 %	45,950.60	0.00 %		16.64 %	6,892.59
CH44	48.65	36.30	0.36	74.61 %	34,348.60	0.00 %		16.64 %	3,434.86
CH18	76.57	56.51	0.08	73.80 %	67,921.80	0.00 %		16.64 %	6,792.18
CH34	67.18	48.45	0.22	72.13 %	45,065.50	0.00 %		16.64 %	4,506.55
CH43	43.22	31.10	0.14	71.95 %	38,751.80	0.00 %		16.64 %	3,875.18
MC05	25.39	17.93	0.00	70.64 %	5,134.40	0.00 %		16.64 %	513.44
CH21	104.06	69.32	0.19	66.62 %	56,735.50	0.00 %		16.64 %	
CH20	75.36	49.97	0.10	66.31 %	43,020.60	0.00 %		16.64 %	
CH03	142.44	94.27	0.15	66.19 %	85,054.70	0.00 %		16.64 %	
CH41	48.80	32.24	0.09	66.06 %	48,019.50	0.00 %		16.64 %	
PON1	34.04	22.28	0.15	65.44 %	22,757.10	0.00 %		16.64 %	
CH23	28.95	16.43	0.00	56.75 %	16,510.40	0.00 %		16.64 %	
CH27	22.02	12.21	0.00	55.46 %	17,952.40	0.00 %		16.64 %	
CH06	66.97	36.97	0.28	55.21 %	34,948.60	0.00 %		16.64 %	
CH24	63.12	33.19	0.18	52.58 %	36,818.30	0.00 %		16.64 %	
CH15	169.33	88.87	0.12	52.48 %	81,617.70	0.00 %		16.64 %	
CH46	30.32	15.91	0.00	52.47 %	16,586.60	0.00 %		16.64 %	
CH31	32.10	15.42	0.00	48.03 %	17,540.70	0.00 %		16.64 %	
CH09	62.32	26.85	0.15	43.08 %	32,862.50	0.00 %		16.64 %	
MC08	10.49	4.33	0.00	41.27 %	758.30	0.00 %		16.64 %	
CH36	36.69	11.32	0.00	30.86 %	10,272.40	0.00 %		16.64 %	
CH01	5.39	0.92	0.00	17.09 %	748.80	0.00 %		16.64 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	16.32	0.00	0.00 %	3,750.00	0.00 %		0.00 %	
GHUB	0.00	11.33	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.09	0.00	0.00 %	0.00	0.00 %		0.00 %	
NASD	0.00	0.23	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	5.62	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	7.48	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	4.10	0.11	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	22.08	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.17	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	3.18	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	6.04	1.76	0.00 %	0.00	0.00 %		0.00 %	