

Accu.Target 26,495.04 L	Sales 20,977.43 L	Achieved % 79.17 %	HO Budget+ % 10.83 %	Total Com. 191.25 L
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Note : Sales Period is From :01-Oct-2025 To :17-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	2,816.83	2,362.14	83.86 %	0.00	10.83 %	0.00
SOUTH ARCOT	1,907.95	1,534.74	80.44 %	0.00	10.83 %	45,000.00
WEST-02	2,893.87	2,314.37	79.97 %	0.00	10.83 %	0.00
NORTH ARCOT	2,081.19	1,648.51	79.21 %	0.00	10.83 %	0.00
SOUTH-03	3,388.03	2,663.76	78.62 %	0.00	10.83 %	0.00
WEST-01	2,263.49	1,754.86	77.53 %	0.00	10.83 %	0.00
CHENNAI-01	3,216.59	2,489.79	77.40 %	0.00	10.83 %	0.00
SOUTH-01	4,508.15	3,361.96	74.58 %	0.00	10.83 %	0.00
CHENNAI-02	3,178.42	2,166.37	68.16 %	0.00	10.83 %	0.00
KL-SOUTH	240.52	135.59	56.37 %	0.00	10.83 %	0.00
OTHERS	0.00	545.35	0.00 %	0.00	0.00 %	0.00
Total	26,495.04	20,977.43	79.17 %		10.83 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	673.42	581.66	86.37%	0.00	10.83 %	37,500.00
	KUM1	597.86	512.33	85.69%	0.00	10.83 %	37,500.00
	TRY1	838.46	692.20	82.56%	0.00	10.83 %	45,000.00
	PBR1	707.10	575.94	81.45%	0.00	10.83 %	37,500.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	628.64	521.05	82.89%	0.00	10.83 %	37,500.00
	SA03	576.97	478.06	82.86%	0.00	10.83 %	30,000.00
	SA02	702.35	535.63	76.26%	0.00	10.83 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	767.89	652.48	84.97%	0.00	10.83 %	45,000.00
	HSR1	585.74	475.92	81.25%	0.00	10.83 %	30,000.00
	SLM1	928.04	752.94	81.13%	0.00	10.83 %	52,500.00
	MTR1	612.20	433.03	70.73%	0.00	10.83 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	764.18	656.02	85.85%	0.00	10.83 %	45,000.00
	NA02	647.17	505.08	78.04%	0.00	10.83 %	0.00
	NA03	669.84	487.41	72.76%	0.00	10.83 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	968.91	898.56	92.74%	60,000.00	10.83 %	120,000.00
	KKD2	623.41	536.70	86.09%	0.00	10.83 %	37,500.00
	SVG1	589.27	463.62	78.68%	0.00	10.83 %	0.00
	KRR1	152.91	109.03	71.30%	0.00	10.83 %	0.00
	DGL1	1,053.54	655.86	62.25%	0.00	10.83 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	265.57	242.26	91.22%	15,000.00	10.83 %	30,000.00
	CBE1	934.11	766.20	82.03%	0.00	10.83 %	52,500.00
	UAM1	411.75	330.72	80.32%	0.00	10.83 %	22,500.00
	TPR1	308.86	199.93	64.73%	0.00	10.83 %	0.00
	PLI1	343.21	215.75	62.86%	0.00	10.83 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	983.27	834.00	84.82%	0.00	10.83 %	60,000.00
	CH03	618.62	494.88	80.00%	0.00	10.83 %	0.00
	CH08	720.04	540.09	75.01%	0.00	10.83 %	0.00
	CH05	894.66	620.82	69.39%	0.00	10.83 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	926.99	814.84	87.90%	0.00	10.83 %	60,000.00
	TKS1	626.71	503.49	80.34%	0.00	10.83 %	37,500.00
	KVT1	822.15	617.47	75.10%	0.00	10.83 %	0.00
	TVL1	742.27	517.09	69.66%	0.00	10.83 %	0.00
	VNR1	628.89	412.24	65.55%	0.00	10.83 %	0.00
	NGR1	761.14	496.84	65.28%	0.00	10.83 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	753.03	573.72	76.19%	0.00	10.83 %	0.00
	CH01	822.72	587.40	71.40%	0.00	10.83 %	0.00
	CH09	625.25	418.29	66.90%	0.00	10.83 %	0.00
	CH04	977.42	586.97	60.05%	0.00	10.83 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	240.52	135.59	56.37%	0.00	10.83 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	7.43	0.00%	0.00	0.00 %	0.00
	CH02	0.00	121.48	0.00%	0.00	0.00 %	0.00
	HO01	0.00	379.59	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	8.77	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	6.30	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	7.13	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	14.13	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.52	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	34.66	111.24	0.03	320.91 %	59,359.50	40.00 %	23,743.80	10.83 %	23,743.80
TVR1	40.05	47.23	0.00	117.91 %	40,734.50	30.00 %	12,220.35	10.83 %	16,293.80
TRY3	73.78	85.54	0.08	115.94 %	56,708.70	30.00 %	17,012.61	10.83 %	22,683.48
TVR2	104.36	113.24	0.05	108.51 %	91,088.30	25.00 %	22,772.08	10.83 %	36,435.32
MDI1	81.71	84.88	0.17	103.87 %	74,017.40	25.00 %	18,504.35	10.83 %	22,205.22
MVM1	118.70	115.87	0.00	97.61 %	125,939.20	20.00 %	25,187.84	10.83 %	31,484.80
KRN1	51.97	47.64	0.04	91.68 %	45,019.90	15.00 %	6,752.99	10.83 %	11,254.98
TNJ2	138.21	126.24	0.02	91.34 %	96,482.50	15.00 %	14,472.38	10.83 %	24,120.63
TRY2	51.61	47.06	0.06	91.17 %	36,659.80	15.00 %	5,498.97	10.83 %	9,164.95
TNJ1	175.15	157.42	0.19	89.88 %	112,536.60	10.00 %	11,253.66	10.83 %	28,134.15
ORU1	52.61	47.03	0.09	89.40 %	53,575.90	10.00 %	5,357.59	10.83 %	13,393.98
PDK1	59.83	52.41	0.32	87.58 %	46,608.00	10.00 %	4,660.80	10.83 %	9,321.60
PBR1	55.44	48.20	0.00	86.94 %	42,967.00	10.00 %	4,296.70	10.83 %	8,593.40
TYR1	113.31	98.41	0.04	86.85 %	69,531.70	10.00 %	6,953.17	10.83 %	13,906.34
NGT1	95.51	80.09	0.06	83.86 %	84,723.50	10.00 %	8,472.35	10.83 %	12,708.53
KIK1	59.60	48.97	0.00	82.16 %	54,615.40	10.00 %	5,461.54	10.83 %	8,192.31
KUM1	153.37	124.04	0.10	80.88 %	100,551.10	10.00 %	10,055.11	10.83 %	15,082.67
AYR1	73.65	57.00	0.02	77.39 %	42,368.50	0.00 %		10.83 %	4,236.85
PBR2	178.47	136.95	0.10	76.74 %	103,783.50	0.00 %		10.83 %	10,378.35
JKM1	93.88	71.81	0.00	76.49 %	57,384.50	0.00 %		10.83 %	5,738.45
NMM1	62.77	47.10	0.08	75.03 %	55,951.00	0.00 %		10.83 %	5,595.10
TTP1	97.04	72.56	0.00	74.77 %	73,866.50	0.00 %		10.83 %	7,386.65
PTK1	125.59	92.67	0.16	73.79 %	76,530.50	0.00 %		10.83 %	7,653.05
APM1	37.38	26.32	0.17	70.42 %	33,964.20	0.00 %		10.83 %	
MSI1	73.63	47.71	0.09	64.79 %	41,082.40	0.00 %		10.83 %	
TRY1	566.60	348.31	0.10	61.47 %	251,592.70	0.00 %		10.83 %	
NCK1	47.93	26.20	0.01	54.67 %	23,956.30	0.00 %		10.83 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	95.26	123.22	0.15	129.35 %	80,192.00	40.00 %	32,076.80	10.83 %	32,076.80
CUD1	184.31	163.00	0.22	88.44 %	152,702.30	10.00 %	15,270.23	10.83 %	30,540.46
VPM2	93.79	82.76	0.10	88.24 %	74,826.60	10.00 %	7,482.66	10.83 %	14,965.32
NVL2	112.02	97.54	0.15	87.08 %	99,904.80	10.00 %	9,990.48	10.83 %	19,980.96
KLM1	94.38	77.84	0.20	82.48 %	89,929.20	10.00 %	8,992.92	10.83 %	13,489.38
POY2	144.97	119.54	0.03	82.45 %	93,612.40	10.00 %	9,361.24	10.83 %	14,041.86
POY1	162.20	132.40	0.19	81.63 %	135,872.50	10.00 %	13,587.25	10.83 %	20,380.88
ULP1	95.01	76.51	0.06	80.52 %	72,403.20	10.00 %	7,240.32	10.83 %	10,860.48
PRT1	76.31	60.89	0.24	79.79 %	60,888.90	0.00 %		10.83 %	6,088.89
CDM1	139.74	110.19	0.10	78.85 %	97,185.20	0.00 %		10.83 %	9,718.52
TRK1	120.73	94.40	0.18	78.19 %	94,919.20	0.00 %		10.83 %	9,491.92
KML1	53.51	41.21	0.39	77.02 %	41,930.70	0.00 %		10.83 %	4,193.07
TDM1	83.76	62.14	0.11	74.19 %	48,341.50	0.00 %		10.83 %	4,834.15
KKI2	124.53	92.20	0.29	74.04 %	71,372.50	0.00 %		10.83 %	7,137.25
STP1	42.56	30.82	0.00	72.41 %	26,604.30	0.00 %		10.83 %	2,660.43
TVM1	58.35	40.65	0.36	69.66 %	22,889.70	0.00 %		10.83 %	
MKM1	42.78	28.27	0.16	66.09 %	28,199.50	0.00 %		10.83 %	
VPM1	37.94	24.45	0.25	64.45 %	20,463.70	0.00 %		10.83 %	
TVM2	87.13	50.58	0.00	58.04 %	27,782.30	0.00 %		10.83 %	
VCM1	58.67	26.27	0.00	44.78 %	23,432.50	0.00 %		10.83 %	
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	55.28	79.05	0.00	143.01 %	61,748.30	40.00 %	24,699.32	10.83 %	24,699.32
ERD2	142.09	153.13	0.13	107.77 %	135,000.50	25.00 %	33,750.13	10.83 %	54,000.20
APN1	53.35	54.72	0.16	102.56 %	65,116.90	25.00 %	16,279.23	10.83 %	19,535.07
PMP1	64.06	61.57	0.13	96.11 %	33,313.40	20.00 %	6,662.68	10.83 %	8,328.35
HSR2	149.82	143.12	0.07	95.53 %	123,335.30	20.00 %	24,667.06	10.83 %	30,833.83
SLM2	93.10	86.79	0.14	93.22 %	63,782.20	15.00 %	9,567.33	10.83 %	15,945.55
ERD1	137.01	124.46	1.53	90.84 %	91,235.30	15.00 %	13,685.30	10.83 %	22,808.83
EDP1	42.58	37.63	0.00	88.39 %	23,034.10	10.00 %	2,303.41	10.83 %	4,606.82
SLM3	135.48	118.54	0.12	87.49 %	83,044.80	10.00 %	8,304.48	10.83 %	16,608.96
HRR1	53.92	45.55	0.19	84.48 %	38,505.30	10.00 %	3,850.53	10.83 %	5,775.80
PDR1	38.74	32.53	0.11	83.96 %	38,746.30	10.00 %	3,874.63	10.83 %	5,811.95
DPR1	40.41	33.85	0.01	83.76 %	24,771.90	10.00 %	2,477.19	10.83 %	3,715.79
NKL2	131.92	110.33	0.32	83.63 %	103,138.90	10.00 %	10,313.89	10.83 %	15,470.84
VKL1	38.24	31.35	0.08	81.96 %	27,681.60	10.00 %	2,768.16	10.83 %	4,152.24
TCG1	51.64	41.06	0.40	79.50 %	32,558.20	0.00 %		10.83 %	3,255.82
PLC1	64.17	50.93	0.01	79.37 %	51,709.90	0.00 %		10.83 %	5,170.99
KVP1	52.91	40.88	0.03	77.25 %	36,520.60	0.00 %		10.83 %	3,652.06
SLM1	284.44	218.97	0.13	76.98 %	139,196.40	0.00 %		10.83 %	13,919.64
OML1	92.52	70.46	0.00	76.16 %	68,828.90	0.00 %		10.83 %	6,882.89
EPI1	93.00	70.81	0.06	76.14 %	64,259.10	0.00 %		10.83 %	6,425.91
CMI1	45.62	34.04	0.23	74.63 %	38,775.70	0.00 %		10.83 %	3,877.57
SGG1	41.49	30.79	0.22	74.21 %	25,077.30	0.00 %		10.83 %	2,507.73
BMD1	54.49	40.38	0.10	74.10 %	45,837.70	0.00 %		10.83 %	4,583.77
ATU1	114.38	84.49	0.05	73.87 %	68,287.50	0.00 %		10.83 %	6,828.75
RSP1	79.95	58.62	0.14	73.32 %	51,751.80	0.00 %		10.83 %	5,175.18
VPD1	111.70	80.99	0.00	72.51 %	99,357.80	0.00 %		10.83 %	9,935.78
TRM1	101.23	72.33	1.28	71.45 %	56,788.10	0.00 %		10.83 %	5,678.81
MCR1	103.75	71.69	0.01	69.10 %	58,934.10	0.00 %		10.83 %	
MTR1	111.68	67.62	0.04	60.55 %	52,491.70	0.00 %		10.83 %	
KMM1	61.18	36.17	0.21	59.12 %	40,980.70	0.00 %		10.83 %	
DPR2	54.19	31.15	0.00	57.48 %	24,154.20	0.00 %		10.83 %	
KRI1	81.50	43.32	0.00	53.16 %	21,233.00	0.00 %		10.83 %	
HSR1	118.01	57.05	0.09	48.35 %	56,000.10	0.00 %		10.83 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SLG1	58.11	58.41	0.00	100.52 %	46,995.80	25.00 %	11,748.95	10.83 %	14,098.74
AKM1	118.58	114.94	0.14	96.93 %	84,322.80	20.00 %	16,864.56	10.83 %	21,080.70
WJP1	65.72	62.84	0.38	95.62 %	52,283.20	20.00 %	10,456.64	10.83 %	13,070.80
VEL1	104.02	94.06	0.08	90.42 %	85,040.60	15.00 %	12,756.09	10.83 %	21,260.15
BGR1	40.66	36.72	0.00	90.31 %	37,771.80	15.00 %	5,665.77	10.83 %	9,442.95
KPM2	246.21	220.10	0.04	89.39 %	154,253.60	10.00 %	15,425.36	10.83 %	38,563.40
ABR1	68.18	58.77	3.28	86.21 %	55,409.40	10.00 %	5,540.94	10.83 %	11,081.88
GDM1	65.21	55.51	0.13	85.12 %	55,348.50	10.00 %	5,534.85	10.83 %	11,069.70
PLR1	42.31	35.02	0.00	82.76 %	33,329.00	10.00 %	3,332.90	10.83 %	4,999.35
WJD1	76.98	62.72	0.20	81.48 %	66,429.40	10.00 %	6,642.94	10.83 %	9,964.41
VEL2	121.46	98.23	0.08	80.87 %	114,158.70	10.00 %	11,415.87	10.83 %	17,123.81
TRT1	85.99	69.28	0.28	80.57 %	54,784.90	10.00 %	5,478.49	10.83 %	8,217.74
KPM1	75.24	59.73	0.16	79.38 %	59,126.10	0.00 %		10.83 %	5,912.61
TRR1	116.24	90.69	0.64	78.02 %	69,696.40	0.00 %		10.83 %	6,969.64
ARC2	80.75	62.63	0.05	77.56 %	48,003.80	0.00 %		10.83 %	4,800.38
CGM1	60.21	46.62	0.00	77.43 %	32,955.30	0.00 %		10.83 %	3,295.53
CYR1	55.39	42.19	0.03	76.17 %	39,072.10	0.00 %		10.83 %	3,907.21
TRL1	127.97	95.33	0.04	74.49 %	125,074.30	0.00 %		10.83 %	12,507.43
VSI1	74.26	54.01	0.22	72.74 %	64,892.40	0.00 %		10.83 %	6,489.24
CPT1	43.17	30.20	0.03	69.96 %	30,229.80	0.00 %		10.83 %	
UGI1	52.79	36.21	0.33	68.59 %	36,509.10	0.00 %		10.83 %	
ANI1	45.31	30.87	0.12	68.13 %	25,087.90	0.00 %		10.83 %	
SBR1	158.79	92.28	0.04	58.12 %	105,292.40	0.00 %		10.83 %	
PTU1	28.11	14.96	0.12	53.21 %	15,743.70	0.00 %		10.83 %	
VNB1	69.54	26.19	0.00	37.67 %	21,861.60	0.00 %		10.83 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	96.70	172.30	0.28	178.18 %	126,321.20	40.00 %	50,528.48	10.83 %	50,528.48
KKD3	75.45	115.91	0.33	153.62 %	144,091.90	40.00 %	57,636.76	10.83 %	57,636.76
DGL2	49.06	50.81	0.14	103.56 %	49,088.50	25.00 %	12,272.13	10.83 %	14,726.55
TEN1	81.11	83.97	0.01	103.54 %	81,009.70	25.00 %	20,252.43	10.83 %	24,302.91
PVI1	62.01	60.41	0.01	97.42 %	75,214.30	20.00 %	15,042.86	10.83 %	18,803.58
TEN2	81.89	78.18	0.01	95.47 %	51,038.50	20.00 %	10,207.70	10.83 %	12,759.63
PNI1	31.80	30.08	0.56	94.58 %	25,341.50	15.00 %	3,801.23	10.83 %	6,335.38
DKI1	81.39	76.63	0.03	94.16 %	101,188.30	15.00 %	15,178.25	10.83 %	25,297.08
TDI1	53.39	50.13	0.00	93.89 %	56,778.60	15.00 %	8,516.79	10.83 %	14,194.65
BTU1	36.05	33.31	0.48	92.41 %	37,161.00	15.00 %	5,574.15	10.83 %	9,290.25
KYK1	40.63	36.94	0.23	90.91 %	41,084.40	15.00 %	6,162.66	10.83 %	10,271.10
MLR1	56.54	49.92	0.05	88.29 %	45,417.00	10.00 %	4,541.70	10.83 %	9,083.40
ADP1	65.15	56.57	0.20	86.82 %	56,568.00	10.00 %	5,656.80	10.83 %	11,313.60
MDU2	212.59	184.49	0.24	86.78 %	139,600.70	10.00 %	13,960.07	10.83 %	27,920.14
PKM1	36.21	31.18	0.16	86.11 %	36,351.20	10.00 %	3,635.12	10.83 %	7,270.24
CBM1	99.49	84.00	0.06	84.43 %	76,071.10	10.00 %	7,607.11	10.83 %	11,410.67
DGL1	296.85	250.44	0.12	84.36 %	206,661.10	10.00 %	20,666.11	10.83 %	30,999.17
BNR1	66.28	54.74	0.33	82.59 %	52,718.00	10.00 %	5,271.80	10.83 %	7,907.70
PNV1	36.18	29.52	0.09	81.60 %	31,958.00	10.00 %	3,195.80	10.83 %	4,793.70
TMM1	131.93	106.33	0.25	80.60 %	77,893.50	10.00 %	7,789.35	10.83 %	11,684.03
SGP1	38.85	31.02	0.00	79.85 %	33,384.90	0.00 %		10.83 %	3,338.49
ATG1	95.59	76.16	0.42	79.67 %	93,009.20	0.00 %		10.83 %	9,300.92
USL1	73.90	57.75	0.13	78.15 %	58,793.10	0.00 %		10.83 %	5,879.31
KPT1	43.82	33.75	0.24	77.03 %	37,827.90	0.00 %		10.83 %	3,782.79
KRR1	96.46	72.07	0.11	74.71 %	70,009.30	0.00 %		10.83 %	7,000.93
SVG1	89.30	65.82	0.09	73.71 %	66,177.30	0.00 %		10.83 %	6,617.73
MDU4	82.01	59.72	0.29	72.83 %	50,482.90	0.00 %		10.83 %	5,048.29
CMR1	53.91	37.66	0.27	69.86 %	26,190.10	0.00 %		10.83 %	
TPT1	75.40	50.84	0.24	67.42 %	91,081.10	0.00 %		10.83 %	
MDU3	129.78	86.92	0.30	66.97 %	61,531.20	0.00 %		10.83 %	
ODM1	56.45	36.96	0.40	65.47 %	26,672.20	0.00 %		10.83 %	
MDU5	74.37	48.02	0.07	64.57 %	62,926.00	0.00 %		10.83 %	
MPA1	98.47	63.06	0.14	64.04 %	75,765.20	0.00 %		10.83 %	
MNM1	53.40	32.59	0.11	61.04 %	43,688.10	0.00 %		10.83 %	
NKI1	80.90	48.62	0.27	60.10 %	64,363.70	0.00 %		10.83 %	
NTM1	63.47	37.34	0.00	58.83 %	36,882.20	0.00 %		10.83 %	
MDU1	439.52	176.12	0.31	40.07 %	127,572.00	0.00 %		10.83 %	
KKD2	51.75	13.49	0.00	26.06 %	17,913.00	0.00 %		10.83 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	31.98	45.50	0.63	142.28 %	65,710.80	40.00 %	26,284.32	10.83 %	26,284.32
PPI1	42.29	49.61	0.03	117.30 %	65,040.60	30.00 %	19,512.18	10.83 %	26,016.24
GBM1	50.92	57.86	0.62	113.63 %	38,613.20	30.00 %	11,583.96	10.83 %	15,445.28
SUL1	55.28	55.74	0.12	100.84 %	79,965.50	25.00 %	19,991.38	10.83 %	23,989.65
TPR3	54.38	53.00	0.04	97.46 %	76,173.70	20.00 %	15,234.74	10.83 %	19,043.43
MPM1	59.74	58.19	0.04	97.40 %	75,413.20	20.00 %	15,082.64	10.83 %	18,853.30
KGM1	37.14	34.48	0.14	92.82 %	37,748.40	15.00 %	5,662.26	10.83 %	9,437.10
CBE2	340.65	309.09	0.07	90.74 %	247,031.60	15.00 %	37,054.74	10.83 %	61,757.90
CBE6	71.38	63.11	0.04	88.41 %	61,350.60	10.00 %	6,135.06	10.83 %	12,270.12
KMR1	132.87	113.28	0.03	85.25 %	132,148.20	10.00 %	13,214.82	10.83 %	26,429.64
CBE1	56.94	48.49	0.06	85.15 %	63,800.30	10.00 %	6,380.03	10.83 %	12,760.06
AVI1	54.58	45.14	0.00	82.71 %	40,508.60	10.00 %	4,050.86	10.83 %	6,076.29
TPR4	36.47	29.58	0.03	81.11 %	26,474.00	10.00 %	2,647.40	10.83 %	3,971.10
CNR1	53.03	41.65	0.00	78.53 %	44,807.90	0.00 %		10.83 %	4,480.79
ANR1	18.26	14.12	0.43	77.32 %	17,051.60	0.00 %		10.83 %	1,705.16
KGI1	68.63	51.85	0.00	75.56 %	36,678.80	0.00 %		10.83 %	3,667.88
PDM1	38.34	28.90	0.00	75.38 %	29,319.10	0.00 %		10.83 %	2,931.91
SYM2	63.04	45.94	0.00	72.87 %	47,177.10	0.00 %		10.83 %	4,717.71
GDR1	60.14	41.50	0.12	69.01 %	29,478.20	0.00 %		10.83 %	
DPM2	75.07	50.56	0.02	67.36 %	52,378.10	0.00 %		10.83 %	
UAM1	138.23	92.03	0.04	66.58 %	87,789.80	0.00 %		10.83 %	
CBE3	36.71	24.10	0.01	65.65 %	40,324.30	0.00 %		10.83 %	
SNR1	75.78	49.46	0.13	65.27 %	49,929.80	0.00 %		10.83 %	
CBE5	49.55	31.96	0.08	64.50 %	49,654.60	0.00 %		10.83 %	
CBE4	114.94	70.98	0.18	61.76 %	81,113.30	0.00 %		10.83 %	
PLI1	120.51	70.63	0.09	58.61 %	65,251.60	0.00 %		10.83 %	
TPR2	139.38	81.32	0.01	58.35 %	57,989.40	0.00 %		10.83 %	
TPR1	115.10	65.60	0.30	56.99 %	56,855.60	0.00 %		10.83 %	
UMP1	72.15	31.18	0.56	43.22 %	35,670.60	0.00 %		10.83 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH19	121.56	139.61	0.15	114.85 %	121,918.60	30.00 %	36,575.58	10.83 %	48,767.44
CH28	107.47	117.12	0.14	108.98 %	173,509.50	25.00 %	43,377.38	10.83 %	69,403.80
CH40	66.59	69.24	0.01	103.99 %	33,795.70	25.00 %	8,448.93	10.83 %	10,138.71
AVD1	153.63	153.91	0.37	100.18 %	110,289.50	25.00 %	27,572.38	10.83 %	33,086.85
TKM1	50.59	48.84	0.00	96.53 %	54,489.20	20.00 %	10,897.84	10.83 %	13,622.30
MC10	26.39	25.37	0.00	96.12 %	16,217.30	20.00 %	3,243.46	10.83 %	4,054.33
CH42	136.18	126.59	0.10	92.96 %	128,351.70	15.00 %	19,252.76	10.83 %	32,087.93
CH39	60.97	54.09	0.07	88.71 %	49,679.00	10.00 %	4,967.90	10.83 %	9,935.80
CH16	214.75	185.42	0.13	86.34 %	200,836.90	10.00 %	20,083.69	10.83 %	40,167.38
GUD2	88.19	75.39	0.09	85.49 %	68,518.20	10.00 %	6,851.82	10.83 %	13,703.64
GUD1	89.67	74.27	0.08	82.82 %	112,296.60	10.00 %	11,229.66	10.83 %	16,844.49
CH48	123.77	96.89	0.05	78.29 %	98,001.50	0.00 %		10.83 %	9,800.15
CH45	108.60	83.84	0.38	77.20 %	82,081.10	0.00 %		10.83 %	8,208.11
CH38	81.85	63.13	0.13	77.13 %	68,389.50	0.00 %		10.83 %	6,838.95
CGL1	71.71	54.58	0.15	76.12 %	48,585.50	0.00 %		10.83 %	4,858.55
CH35	82.50	62.57	0.13	75.85 %	68,207.60	0.00 %		10.83 %	6,820.76
SKL1	83.78	62.94	0.10	75.13 %	77,834.00	0.00 %		10.83 %	7,783.40
CH22	95.12	70.62	0.11	74.24 %	78,892.60	0.00 %		10.83 %	7,889.26
CH08	225.66	165.76	0.05	73.46 %	231,054.90	0.00 %		10.83 %	23,105.49
MRM1	99.69	69.64	0.12	69.86 %	73,166.60	0.00 %		10.83 %	
CH14	232.53	160.25	0.18	68.92 %	141,637.70	0.00 %		10.83 %	
CH07	159.87	108.42	0.11	67.82 %	110,431.50	0.00 %		10.83 %	
KNR1	112.20	72.74	0.18	64.83 %	56,790.50	0.00 %		10.83 %	
CH05	192.03	120.86	0.17	62.94 %	107,182.70	0.00 %		10.83 %	
CH11	120.64	73.37	0.26	60.81 %	72,676.90	0.00 %		10.83 %	
CH30	131.36	78.62	0.25	59.85 %	60,592.60	0.00 %		10.83 %	
CH29	36.93	19.92	0.13	53.95 %	24,213.10	0.00 %		10.83 %	
CH26	32.16	16.09	0.05	50.03 %	17,829.10	0.00 %		10.83 %	
CH37	70.45	28.51	0.22	40.47 %	29,869.90	0.00 %		10.83 %	
MC09	20.27	7.92	0.28	39.07 %	4,244.90	0.00 %		10.83 %	
MC02	19.50	3.24	0.00	16.63 %	1,165.70	0.00 %		10.83 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARM1	58.08	69.56	0.48	119.76 %	58,299.70	30.00 %	17,489.91	10.83 %	23,319.88
ERL2	55.43	64.72	0.09	116.77 %	75,053.60	30.00 %	22,516.08	10.83 %	30,021.44
RPM1	138.00	138.06	0.36	100.05 %	134,794.00	20.00 %	26,958.80	10.83 %	40,438.20
UDN1	56.02	55.22	0.16	98.56 %	51,828.90	20.00 %	10,365.78	10.83 %	15,548.67
TCN1	91.49	86.03	0.32	94.03 %	87,023.80	15.00 %	13,053.57	10.83 %	21,755.95
PKD1	121.75	113.16	0.20	92.94 %	115,794.40	15.00 %	17,369.16	10.83 %	28,948.60
KYR1	46.05	41.66	0.25	90.47 %	40,210.90	15.00 %	6,031.64	10.83 %	10,052.73
TUT2	180.16	155.79	0.18	86.47 %	130,333.70	10.00 %	13,033.37	10.83 %	26,066.74
TUT1	470.29	401.83	0.28	85.44 %	431,841.30	10.00 %	43,184.13	10.83 %	86,368.26
SKD1	53.59	45.79	0.15	85.43 %	41,239.20	10.00 %	4,123.92	10.83 %	8,247.84
VNR1	59.53	48.57	0.00	81.59 %	49,706.10	10.00 %	4,970.61	10.83 %	7,455.92
TKS2	171.12	139.08	0.12	81.27 %	121,366.70	10.00 %	12,136.67	10.83 %	18,205.01
TKS1	142.08	109.26	0.18	76.90 %	119,213.30	0.00 %		10.83 %	11,921.33
NGR1	277.11	211.84	1.00	76.45 %	183,167.90	0.00 %		10.83 %	18,316.79
SNL1	88.98	66.35	0.14	74.57 %	54,956.40	0.00 %		10.83 %	5,495.64
VNR2	216.01	160.93	0.08	74.50 %	156,513.70	0.00 %		10.83 %	15,651.37
TKY1	104.18	77.28	0.14	74.18 %	57,479.00	0.00 %		10.83 %	5,747.90
SVK1	145.65	104.93	0.17	72.04 %	97,206.00	0.00 %		10.83 %	9,720.60
KVT1	232.44	167.33	0.48	71.99 %	204,693.80	0.00 %		10.83 %	20,469.38
SDI1	65.02	46.31	0.46	71.23 %	47,777.00	0.00 %		10.83 %	
TYI1	73.59	51.24	0.47	69.63 %	65,321.90	0.00 %		10.83 %	
ASM1	63.63	43.82	0.12	68.86 %	51,099.70	0.00 %		10.83 %	
TVL1	435.43	296.33	0.85	68.06 %	254,862.20	0.00 %		10.83 %	
RND1	163.75	109.26	0.13	66.73 %	146,012.60	0.00 %		10.83 %	
STU2	55.57	36.82	0.22	66.25 %	33,000.20	0.00 %		10.83 %	
MMT1	74.70	49.42	0.15	66.16 %	43,349.50	0.00 %		10.83 %	
SGT1	41.16	27.09	0.28	65.82 %	23,017.80	0.00 %		10.83 %	
TVL2	41.48	26.97	0.18	65.01 %	12,381.80	0.00 %		10.83 %	
PDI1	69.33	43.69	0.26	63.01 %	42,558.00	0.00 %		10.83 %	
VKM1	60.03	37.11	0.07	61.83 %	53,266.70	0.00 %		10.83 %	
KGL1	67.47	38.47	0.05	57.01 %	45,146.40	0.00 %		10.83 %	
APK2	109.67	61.40	0.29	55.99 %	72,132.00	0.00 %		10.83 %	
VLY1	143.65	80.42	0.48	55.98 %	67,771.40	0.00 %		10.83 %	
COL1	31.62	17.17	0.02	54.31 %	19,169.80	0.00 %		10.83 %	
KSM1	45.37	23.74	0.08	52.32 %	22,194.50	0.00 %		10.83 %	
MAR1	160.69	78.91	0.16	49.11 %	74,422.80	0.00 %		10.83 %	
APK1	98.03	36.40	0.10	37.13 %	47,621.40	0.00 %		10.83 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH33	94.55	83.83	0.06	88.65 %	87,767.40	10.00 %	8,776.74	10.83 %	17,553.48
CH34	137.78	120.19	0.11	87.23 %	103,149.00	10.00 %	10,314.90	10.83 %	20,629.80
CH18	135.84	115.29	0.00	84.87 %	141,238.70	10.00 %	14,123.87	10.83 %	28,247.74
CH24	116.60	97.11	0.32	83.28 %	102,486.90	10.00 %	10,248.69	10.83 %	15,373.04
CH15	323.37	267.49	0.19	82.72 %	222,963.60	10.00 %	22,296.36	10.83 %	33,444.54
CH44	104.29	86.02	0.04	82.48 %	73,332.50	10.00 %	7,333.25	10.83 %	10,999.88
CH43	101.66	82.65	0.18	81.30 %	101,482.60	10.00 %	10,148.26	10.83 %	15,222.39
CH12	176.48	140.90	0.26	79.84 %	151,147.40	0.00 %		10.83 %	15,114.74
CH23	48.35	36.43	0.00	75.36 %	40,758.90	0.00 %		10.83 %	4,075.89
CH03	311.58	233.42	0.23	74.91 %	215,577.30	0.00 %		10.83 %	21,557.73
CH21	221.30	164.45	0.26	74.31 %	108,278.40	0.00 %		10.83 %	10,827.84
CH32	20.56	14.67	0.21	71.37 %	6,876.20	0.00 %		10.83 %	
CH46	68.24	46.19	0.35	67.69 %	39,067.90	0.00 %		10.83 %	
PON1	69.76	45.54	0.06	65.29 %	44,170.40	0.00 %		10.83 %	
CH20	163.72	105.21	0.27	64.26 %	99,127.30	0.00 %		10.83 %	
CH31	52.65	33.78	0.00	64.15 %	33,683.30	0.00 %		10.83 %	
MC05	50.90	32.30	0.00	63.45 %	13,944.50	0.00 %		10.83 %	
CH41	117.74	74.67	0.33	63.42 %	78,991.60	0.00 %		10.83 %	
MC06	38.49	23.99	0.00	62.31 %	18,301.20	0.00 %		10.83 %	
CH27	48.41	29.79	0.06	61.53 %	31,747.70	0.00 %		10.83 %	
CH09	128.34	74.62	0.21	58.14 %	84,244.10	0.00 %		10.83 %	
CH17	47.61	26.65	0.00	55.97 %	36,686.70	0.00 %		10.83 %	
CH36	66.29	35.08	0.00	52.92 %	22,536.10	0.00 %		10.83 %	
GPD1	98.40	43.30	0.26	44.01 %	29,291.70	0.00 %		10.83 %	
CH06	131.21	55.55	0.13	42.34 %	62,700.70	0.00 %		10.83 %	
UKI1	85.46	34.25	0.25	40.08 %	34,054.10	0.00 %		10.83 %	
MJR1	209.54	60.91	0.04	29.07 %	59,301.40	0.00 %		10.83 %	
CH01	9.30	2.10	0.00	22.57 %	(1,922.80)	0.00 %		10.83 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	139.43	82.72	0.35	59.33 %	67,979.20	0.00 %		10.83 %	
KLR1	45.18	24.22	0.00	53.61 %	20,360.20	0.00 %		10.83 %	
PAS1	55.91	28.65	0.00	51.24 %	25,149.20	0.00 %		10.83 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	98.24	5.28	0.00 %	(5,233.30)	0.00 %		0.00 %	
GHUB	0.00	376.84	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.75	1.39	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	14.13	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	8.77	8.72	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.52	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	7.13	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	23.23	0.33	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	7.43	0.08	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	6.30	6.55	0.00 %	0.00	0.00 %		0.00 %	