

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
29,612.10 L	26,411.05 L	89.19 %	0.81 %	237.18 L

Note : Sales Period is From :01-Oct-2025 To :19-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH-03	3,786.62	3,719.57	98.23 %	111,000.00	0.81 %	111,000.00
TRICHY-01	3,148.23	2,903.29	92.22 %	0.00	0.81 %	0.00
WEST-02	3,234.32	2,922.48	90.36 %	0.00	0.81 %	0.00
NORTH ARCOT	2,326.03	2,034.51	87.47 %	0.00	0.81 %	0.00
SOUTH-01	5,038.52	4,339.59	86.13 %	0.00	0.81 %	0.00
SOUTH ARCOT	2,132.42	1,833.94	86.00 %	0.00	0.81 %	0.00
WEST-01	2,529.78	2,129.52	84.18 %	0.00	0.81 %	0.00
CHENNAI-01	3,595.01	2,955.47	82.21 %	0.00	0.81 %	0.00
CHENNAI-02	3,552.36	2,848.68	80.19 %	0.00	0.81 %	0.00
KL-SOUTH	268.82	152.99	56.91 %	0.00	0.81 %	0.00
OTHERS	0.00	571.02	0.00 %	0.00	0.00 %	0.00
Total	29,612.10	26,411.05	89.19 %		0.81 %	

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,082.90	1,114.88	102.95%	165,000.00	0.81 %	165,000.00
	KKD2	696.75	678.78	97.42%	45,000.00	0.81 %	45,000.00
	KRR1	170.90	165.42	96.80%	7,500.00	0.81 %	7,500.00
	DGL1	1,177.48	1,129.13	95.89%	82,500.00	0.81 %	82,500.00
	SVG1	658.59	631.37	95.87%	45,000.00	0.81 %	45,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	668.20	633.70	94.84%	45,000.00	0.81 %	45,000.00
	TNJ1	752.64	698.23	92.77%	45,000.00	0.81 %	45,000.00
	PBR1	790.28	727.32	92.03%	52,500.00	0.81 %	52,500.00
	TRY1	937.10	844.04	90.07%	60,000.00	0.81 %	60,000.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	858.23	830.61	96.78%	60,000.00	0.81 %	60,000.00
	SLM1	1,037.22	948.76	91.47%	67,500.00	0.81 %	67,500.00
	HSR1	654.65	576.71	88.09%	0.00	0.81 %	0.00
	MTR1	684.22	566.39	82.78%	0.00	0.81 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	854.09	805.31	94.29%	60,000.00	0.81 %	60,000.00
	NA02	723.31	641.15	88.64%	0.00	0.81 %	0.00
	NA03	748.64	588.06	78.55%	0.00	0.81 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,036.05	1,014.88	97.96%	75,000.00	0.81 %	75,000.00
	TKS1	700.44	641.10	91.53%	45,000.00	0.81 %	45,000.00
	KVT1	918.88	792.20	86.21%	0.00	0.81 %	0.00
	VNR1	702.88	577.49	82.16%	0.00	0.81 %	0.00
	TVL1	829.59	654.31	78.87%	0.00	0.81 %	0.00
	NGR1	850.68	659.61	77.54%	0.00	0.81 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	644.85	564.03	87.47%	0.00	0.81 %	0.00
	SA01	702.60	608.16	86.56%	0.00	0.81 %	0.00
	SA02	784.98	661.74	84.30%	0.00	0.81 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	296.81	305.43	102.90%	45,000.00	0.81 %	45,000.00
	UAM1	460.19	406.82	88.40%	0.00	0.81 %	0.00
	CBE1	1,044.00	893.27	85.56%	0.00	0.81 %	0.00
	TPR1	345.20	254.84	73.82%	0.00	0.81 %	0.00
	PLI1	383.59	269.16	70.17%	0.00	0.81 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	1,098.95	957.94	87.17%	0.00	0.81 %	0.00
	CH03	691.40	592.78	85.74%	0.00	0.81 %	0.00
	CH05	999.91	781.60	78.17%	0.00	0.81 %	0.00
	CH08	804.75	623.15	77.43%	0.00	0.81 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	919.51	756.08	82.23%	0.00	0.81 %	0.00
	CH07	841.63	680.43	80.85%	0.00	0.81 %	0.00
	CH09	698.81	563.52	80.64%	0.00	0.81 %	0.00
	CH04	1,092.41	848.66	77.69%	0.00	0.81 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	268.82	152.99	56.91%	0.00	0.81 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	9.73	0.00%	0.00	0.00 %	0.00
	CH02	0.00	131.35	0.00%	0.00	0.00 %	0.00
	HO01	0.00	379.59	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	12.70	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	9.17	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	9.35	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	18.60	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.52	0.00%	0.00	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	108.08	212.66	0.23	196.76 %	151,830.10	40.00 %	60,732.04	0.81 %	60,732.04
KKD3	84.33	135.99	0.31	161.27 %	168,514.30	40.00 %	67,405.72	0.81 %	67,405.72
DGL2	54.84	68.15	0.10	124.27 %	63,410.70	40.00 %	25,364.28	0.81 %	25,364.28
BTU1	40.29	47.57	0.36	118.08 %	49,217.30	30.00 %	14,765.19	0.81 %	14,765.19
PNI1	35.54	40.34	0.42	113.49 %	32,362.50	30.00 %	9,708.75	0.81 %	9,708.75
PVI1	69.31	77.38	0.01	111.65 %	95,474.20	30.00 %	28,642.26	0.81 %	28,642.26
KYK1	45.41	50.67	0.17	111.58 %	54,570.90	30.00 %	16,371.27	0.81 %	16,371.27
TEN1	90.65	100.96	0.25	111.37 %	93,606.60	30.00 %	28,081.98	0.81 %	28,081.98
MLR1	63.20	69.59	0.03	110.12 %	64,330.20	30.00 %	19,299.06	0.81 %	19,299.06
TEN2	91.52	98.14	0.01	107.23 %	63,274.50	25.00 %	15,818.63	0.81 %	15,818.63
MDU1	491.22	522.91	0.11	106.45 %	285,261.40	25.00 %	71,315.35	0.81 %	71,315.35
PKM1	40.47	42.77	0.12	105.68 %	48,641.50	25.00 %	12,160.38	0.81 %	12,160.38
DKI1	90.96	95.49	0.03	104.98 %	123,892.20	25.00 %	30,973.05	0.81 %	30,973.05
KPT1	48.97	51.07	0.17	104.29 %	55,156.60	25.00 %	13,789.15	0.81 %	13,789.15
TDI1	59.67	60.87	0.00	102.01 %	67,841.90	25.00 %	16,960.48	0.81 %	16,960.48
USL1	82.59	82.57	0.09	99.98 %	78,980.00	20.00 %	15,796.00	0.81 %	19,745.00
KRR1	107.81	107.16	0.07	99.40 %	93,763.10	20.00 %	18,752.62	0.81 %	23,440.78
ADP1	72.82	72.17	0.16	99.11 %	73,903.00	20.00 %	14,780.60	0.81 %	14,780.60
ATG1	106.84	105.40	0.30	98.66 %	123,455.00	20.00 %	24,691.00	0.81 %	24,691.00
SGP1	43.42	42.14	0.00	97.06 %	44,680.90	20.00 %	8,936.18	0.81 %	8,936.18
BNR1	74.08	69.63	0.26	94.00 %	64,821.70	15.00 %	9,723.26	0.81 %	9,723.26
CBM1	111.20	104.42	0.05	93.90 %	89,162.20	15.00 %	13,374.33	0.81 %	13,374.33
MDU2	237.60	222.62	0.20	93.70 %	160,959.60	15.00 %	24,143.94	0.81 %	24,143.94
PNV1	40.43	37.77	0.07	93.42 %	41,880.00	15.00 %	6,282.00	0.81 %	6,282.00
ODM1	63.09	58.26	0.36	92.35 %	40,005.40	15.00 %	6,000.81	0.81 %	6,000.81
DGL1	331.78	304.60	0.09	91.81 %	237,997.40	15.00 %	35,699.61	0.81 %	35,699.61
TMM1	147.45	134.60	0.40	91.29 %	99,280.30	15.00 %	14,892.05	0.81 %	14,892.05
SVG1	99.81	88.02	0.07	88.19 %	88,366.40	10.00 %	8,836.64	0.81 %	8,836.64
CMR1	60.25	51.34	0.20	85.21 %	35,860.50	10.00 %	3,586.05	0.81 %	3,586.05
MDU4	91.65	76.93	0.22	83.94 %	62,096.10	10.00 %	6,209.61	0.81 %	6,209.61
TPT1	84.27	65.26	0.19	77.44 %	118,853.00	0.00 %		0.81 %	
MPA1	110.05	81.66	0.11	74.20 %	97,388.30	0.00 %		0.81 %	
NTM1	70.94	52.59	0.00	74.14 %	45,172.70	0.00 %		0.81 %	
MDU3	145.04	106.01	0.27	73.09 %	69,434.80	0.00 %		0.81 %	
MNM1	59.68	42.73	0.09	71.60 %	54,374.40	0.00 %		0.81 %	
NKI1	90.42	64.50	0.20	71.34 %	88,129.70	0.00 %		0.81 %	
MDU5	83.12	58.88	0.05	70.85 %	73,837.30	0.00 %		0.81 %	
KKD2	57.84	15.72	0.00	27.18 %	20,905.80	0.00 %		0.81 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY4	38.74	135.27	0.03	349.16 %	81,622.40	40.00 %	32,648.96	0.81 %	32,648.96
TVR1	44.77	58.15	0.00	129.89 %	52,559.10	40.00 %	21,023.64	0.81 %	21,023.64
TRY3	82.46	101.98	0.06	123.67 %	70,027.10	40.00 %	28,010.84	0.81 %	28,010.84
TVR2	116.64	142.35	0.04	122.04 %	114,085.60	40.00 %	45,634.24	0.81 %	45,634.24
KRN1	58.08	65.17	0.03	112.21 %	64,249.30	30.00 %	19,274.79	0.81 %	19,274.79
MDI1	91.32	102.29	0.18	112.01 %	86,491.60	30.00 %	25,947.48	0.81 %	25,947.48
MVM1	132.67	146.14	0.00	110.15 %	155,085.30	30.00 %	46,525.59	0.81 %	46,525.59
TNJ2	154.47	152.98	0.01	99.04 %	114,236.90	20.00 %	22,847.38	0.81 %	22,847.38
TYR1	126.64	124.19	0.03	98.06 %	86,552.70	20.00 %	17,310.54	0.81 %	17,310.54
PBR1	61.96	60.72	0.00	97.99 %	50,639.60	20.00 %	10,127.92	0.81 %	10,127.92
TRY2	57.69	56.12	0.05	97.29 %	42,062.50	20.00 %	8,412.50	0.81 %	8,412.50
PDK1	66.87	63.16	0.27	94.44 %	55,325.30	15.00 %	8,298.80	0.81 %	11,065.06
ORU1	58.80	55.36	0.08	94.15 %	62,563.80	15.00 %	9,384.57	0.81 %	9,384.57
TNJ1	195.76	182.80	0.17	93.38 %	132,623.30	15.00 %	19,893.50	0.81 %	19,893.50
KIK1	66.61	61.53	0.00	92.37 %	66,457.50	15.00 %	9,968.63	0.81 %	9,968.63
TTP1	108.46	98.85	0.02	91.14 %	103,218.60	15.00 %	15,482.79	0.81 %	15,482.79
AYR1	82.32	74.87	0.02	90.95 %	53,783.90	15.00 %	8,067.59	0.81 %	8,067.59
NMM1	70.16	63.12	0.06	89.96 %	74,230.00	10.00 %	7,423.00	0.81 %	11,134.50
NGT1	106.74	95.83	0.05	89.78 %	100,960.50	10.00 %	10,096.05	0.81 %	15,144.08
JKM1	104.92	90.19	0.00	85.95 %	69,843.10	10.00 %	6,984.31	0.81 %	6,984.31
PBR2	199.47	168.92	0.10	84.68 %	126,871.40	10.00 %	12,687.14	0.81 %	12,687.14
KUM1	171.41	142.92	0.09	83.38 %	116,099.90	10.00 %	11,609.99	0.81 %	11,609.99
PTK1	140.36	110.28	0.14	78.57 %	91,495.70	0.00 %		0.81 %	
MSI1	82.29	62.29	0.07	75.70 %	52,719.00	0.00 %		0.81 %	
APM1	41.78	31.41	0.14	75.18 %	40,733.60	0.00 %		0.81 %	
TRY1	633.26	422.34	0.08	66.69 %	292,108.90	0.00 %		0.81 %	
NCK1	53.57	34.07	0.01	63.60 %	32,434.40	0.00 %		0.81 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	61.78	94.08	0.00	152.28 %	72,817.40	40.00 %	29,126.96	0.81 %	29,126.96
ERD2	158.80	198.30	0.10	124.87 %	172,533.00	40.00 %	69,013.20	0.81 %	69,013.20
APN1	59.63	66.04	0.13	110.75 %	83,397.40	30.00 %	25,019.22	0.81 %	25,019.22
ERD1	153.13	161.52	1.18	105.48 %	118,604.00	25.00 %	29,651.00	0.81 %	29,651.00
EDP1	47.59	50.12	0.00	105.32 %	31,080.00	25.00 %	7,770.00	0.81 %	7,770.00
SLM2	104.05	106.77	0.11	102.61 %	79,314.70	25.00 %	19,828.68	0.81 %	19,828.68
PMP1	71.59	72.75	0.11	101.62 %	42,226.70	25.00 %	10,556.68	0.81 %	10,556.68
HRR1	60.26	58.87	0.15	97.69 %	48,631.20	20.00 %	9,726.24	0.81 %	9,726.24
TCG1	57.72	55.82	0.29	96.71 %	42,214.70	20.00 %	8,442.94	0.81 %	8,442.94
DPR1	45.16	43.50	0.01	96.32 %	31,714.00	20.00 %	6,342.80	0.81 %	6,342.80
HSR2	167.45	161.29	0.06	96.32 %	139,404.70	20.00 %	27,880.94	0.81 %	27,880.94
PDR1	43.30	41.49	0.08	95.82 %	49,573.40	20.00 %	9,914.68	0.81 %	9,914.68
VKL1	42.74	40.17	0.06	93.98 %	35,962.30	15.00 %	5,394.35	0.81 %	5,394.35
SLM3	151.42	139.16	0.10	91.90 %	98,847.10	15.00 %	14,827.07	0.81 %	14,827.07
VPD1	124.84	114.48	0.00	91.70 %	143,433.20	15.00 %	21,514.98	0.81 %	21,514.98
ATU1	127.83	115.93	0.03	90.69 %	92,859.80	15.00 %	13,928.97	0.81 %	13,928.97
NKL2	147.44	132.57	0.36	89.91 %	122,411.00	10.00 %	12,241.10	0.81 %	18,361.65
KVP1	59.14	52.35	0.02	88.53 %	47,146.50	10.00 %	4,714.65	0.81 %	4,714.65
SGG1	46.37	39.56	0.17	85.32 %	31,753.40	10.00 %	3,175.34	0.81 %	3,175.34
TRM1	113.14	96.47	0.96	85.27 %	74,125.00	10.00 %	7,412.50	0.81 %	7,412.50
SLM1	317.91	269.57	0.11	84.79 %	172,265.80	10.00 %	17,226.58	0.81 %	17,226.58
RSP1	89.36	75.73	0.11	84.75 %	66,490.60	10.00 %	6,649.06	0.81 %	6,649.06
BMD1	60.90	51.49	0.08	84.55 %	57,907.60	10.00 %	5,790.76	0.81 %	5,790.76
PLC1	71.72	60.35	0.00	84.15 %	60,542.10	10.00 %	6,054.21	0.81 %	6,054.21
EPI1	103.94	86.69	0.05	83.40 %	78,910.90	10.00 %	7,891.09	0.81 %	7,891.09
MCR1	115.96	96.31	0.01	83.06 %	82,958.30	10.00 %	8,295.83	0.81 %	8,295.83
OML1	103.41	85.76	0.00	82.94 %	81,800.50	10.00 %	8,180.05	0.81 %	8,180.05
CMI1	50.99	40.16	0.20	78.77 %	46,268.70	0.00 %		0.81 %	
MTR1	124.82	91.68	0.03	73.45 %	67,626.50	0.00 %		0.81 %	
DPR2	60.57	42.29	0.00	69.83 %	32,285.00	0.00 %		0.81 %	
KRI1	91.08	61.04	0.00	67.02 %	29,205.00	0.00 %		0.81 %	
KMM1	68.38	45.29	0.17	66.24 %	50,050.10	0.00 %		0.81 %	
HSR1	131.89	74.85	0.07	56.75 %	70,450.60	0.00 %		0.81 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SLG1	64.94	70.25	0.00	108.17 %	56,319.10	25.00 %	14,079.78	0.81 %	14,079.78
CYR1	61.90	65.77	0.02	106.25 %	59,834.40	25.00 %	14,958.60	0.81 %	14,958.60
KPM2	275.18	285.84	0.04	103.87 %	192,623.50	25.00 %	48,155.88	0.81 %	48,155.88
BGR1	45.45	46.37	0.00	102.03 %	46,945.10	25.00 %	11,736.28	0.81 %	11,736.28
WJP1	73.45	72.77	0.33	99.08 %	61,283.10	20.00 %	12,256.62	0.81 %	12,256.62
VNB1	77.72	76.89	0.00	98.93 %	53,168.10	20.00 %	10,633.62	0.81 %	10,633.62
AKM1	132.53	125.22	0.14	94.49 %	94,774.30	15.00 %	14,216.15	0.81 %	18,954.86
VEL1	116.26	107.52	0.07	92.48 %	94,533.60	15.00 %	14,180.04	0.81 %	14,180.04
PLR1	47.29	43.45	0.00	91.87 %	42,180.40	15.00 %	6,327.06	0.81 %	6,327.06
WJD1	86.04	78.66	0.16	91.42 %	83,914.70	15.00 %	12,587.21	0.81 %	12,587.21
ABR1	76.20	69.62	2.77	91.37 %	64,424.70	15.00 %	9,663.71	0.81 %	9,663.71
GDM1	72.89	63.43	0.12	87.03 %	60,434.70	10.00 %	6,043.47	0.81 %	6,043.47
CGM1	67.29	57.93	0.00	86.09 %	42,464.90	10.00 %	4,246.49	0.81 %	4,246.49
TRR1	129.91	109.98	0.53	84.66 %	83,202.00	10.00 %	8,320.20	0.81 %	8,320.20
VEL2	135.75	112.34	0.07	82.75 %	132,598.20	10.00 %	13,259.82	0.81 %	13,259.82
CPT1	48.25	38.81	0.02	80.44 %	39,794.00	10.00 %	3,979.40	0.81 %	3,979.40
KPM1	84.10	67.63	0.14	80.41 %	65,757.80	10.00 %	6,575.78	0.81 %	6,575.78
TRL1	143.02	114.52	0.03	80.07 %	145,885.70	0.00 %		0.81 %	14,588.57
VSI1	82.99	65.55	0.36	78.98 %	78,363.30	0.00 %		0.81 %	
ARC2	90.25	70.65	0.07	78.28 %	56,211.90	0.00 %		0.81 %	
TRT1	96.11	74.69	0.35	77.71 %	59,529.10	0.00 %		0.81 %	
ANI1	50.64	38.77	0.10	76.56 %	31,891.80	0.00 %		0.81 %	
UGI1	59.00	42.61	0.28	72.22 %	40,521.60	0.00 %		0.81 %	
SBR1	177.47	116.45	0.03	65.62 %	139,097.70	0.00 %		0.81 %	
PTU1	31.42	18.81	0.10	59.88 %	19,524.20	0.00 %		0.81 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	61.95	79.92	0.07	129.01 %	93,120.50	40.00 %	37,248.20	0.81 %	37,248.20
ARM1	64.91	80.39	0.48	123.84 %	67,274.10	40.00 %	26,909.64	0.81 %	26,909.64
KYR1	51.47	55.59	0.19	108.02 %	51,682.50	25.00 %	12,920.63	0.81 %	12,920.63
RPM1	154.23	163.39	0.31	105.94 %	156,935.50	25.00 %	39,233.88	0.81 %	39,233.88
UDN1	62.61	65.90	0.14	105.24 %	60,374.90	25.00 %	15,093.73	0.81 %	15,093.73
PKD1	136.07	138.76	0.16	101.98 %	142,519.40	25.00 %	35,629.85	0.81 %	35,629.85
TCN1	102.26	102.56	0.27	100.29 %	102,028.90	25.00 %	25,507.23	0.81 %	25,507.23
TUT2	201.36	199.11	0.14	98.88 %	153,718.90	20.00 %	30,743.78	0.81 %	30,743.78
SKD1	59.90	59.01	0.12	98.51 %	55,509.00	20.00 %	11,101.80	0.81 %	11,101.80
TUT1	525.62	500.96	0.24	95.31 %	523,998.40	20.00 %	104,799.68	0.81 %	104,799.68
TKS2	191.26	180.60	0.09	94.43 %	154,253.50	15.00 %	23,138.03	0.81 %	30,850.70
NGR1	309.71	287.71	0.73	92.89 %	223,516.70	15.00 %	33,527.51	0.81 %	33,527.51
VNR1	66.54	61.37	0.00	92.23 %	61,368.30	15.00 %	9,205.25	0.81 %	9,205.25
TKS1	158.80	144.41	0.14	90.94 %	152,810.60	15.00 %	22,921.59	0.81 %	22,921.59
SNL1	99.44	89.39	0.10	89.89 %	68,695.40	10.00 %	6,869.54	0.81 %	10,304.31
APK1	109.56	95.23	0.04	86.92 %	105,277.30	10.00 %	10,527.73	0.81 %	10,527.73
ASM1	71.12	61.76	0.14	86.84 %	66,933.50	10.00 %	6,693.35	0.81 %	6,693.35
VNR2	241.42	205.38	0.06	85.07 %	193,062.50	10.00 %	19,306.25	0.81 %	19,306.25
SDI1	72.67	61.29	0.35	84.35 %	59,730.00	10.00 %	5,973.00	0.81 %	5,973.00
SVK1	162.79	134.45	0.13	82.59 %	115,156.40	10.00 %	11,515.64	0.81 %	11,515.64
KVT1	259.79	211.87	0.38	81.56 %	258,155.00	10.00 %	25,815.50	0.81 %	25,815.50
STU2	62.11	50.22	0.16	80.86 %	43,630.60	10.00 %	4,363.06	0.81 %	4,363.06
TYI1	82.25	66.43	0.36	80.77 %	80,751.60	10.00 %	8,075.16	0.81 %	8,075.16
SGT1	46.00	35.96	0.21	78.19 %	31,349.10	0.00 %		0.81 %	
MMT1	83.48	63.88	0.13	76.51 %	52,960.50	0.00 %		0.81 %	
VKM1	67.09	51.08	0.06	76.14 %	71,609.60	0.00 %		0.81 %	
TVL1	486.66	370.32	0.76	76.09 %	306,428.20	0.00 %		0.81 %	
TKY1	116.43	87.71	0.12	75.33 %	65,893.80	0.00 %		0.81 %	
RND1	183.01	136.27	0.10	74.46 %	181,983.20	0.00 %		0.81 %	
KGL1	75.41	55.76	0.09	73.94 %	58,346.60	0.00 %		0.81 %	
PDI1	77.49	55.45	0.20	71.55 %	52,164.40	0.00 %		0.81 %	
TVL2	46.36	32.28	0.15	69.64 %	14,689.40	0.00 %		0.81 %	
VLY1	160.55	109.56	0.35	68.24 %	89,946.60	0.00 %		0.81 %	
APK2	122.57	81.06	0.22	66.13 %	93,016.40	0.00 %		0.81 %	
KSM1	50.71	32.20	0.06	63.49 %	30,671.70	0.00 %		0.81 %	
MAR1	179.59	112.82	0.11	62.82 %	95,836.90	0.00 %		0.81 %	
COL1	35.34	19.55	0.02	55.32 %	21,678.10	0.00 %		0.81 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	106.47	143.45	0.13	134.74 %	95,171.60	40.00 %	38,068.64	0.81 %	38,068.64
CUD1	205.99	190.58	0.20	92.52 %	181,664.00	15.00 %	27,249.60	0.81 %	27,249.60
VPM2	104.82	95.74	0.13	91.34 %	86,631.60	15.00 %	12,994.74	0.81 %	12,994.74
NVL2	125.20	114.02	0.15	91.07 %	120,959.30	15.00 %	18,143.90	0.81 %	18,143.90
PRT1	85.29	75.81	0.25	88.88 %	72,914.00	10.00 %	7,291.40	0.81 %	7,291.40
ULP1	106.19	94.24	0.05	88.75 %	88,358.50	10.00 %	8,835.85	0.81 %	8,835.85
KML1	59.80	52.94	0.31	88.52 %	52,873.20	10.00 %	5,287.32	0.81 %	5,287.32
KLM1	105.48	93.29	0.16	88.44 %	109,411.50	10.00 %	10,941.15	0.81 %	10,941.15
STP1	47.57	41.35	0.00	86.94 %	34,724.60	10.00 %	3,472.46	0.81 %	3,472.46
CDM1	156.18	134.87	0.17	86.36 %	119,339.40	10.00 %	11,933.94	0.81 %	11,933.94
POY2	162.03	139.47	0.04	86.08 %	110,324.80	10.00 %	11,032.48	0.81 %	11,032.48
TRK1	134.94	112.76	0.23	83.56 %	115,761.70	10.00 %	11,576.17	0.81 %	11,576.17
POY1	181.28	150.84	0.17	83.20 %	160,055.80	10.00 %	16,005.58	0.81 %	16,005.58
KKI2	139.18	113.46	0.24	81.52 %	87,613.60	10.00 %	8,761.36	0.81 %	8,761.36
TDM1	93.61	74.09	0.09	79.14 %	59,865.40	0.00 %		0.81 %	
VPM1	42.40	31.37	0.19	74.00 %	27,470.10	0.00 %		0.81 %	
MKM1	47.81	33.98	0.13	71.07 %	33,010.20	0.00 %		0.81 %	
TVM1	65.22	46.30	0.31	71.00 %	25,809.60	0.00 %		0.81 %	
TVM2	97.38	60.45	0.00	62.07 %	34,848.30	0.00 %		0.81 %	
VCM1	65.57	35.05	0.00	53.45 %	33,016.70	0.00 %		0.81 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	35.74	55.42	0.57	155.08 %	78,265.90	40.00 %	31,306.36	0.81 %	31,306.36
GBM1	56.91	72.06	0.54	126.61 %	46,865.50	40.00 %	18,746.20	0.81 %	18,746.20
PPI1	47.27	58.91	0.03	124.64 %	78,285.50	40.00 %	31,314.20	0.81 %	31,314.20
MPM1	66.77	73.69	0.03	110.36 %	94,181.50	30.00 %	28,254.45	0.81 %	28,254.45
TPR3	60.78	64.80	0.03	106.60 %	89,334.80	25.00 %	22,333.70	0.81 %	22,333.70
SUL1	61.78	65.41	0.10	105.87 %	93,588.80	25.00 %	23,397.20	0.81 %	23,397.20
KGM1	41.51	43.86	0.11	105.66 %	48,358.70	25.00 %	12,089.68	0.81 %	12,089.68
TPR4	40.76	40.06	0.03	98.27 %	35,132.40	20.00 %	7,026.48	0.81 %	7,026.48
AVI1	61.00	58.89	0.00	96.54 %	53,759.50	20.00 %	10,751.90	0.81 %	10,751.90
CBE6	79.78	73.77	0.08	92.48 %	73,544.10	15.00 %	11,031.62	0.81 %	11,031.62
CBE2	380.73	351.40	0.07	92.30 %	277,565.00	15.00 %	41,634.75	0.81 %	41,634.75
ANR1	20.40	18.46	0.33	90.46 %	22,657.40	15.00 %	3,398.61	0.81 %	3,398.61
CNR1	59.27	53.61	0.00	90.45 %	56,067.10	15.00 %	8,410.07	0.81 %	8,410.07
KMR1	148.51	130.50	0.02	87.87 %	151,780.40	10.00 %	15,178.04	0.81 %	15,178.04
PDM1	42.85	37.50	0.01	87.53 %	36,831.70	10.00 %	3,683.17	0.81 %	3,683.17
KGI1	76.70	65.59	0.00	85.51 %	45,112.40	10.00 %	4,511.24	0.81 %	4,511.24
CBE1	63.64	53.43	0.05	83.96 %	71,215.70	10.00 %	7,121.57	0.81 %	7,121.57
SYM2	70.46	57.05	0.00	80.97 %	56,848.40	10.00 %	5,684.84	0.81 %	5,684.84
GDR1	67.22	53.49	0.09	79.57 %	37,690.90	0.00 %		0.81 %	3,769.09
DPM2	83.90	64.22	0.02	76.54 %	65,704.30	0.00 %		0.81 %	
SNR1	84.69	60.64	0.10	71.60 %	57,992.60	0.00 %		0.81 %	
CBE4	128.46	90.79	0.14	70.67 %	105,359.30	0.00 %		0.81 %	
CBE5	55.38	38.75	0.06	69.97 %	58,819.50	0.00 %		0.81 %	
CBE3	41.03	28.59	0.01	69.68 %	46,810.40	0.00 %		0.81 %	
UAM1	154.49	105.02	0.04	67.98 %	98,145.10	0.00 %		0.81 %	
TPR2	155.78	105.16	0.01	67.51 %	73,202.30	0.00 %		0.81 %	
TPR1	128.64	84.88	0.28	65.98 %	72,028.80	0.00 %		0.81 %	
PLI1	134.69	84.45	0.10	62.70 %	75,291.80	0.00 %		0.81 %	
UMP1	80.63	39.12	0.51	48.51 %	43,887.00	0.00 %		0.81 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH19	135.86	154.36	0.19	113.61 %	137,201.90	30.00 %	41,160.57	0.81 %	41,160.57
CH28	120.11	132.74	0.12	110.52 %	197,171.90	30.00 %	59,151.57	0.81 %	59,151.57
MC10	29.49	32.22	0.00	109.25 %	21,827.70	25.00 %	5,456.93	0.81 %	6,548.31
CH40	74.42	77.27	0.01	103.84 %	39,327.80	25.00 %	9,831.95	0.81 %	9,831.95
TKM1	56.55	57.97	0.07	102.52 %	64,687.80	25.00 %	16,171.95	0.81 %	16,171.95
AVD1	171.70	167.71	0.35	97.68 %	125,792.50	20.00 %	25,158.50	0.81 %	25,158.50
CH42	152.20	146.71	0.10	96.40 %	149,277.40	20.00 %	29,855.48	0.81 %	29,855.48
GUD2	98.57	90.08	0.07	91.39 %	81,467.60	15.00 %	12,220.14	0.81 %	12,220.14
CH39	68.14	60.68	0.06	89.05 %	57,683.60	10.00 %	5,768.36	0.81 %	5,768.36
CH16	240.02	213.72	0.13	89.04 %	231,064.30	10.00 %	23,106.43	0.81 %	23,106.43
GUD1	100.22	88.59	0.07	88.40 %	130,182.20	10.00 %	13,018.22	0.81 %	13,018.22
CH35	92.21	80.31	0.11	87.10 %	86,834.40	10.00 %	8,683.44	0.81 %	8,683.44
CGL1	80.14	66.37	0.12	82.81 %	60,262.50	10.00 %	6,026.25	0.81 %	6,026.25
CH38	91.48	75.73	0.11	82.78 %	81,413.80	10.00 %	8,141.38	0.81 %	8,141.38
CH37	78.74	63.99	0.10	81.27 %	55,145.30	10.00 %	5,514.53	0.81 %	5,514.53
CH45	121.38	98.58	0.50	81.22 %	94,870.00	10.00 %	9,487.00	0.81 %	9,487.00
CH48	138.33	111.73	0.04	80.77 %	115,125.40	10.00 %	11,512.54	0.81 %	11,512.54
SKL1	93.64	74.23	0.09	79.27 %	91,239.20	0.00 %		0.81 %	
CH22	106.31	84.24	0.09	79.25 %	90,901.50	0.00 %		0.81 %	
CH14	259.88	204.80	0.23	78.80 %	184,166.40	0.00 %		0.81 %	
CH08	252.20	193.44	0.05	76.70 %	272,509.40	0.00 %		0.81 %	
MRM1	111.41	84.73	0.10	76.05 %	90,862.80	0.00 %		0.81 %	
CH05	214.62	149.96	0.15	69.87 %	136,060.30	0.00 %		0.81 %	
CH07	178.67	124.78	0.14	69.84 %	127,627.90	0.00 %		0.81 %	
CH11	134.83	88.72	0.22	65.80 %	88,934.50	0.00 %		0.81 %	
CH30	146.81	95.31	0.21	64.92 %	73,622.50	0.00 %		0.81 %	
KNR1	125.40	81.20	0.16	64.75 %	68,201.10	0.00 %		0.81 %	
CH29	41.27	23.03	0.11	55.80 %	26,615.60	0.00 %		0.81 %	
CH26	35.95	19.52	0.05	54.30 %	20,748.10	0.00 %		0.81 %	
MC09	22.66	9.04	0.24	39.87 %	4,779.50	0.00 %		0.81 %	
MC02	21.79	3.68	0.00	16.90 %	1,310.10	0.00 %		0.81 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH46	76.26	82.04	0.20	107.57 %	62,994.60	25.00 %	15,748.65	0.81 %	15,748.65
CH33	105.68	99.90	0.05	94.53 %	100,890.50	15.00 %	15,133.58	0.81 %	20,178.10
CH32	22.98	21.54	0.14	93.72 %	11,446.70	15.00 %	1,717.01	0.81 %	1,717.01
CH34	153.99	137.80	0.09	89.48 %	120,513.70	10.00 %	12,051.37	0.81 %	18,077.06
CH24	130.32	114.33	0.27	87.73 %	120,026.80	10.00 %	12,002.68	0.81 %	12,002.68
CH12	197.24	172.90	0.21	87.66 %	186,383.50	10.00 %	18,638.35	0.81 %	18,638.35
CH44	116.56	101.23	0.03	86.85 %	87,238.20	10.00 %	8,723.82	0.81 %	8,723.82
CH15	361.42	312.70	0.17	86.52 %	262,659.20	10.00 %	26,265.92	0.81 %	26,265.92
CH23	54.03	46.06	0.00	85.24 %	52,777.30	10.00 %	5,277.73	0.81 %	5,277.73
CH20	182.98	155.77	0.68	85.13 %	149,799.30	10.00 %	14,979.93	0.81 %	14,979.93
CH43	113.62	96.67	0.17	85.08 %	117,852.00	10.00 %	11,785.20	0.81 %	11,785.20
CH18	151.82	128.04	0.01	84.34 %	163,145.30	10.00 %	16,314.53	0.81 %	16,314.53
UKI1	95.51	80.07	0.14	83.83 %	61,944.80	10.00 %	6,194.48	0.81 %	6,194.48
CH03	348.24	282.36	0.19	81.08 %	264,052.10	10.00 %	26,405.21	0.81 %	26,405.21
CH21	247.33	200.13	0.22	80.92 %	145,547.30	10.00 %	14,554.73	0.81 %	14,554.73
GPD1	109.97	88.46	0.13	80.44 %	57,487.20	10.00 %	5,748.72	0.81 %	5,748.72
CH17	53.21	41.20	0.00	77.43 %	48,250.50	0.00 %		0.81 %	
CH31	58.84	45.52	0.01	77.35 %	42,713.70	0.00 %		0.81 %	
CH06	146.65	112.85	0.06	76.95 %	98,209.70	0.00 %		0.81 %	
PON1	77.97	56.30	0.05	72.22 %	56,922.60	0.00 %		0.81 %	
CH41	131.60	88.41	0.28	67.18 %	97,203.10	0.00 %		0.81 %	
MC05	56.89	36.82	0.00	64.72 %	15,000.20	0.00 %		0.81 %	
MC06	43.02	27.59	0.00	64.14 %	20,375.10	0.00 %		0.81 %	
CH09	143.44	91.89	0.17	64.06 %	105,417.90	0.00 %		0.81 %	
CH27	54.11	34.17	0.05	63.16 %	36,358.60	0.00 %		0.81 %	
MJR1	234.19	147.85	0.05	63.13 %	114,665.00	0.00 %		0.81 %	
CH36	74.09	43.41	0.02	58.59 %	29,005.50	0.00 %		0.81 %	
CH01	10.39	2.70	0.00	25.95 %	(1,438.80)	0.00 %		0.81 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	155.84	92.36	0.32	59.26 %	76,025.50	0.00 %		0.81 %	
PAS1	62.49	34.59	0.00	55.36 %	29,306.10	0.00 %		0.81 %	
KLR1	50.50	26.04	0.14	51.57 %	22,859.10	0.00 %		0.81 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	102.96	5.04	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	18.60	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	12.70	10.15	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	9.35	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	28.40	0.27	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	9.73	0.06	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	9.17	4.50	0.00 %	0.00	0.00 %		0.00 %	