

Accu.Target 18,702.35 L	Sales 14,021.97 L	Achieved % 74.97 %	HO Budget+ % 15.03 %	Total Com. 130.00 L
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Note : Sales Period is From :01-Oct-2025 To :12-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	2,270.53	1,766.84	77.82 %	0.00	15.03 %	51,000.00
NORTH ARCOT	1,469.07	1,103.51	75.12 %	0.00	15.03 %	0.00
TRICHY-01	1,988.35	1,487.27	74.80 %	0.00	15.03 %	0.00
WEST-02	2,042.72	1,506.30	73.74 %	0.00	15.03 %	0.00
SOUTH ARCOT	1,346.79	991.46	73.62 %	0.00	15.03 %	0.00
SOUTH-03	2,391.54	1,744.89	72.96 %	0.00	15.03 %	0.00
CHENNAI-02	2,243.59	1,632.64	72.77 %	0.00	15.03 %	0.00
WEST-01	1,597.75	1,159.54	72.57 %	0.00	15.03 %	0.00
SOUTH-01	3,182.22	2,181.50	68.55 %	0.00	15.03 %	0.00
KL-SOUTH	169.78	97.67	57.53 %	0.00	15.03 %	0.00
OTHERS	0.00	350.36	0.00 %	0.00	0.00 %	0.00
Total	18,702.35	14,021.97	74.97 %		15.03 %	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	694.07	578.51	83.35%	0.00	15.03 %	37,500.00
	CH03	436.68	362.03	82.91%	0.00	15.03 %	22,500.00
	CH08	508.26	383.47	75.45%	0.00	15.03 %	0.00
	CH05	631.52	442.82	70.12%	0.00	15.03 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	456.82	371.90	81.41%	0.00	15.03 %	22,500.00
	NA03	472.83	353.31	74.72%	0.00	15.03 %	0.00
	NA01	539.42	378.30	70.13%	0.00	15.03 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	422.02	342.08	81.06%	0.00	15.03 %	22,500.00
	TNJ1	475.35	380.33	80.01%	0.00	15.03 %	22,500.00
	PBR1	499.13	369.43	74.02%	0.00	15.03 %	0.00
	TRY1	591.85	395.44	66.81%	0.00	15.03 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	413.46	333.70	80.71%	0.00	15.03 %	22,500.00
	ERD1	542.04	404.52	74.63%	0.00	15.03 %	0.00
	SLM1	655.08	479.84	73.25%	0.00	15.03 %	0.00
	MTR1	432.14	288.25	66.70%	0.00	15.03 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	443.74	359.05	80.91%	0.00	15.03 %	22,500.00
	SA03	407.27	323.51	79.43%	0.00	15.03 %	22,500.00
	SA02	495.77	308.90	62.31%	0.00	15.03 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	683.93	600.88	87.86%	0.00	15.03 %	90,000.00
	KKD2	440.05	353.72	80.38%	0.00	15.03 %	22,500.00
	SVG1	415.95	288.34	69.32%	0.00	15.03 %	0.00
	KRR1	107.93	71.98	66.69%	0.00	15.03 %	0.00
	DGL1	743.67	429.97	57.82%	0.00	15.03 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	531.55	421.63	79.32%	0.00	15.03 %	30,000.00
	CH01	580.74	446.28	76.85%	0.00	15.03 %	30,000.00
	CH09	441.35	322.24	73.01%	0.00	15.03 %	0.00
	CH04	689.94	442.49	64.13%	0.00	15.03 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	187.46	161.90	86.37%	0.00	15.03 %	15,000.00
	UAM1	290.64	222.09	76.41%	0.00	15.03 %	0.00
	CBE1	659.37	502.54	76.22%	0.00	15.03 %	0.00
	TPR1	218.02	139.52	63.99%	0.00	15.03 %	0.00
	PLI1	242.26	133.49	55.10%	0.00	15.03 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	654.34	520.35	79.52%	0.00	15.03 %	37,500.00
	TKS1	442.38	339.68	76.78%	0.00	15.03 %	22,500.00
	KVT1	580.34	385.45	66.42%	0.00	15.03 %	0.00
	NGR1	537.27	341.77	63.61%	0.00	15.03 %	0.00
	TVL1	523.95	322.80	61.61%	0.00	15.03 %	0.00
	VNR1	443.92	271.47	61.15%	0.00	15.03 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	169.78	97.67	57.53%	0.00	15.03 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.66	0.00%	0.00	0.00 %	0.00
	CH02	0.00	38.18	0.00%	0.00	0.00 %	0.00
	HO01	0.00	279.93	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	7.21	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	4.50	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	4.27	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	10.61	0.00%	0.00	0.00 %	0.00

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH28	75.86	86.48	0.13	114.00 %	128,956.70	30.00 %	38,687.01	15.03 %	51,582.68
CH19	85.81	94.99	0.21	110.70 %	87,060.90	30.00 %	26,118.27	15.03 %	34,824.36
TKM1	35.71	36.34	0.00	101.74 %	39,073.60	25.00 %	9,768.40	15.03 %	11,722.08
CH42	96.12	94.94	0.07	98.77 %	98,994.80	20.00 %	19,798.96	15.03 %	29,698.44
GUD2	62.25	58.07	0.09	93.28 %	50,437.90	15.00 %	7,565.69	15.03 %	12,609.48
CH40	47.00	42.95	0.02	91.38 %	19,728.10	15.00 %	2,959.22	15.03 %	4,932.03
CH39	43.04	39.04	0.09	90.70 %	36,990.60	15.00 %	5,548.59	15.03 %	9,247.65
MC10	18.63	16.60	0.00	89.13 %	11,017.30	10.00 %	1,101.73	15.03 %	2,754.33
AVD1	108.44	91.32	0.11	84.21 %	62,749.80	10.00 %	6,274.98	15.03 %	12,549.96
GUD1	63.30	53.28	0.10	84.17 %	78,454.60	10.00 %	7,845.46	15.03 %	15,690.92
CH16	151.59	121.99	0.14	80.47 %	133,620.80	10.00 %	13,362.08	15.03 %	20,043.12
MRM1	70.37	55.87	0.11	79.40 %	59,662.20	0.00 %		15.03 %	8,949.33
CH35	58.23	46.08	0.18	79.13 %	50,650.50	0.00 %		15.03 %	7,597.58
CH38	57.78	45.63	0.07	78.97 %	51,386.70	0.00 %		15.03 %	7,708.01
CGL1	50.62	39.52	0.15	78.07 %	36,202.00	0.00 %		15.03 %	5,430.30
SKL1	59.14	45.48	0.00	76.89 %	58,777.60	0.00 %		15.03 %	8,816.64
CH48	87.36	65.21	0.07	74.64 %	68,577.10	0.00 %		15.03 %	6,857.71
CH08	159.29	118.28	0.06	74.26 %	161,923.50	0.00 %		15.03 %	16,192.35
CH45	76.66	56.89	0.45	74.21 %	58,636.00	0.00 %		15.03 %	5,863.60
CH14	164.14	119.85	0.06	73.02 %	111,596.30	0.00 %		15.03 %	11,159.63
CH22	67.14	47.98	0.05	71.47 %	54,814.50	0.00 %		15.03 %	5,481.45
CH05	135.55	94.83	0.13	69.96 %	86,113.00	0.00 %		15.03 %	8,611.30
CH07	112.85	75.88	0.04	67.24 %	79,417.40	0.00 %		15.03 %	
KNR1	79.20	53.16	0.05	67.12 %	41,302.00	0.00 %		15.03 %	
CH11	85.16	52.82	0.17	62.03 %	51,908.70	0.00 %		15.03 %	
CH30	92.72	56.69	0.32	61.15 %	45,290.70	0.00 %		15.03 %	
CH29	26.07	13.51	0.19	51.83 %	18,790.40	0.00 %		15.03 %	
CH37	49.73	23.66	0.07	47.58 %	25,260.80	0.00 %		15.03 %	
CH26	22.70	10.39	0.00	45.75 %	12,909.50	0.00 %		15.03 %	
MC09	14.31	6.17	0.00	43.10 %	3,208.80	0.00 %		15.03 %	
MC02	13.77	2.96	0.00	21.51 %	1,097.90	0.00 %		15.03 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SLG1	41.02	46.74	0.00	113.95 %	36,722.70	30.00 %	11,016.81	15.03 %	14,689.08
VEL1	73.43	75.07	0.10	102.23 %	64,691.10	25.00 %	16,172.78	15.03 %	25,876.44
AKM1	83.70	83.73	0.19	100.04 %	61,682.50	20.00 %	12,336.50	15.03 %	18,504.75
WJP1	46.39	44.52	0.13	95.97 %	35,761.30	20.00 %	7,152.26	15.03 %	10,728.39
BGR1	28.70	26.88	0.00	93.64 %	26,787.80	15.00 %	4,018.17	15.03 %	8,036.34
ABR1	48.12	44.16	0.00	91.76 %	42,345.90	15.00 %	6,351.89	15.03 %	10,586.48
TRT1	60.70	52.49	0.33	86.47 %	43,002.10	10.00 %	4,300.21	15.03 %	10,750.53
GDM1	46.03	39.59	0.16	86.00 %	39,848.30	10.00 %	3,984.83	15.03 %	9,962.08
CGM1	42.50	35.56	0.00	83.68 %	23,591.30	10.00 %	2,359.13	15.03 %	4,718.26
PLR1	29.87	24.99	0.00	83.67 %	24,412.00	10.00 %	2,441.20	15.03 %	4,882.40
VEL2	85.74	69.76	0.08	81.36 %	82,097.00	10.00 %	8,209.70	15.03 %	16,419.40
UGI1	37.26	29.31	0.30	78.65 %	28,079.30	0.00 %		15.03 %	4,211.90
WJD1	54.34	42.70	0.11	78.58 %	44,475.70	0.00 %		15.03 %	6,671.36
TRL1	90.33	70.75	0.06	78.32 %	91,588.20	0.00 %		15.03 %	13,738.23
KPM1	53.11	41.10	0.24	77.39 %	43,200.50	0.00 %		15.03 %	6,480.08
TRR1	82.05	60.63	0.90	73.89 %	47,560.40	0.00 %		15.03 %	4,756.04
ANI1	31.98	23.32	0.16	72.92 %	20,638.30	0.00 %		15.03 %	2,063.83
ARC2	57.00	40.80	0.06	71.58 %	32,083.10	0.00 %		15.03 %	3,208.31
VSI1	52.42	36.28	0.25	69.22 %	41,957.60	0.00 %		15.03 %	4,195.76
CPT1	30.47	20.86	0.00	68.45 %	21,721.30	0.00 %		15.03 %	2,172.13
SBR1	112.08	59.68	0.02	53.24 %	63,642.70	0.00 %		15.03 %	
PTU1	19.84	10.33	0.18	52.07 %	11,898.90	0.00 %		15.03 %	
KPM2	173.80	85.29	0.09	49.07 %	68,791.60	0.00 %		15.03 %	
VNB1	49.08	22.15	0.00	45.13 %	18,318.10	0.00 %		15.03 %	
CYR1	39.10	16.84	0.07	43.07 %	17,528.70	0.00 %		15.03 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY3	52.08	58.43	0.11	112.18 %	38,840.20	30.00 %	11,652.06	15.03 %	15,536.08
TVR1	28.27	31.24	0.00	110.50 %	25,480.50	30.00 %	7,644.15	15.03 %	10,192.20
TVR2	73.67	73.74	0.00	100.10 %	58,230.60	20.00 %	11,646.12	15.03 %	17,469.18
MDI1	57.68	54.38	0.26	94.28 %	47,128.40	15.00 %	7,069.26	15.03 %	14,138.52
MVM1	83.79	76.83	0.00	91.69 %	82,951.10	15.00 %	12,442.67	15.03 %	20,737.78
KIK1	42.07	37.51	0.00	89.17 %	40,719.80	10.00 %	4,071.98	15.03 %	10,179.95
TNJ1	123.63	107.90	0.28	87.27 %	79,080.60	10.00 %	7,908.06	15.03 %	19,770.15
ORU1	37.13	32.03	0.13	86.26 %	36,727.60	10.00 %	3,672.76	15.03 %	9,181.90
TYR1	79.99	68.00	0.06	85.01 %	49,600.10	10.00 %	4,960.01	15.03 %	9,920.02
TNJ2	97.56	82.57	0.03	84.64 %	69,184.90	10.00 %	6,918.49	15.03 %	13,836.98
TRY2	36.43	30.15	0.00	82.75 %	24,663.90	10.00 %	2,466.39	15.03 %	4,932.78
PDK1	42.24	33.60	0.42	79.55 %	29,596.30	0.00 %		15.03 %	4,439.45
KUM1	108.26	86.05	0.11	79.48 %	70,976.10	0.00 %		15.03 %	10,646.42
NGT1	67.42	53.57	0.08	79.46 %	53,850.80	0.00 %		15.03 %	8,077.62
KRN1	36.68	26.94	0.07	73.44 %	26,379.70	0.00 %		15.03 %	2,637.97
PBR1	39.14	28.41	0.00	72.60 %	25,091.80	0.00 %		15.03 %	2,509.18
NMM1	44.31	30.77	0.10	69.45 %	36,306.90	0.00 %		15.03 %	3,630.69
PBR2	125.98	87.40	0.16	69.38 %	65,702.10	0.00 %		15.03 %	6,570.21
AYR1	51.99	34.83	0.01	66.99 %	23,961.20	0.00 %		15.03 %	
APM1	26.39	17.49	0.25	66.26 %	18,625.90	0.00 %		15.03 %	
MSI1	51.98	34.04	0.03	65.50 %	28,873.20	0.00 %		15.03 %	
TTP1	68.50	44.71	0.00	65.27 %	46,351.50	0.00 %		15.03 %	
PTK1	88.65	55.20	0.28	62.26 %	46,721.90	0.00 %		15.03 %	
TRY1	399.95	246.33	0.04	61.59 %	179,522.10	0.00 %		15.03 %	
JKM1	66.27	39.92	0.00	60.23 %	30,789.60	0.00 %		15.03 %	
NCK1	33.83	15.25	0.02	45.07 %	14,847.90	0.00 %		15.03 %	
TRY4	24.47	0.00		0.00 %	0.00	0.00 %		15.03 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	39.02	54.29	0.00	139.13 %	40,839.70	40.00 %	16,335.88	15.03 %	16,335.88
PMP1	45.22	49.02	0.09	108.41 %	27,259.90	25.00 %	6,814.98	15.03 %	10,903.96
SLM3	95.64	92.07	0.09	96.27 %	60,677.60	20.00 %	12,135.52	15.03 %	18,203.28
HSR2	105.76	98.55	0.09	93.19 %	88,370.40	15.00 %	13,255.56	15.03 %	22,092.60
PDR1	27.35	24.50	0.14	89.60 %	27,404.90	10.00 %	2,740.49	15.03 %	6,851.23
APN1	37.66	33.69	0.20	89.47 %	39,349.10	10.00 %	3,934.91	15.03 %	9,837.28
PLC1	45.29	39.71	0.00	87.67 %	42,983.40	10.00 %	4,298.34	15.03 %	10,745.85
ERD1	96.72	81.42	2.24	84.18 %	61,758.40	10.00 %	6,175.84	15.03 %	12,351.68
CMI1	32.20	26.67	0.30	82.82 %	30,464.70	10.00 %	3,046.47	15.03 %	6,092.94
EDP1	30.05	24.39	0.00	81.16 %	15,625.00	10.00 %	1,562.50	15.03 %	3,125.00
HRR1	38.06	30.72	0.28	80.72 %	24,024.00	10.00 %	2,402.40	15.03 %	3,603.60
SLM2	65.72	53.04	0.17	80.70 %	38,343.40	10.00 %	3,834.34	15.03 %	5,751.51
DPR1	28.53	22.99	0.00	80.58 %	18,001.30	10.00 %	1,800.13	15.03 %	2,700.20
NKL2	93.12	69.94	0.41	75.10 %	66,721.40	0.00 %		15.03 %	6,672.14
SGG1	29.28	21.74	0.28	74.25 %	16,631.10	0.00 %		15.03 %	1,663.11
ERD2	100.30	74.41	0.19	74.19 %	84,556.00	0.00 %		15.03 %	8,455.60
SLM1	200.78	147.96	0.00	73.69 %	90,173.00	0.00 %		15.03 %	9,017.30
VKL1	27.00	19.73	0.12	73.08 %	18,259.20	0.00 %		15.03 %	1,825.92
OML1	65.31	47.67	0.00	72.99 %	50,490.60	0.00 %		15.03 %	5,049.06
KVP1	37.35	26.88	0.04	71.97 %	24,810.60	0.00 %		15.03 %	2,481.06
BMD1	38.47	27.31	0.04	71.01 %	30,551.00	0.00 %		15.03 %	3,055.10
TCG1	36.45	25.25	0.63	69.28 %	20,368.90	0.00 %		15.03 %	2,036.89
TRM1	71.46	48.21	1.92	67.47 %	38,827.40	0.00 %		15.03 %	
MCR1	73.23	48.62	0.00	66.39 %	39,764.00	0.00 %		15.03 %	
ATU1	80.74	52.39	0.07	64.89 %	40,723.70	0.00 %		15.03 %	
RSP1	56.44	35.70	0.16	63.25 %	32,482.50	0.00 %		15.03 %	
KMM1	43.18	25.15	0.16	58.23 %	28,983.00	0.00 %		15.03 %	
VPD1	78.85	45.71	0.00	57.98 %	52,057.90	0.00 %		15.03 %	
DPR2	38.25	20.86	0.00	54.53 %	16,834.40	0.00 %		15.03 %	
MTR1	78.83	41.86	0.06	53.11 %	34,205.60	0.00 %		15.03 %	
HSR1	83.30	39.96	0.11	47.98 %	36,539.00	0.00 %		15.03 %	
EPI1	65.65	30.58	0.14	46.58 %	33,966.70	0.00 %		15.03 %	
KRI1	57.53	25.29	0.00	43.96 %	13,652.30	0.00 %		15.03 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	67.24	92.16	0.10	137.06 %	53,634.30	40.00 %	21,453.72	15.03 %	21,453.72
NVL2	79.07	68.85	0.21	87.07 %	65,574.30	10.00 %	6,557.43	15.03 %	16,393.58
VPM2	66.21	56.38	0.15	85.16 %	48,863.80	10.00 %	4,886.38	15.03 %	12,215.95
CUD1	130.10	108.57	0.26	83.45 %	99,769.40	10.00 %	9,976.94	15.03 %	19,953.88
POY2	102.33	85.23	0.04	83.28 %	63,059.60	10.00 %	6,305.96	15.03 %	12,611.92
POY1	114.50	93.67	0.08	81.81 %	93,309.60	10.00 %	9,330.96	15.03 %	18,661.92
KLM1	66.62	53.12	0.12	79.74 %	63,216.00	0.00 %		15.03 %	9,482.40
PRT1	53.87	41.32	0.30	76.70 %	39,873.20	0.00 %		15.03 %	5,980.98
TRK1	85.22	65.21	0.23	76.51 %	63,443.20	0.00 %		15.03 %	6,344.32
ULP1	67.07	48.27	0.07	71.97 %	46,335.70	0.00 %		15.03 %	4,633.57
TDM1	59.13	40.92	0.01	69.21 %	31,861.30	0.00 %		15.03 %	3,186.13
KML1	37.77	25.87	0.63	68.50 %	25,448.50	0.00 %		15.03 %	2,544.85
KKI2	87.90	58.43	0.10	66.48 %	45,252.60	0.00 %		15.03 %	
MKM1	30.20	18.45	0.24	61.11 %	16,766.50	0.00 %		15.03 %	
VPM1	26.78	16.29	0.28	60.84 %	12,908.70	0.00 %		15.03 %	
STP1	30.04	18.18	0.00	60.50 %	17,603.30	0.00 %		15.03 %	
TVM1	41.19	24.47	0.38	59.41 %	15,073.50	0.00 %		15.03 %	
TVM2	61.51	28.21	0.00	45.87 %	17,158.80	0.00 %		15.03 %	
VCM1	41.41	16.89	0.00	40.78 %	15,261.30	0.00 %		15.03 %	
CDM1	98.64	31.10	0.07	31.52 %	29,386.70	0.00 %		15.03 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	68.26	137.74	0.25	201.79 %	101,397.20	40.00 %	40,558.88	15.03 %	40,558.88
KKD3	53.26	81.72	0.34	153.44 %	99,154.00	40.00 %	39,661.60	15.03 %	39,661.60
PNI1	22.45	21.15	0.80	94.20 %	16,618.50	15.00 %	2,492.78	15.03 %	4,985.55
TEN1	57.25	52.62	0.01	91.91 %	54,511.60	15.00 %	8,176.74	15.03 %	13,627.90
TEN2	57.81	51.34	0.01	88.82 %	34,898.80	10.00 %	3,489.88	15.03 %	8,724.70
TDI1	37.69	33.41	0.00	88.66 %	34,223.60	10.00 %	3,422.36	15.03 %	8,555.90
MDU2	150.07	130.73	0.28	87.12 %	99,392.70	10.00 %	9,939.27	15.03 %	24,848.18
DGL2	34.63	30.01	0.00	86.65 %	28,444.30	10.00 %	2,844.43	15.03 %	7,111.08
PVI1	43.77	37.75	0.02	86.23 %	45,819.10	10.00 %	4,581.91	15.03 %	11,454.78
MLR1	39.91	33.66	0.02	84.34 %	30,831.40	10.00 %	3,083.14	15.03 %	6,166.28
DKI1	57.45	47.91	0.05	83.40 %	64,835.20	10.00 %	6,483.52	15.03 %	12,967.04
PNV1	25.54	21.16	0.12	82.88 %	23,562.70	10.00 %	2,356.27	15.03 %	4,712.54
BTU1	25.44	20.79	0.76	81.70 %	25,359.10	10.00 %	2,535.91	15.03 %	5,071.82
PKM1	25.56	19.94	0.26	78.01 %	21,352.60	0.00 %		15.03 %	3,202.89
DGL1	209.54	161.43	0.18	77.04 %	137,228.50	0.00 %		15.03 %	20,584.28
KYK1	28.68	21.08	0.20	73.49 %	23,183.50	0.00 %		15.03 %	2,318.35
ATG1	67.47	49.36	0.49	73.16 %	60,870.40	0.00 %		15.03 %	6,087.04
BNR1	46.78	33.73	0.08	72.09 %	31,694.10	0.00 %		15.03 %	3,169.41
USL1	52.16	37.44	0.03	71.78 %	38,642.40	0.00 %		15.03 %	3,864.24
KRR1	68.09	48.55	0.13	71.31 %	48,602.80	0.00 %		15.03 %	4,860.28
CBM1	70.23	49.79	0.08	70.89 %	48,725.40	0.00 %		15.03 %	4,872.54
SVG1	63.03	43.76	0.04	69.42 %	43,508.90	0.00 %		15.03 %	4,350.89
SGP1	27.42	18.79	0.00	68.53 %	20,508.90	0.00 %		15.03 %	2,050.89
ADP1	45.99	30.16	0.36	65.58 %	33,573.90	0.00 %		15.03 %	
TMM1	93.12	60.72	0.27	65.20 %	43,228.30	0.00 %		15.03 %	
MDU4	57.89	37.19	0.21	64.25 %	33,356.30	0.00 %		15.03 %	
TPT1	53.23	33.71	0.29	63.33 %	56,631.70	0.00 %		15.03 %	
MDU3	91.61	55.45	0.17	60.53 %	40,445.90	0.00 %		15.03 %	
MDU5	52.49	31.37	0.10	59.76 %	44,638.20	0.00 %		15.03 %	
ODM1	39.84	23.43	0.63	58.80 %	16,857.70	0.00 %		15.03 %	
CMR1	38.05	22.12	0.42	58.14 %	16,040.20	0.00 %		15.03 %	
KPT1	30.93	17.93	0.30	57.97 %	20,435.70	0.00 %		15.03 %	
NKI1	57.11	33.03	0.33	57.85 %	43,312.50	0.00 %		15.03 %	
MPA1	69.51	37.37	0.21	53.76 %	45,816.40	0.00 %		15.03 %	
MNM1	37.69	19.95	0.19	52.94 %	26,921.00	0.00 %		15.03 %	
NTM1	44.80	20.52	0.00	45.80 %	23,835.60	0.00 %		15.03 %	
MDU1	310.25	128.12	0.40	41.30 %	101,276.70	0.00 %		15.03 %	
KKD2	36.53	9.94	0.00	27.21 %	12,681.10	0.00 %		15.03 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH33	66.74	62.60	0.00	93.79 %	62,364.20	15.00 %	9,354.63	15.03 %	18,709.26
CH24	82.31	74.27	0.13	90.24 %	74,946.60	15.00 %	11,241.99	15.03 %	18,736.65
CH18	95.88	85.36	0.00	89.02 %	105,336.90	10.00 %	10,533.69	15.03 %	26,334.23
CH15	228.26	198.94	0.25	87.15 %	170,492.10	10.00 %	17,049.21	15.03 %	42,623.03
CH44	73.61	62.89	0.06	85.44 %	50,721.30	10.00 %	5,072.13	15.03 %	12,680.33
CH34	97.26	82.62	0.09	84.95 %	69,958.50	10.00 %	6,995.85	15.03 %	13,991.70
CH12	124.58	102.40	0.33	82.20 %	111,659.10	10.00 %	11,165.91	15.03 %	22,331.82
CH23	34.13	28.04	0.00	82.17 %	32,031.30	10.00 %	3,203.13	15.03 %	6,406.26
CH43	71.76	57.81	0.04	80.56 %	69,226.70	10.00 %	6,922.67	15.03 %	10,384.01
CH21	156.21	124.07	0.31	79.42 %	82,022.10	0.00 %		15.03 %	12,303.32
CH03	219.94	173.97	0.25	79.10 %	157,120.00	0.00 %		15.03 %	23,568.00
CH46	48.17	36.24	0.44	75.24 %	29,993.60	0.00 %		15.03 %	2,999.36
CH31	37.17	27.60	0.00	74.28 %	28,238.30	0.00 %		15.03 %	2,823.83
MC06	27.17	20.09	0.00	73.95 %	14,775.60	0.00 %		15.03 %	1,477.56
CH32	14.51	10.68	0.00	73.58 %	5,159.20	0.00 %		15.03 %	515.92
CH20	115.57	84.23	0.31	72.88 %	78,688.90	0.00 %		15.03 %	7,868.89
MC05	35.93	25.75	0.00	71.66 %	9,800.70	0.00 %		15.03 %	980.07
CH17	33.61	22.98	0.00	68.38 %	32,096.10	0.00 %		15.03 %	3,209.61
CH41	83.11	55.61	0.32	66.91 %	64,087.60	0.00 %		15.03 %	
CH09	90.60	55.96	0.05	61.77 %	66,332.70	0.00 %		15.03 %	
PON1	49.24	30.26	0.09	61.45 %	29,664.40	0.00 %		15.03 %	
CH27	34.17	20.66	0.09	60.46 %	23,189.80	0.00 %		15.03 %	
GPD1	69.46	36.06	0.31	51.92 %	21,930.70	0.00 %		15.03 %	
CH06	92.62	47.51	0.15	51.29 %	53,173.00	0.00 %		15.03 %	
CH36	46.79	23.49	0.00	50.20 %	17,053.50	0.00 %		15.03 %	
UKI1	60.33	28.77	0.30	47.69 %	26,054.90	0.00 %		15.03 %	
MJR1	147.91	52.07	0.00	35.20 %	49,888.80	0.00 %		15.03 %	
CH01	6.56	1.71	0.00	26.03 %	1,405.70	0.00 %		15.03 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	22.57	33.47	0.13	148.30 %	48,502.00	40.00 %	19,400.80	15.03 %	19,400.80
GBM1	35.95	40.53	0.14	112.75 %	27,877.90	30.00 %	8,363.37	15.03 %	11,151.16
TPR3	38.39	39.65	0.00	103.29 %	58,979.00	25.00 %	14,744.75	15.03 %	23,591.60
MPM1	42.17	41.27	0.00	97.87 %	58,653.00	20.00 %	11,730.60	15.03 %	17,595.90
PPI1	29.85	28.54	0.00	95.60 %	32,881.80	20.00 %	6,576.36	15.03 %	9,864.54
ANR1	12.89	11.39	0.38	88.42 %	14,481.00	10.00 %	1,448.10	15.03 %	3,620.25
KMR1	93.79	81.35	0.04	86.73 %	98,801.70	10.00 %	9,880.17	15.03 %	24,700.43
CBE2	240.46	205.45	0.06	85.44 %	177,257.00	10.00 %	17,725.70	15.03 %	44,314.25
CBE1	40.19	33.87	0.02	84.28 %	47,968.90	10.00 %	4,796.89	15.03 %	9,593.78
SUL1	39.02	32.50	0.21	83.30 %	49,661.20	10.00 %	4,966.12	15.03 %	9,932.24
CBE6	50.38	41.08	0.00	81.53 %	41,971.60	10.00 %	4,197.16	15.03 %	8,394.32
KGM1	26.22	21.27	0.22	81.14 %	23,827.40	10.00 %	2,382.74	15.03 %	4,765.48
AVI1	38.53	30.92	0.00	80.26 %	26,746.00	10.00 %	2,674.60	15.03 %	4,011.90
TPR4	25.75	19.34	0.05	75.13 %	18,828.50	0.00 %		15.03 %	1,882.85
CNR1	37.44	28.11	0.00	75.10 %	31,075.40	0.00 %		15.03 %	3,107.54
SYM2	44.50	31.17	0.00	70.05 %	33,810.70	0.00 %		15.03 %	3,381.07
KGI1	48.44	33.77	0.00	69.71 %	24,939.40	0.00 %		15.03 %	2,493.94
PDM1	27.06	17.99	0.00	66.48 %	19,039.00	0.00 %		15.03 %	
CBE3	25.92	16.78	0.00	64.73 %	31,735.80	0.00 %		15.03 %	
GDR1	42.45	27.29	0.11	64.28 %	18,478.30	0.00 %		15.03 %	
DPM2	52.99	33.69	0.02	63.58 %	35,841.80	0.00 %		15.03 %	
CBE5	34.98	20.86	0.11	59.63 %	35,712.10	0.00 %		15.03 %	
UAM1	97.57	58.17	0.06	59.62 %	60,083.50	0.00 %		15.03 %	
CBE4	81.14	47.47	0.06	58.51 %	52,175.80	0.00 %		15.03 %	
TPR2	98.38	55.58	0.01	56.49 %	40,129.70	0.00 %		15.03 %	
TPR1	81.25	44.29	0.38	54.52 %	37,398.70	0.00 %		15.03 %	
PLI1	85.07	42.94	0.01	50.48 %	46,216.60	0.00 %		15.03 %	
SNR1	53.49	23.17	0.00	43.32 %	25,321.50	0.00 %		15.03 %	
UMP1	50.93	17.59	0.99	34.55 %	21,420.90	0.00 %		15.03 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	39.13	42.18	0.09	107.79 %	49,792.80	25.00 %	12,448.20	15.03 %	19,917.12
RPM1	97.41	94.00	0.36	96.50 %	88,210.30	20.00 %	17,642.06	15.03 %	26,463.09
UDN1	39.55	35.70	0.03	90.27 %	35,135.80	15.00 %	5,270.37	15.03 %	8,783.95
TKY1	73.54	62.95	0.02	85.61 %	43,822.40	10.00 %	4,382.24	15.03 %	10,955.60
PKD1	85.94	72.34	0.19	84.17 %	70,917.70	10.00 %	7,091.77	15.03 %	14,183.54
KYR1	32.50	26.87	0.00	82.65 %	24,267.00	10.00 %	2,426.70	15.03 %	4,853.40
TUT1	331.97	268.82	0.10	80.98 %	296,890.80	10.00 %	29,689.08	15.03 %	59,378.16
TKS1	100.29	79.23	0.20	79.00 %	82,349.60	0.00 %		15.03 %	12,352.44
TKS2	120.79	93.65	0.07	77.53 %	83,073.80	0.00 %		15.03 %	12,461.07
VNR1	42.02	31.53	0.00	75.02 %	35,199.30	0.00 %		15.03 %	3,519.93
TUT2	127.17	94.81	0.04	74.55 %	80,083.70	0.00 %		15.03 %	8,008.37
TCN1	64.58	46.66	0.03	72.24 %	51,093.30	0.00 %		15.03 %	5,109.33
NGR1	195.61	140.60	0.99	71.88 %	131,509.40	0.00 %		15.03 %	13,150.94
VNR2	152.48	107.22	0.09	70.32 %	105,628.90	0.00 %		15.03 %	10,562.89
ASM1	44.91	31.40	0.07	69.91 %	36,296.20	0.00 %		15.03 %	3,629.62
ARM1	41.00	28.40	0.19	69.28 %	28,740.30	0.00 %		15.03 %	2,874.03
SKD1	37.83	26.10	0.01	69.00 %	22,182.40	0.00 %		15.03 %	2,218.24
KVT1	164.07	108.24	0.28	65.97 %	134,012.10	0.00 %		15.03 %	
TVL1	307.36	199.27	0.52	64.83 %	171,488.10	0.00 %		15.03 %	
SGT1	29.05	18.33	0.01	63.10 %	14,463.60	0.00 %		15.03 %	
TYI1	51.94	32.19	0.36	61.97 %	44,627.90	0.00 %		15.03 %	
SNL1	62.81	38.19	0.19	60.81 %	35,103.70	0.00 %		15.03 %	
SDI1	45.89	27.66	0.50	60.26 %	25,897.50	0.00 %		15.03 %	
SVK1	102.81	61.68	0.20	60.00 %	64,059.40	0.00 %		15.03 %	
RND1	115.59	69.23	0.06	59.89 %	95,540.10	0.00 %		15.03 %	
APK2	77.41	44.29	0.13	57.22 %	50,806.30	0.00 %		15.03 %	
KGL1	47.63	26.92	0.07	56.51 %	28,214.40	0.00 %		15.03 %	
MMT1	52.73	29.43	0.18	55.82 %	26,333.80	0.00 %		15.03 %	
PDI1	48.94	26.81	0.37	54.78 %	24,972.70	0.00 %		15.03 %	
VKM1	42.37	23.14	0.08	54.62 %	29,372.80	0.00 %		15.03 %	
STU2	39.23	21.34	0.37	54.39 %	17,796.00	0.00 %		15.03 %	
TVL2	29.28	14.73	0.32	50.29 %	7,771.60	0.00 %		15.03 %	
COL1	22.32	11.16	0.04	50.01 %	12,091.90	0.00 %		15.03 %	
MAR1	113.43	55.29	0.11	48.75 %	53,602.60	0.00 %		15.03 %	
VLY1	101.40	49.00	0.31	48.33 %	42,176.50	0.00 %		15.03 %	
KSM1	32.03	15.41	0.13	48.11 %	13,393.20	0.00 %		15.03 %	
APK1	69.20	26.73	0.14	38.64 %	34,823.30	0.00 %		15.03 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	98.42	59.53	0.32	60.48 %	49,518.80	0.00 %		15.03 %	
KLR1	31.89	18.12	0.00	56.83 %	14,897.90	0.00 %		15.03 %	
PAS1	39.46	20.02	0.00	50.72 %	17,205.20	0.00 %		15.03 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	26.65	0.00	0.00 %	128.00	0.00 %		0.00 %	
GHUB	0.00	278.41	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.52	2.51	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	10.61	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	7.21	10.60	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	4.27	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	11.53	0.67	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	5.66	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	4.50	9.18	0.00 %	0.00	0.00 %		0.00 %	