

Accu.Target 23,377.94 L	Sales 17,691.28 L	Achieved % 75.68 %	HO Budget+ % 14.32 %	Total Com. 160.81 L
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Note : Sales Period is From :01-Oct-2025 To :15-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	2,485.44	1,959.49	78.84 %	0.00	14.32 %	0.00
CHENNAI-01	2,838.16	2,186.19	77.03 %	0.00	14.32 %	0.00
SOUTH ARCOT	1,683.49	1,279.49	76.00 %	0.00	14.32 %	0.00
WEST-02	2,553.41	1,900.44	74.43 %	0.00	14.32 %	0.00
SOUTH-03	2,989.43	2,211.59	73.98 %	0.00	14.32 %	0.00
WEST-01	1,997.19	1,471.29	73.67 %	0.00	14.32 %	0.00
NORTH ARCOT	1,836.34	1,317.09	71.72 %	0.00	14.32 %	0.00
SOUTH-01	3,977.77	2,781.14	69.92 %	0.00	14.32 %	0.00
CHENNAI-02	2,804.49	1,956.06	69.75 %	0.00	14.32 %	0.00
KL-SOUTH	212.23	118.97	56.06 %	0.00	14.32 %	0.00
OTHERS	0.00	509.54	0.00 %	0.00	0.00 %	0.00
Total	23,377.94	17,691.28	75.68 %		14.32 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	527.52	431.30	81.76%	0.00	14.32 %	30,000.00
	TNJ1	594.19	479.14	80.64%	0.00	14.32 %	30,000.00
	TRY1	739.81	576.91	77.98%	0.00	14.32 %	37,500.00
	PBR1	623.91	472.13	75.67%	0.00	14.32 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	867.59	719.89	82.98%	0.00	14.32 %	52,500.00
	CH03	545.84	429.10	78.61%	0.00	14.32 %	30,000.00
	CH08	635.33	469.24	73.86%	0.00	14.32 %	0.00
	CH05	789.40	567.96	71.95%	0.00	14.32 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	554.68	438.00	78.96%	0.00	14.32 %	30,000.00
	SA03	509.09	399.75	78.52%	0.00	14.32 %	22,500.00
	SA02	619.72	441.73	71.28%	0.00	14.32 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	516.83	414.90	80.28%	0.00	14.32 %	30,000.00
	SLM1	818.85	628.56	76.76%	0.00	14.32 %	0.00
	ERD1	677.55	501.87	74.07%	0.00	14.32 %	0.00
	MTR1	540.17	355.11	65.74%	0.00	14.32 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	854.92	752.66	88.04%	0.00	14.32 %	105,000.00
	KKD2	550.06	433.71	78.85%	0.00	14.32 %	30,000.00
	SVG1	519.94	377.55	72.61%	0.00	14.32 %	0.00
	KRR1	134.92	95.05	70.45%	0.00	14.32 %	0.00
	DGL1	929.59	552.62	59.45%	0.00	14.32 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	234.32	199.25	85.03%	0.00	14.32 %	7,500.00
	CBE1	824.21	653.07	79.24%	0.00	14.32 %	45,000.00
	UAM1	363.30	275.08	75.72%	0.00	14.32 %	0.00
	TPR1	272.53	168.81	61.94%	0.00	14.32 %	0.00
	PLI1	302.83	175.08	57.81%	0.00	14.32 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	571.03	440.60	77.16%	0.00	14.32 %	30,000.00
	NA03	591.03	429.40	72.65%	0.00	14.32 %	0.00
	NA01	674.28	447.08	66.31%	0.00	14.32 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	817.93	659.54	80.64%	0.00	14.32 %	45,000.00
	TKS1	552.98	427.62	77.33%	0.00	14.32 %	30,000.00
	KVT1	725.43	503.12	69.35%	0.00	14.32 %	0.00
	TVL1	654.94	427.13	65.22%	0.00	14.32 %	0.00
	NGR1	671.59	419.66	62.49%	0.00	14.32 %	0.00
	VNR1	554.90	344.07	62.01%	0.00	14.32 %	0.00
CHENNAI- 02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	664.44	514.84	77.48%	0.00	14.32 %	37,500.00
	CH01	725.93	524.21	72.21%	0.00	14.32 %	0.00
	CH09	551.69	381.65	69.18%	0.00	14.32 %	0.00
	CH04	862.43	535.36	62.08%	0.00	14.32 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	212.23	118.97	56.06%	0.00	14.32 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	6.21	0.00%	0.00	0.00 %	0.00
	CH02	0.00	101.77	0.00%	0.00	0.00 %	0.00
	HO01	0.00	370.14	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	7.95	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	4.98	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	4.92	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	13.05	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.51	0.00%	0.00	0.00 %	0.00

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY4	30.59	84.16	0.01	275.16 %	40,302.50	40.00 %	16,121.00	14.32 %	16,121.00
TVR1	35.34	41.16	0.00	116.46 %	33,729.30	30.00 %	10,118.79	14.32 %	13,491.72
TRY3	65.10	73.82	0.08	113.40 %	48,473.20	30.00 %	14,541.96	14.32 %	19,389.28
TVR2	92.09	92.70	0.07	100.66 %	73,267.40	25.00 %	18,316.85	14.32 %	21,980.22
MVM1	104.74	98.68	0.00	94.22 %	106,512.90	15.00 %	15,976.94	14.32 %	26,628.23
MDI1	72.10	67.58	0.21	93.73 %	59,587.60	15.00 %	8,938.14	14.32 %	14,896.90
TNJ2	121.95	104.41	0.02	85.61 %	83,502.70	10.00 %	8,350.27	14.32 %	16,700.54
TNJ1	154.54	132.16	0.23	85.52 %	94,639.60	10.00 %	9,463.96	14.32 %	18,927.92
TRY2	45.54	38.13	0.07	83.71 %	30,860.10	10.00 %	3,086.01	14.32 %	6,172.02
PDK1	52.80	43.82	0.38	83.00 %	38,740.10	10.00 %	3,874.01	14.32 %	7,748.02
KIK1	52.59	43.44	0.00	82.61 %	47,603.40	10.00 %	4,760.34	14.32 %	9,520.68
ORU1	46.42	38.26	0.11	82.42 %	41,940.20	10.00 %	4,194.02	14.32 %	8,388.04
TYR1	99.98	81.71	0.05	81.73 %	57,744.90	10.00 %	5,774.49	14.32 %	11,548.98
NGT1	84.27	67.72	0.07	80.36 %	70,841.30	10.00 %	7,084.13	14.32 %	10,626.20
KUM1	135.32	108.56	0.09	80.22 %	88,033.00	10.00 %	8,803.30	14.32 %	13,204.95
PBR1	48.92	38.84	0.00	79.40 %	33,144.20	0.00 %		14.32 %	4,971.63
KRN1	45.85	36.15	0.05	78.83 %	34,893.60	0.00 %		14.32 %	5,234.04
AYR1	64.99	46.76	0.03	71.95 %	33,514.80	0.00 %		14.32 %	3,351.48
NMM1	55.39	39.51	0.10	71.33 %	45,895.40	0.00 %		14.32 %	4,589.54
PBR2	157.48	112.00	0.12	71.12 %	83,531.70	0.00 %		14.32 %	8,353.17
APM1	32.99	23.10	0.19	70.05 %	28,437.30	0.00 %		14.32 %	2,843.73
TTP1	85.63	57.36	0.00	66.99 %	57,903.50	0.00 %		14.32 %	
PTK1	110.81	74.13	0.21	66.90 %	59,680.40	0.00 %		14.32 %	
JKM1	82.83	53.97	0.00	65.16 %	41,994.70	0.00 %		14.32 %	
MSI1	64.97	40.16	0.06	61.81 %	34,501.50	0.00 %		14.32 %	
TRY1	499.94	300.84	0.10	60.18 %	214,240.30	0.00 %		14.32 %	
NCK1	42.29	20.37	0.01	48.16 %	19,239.90	0.00 %		14.32 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH19	107.26	117.95	0.17	109.96 %	106,589.90	25.00 %	26,647.48	14.32 %	42,635.96
AVD1	135.56	146.71	0.07	108.22 %	103,878.20	25.00 %	25,969.55	14.32 %	41,551.28
CH28	94.82	102.31	0.15	107.90 %	152,460.70	25.00 %	38,115.18	14.32 %	60,984.28
CH40	58.75	59.82	0.01	101.82 %	27,748.70	25.00 %	6,937.18	14.32 %	8,324.61
TKM1	44.64	42.75	0.00	95.76 %	45,318.70	20.00 %	9,063.74	14.32 %	13,595.61
CH42	120.15	112.78	0.11	93.87 %	114,377.70	15.00 %	17,156.66	14.32 %	28,594.43
MC10	23.28	21.10	0.00	90.62 %	13,139.40	15.00 %	1,970.91	14.32 %	3,284.85
CH39	53.80	47.39	0.07	88.08 %	43,444.20	10.00 %	4,344.42	14.32 %	10,861.05
GUD2	77.82	64.36	0.10	82.71 %	59,227.50	10.00 %	5,922.75	14.32 %	11,845.50
CH16	189.49	156.35	0.13	82.51 %	170,453.50	10.00 %	17,045.35	14.32 %	34,090.70
GUD1	79.12	64.69	0.08	81.76 %	96,863.80	10.00 %	9,686.38	14.32 %	19,372.76
CH38	72.22	57.30	0.05	79.34 %	61,979.60	0.00 %		14.32 %	9,296.94
CGL1	63.27	49.33	0.12	77.97 %	43,416.70	0.00 %		14.32 %	6,512.51
CH35	72.79	55.62	0.15	76.41 %	60,544.40	0.00 %		14.32 %	6,054.44
CH22	83.93	62.62	0.13	74.61 %	69,911.70	0.00 %		14.32 %	6,991.17
CH48	109.20	80.57	0.05	73.78 %	83,304.60	0.00 %		14.32 %	8,330.46
CH45	95.83	70.69	0.39	73.77 %	67,789.70	0.00 %		14.32 %	6,778.97
CH08	199.11	144.94	0.06	72.80 %	201,273.20	0.00 %		14.32 %	20,127.32
SKL1	73.93	53.70	0.00	72.64 %	66,408.30	0.00 %		14.32 %	6,640.83
MRM1	87.96	62.48	0.10	71.04 %	65,139.80	0.00 %		14.32 %	6,513.98
CH14	205.17	145.65	0.09	70.99 %	128,938.60	0.00 %		14.32 %	12,893.86
KNR1	99.00	65.79	0.04	66.45 %	48,621.50	0.00 %		14.32 %	
CH05	169.44	110.97	0.17	65.50 %	97,597.60	0.00 %		14.32 %	
CH07	141.06	90.03	0.13	63.82 %	92,224.50	0.00 %		14.32 %	
CH11	106.45	63.87	0.30	60.00 %	64,226.80	0.00 %		14.32 %	
CH30	115.90	68.87	0.28	59.42 %	51,884.50	0.00 %		14.32 %	
CH29	32.58	16.79	0.16	51.53 %	21,772.20	0.00 %		14.32 %	
CH26	28.38	13.97	0.00	49.23 %	16,348.00	0.00 %		14.32 %	
CH37	62.16	26.17	0.24	42.10 %	28,806.50	0.00 %		14.32 %	
MC09	17.89	7.40	0.30	41.37 %	3,880.00	0.00 %		14.32 %	
MC02	17.21	3.23	0.00	18.78 %	1,159.70	0.00 %		14.32 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	84.05	109.51	0.09	130.29 %	68,954.70	40.00 %	27,581.88	14.32 %	27,581.88
NVL2	98.84	86.12	0.17	87.13 %	84,421.20	10.00 %	8,442.12	14.32 %	21,105.30
VPM2	82.76	70.11	0.12	84.71 %	62,048.40	10.00 %	6,204.84	14.32 %	12,409.68
CUD1	162.62	136.06	0.24	83.67 %	122,546.70	10.00 %	12,254.67	14.32 %	24,509.34
POY2	127.92	101.35	0.04	79.23 %	77,306.00	0.00 %		14.32 %	11,595.90
POY1	143.12	112.23	0.07	78.42 %	110,679.00	0.00 %		14.32 %	16,601.85
KLM1	83.27	64.55	0.20	77.52 %	75,273.80	0.00 %		14.32 %	11,291.07
ULP1	83.84	63.61	0.07	75.88 %	59,384.50	0.00 %		14.32 %	5,938.45
TRK1	106.53	80.37	0.19	75.45 %	76,571.00	0.00 %		14.32 %	7,657.10
PRT1	67.34	50.48	0.29	74.97 %	48,475.70	0.00 %		14.32 %	4,847.57
KML1	47.21	34.25	0.47	72.54 %	34,289.90	0.00 %		14.32 %	3,428.99
CDM1	123.30	87.54	0.02	71.00 %	74,289.40	0.00 %		14.32 %	7,428.94
TDM1	73.91	52.35	0.03	70.83 %	40,048.50	0.00 %		14.32 %	4,004.85
KKI2	109.88	76.17	0.32	69.32 %	57,168.30	0.00 %		14.32 %	5,716.83
MKM1	37.75	23.80	0.19	63.05 %	22,688.60	0.00 %		14.32 %	
STP1	37.55	23.55	0.00	62.72 %	21,949.30	0.00 %		14.32 %	
VPM1	33.47	20.87	0.29	62.34 %	16,662.00	0.00 %		14.32 %	
TVM1	51.49	30.27	0.48	58.79 %	18,218.70	0.00 %		14.32 %	
TVM2	76.88	36.40	0.00	47.35 %	20,797.70	0.00 %		14.32 %	
VCM1	51.76	20.02	0.00	38.67 %	17,709.30	0.00 %		14.32 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	48.77	71.39	0.00	146.37 %	53,812.30	40.00 %	21,524.92	14.32 %	21,524.92
PMP1	56.52	55.48	0.08	98.16 %	29,132.30	20.00 %	5,826.46	14.32 %	8,739.69
HSR2	132.20	127.17	0.08	96.20 %	112,257.60	20.00 %	22,451.52	14.32 %	33,677.28
APN1	47.08	43.89	0.20	93.23 %	52,721.00	15.00 %	7,908.15	14.32 %	13,180.25
SLM3	119.54	107.77	0.13	90.15 %	73,631.50	15.00 %	11,044.73	14.32 %	18,407.88
SLM2	82.15	69.66	0.17	84.80 %	51,790.00	10.00 %	5,179.00	14.32 %	10,358.00
ERD1	120.89	102.49	1.83	84.77 %	78,311.30	10.00 %	7,831.13	14.32 %	15,662.26
PDR1	34.19	28.30	0.12	82.79 %	32,123.50	10.00 %	3,212.35	14.32 %	6,424.70
PLC1	56.62	45.96	0.01	81.17 %	47,212.10	10.00 %	4,721.21	14.32 %	7,081.82
EDP1	37.57	30.34	0.00	80.76 %	19,615.40	10.00 %	1,961.54	14.32 %	2,942.31
DPR1	35.66	28.70	0.01	80.48 %	21,421.40	10.00 %	2,142.14	14.32 %	3,213.21
CMI1	40.25	31.58	0.25	78.44 %	35,266.10	0.00 %		14.32 %	5,289.92
VKL1	33.75	26.39	0.09	78.22 %	23,705.80	0.00 %		14.32 %	3,555.87
NKL2	116.40	89.31	0.40	76.73 %	84,825.50	0.00 %		14.32 %	8,482.55
HRR1	47.57	35.81	0.24	75.28 %	28,851.60	0.00 %		14.32 %	2,885.16
EPI1	82.06	60.76	0.07	74.04 %	55,120.70	0.00 %		14.32 %	5,512.07
KVP1	46.69	34.47	0.03	73.82 %	30,862.40	0.00 %		14.32 %	3,086.24
SLM1	250.98	185.03	0.00	73.72 %	114,990.30	0.00 %		14.32 %	11,499.03
SGG1	36.60	26.36	0.26	72.00 %	20,286.70	0.00 %		14.32 %	2,028.67
OML1	81.64	58.48	0.00	71.64 %	58,098.10	0.00 %		14.32 %	5,809.81
ERD2	125.37	89.24	0.16	71.18 %	96,672.20	0.00 %		14.32 %	9,667.22
TCG1	45.57	32.24	0.50	70.75 %	26,089.90	0.00 %		14.32 %	2,608.99
BMD1	48.08	33.32	0.12	69.29 %	37,049.50	0.00 %		14.32 %	3,704.95
VPD1	98.56	65.69	0.00	66.65 %	78,389.20	0.00 %		14.32 %	
MCR1	91.54	60.56	0.01	66.15 %	46,878.50	0.00 %		14.32 %	
TRM1	89.32	58.54	1.58	65.54 %	46,405.40	0.00 %		14.32 %	
RSP1	70.55	45.88	0.18	65.03 %	39,866.30	0.00 %		14.32 %	
ATU1	100.92	65.42	0.06	64.82 %	52,074.70	0.00 %		14.32 %	
KMM1	53.98	30.09	0.15	55.75 %	33,853.40	0.00 %		14.32 %	
MTR1	98.54	54.29	0.05	55.09 %	42,033.30	0.00 %		14.32 %	
DPR2	47.82	25.41	0.00	53.15 %	20,382.50	0.00 %		14.32 %	
KRI1	71.91	34.95	0.00	48.60 %	17,169.80	0.00 %		14.32 %	
HSR1	104.12	45.48	0.11	43.68 %	42,401.20	0.00 %		14.32 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	85.33	157.84	0.21	184.99 %	110,810.20	40.00 %	44,324.08	14.32 %	44,324.08
KKD3	66.58	97.46	0.32	146.38 %	119,646.50	40.00 %	47,858.60	14.32 %	47,858.60
TEN1	71.56	68.31	0.01	95.45 %	67,513.20	20.00 %	13,502.64	14.32 %	20,253.96
DGL2	43.29	41.14	0.05	95.02 %	37,999.00	15.00 %	5,699.85	14.32 %	11,399.70
TEN2	72.26	65.89	0.01	91.19 %	44,331.50	15.00 %	6,649.73	14.32 %	11,082.88
PNI1	28.06	25.30	0.67	90.16 %	20,231.80	15.00 %	3,034.77	14.32 %	5,057.95
BTU1	31.80	28.54	0.56	89.72 %	31,186.90	10.00 %	3,118.69	14.32 %	7,796.73
PVI1	54.72	47.53	0.02	86.86 %	59,266.40	10.00 %	5,926.64	14.32 %	14,816.60
MDU2	187.58	158.70	0.26	84.60 %	119,657.60	10.00 %	11,965.76	14.32 %	23,931.52
DKI1	71.81	60.10	0.04	83.69 %	80,512.90	10.00 %	8,051.29	14.32 %	16,102.58
TDI1	47.11	39.41	0.00	83.66 %	43,319.20	10.00 %	4,331.92	14.32 %	8,663.84
PNV1	31.92	26.39	0.10	82.66 %	28,816.50	10.00 %	2,881.65	14.32 %	5,763.30
KYK1	35.85	29.20	0.29	81.44 %	32,990.60	10.00 %	3,299.06	14.32 %	4,948.59
DGL1	261.93	209.42	0.14	79.95 %	173,077.20	0.00 %		14.32 %	25,961.58
MLR1	49.89	39.86	0.06	79.89 %	36,798.10	0.00 %		14.32 %	5,519.72
PKM1	31.95	25.22	0.20	78.93 %	27,702.60	0.00 %		14.32 %	4,155.39
CBM1	87.79	68.57	0.06	78.11 %	64,711.50	0.00 %		14.32 %	9,706.73
KRR1	85.11	64.16	0.12	75.38 %	62,447.10	0.00 %		14.32 %	6,244.71
ADP1	57.49	42.97	0.26	74.75 %	44,771.40	0.00 %		14.32 %	4,477.14
BNR1	58.48	43.33	0.11	74.09 %	40,790.80	0.00 %		14.32 %	4,079.08
USL1	65.20	48.22	0.05	73.95 %	49,178.40	0.00 %		14.32 %	4,917.84
TMM1	116.40	84.87	0.30	72.91 %	58,534.50	0.00 %		14.32 %	5,853.45
ATG1	84.34	61.38	0.52	72.77 %	74,715.30	0.00 %		14.32 %	7,471.53
SGP1	34.28	24.52	0.00	71.53 %	25,948.90	0.00 %		14.32 %	2,594.89
SVG1	78.79	54.98	0.06	69.78 %	53,398.30	0.00 %		14.32 %	5,339.83
KPT1	38.66	26.28	0.21	67.97 %	30,390.10	0.00 %		14.32 %	
CMR1	47.56	31.64	0.32	66.53 %	21,179.10	0.00 %		14.32 %	
MDU4	72.36	47.01	0.24	64.97 %	41,226.40	0.00 %		14.32 %	
MPA1	86.88	55.00	0.14	63.31 %	65,894.00	0.00 %		14.32 %	
ODM1	49.80	30.89	0.47	62.02 %	22,547.70	0.00 %		14.32 %	
MDU5	65.62	39.85	0.08	60.73 %	54,148.70	0.00 %		14.32 %	
MDU3	114.51	68.40	0.28	59.73 %	48,737.60	0.00 %		14.32 %	
TPT1	66.53	39.54	0.25	59.43 %	69,013.10	0.00 %		14.32 %	
NKI1	71.39	40.40	0.27	56.60 %	52,765.70	0.00 %		14.32 %	
MNM1	47.11	25.62	0.14	54.39 %	34,337.30	0.00 %		14.32 %	
NTM1	56.00	29.12	0.00	52.00 %	31,380.40	0.00 %		14.32 %	
MDU1	387.81	152.79	0.35	39.40 %	115,829.70	0.00 %		14.32 %	
KKD2	45.66	11.77	0.00	25.78 %	15,142.30	0.00 %		14.32 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	28.21	39.34	0.11	139.44 %	58,038.50	40.00 %	23,215.40	14.32 %	23,215.40
PPI1	37.32	39.27	0.04	105.24 %	48,474.00	25.00 %	12,118.50	14.32 %	19,389.60
GBM1	44.93	46.85	0.25	104.26 %	33,014.90	25.00 %	8,253.73	14.32 %	13,205.96
SUL1	48.77	48.63	0.14	99.71 %	69,229.40	20.00 %	13,845.88	14.32 %	20,768.82
TPR3	47.99	47.66	0.04	99.31 %	69,878.90	20.00 %	13,975.78	14.32 %	20,963.67
MPM1	52.71	49.80	0.05	94.47 %	66,820.00	15.00 %	10,023.00	14.32 %	20,046.00
CBE2	300.58	263.58	0.06	87.69 %	215,952.50	10.00 %	21,595.25	14.32 %	53,988.13
KGM1	32.77	28.54	0.17	87.08 %	31,398.70	10.00 %	3,139.87	14.32 %	7,849.68
CBE6	62.98	54.63	0.03	86.74 %	54,277.20	10.00 %	5,427.72	14.32 %	13,569.30
KMR1	117.24	99.57	0.03	84.92 %	115,935.70	10.00 %	11,593.57	14.32 %	23,187.14
ANR1	16.11	12.99	0.47	80.64 %	15,907.30	10.00 %	1,590.73	14.32 %	2,386.10
AVI1	48.16	37.87	0.00	78.63 %	34,236.20	0.00 %		14.32 %	5,135.43
CBE1	50.24	38.77	0.03	77.17 %	53,559.50	0.00 %		14.32 %	5,355.95
CNR1	46.80	35.26	0.00	75.35 %	37,402.70	0.00 %		14.32 %	3,740.27
TPR4	32.18	24.17	0.04	75.10 %	22,016.20	0.00 %		14.32 %	2,201.62
PDM1	33.83	23.81	0.00	70.39 %	23,873.40	0.00 %		14.32 %	2,387.34
SYM2	55.63	38.10	0.00	68.49 %	40,653.70	0.00 %		14.32 %	
KGI1	60.55	39.82	0.00	65.76 %	29,617.80	0.00 %		14.32 %	
DPM2	66.24	42.86	0.03	64.71 %	43,689.30	0.00 %		14.32 %	
UAM1	121.96	77.82	0.05	63.81 %	76,169.60	0.00 %		14.32 %	
CBE5	43.72	27.74	0.09	63.46 %	43,859.70	0.00 %		14.32 %	
GDR1	53.07	33.04	0.15	62.27 %	23,606.50	0.00 %		14.32 %	
CBE3	32.40	19.96	0.01	61.61 %	35,129.80	0.00 %		14.32 %	
CBE4	101.42	61.46	0.19	60.60 %	67,466.90	0.00 %		14.32 %	
SNR1	66.86	38.73	0.00	57.93 %	41,316.50	0.00 %		14.32 %	
TPR2	122.98	67.06	0.01	54.53 %	48,250.40	0.00 %		14.32 %	
TPR1	101.56	54.09	0.36	53.26 %	46,860.30	0.00 %		14.32 %	
PLI1	106.34	56.15	0.01	52.81 %	54,899.50	0.00 %		14.32 %	
UMP1	63.66	23.72	0.73	37.26 %	28,274.50	0.00 %		14.32 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SLG1	51.27	53.27	0.00	103.90 %	41,445.30	25.00 %	10,361.33	14.32 %	16,578.12
AKM1	104.63	103.89	0.15	99.30 %	76,639.70	20.00 %	15,327.94	14.32 %	22,991.91
VEL1	91.79	84.77	0.09	92.36 %	73,622.50	15.00 %	11,043.38	14.32 %	18,405.63
WJP1	57.99	53.38	0.45	92.05 %	43,375.70	15.00 %	6,506.36	14.32 %	10,843.93
GDM1	57.54	49.22	0.15	85.53 %	48,595.90	10.00 %	4,859.59	14.32 %	9,719.18
TRT1	75.88	64.70	0.27	85.27 %	50,372.80	10.00 %	5,037.28	14.32 %	10,074.56
BGR1	35.88	30.54	0.00	85.11 %	30,935.40	10.00 %	3,093.54	14.32 %	6,187.08
ABR1	60.15	50.81	3.79	84.47 %	48,645.30	10.00 %	4,864.53	14.32 %	9,729.06
PLR1	37.34	29.64	0.00	79.40 %	28,423.20	0.00 %		14.32 %	4,263.48
VEL2	107.17	82.93	0.09	77.38 %	98,175.40	0.00 %		14.32 %	14,726.31
ARC2	71.25	54.88	0.06	77.02 %	41,210.30	0.00 %		14.32 %	4,121.03
WJD1	67.93	52.31	0.20	77.00 %	54,084.00	0.00 %		14.32 %	5,408.40
TRR1	102.56	78.13	0.70	76.18 %	58,045.50	0.00 %		14.32 %	5,804.55
CGM1	53.12	40.21	0.00	75.68 %	27,090.20	0.00 %		14.32 %	2,709.02
TRL1	112.91	84.92	0.05	75.21 %	108,906.30	0.00 %		14.32 %	10,890.63
VSI1	65.52	45.96	0.20	70.15 %	54,215.60	0.00 %		14.32 %	5,421.56
UGI1	46.58	32.49	0.37	69.75 %	32,098.30	0.00 %		14.32 %	3,209.83
CPT1	38.09	26.07	0.04	68.45 %	26,087.00	0.00 %		14.32 %	
KPM1	66.39	45.09	0.22	67.92 %	46,709.90	0.00 %		14.32 %	
ANI1	39.98	25.69	0.15	64.26 %	21,785.70	0.00 %		14.32 %	
SBR1	140.10	79.00	0.02	56.39 %	88,397.20	0.00 %		14.32 %	
PTU1	24.80	12.45	0.15	50.19 %	13,276.50	0.00 %		14.32 %	
KPM2	217.25	92.55	0.08	42.60 %	73,580.80	0.00 %		14.32 %	
VNB1	61.35	24.90	0.00	40.58 %	20,582.60	0.00 %		14.32 %	
CYR1	48.87	19.30	0.06	39.50 %	20,580.80	0.00 %		14.32 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARM1	51.25	61.05	0.09	119.13 %	48,159.90	30.00 %	14,447.97	14.32 %	19,263.96
ERL2	48.91	48.67	0.12	99.50 %	57,259.20	20.00 %	11,451.84	14.32 %	17,177.76
RPM1	121.76	118.06	0.38	96.96 %	114,551.30	20.00 %	22,910.26	14.32 %	34,365.39
UDN1	49.43	44.89	0.12	90.82 %	42,018.80	15.00 %	6,302.82	14.32 %	10,504.70
PKD1	107.42	94.63	0.24	88.09 %	95,366.60	10.00 %	9,536.66	14.32 %	23,841.65
TCN1	80.73	66.46	0.40	82.32 %	68,533.20	10.00 %	6,853.32	14.32 %	13,706.64
KYR1	40.63	33.31	0.31	81.99 %	30,735.40	10.00 %	3,073.54	14.32 %	6,147.08
TUT1	414.96	332.72	0.10	80.18 %	364,644.80	10.00 %	36,464.48	14.32 %	54,696.72
VNR1	52.53	42.07	0.00	80.09 %	43,068.60	0.00 %		14.32 %	6,460.29
TUT2	158.97	125.02	0.14	78.65 %	107,345.30	0.00 %		14.32 %	16,101.80
SKD1	47.29	36.85	0.19	77.93 %	33,068.90	0.00 %		14.32 %	4,960.34
TKS2	150.99	116.86	0.06	77.39 %	102,891.60	0.00 %		14.32 %	15,433.74
TKS1	125.37	96.82	0.19	77.23 %	102,105.00	0.00 %		14.32 %	15,315.75
TKY1	91.92	70.80	0.09	77.02 %	50,833.30	0.00 %		14.32 %	5,083.33
NGR1	244.51	176.53	1.15	72.20 %	155,100.70	0.00 %		14.32 %	15,510.07
VNR2	190.60	131.22	0.08	68.85 %	130,412.40	0.00 %		14.32 %	13,041.24
KVT1	205.09	140.96	0.24	68.73 %	166,344.70	0.00 %		14.32 %	16,634.47
ASM1	56.14	37.89	0.09	67.49 %	43,746.60	0.00 %		14.32 %	
SVK1	128.52	85.17	0.15	66.27 %	80,799.60	0.00 %		14.32 %	
SGT1	36.31	23.95	0.32	65.94 %	20,175.30	0.00 %		14.32 %	
SNL1	78.51	51.62	0.14	65.75 %	44,168.30	0.00 %		14.32 %	
TVL1	384.20	249.89	0.74	65.04 %	213,930.50	0.00 %		14.32 %	
TYI1	64.93	41.79	0.57	64.35 %	54,990.90	0.00 %		14.32 %	
SDI1	57.37	36.60	0.39	63.80 %	35,522.60	0.00 %		14.32 %	
RND1	144.48	89.35	0.13	61.84 %	121,367.20	0.00 %		14.32 %	
MMT1	65.91	38.77	0.19	58.83 %	34,594.00	0.00 %		14.32 %	
PDI1	61.18	35.34	0.28	57.76 %	35,426.90	0.00 %		14.32 %	
APK2	96.76	54.32	0.11	56.14 %	63,046.90	0.00 %		14.32 %	
STU2	49.04	27.22	0.29	55.51 %	24,423.30	0.00 %		14.32 %	
VKM1	52.96	29.18	0.06	55.10 %	40,383.60	0.00 %		14.32 %	
TVL2	36.60	19.54	0.24	53.37 %	10,646.80	0.00 %		14.32 %	
KGL1	59.54	31.08	0.06	52.21 %	35,770.70	0.00 %		14.32 %	
COL1	27.90	14.19	0.03	50.85 %	15,855.90	0.00 %		14.32 %	
MAR1	141.78	69.34	0.18	48.91 %	64,612.00	0.00 %		14.32 %	
KSM1	40.04	18.95	0.10	47.32 %	18,058.70	0.00 %		14.32 %	
VLV1	126.75	58.76	0.62	46.36 %	49,996.90	0.00 %		14.32 %	
APK1	86.50	31.29	0.12	36.17 %	40,374.40	0.00 %		14.32 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH33	83.43	74.36	0.06	89.13 %	76,201.20	10.00 %	7,620.12	14.32 %	19,050.30
CH24	102.89	90.08	0.28	87.55 %	93,622.80	10.00 %	9,362.28	14.32 %	23,405.70
CH18	119.85	103.02	0.00	85.95 %	123,386.60	10.00 %	12,338.66	14.32 %	30,846.65
CH34	121.57	103.41	0.12	85.06 %	87,687.60	10.00 %	8,768.76	14.32 %	17,537.52
CH43	89.70	75.81	0.03	84.51 %	92,221.00	10.00 %	9,222.10	14.32 %	18,444.20
CH15	285.33	238.86	0.20	83.71 %	202,287.70	10.00 %	20,228.77	14.32 %	40,457.54
CH44	92.02	76.43	0.05	83.06 %	63,304.60	10.00 %	6,330.46	14.32 %	12,660.92
CH23	42.66	34.51	0.00	80.90 %	39,143.60	10.00 %	3,914.36	14.32 %	5,871.54
CH21	195.26	154.27	0.27	79.01 %	101,808.20	0.00 %		14.32 %	15,271.23
CH12	155.72	122.51	0.29	78.68 %	132,992.00	0.00 %		14.32 %	19,948.80
CH32	18.14	13.52	0.22	74.52 %	5,992.20	0.00 %		14.32 %	599.22
CH03	274.93	203.81	0.24	74.13 %	186,409.10	0.00 %		14.32 %	18,640.91
CH46	60.21	41.87	0.38	69.55 %	34,590.10	0.00 %		14.32 %	3,459.01
CH31	46.46	32.13	0.00	69.17 %	32,121.50	0.00 %		14.32 %	3,212.15
MC05	44.91	30.58	0.00	68.09 %	11,588.20	0.00 %		14.32 %	
CH20	144.46	95.49	0.30	66.10 %	90,895.50	0.00 %		14.32 %	
CH41	103.89	67.73	0.30	65.20 %	73,629.30	0.00 %		14.32 %	
PON1	61.55	39.53	0.07	64.22 %	39,791.80	0.00 %		14.32 %	
MC06	33.96	21.42	0.00	63.08 %	16,303.10	0.00 %		14.32 %	
CH09	113.24	70.07	0.04	61.87 %	79,227.30	0.00 %		14.32 %	
CH17	42.01	25.39	0.00	60.44 %	35,153.90	0.00 %		14.32 %	
CH27	42.72	24.54	0.08	57.46 %	26,254.50	0.00 %		14.32 %	
CH36	58.49	32.05	0.00	54.80 %	20,063.40	0.00 %		14.32 %	
GPD1	86.82	40.35	0.28	46.47 %	27,016.20	0.00 %		14.32 %	
CH06	115.78	51.87	0.14	44.80 %	57,902.50	0.00 %		14.32 %	
UKI1	75.41	32.42	0.27	43.00 %	32,337.40	0.00 %		14.32 %	
MJR1	184.89	58.37	0.00	31.57 %	56,405.20	0.00 %		14.32 %	
CH01	8.20	1.65	0.00	20.17 %	(2,392.80)	0.00 %		14.32 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	123.03	72.65	0.40	59.05 %	59,127.70	0.00 %		14.32 %	
KLR1	39.87	21.60	0.00	54.17 %	17,595.50	0.00 %		14.32 %	
PAS1	49.33	24.73	0.00	50.13 %	21,509.70	0.00 %		14.32 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	86.80	5.97	0.00 %	(5,233.30)	0.00 %		0.00 %	
GHUB	0.00	368.37	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	13.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	7.95	9.61	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	4.92	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	14.97	0.52	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	6.21	0.10	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	4.98	8.29	0.00 %	0.00	0.00 %		0.00 %	