

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
21,819.41 L	16,218.92 L	74.33 %	15.67 %	148.15 L

Note : Sales Period is From :01-Oct-2025 To :14-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	2,648.95	2,049.57	77.37 %	0.00	15.67 %	60,000.00
TRICHY-01	2,319.74	1,776.38	76.58 %	0.00	15.67 %	0.00
WEST-02	2,383.18	1,743.37	73.15 %	0.00	15.67 %	0.00
SOUTH-03	2,790.14	2,028.96	72.72 %	0.00	15.67 %	0.00
WEST-01	1,864.05	1,354.80	72.68 %	0.00	15.67 %	0.00
NORTH ARCOT	1,713.92	1,240.83	72.40 %	0.00	15.67 %	0.00
SOUTH ARCOT	1,571.25	1,127.42	71.75 %	0.00	15.67 %	0.00
CHENNAI-02	2,617.52	1,860.34	71.07 %	0.00	15.67 %	0.00
SOUTH-01	3,712.58	2,516.54	67.78 %	0.00	15.67 %	0.00
KL-SOUTH	198.08	113.56	57.33 %	0.00	15.67 %	0.00
OTHERS	0.00	407.15	0.00 %	0.00	0.00 %	0.00
Total	21,819.41	16,218.92	74.33 %		15.67 %	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	809.75	668.65	82.57%	0.00	15.67 %	45,000.00
	CH03	509.45	403.68	79.24%	0.00	15.67 %	30,000.00
	CH08	592.98	440.26	74.25%	0.00	15.67 %	0.00
	CH05	736.77	536.98	72.88%	0.00	15.67 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	492.36	392.70	79.76%	0.00	15.67 %	22,500.00
	TNJ1	554.58	438.39	79.05%	0.00	15.67 %	30,000.00
	TRY1	690.49	518.03	75.02%	0.00	15.67 %	0.00
	PBR1	582.31	427.27	73.37%	0.00	15.67 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	482.38	381.52	79.09%	0.00	15.67 %	22,500.00
	SLM1	764.26	576.95	75.49%	0.00	15.67 %	0.00
	ERD1	632.38	459.73	72.70%	0.00	15.67 %	0.00
	MTR1	504.16	325.17	64.50%	0.00	15.67 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	797.92	695.47	87.16%	0.00	15.67 %	90,000.00
	KKD2	513.39	401.25	78.16%	0.00	15.67 %	30,000.00
	SVG1	485.28	344.02	70.89%	0.00	15.67 %	0.00
	KRR1	125.92	86.63	68.79%	0.00	15.67 %	0.00
	DGL1	867.62	501.58	57.81%	0.00	15.67 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	218.70	184.18	84.22%	0.00	15.67 %	7,500.00
	CBE1	769.26	596.56	77.55%	0.00	15.67 %	37,500.00
	UAM1	339.08	254.66	75.10%	0.00	15.67 %	0.00
	TPR1	254.36	159.85	62.84%	0.00	15.67 %	0.00
	PLI1	282.64	159.55	56.45%	0.00	15.67 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	532.96	413.15	77.52%	0.00	15.67 %	30,000.00
	NA03	551.63	400.32	72.57%	0.00	15.67 %	0.00
	NA01	629.33	427.36	67.91%	0.00	15.67 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	517.70	405.03	78.24%	0.00	15.67 %	30,000.00
	SA03	475.15	369.24	77.71%	0.00	15.67 %	22,500.00
	SA02	578.40	353.15	61.06%	0.00	15.67 %	0.00
CHENNAI- 02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	620.14	488.28	78.74%	0.00	15.67 %	30,000.00
	CH01	677.53	498.36	73.56%	0.00	15.67 %	0.00
	CH09	514.91	365.76	71.03%	0.00	15.67 %	0.00
	CH04	804.94	507.94	63.10%	0.00	15.67 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	763.40	596.29	78.11%	0.00	15.67 %	37,500.00
	TKS1	516.11	389.97	75.56%	0.00	15.67 %	0.00
	KVT1	677.07	456.02	67.35%	0.00	15.67 %	0.00
	NGR1	626.82	397.97	63.49%	0.00	15.67 %	0.00
	VNR1	517.91	313.92	60.61%	0.00	15.67 %	0.00
	TVL1	611.28	362.39	59.28%	0.00	15.67 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	198.08	113.56	57.33%	0.00	15.67 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	6.05	0.00%	0.00	0.00 %	0.00
	CH02	0.00	86.01	0.00%	0.00	0.00 %	0.00
	HO01	0.00	284.97	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	7.77	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	4.71	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	4.91	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	12.22	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.51	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)
AVD1	126.52	140.99	0.07	111.44 %	100,087.10	30.00 %	30,026.13	15.67 %	40,034.84
CH28	88.50	96.71	0.16	109.27 %	145,898.20	25.00 %	36,474.55	15.67 %	58,359.28
CH19	100.11	107.60	0.19	107.48 %	97,830.50	25.00 %	24,457.63	15.67 %	39,132.20
CH40	54.83	52.73	0.01	96.16 %	24,448.00	20.00 %	4,889.60	15.67 %	7,334.40
TKM1	41.67	39.69	0.00	95.26 %	41,961.10	20.00 %	8,392.22	15.67 %	12,588.33
CH42	112.14	105.48	0.12	94.06 %	108,696.80	15.00 %	16,304.52	15.67 %	32,609.04
CH39	50.21	43.60	0.08	86.84 %	40,423.80	10.00 %	4,042.38	15.67 %	10,105.95
GUD2	72.63	62.83	0.11	86.51 %	55,950.80	10.00 %	5,595.08	15.67 %	13,987.70
MC10	21.73	18.79	0.00	86.48 %	12,200.80	10.00 %	1,220.08	15.67 %	3,050.20
GUD1	73.85	61.21	0.08	82.89 %	91,026.40	10.00 %	9,102.64	15.67 %	18,205.28
CH16	176.86	146.07	0.12	82.59 %	160,030.40	10.00 %	16,003.04	15.67 %	32,006.08
CGL1	59.05	46.11	0.13	78.09 %	40,745.60	0.00 %		15.67 %	6,111.84
CH38	67.41	52.49	0.06	77.87 %	55,793.20	0.00 %		15.67 %	8,368.98
CH35	67.94	52.08	0.16	76.65 %	56,697.70	0.00 %		15.67 %	8,504.66
CH48	101.92	76.49	0.06	75.04 %	77,570.30	0.00 %		15.67 %	7,757.03
CH22	78.33	58.26	0.04	74.38 %	64,661.80	0.00 %		15.67 %	6,466.18
CH08	185.83	137.19	0.06	73.83 %	187,327.70	0.00 %		15.67 %	18,732.77
SKL1	69.00	50.59	0.00	73.32 %	63,532.10	0.00 %		15.67 %	6,353.21
MRM1	82.09	60.16	0.10	73.29 %	61,943.80	0.00 %		15.67 %	6,194.38
CH45	89.44	64.29	0.43	71.88 %	63,668.60	0.00 %		15.67 %	6,366.86
CH14	191.49	135.79	0.10	70.91 %	121,738.50	0.00 %		15.67 %	12,173.85
KNR1	92.40	63.48	0.04	68.70 %	46,920.10	0.00 %		15.67 %	4,692.01
CH05	158.14	102.96	0.16	65.11 %	88,781.20	0.00 %		15.67 %	
CH07	131.65	82.76	0.14	62.86 %	87,145.60	0.00 %		15.67 %	
CH30	108.17	67.43	0.29	62.33 %	50,455.80	0.00 %		15.67 %	
CH11	99.35	59.82	0.32	60.21 %	59,643.20	0.00 %		15.67 %	
CH29	30.41	16.14	0.16	53.06 %	20,996.60	0.00 %		15.67 %	
CH26	26.49	12.74	0.00	48.10 %	15,097.80	0.00 %		15.67 %	
CH37	58.02	24.99	0.25	43.08 %	28,194.50	0.00 %		15.67 %	
MC09	16.70	7.02	0.00	42.07 %	3,728.40	0.00 %		15.67 %	
MC02	16.06	3.05	0.00	18.98 %	1,097.90	0.00 %		15.67 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY4	28.55	67.61	0.01	236.85 %	32,510.70	40.00 %	13,004.28	15.67 %	13,004.28
TRY3	60.76	68.20	0.09	112.25 %	43,827.50	30.00 %	13,148.25	15.67 %	17,531.00
TVR1	32.99	35.93	0.00	108.92 %	29,275.00	25.00 %	7,318.75	15.67 %	11,710.00
TVR2	85.95	83.52	0.00	97.18 %	64,721.70	20.00 %	12,944.34	15.67 %	19,416.51
MDI1	67.29	62.69	0.23	93.17 %	54,734.40	15.00 %	8,210.16	15.67 %	16,420.32
MVM1	97.76	88.55	0.00	90.58 %	94,147.50	15.00 %	14,122.13	15.67 %	23,536.88
TRY2	42.51	36.27	0.07	85.34 %	28,601.10	10.00 %	2,860.11	15.67 %	7,150.28
TNJ1	144.24	122.91	0.25	85.21 %	88,437.40	10.00 %	8,843.74	15.67 %	22,109.35
TNJ2	113.82	95.38	0.02	83.80 %	75,692.90	10.00 %	7,569.29	15.67 %	15,138.58
KIK1	49.08	40.50	0.00	82.52 %	44,229.20	10.00 %	4,422.92	15.67 %	8,845.84
ORU1	43.32	35.36	0.12	81.62 %	38,617.10	10.00 %	3,861.71	15.67 %	7,723.42
PDK1	49.28	39.94	0.42	81.05 %	34,518.90	10.00 %	3,451.89	15.67 %	6,903.78
NGT1	78.65	62.99	0.07	80.08 %	64,301.80	0.00 %		15.67 %	9,645.27
TYR1	93.32	74.63	0.05	79.97 %	54,125.80	0.00 %		15.67 %	8,118.87
KUM1	126.30	99.29	0.10	78.61 %	80,349.20	0.00 %		15.67 %	12,052.38
KRN1	42.79	32.34	0.05	75.58 %	31,259.10	0.00 %		15.67 %	3,125.91
PBR1	45.66	33.09	0.00	72.47 %	28,600.60	0.00 %		15.67 %	2,860.06
NMM1	51.70	36.32	0.11	70.25 %	42,513.50	0.00 %		15.67 %	4,251.35
AYR1	60.66	41.72	0.03	68.79 %	30,024.40	0.00 %		15.67 %	3,002.44
APM1	30.79	21.05	0.21	68.38 %	24,492.60	0.00 %		15.67 %	2,449.26
PBR2	146.98	100.43	0.14	68.33 %	75,083.00	0.00 %		15.67 %	7,508.30
TTP1	79.92	52.24	0.00	65.37 %	52,695.90	0.00 %		15.67 %	
JKM1	77.31	50.47	0.00	65.28 %	39,436.40	0.00 %		15.67 %	
MSI1	60.64	38.39	0.03	63.31 %	33,020.40	0.00 %		15.67 %	
PTK1	103.42	64.67	0.24	62.53 %	54,280.50	0.00 %		15.67 %	
TRY1	466.61	273.66	0.11	58.65 %	196,577.80	0.00 %		15.67 %	
NCK1	39.47	18.23	0.02	46.18 %	17,747.20	0.00 %		15.67 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	45.52	64.79	0.00	142.33 %	49,035.70	40.00 %	19,614.28	15.67 %	19,614.28
PMP1	52.75	54.04	0.08	102.44 %	28,164.70	25.00 %	7,041.18	15.67 %	11,265.88
HSR2	123.38	115.02	0.08	93.22 %	103,288.50	15.00 %	15,493.28	15.67 %	30,986.55
APN1	43.94	39.79	0.22	90.56 %	48,110.30	15.00 %	7,216.55	15.67 %	12,027.58
SLM3	111.58	100.25	0.14	89.85 %	67,617.40	10.00 %	6,761.74	15.67 %	16,904.35
SLM2	76.67	64.32	0.18	83.89 %	47,569.00	10.00 %	4,756.90	15.67 %	9,513.80
PLC1	52.84	43.70	0.00	82.70 %	45,905.40	10.00 %	4,590.54	15.67 %	9,181.08
ERD1	112.84	93.24	2.01	82.64 %	70,696.30	10.00 %	7,069.63	15.67 %	14,139.26
PDR1	31.91	26.27	0.13	82.32 %	29,238.60	10.00 %	2,923.86	15.67 %	5,847.72
DPR1	33.28	26.95	0.00	80.99 %	20,427.20	10.00 %	2,042.72	15.67 %	4,085.44
EDP1	35.06	27.65	0.00	78.85 %	17,734.60	0.00 %		15.67 %	2,660.19
CMI1	37.57	29.26	0.27	77.88 %	32,432.60	0.00 %		15.67 %	4,864.89
VKL1	31.50	24.37	0.10	77.38 %	21,311.40	0.00 %		15.67 %	3,196.71
EPI1	76.59	58.19	0.08	75.97 %	52,903.70	0.00 %		15.67 %	5,290.37
HRR1	44.40	33.13	0.26	74.60 %	26,985.00	0.00 %		15.67 %	2,698.50
NKL2	108.64	80.30	0.42	73.92 %	75,708.70	0.00 %		15.67 %	7,570.87
SGG1	34.16	24.55	0.25	71.84 %	19,203.00	0.00 %		15.67 %	1,920.30
SLM1	234.25	167.70	0.00	71.59 %	102,683.90	0.00 %		15.67 %	10,268.39
ERD2	117.01	83.68	0.17	71.51 %	91,521.90	0.00 %		15.67 %	9,152.19
OML1	76.20	54.28	0.00	71.23 %	54,761.50	0.00 %		15.67 %	5,476.15
BMD1	44.88	31.67	0.13	70.58 %	35,696.20	0.00 %		15.67 %	3,569.62
KVP1	43.58	30.70	0.04	70.45 %	27,994.90	0.00 %		15.67 %	2,799.49
TCG1	42.53	29.66	0.54	69.75 %	23,795.60	0.00 %		15.67 %	2,379.56
ATU1	94.19	60.64	0.06	64.38 %	47,520.70	0.00 %		15.67 %	
VPD1	91.99	58.42	0.00	63.51 %	68,091.90	0.00 %		15.67 %	
TRM1	83.37	52.92	1.75	63.48 %	42,547.10	0.00 %		15.67 %	
RSP1	65.85	40.75	0.20	61.88 %	35,580.80	0.00 %		15.67 %	
MCR1	85.44	52.80	0.00	61.80 %	42,727.00	0.00 %		15.67 %	
KMM1	50.38	27.65	0.15	54.89 %	31,755.70	0.00 %		15.67 %	
DPR2	44.63	24.19	0.00	54.21 %	19,542.50	0.00 %		15.67 %	
MTR1	91.97	49.23	0.06	53.52 %	38,592.30	0.00 %		15.67 %	
KRI1	67.11	31.59	0.00	47.08 %	15,233.70	0.00 %		15.67 %	
HSR1	97.18	41.67	0.10	42.88 %	37,150.40	0.00 %		15.67 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	79.64	151.11	0.22	189.75 %	104,801.50	40.00 %	41,920.60	15.67 %	41,920.60
KKD3	62.14	91.75	0.34	147.66 %	111,197.90	40.00 %	44,479.16	15.67 %	44,479.16
DGL2	40.41	38.19	0.00	94.51 %	35,165.20	15.00 %	5,274.78	15.67 %	10,549.56
TEN1	66.79	62.21	0.01	93.14 %	60,266.40	15.00 %	9,039.96	15.67 %	18,079.92
TEN2	67.44	59.96	0.01	88.91 %	38,903.60	10.00 %	3,890.36	15.67 %	9,725.90
PNI1	26.19	23.11	0.73	88.26 %	18,808.70	10.00 %	1,880.87	15.67 %	4,702.18
TDI1	43.97	37.75	0.00	85.87 %	40,853.80	10.00 %	4,085.38	15.67 %	10,213.45
MDU2	175.08	149.53	0.28	85.41 %	113,578.30	10.00 %	11,357.83	15.67 %	28,394.58
PVI1	51.07	43.29	0.02	84.77 %	53,430.10	10.00 %	5,343.01	15.67 %	13,357.53
BTU1	29.68	25.08	0.63	84.50 %	28,219.90	10.00 %	2,821.99	15.67 %	7,054.98
DKI1	67.02	54.83	0.05	81.81 %	72,873.90	10.00 %	7,287.39	15.67 %	14,574.78
PNV1	29.79	24.34	0.11	81.70 %	27,397.60	10.00 %	2,739.76	15.67 %	5,479.52
MLR1	46.57	37.53	0.06	80.60 %	34,842.50	10.00 %	3,484.25	15.67 %	6,968.50
PKM1	29.82	23.59	0.22	79.11 %	25,435.80	0.00 %		15.67 %	3,815.37
DGL1	244.47	188.53	0.15	77.12 %	156,340.90	0.00 %		15.67 %	23,451.14
CBM1	81.94	62.69	0.07	76.52 %	59,419.40	0.00 %		15.67 %	8,912.91
KYK1	33.46	25.58	0.17	76.45 %	28,609.80	0.00 %		15.67 %	4,291.47
USL1	60.85	45.34	0.05	74.51 %	45,891.10	0.00 %		15.67 %	4,589.11
KRR1	79.44	58.17	0.14	73.22 %	56,900.50	0.00 %		15.67 %	5,690.05
BNR1	54.58	39.58	0.12	72.52 %	36,797.90	0.00 %		15.67 %	3,679.79
ADP1	53.66	38.38	0.29	71.54 %	40,918.90	0.00 %		15.67 %	4,091.89
SVG1	73.54	50.96	0.07	69.30 %	49,693.50	0.00 %		15.67 %	4,969.35
ATG1	78.72	54.55	0.59	69.30 %	67,144.10	0.00 %		15.67 %	6,714.41
TMM1	108.64	74.73	0.22	68.78 %	51,132.80	0.00 %		15.67 %	5,113.28
SGP1	31.99	21.76	0.00	68.02 %	22,714.00	0.00 %		15.67 %	2,271.40
KPT1	36.08	23.15	0.23	64.16 %	26,749.20	0.00 %		15.67 %	
MDU4	67.53	42.78	0.26	63.35 %	37,463.80	0.00 %		15.67 %	
TPT1	62.10	38.25	0.25	61.60 %	66,198.30	0.00 %		15.67 %	
ODM1	46.48	28.46	0.51	61.23 %	20,231.90	0.00 %		15.67 %	
CMR1	44.39	26.97	0.38	60.76 %	18,240.80	0.00 %		15.67 %	
MDU5	61.24	36.82	0.09	60.13 %	51,221.50	0.00 %		15.67 %	
MDU3	106.87	62.24	0.30	58.24 %	44,916.30	0.00 %		15.67 %	
NKI1	66.63	38.05	0.29	57.11 %	47,709.30	0.00 %		15.67 %	
MPA1	81.09	46.18	0.17	56.94 %	54,820.10	0.00 %		15.67 %	
MNM1	43.97	23.76	0.16	54.03 %	31,892.40	0.00 %		15.67 %	
NTM1	52.27	25.57	0.00	48.92 %	28,017.30	0.00 %		15.67 %	
MDU1	361.95	143.18	0.38	39.56 %	111,909.30	0.00 %		15.67 %	
KKD2	42.62	10.96	0.00	25.72 %	14,380.50	0.00 %		15.67 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	26.33	37.36	0.12	141.86 %	55,115.50	40.00 %	22,046.20	15.67 %	22,046.20
GBM1	41.94	43.80	0.27	104.44 %	30,700.10	25.00 %	7,675.03	15.67 %	12,280.04
PPI1	34.83	35.25	0.00	101.21 %	42,622.20	25.00 %	10,655.55	15.67 %	17,048.88
TPR3	44.79	45.17	0.04	100.87 %	66,224.20	25.00 %	16,556.05	15.67 %	19,867.26
SUL1	45.52	45.00	0.15	98.86 %	65,668.40	20.00 %	13,133.68	15.67 %	19,700.52
MPM1	49.20	46.21	0.05	93.92 %	62,231.00	15.00 %	9,334.65	15.67 %	18,669.30
KGM1	30.59	26.81	0.18	87.66 %	29,512.50	10.00 %	2,951.25	15.67 %	7,378.13
CBE6	58.78	50.24	0.03	85.47 %	47,776.60	10.00 %	4,777.66	15.67 %	11,944.15
CBE2	280.54	238.25	0.07	84.93 %	198,195.50	10.00 %	19,819.55	15.67 %	49,548.88
KMR1	109.43	91.34	0.03	83.47 %	107,378.90	10.00 %	10,737.89	15.67 %	21,475.78
ANR1	15.03	12.43	0.49	82.70 %	15,038.20	10.00 %	1,503.82	15.67 %	3,007.64
AVI1	44.95	35.61	0.00	79.21 %	31,884.20	0.00 %		15.67 %	4,782.63
CBE1	46.89	36.40	0.02	77.62 %	50,066.40	0.00 %		15.67 %	7,509.96
TPR4	30.04	22.12	0.05	73.65 %	20,679.60	0.00 %		15.67 %	2,067.96
CNR1	43.68	31.99	0.00	73.25 %	34,448.30	0.00 %		15.67 %	3,444.83
PDM1	31.57	21.91	0.00	69.38 %	21,742.40	0.00 %		15.67 %	2,174.24
KGI1	56.51	38.30	0.00	67.77 %	28,398.00	0.00 %		15.67 %	2,839.80
SYM2	51.92	34.97	0.00	67.36 %	37,646.10	0.00 %		15.67 %	
DPM2	61.82	39.52	0.03	63.93 %	41,306.10	0.00 %		15.67 %	
CBE5	40.81	25.95	0.08	63.60 %	40,878.00	0.00 %		15.67 %	
GDR1	49.53	30.73	0.11	62.05 %	21,676.50	0.00 %		15.67 %	
CBE4	94.66	58.70	0.20	62.01 %	64,514.20	0.00 %		15.67 %	
UAM1	113.83	70.07	0.05	61.56 %	70,408.90	0.00 %		15.67 %	
CBE3	30.24	17.66	0.02	58.42 %	33,021.80	0.00 %		15.67 %	
TPR2	114.78	63.18	0.01	55.05 %	46,247.50	0.00 %		15.67 %	
TPR1	94.79	51.49	0.33	54.32 %	43,881.30	0.00 %		15.67 %	
SNR1	62.40	33.01	0.00	52.90 %	35,758.40	0.00 %		15.67 %	
PLI1	99.25	49.43	0.01	49.80 %	51,437.20	0.00 %		15.67 %	
UMP1	59.41	21.88	0.79	36.82 %	25,863.10	0.00 %		15.67 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SLG1	47.85	51.76	0.00	108.17 %	40,403.50	25.00 %	10,100.88	15.67 %	16,161.40
AKM1	97.65	99.86	0.16	102.27 %	72,672.30	25.00 %	18,168.08	15.67 %	29,068.92
VEL1	85.67	82.77	0.09	96.62 %	70,310.20	20.00 %	14,062.04	15.67 %	21,093.06
WJP1	54.12	49.60	0.48	91.64 %	39,562.10	15.00 %	5,934.32	15.67 %	9,890.53
TRT1	70.82	61.48	0.29	86.81 %	47,805.70	10.00 %	4,780.57	15.67 %	11,951.43
ABR1	56.14	48.31	0.00	86.05 %	45,228.20	10.00 %	4,522.82	15.67 %	11,307.05
GDM1	53.71	46.05	0.16	85.74 %	46,309.70	10.00 %	4,630.97	15.67 %	11,577.43
BGR1	33.49	28.55	0.00	85.27 %	28,739.30	10.00 %	2,873.93	15.67 %	7,184.83
PLR1	34.85	28.19	0.00	80.90 %	26,974.50	10.00 %	2,697.45	15.67 %	5,394.90
VEL2	100.03	78.94	0.10	78.92 %	93,412.80	0.00 %		15.67 %	14,011.92
WJD1	63.40	49.37	0.21	77.87 %	51,547.60	0.00 %		15.67 %	7,732.14
ARC2	66.50	50.96	0.05	76.63 %	37,189.60	0.00 %		15.67 %	5,578.44
CGM1	49.58	37.75	0.00	76.15 %	25,214.80	0.00 %		15.67 %	3,782.22
TRL1	105.38	79.66	0.05	75.59 %	102,233.90	0.00 %		15.67 %	10,223.39
UGI1	43.47	32.16	0.37	73.98 %	31,897.90	0.00 %		15.67 %	3,189.79
KPM1	61.97	44.04	0.22	71.07 %	45,820.10	0.00 %		15.67 %	4,582.01
TRR1	95.72	67.26	0.82	70.27 %	52,947.30	0.00 %		15.67 %	5,294.73
VSI1	61.15	42.82	0.21	70.02 %	49,934.20	0.00 %		15.67 %	4,993.42
CPT1	35.55	23.56	0.00	66.26 %	23,632.80	0.00 %		15.67 %	
ANI1	37.31	24.37	0.16	65.32 %	21,240.00	0.00 %		15.67 %	
SBR1	130.76	69.23	0.02	52.94 %	75,156.20	0.00 %		15.67 %	
PTU1	23.15	11.11	0.17	47.97 %	12,475.30	0.00 %		15.67 %	
KPM2	202.76	90.10	0.08	44.44 %	72,121.00	0.00 %		15.67 %	
CYR1	45.61	19.07	0.06	41.81 %	20,433.00	0.00 %		15.67 %	
VNB1	57.26	23.86	0.00	41.67 %	20,019.40	0.00 %		15.67 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	78.45	102.70	0.09	130.91 %	64,016.60	40.00 %	25,606.64	15.67 %	25,606.64
VPM2	77.24	65.16	0.13	84.37 %	57,656.00	10.00 %	5,765.60	15.67 %	11,531.20
NVL2	92.25	76.19	0.19	82.59 %	74,362.10	10.00 %	7,436.21	15.67 %	14,872.42
CUD1	151.78	124.22	0.26	81.84 %	112,528.90	10.00 %	11,252.89	15.67 %	22,505.78
POY2	119.39	94.79	0.04	79.40 %	71,862.10	0.00 %		15.67 %	10,779.32
POY1	133.58	104.87	0.07	78.51 %	103,300.00	0.00 %		15.67 %	15,495.00
KLM1	77.72	60.08	0.21	77.30 %	70,303.60	0.00 %		15.67 %	10,545.54
PRT1	62.85	47.03	0.31	74.84 %	44,905.00	0.00 %		15.67 %	4,490.50
TRK1	99.43	73.29	0.21	73.72 %	70,202.70	0.00 %		15.67 %	7,020.27
ULP1	78.25	57.25	0.07	73.16 %	54,523.20	0.00 %		15.67 %	5,452.32
KKI2	102.55	70.75	0.26	68.99 %	53,977.70	0.00 %		15.67 %	5,397.77
TDM1	68.98	46.29	0.03	67.10 %	36,917.50	0.00 %		15.67 %	
KML1	44.06	28.89	0.56	65.57 %	28,829.50	0.00 %		15.67 %	
VPM1	31.24	18.88	0.25	60.43 %	15,337.20	0.00 %		15.67 %	
STP1	35.05	21.03	0.00	59.99 %	19,840.50	0.00 %		15.67 %	
MKM1	35.23	21.07	0.21	59.81 %	18,781.90	0.00 %		15.67 %	
TVM1	48.06	28.11	0.52	58.49 %	17,159.30	0.00 %		15.67 %	
TVM2	71.76	34.94	0.00	48.69 %	19,889.60	0.00 %		15.67 %	
VCM1	48.31	18.38	0.00	38.05 %	16,294.60	0.00 %		15.67 %	
CDM1	115.08	33.62	0.06	29.21 %	32,042.10	0.00 %		15.67 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH33	77.87	70.99	0.07	91.16 %	71,468.30	15.00 %	10,720.25	15.67 %	17,867.08
CH24	96.03	83.44	0.30	86.90 %	85,907.80	10.00 %	8,590.78	15.67 %	21,476.95
CH18	111.86	97.13	0.00	86.83 %	116,913.20	10.00 %	11,691.32	15.67 %	29,228.30
CH15	266.31	227.48	0.21	85.42 %	190,582.00	10.00 %	19,058.20	15.67 %	47,645.50
CH44	85.88	72.91	0.05	84.90 %	59,182.90	10.00 %	5,918.29	15.67 %	14,795.73
CH34	113.47	95.78	0.13	84.41 %	81,855.60	10.00 %	8,185.56	15.67 %	16,371.12
CH43	83.72	69.09	0.03	82.52 %	83,500.70	10.00 %	8,350.07	15.67 %	16,700.14
CH21	182.24	149.33	0.28	81.94 %	98,238.50	10.00 %	9,823.85	15.67 %	19,647.70
CH12	145.34	115.36	0.31	79.37 %	124,511.60	0.00 %		15.67 %	18,676.74
CH23	39.81	31.56	0.01	79.27 %	36,317.90	0.00 %		15.67 %	5,447.69
CH32	16.93	13.03	0.23	76.93 %	5,751.20	0.00 %		15.67 %	862.68
CH03	256.60	195.64	0.23	76.24 %	177,704.30	0.00 %		15.67 %	26,655.65
CH46	56.19	40.75	0.39	72.52 %	33,635.60	0.00 %		15.67 %	3,363.56
CH31	43.36	30.25	0.00	69.76 %	30,272.70	0.00 %		15.67 %	3,027.27
CH20	134.83	93.08	0.31	69.03 %	88,407.20	0.00 %		15.67 %	8,840.72
MC06	31.70	21.36	0.00	67.38 %	16,286.10	0.00 %		15.67 %	
CH41	96.97	65.28	0.31	67.32 %	71,784.80	0.00 %		15.67 %	
MC05	41.92	27.31	0.00	65.16 %	10,394.60	0.00 %		15.67 %	
CH17	39.21	24.54	0.00	62.58 %	34,017.30	0.00 %		15.67 %	
CH09	105.70	65.42	0.05	61.90 %	72,973.60	0.00 %		15.67 %	
PON1	57.45	35.37	0.08	61.57 %	35,164.10	0.00 %		15.67 %	
CH27	39.87	24.14	0.08	60.55 %	25,776.90	0.00 %		15.67 %	
CH36	54.59	31.22	0.00	57.20 %	19,543.30	0.00 %		15.67 %	
GPD1	81.03	39.04	0.29	48.18 %	25,478.00	0.00 %		15.67 %	
CH06	108.06	51.00	0.14	47.20 %	56,074.40	0.00 %		15.67 %	
UKI1	70.38	31.58	0.28	44.87 %	31,327.00	0.00 %		15.67 %	
MJR1	172.56	56.61	0.00	32.81 %	55,587.80	0.00 %		15.67 %	
CH01	7.65	1.65	0.00	21.61 %	(2,294.80)	0.00 %		15.67 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	45.65	46.32	0.12	101.46 %	53,851.50	25.00 %	13,462.88	15.67 %	21,540.60
RPM1	113.64	109.45	0.38	96.31 %	105,922.80	20.00 %	21,184.56	15.67 %	31,776.84
UDN1	46.14	42.90	0.03	92.98 %	38,760.80	15.00 %	5,814.12	15.67 %	11,628.24
PKD1	100.26	86.57	0.23	86.34 %	86,590.30	10.00 %	8,659.03	15.67 %	21,647.58
TCN1	75.35	60.94	0.27	80.87 %	63,071.40	10.00 %	6,307.14	15.67 %	12,614.28
KYR1	37.92	29.83	0.34	78.66 %	26,761.90	0.00 %		15.67 %	4,014.29
TKY1	85.79	67.30	0.09	78.45 %	48,261.70	0.00 %		15.67 %	7,239.26
TUT1	387.30	298.72	0.12	77.13 %	324,624.90	0.00 %		15.67 %	48,693.74
VNR1	49.03	37.36	0.00	76.21 %	40,448.10	0.00 %		15.67 %	6,067.22
SKD1	44.14	33.61	0.21	76.15 %	29,081.40	0.00 %		15.67 %	4,362.21
TKS1	117.01	88.35	0.20	75.51 %	91,536.70	0.00 %		15.67 %	9,153.67
TKS2	140.93	106.04	0.06	75.25 %	92,071.40	0.00 %		15.67 %	9,207.14
NGR1	228.21	171.08	1.17	74.97 %	150,916.40	0.00 %		15.67 %	15,091.64
TUT2	148.37	109.26	0.16	73.64 %	92,136.20	0.00 %		15.67 %	9,213.62
VNR2	177.89	123.15	0.08	69.23 %	122,376.60	0.00 %		15.67 %	12,237.66
ASM1	52.40	35.09	0.10	66.96 %	39,374.10	0.00 %		15.67 %	
KVT1	191.42	126.77	0.27	66.23 %	153,904.00	0.00 %		15.67 %	
SNL1	73.27	47.40	0.16	64.70 %	41,809.00	0.00 %		15.67 %	
TVL1	358.59	226.87	0.81	63.27 %	189,030.30	0.00 %		15.67 %	
SGT1	33.89	21.44	0.36	63.24 %	17,464.90	0.00 %		15.67 %	
TYI1	60.60	38.16	0.63	62.97 %	50,086.40	0.00 %		15.67 %	
SVK1	119.95	74.64	0.17	62.22 %	74,151.80	0.00 %		15.67 %	
ARM1	47.83	29.71	0.18	62.12 %	30,245.90	0.00 %		15.67 %	
RND1	134.85	82.22	0.11	60.97 %	113,348.00	0.00 %		15.67 %	
SDI1	53.54	32.22	0.43	60.17 %	29,567.20	0.00 %		15.67 %	
MMT1	61.51	35.12	0.20	57.10 %	32,372.10	0.00 %		15.67 %	
PDI1	57.10	32.48	0.30	56.88 %	32,047.40	0.00 %		15.67 %	
APK2	90.31	49.50	0.12	54.81 %	57,607.60	0.00 %		15.67 %	
KGL1	55.57	30.35	0.06	54.61 %	34,155.90	0.00 %		15.67 %	
VKM1	49.43	26.40	0.07	53.40 %	34,662.40	0.00 %		15.67 %	
STU2	45.77	23.21	0.34	50.72 %	20,123.80	0.00 %		15.67 %	
COL1	26.04	12.73	0.03	48.87 %	13,545.80	0.00 %		15.67 %	
MAR1	132.33	64.18	0.19	48.50 %	59,497.50	0.00 %		15.67 %	
TVL2	34.16	16.20	0.29	47.43 %	8,397.60	0.00 %		15.67 %	
VLY1	118.30	54.51	0.28	46.08 %	47,226.10	0.00 %		15.67 %	
KSM1	37.37	17.21	0.11	46.06 %	15,516.70	0.00 %		15.67 %	
APK1	80.73	29.27	0.12	36.25 %	37,968.60	0.00 %		15.67 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	114.83	68.65	0.43	59.78 %	56,625.20	0.00 %		15.67 %	
KLR1	37.21	21.15	0.00	56.85 %	17,301.30	0.00 %		15.67 %	
PAS1	46.04	23.76	0.00	51.61 %	20,906.20	0.00 %		15.67 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	71.50	7.25	0.00 %	(5,233.30)	0.00 %		0.00 %	
GHUB	0.00	283.19	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.78	2.15	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	12.22	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	7.77	9.84	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	4.91	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	14.51	0.53	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	6.05	0.10	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	4.71	8.77	0.00 %	0.00	0.00 %		0.00 %	