

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
23,635.98 L	20,771.94 L	87.88 %	2.12 %	183.89 L

Note : Sales Period is From :01-Aug-2025 To :22-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	189.31	183.05	96.69 %	0.00	2.12 %	0.00
NORTH ARCOT	1,796.27	1,677.18	93.37 %	48,000.00	2.12 %	48,000.00
WEST-01	1,757.06	1,640.27	93.35 %	0.00	2.12 %	0.00
WEST-02	2,188.05	2,006.29	91.69 %	0.00	2.12 %	0.00
TRICHY-01	2,699.33	2,474.38	91.67 %	0.00	2.12 %	0.00
SOUTH ARCOT	1,749.68	1,586.58	90.68 %	45,000.00	2.12 %	45,000.00
SOUTH-01	3,919.04	3,425.28	87.40 %	0.00	2.12 %	0.00
SOUTH-03	2,817.57	2,298.34	81.57 %	0.00	2.12 %	0.00
CHENNAI-02	3,021.38	2,399.33	79.41 %	0.00	2.12 %	0.00
CHENNAI-01	3,498.30	2,764.15	79.01 %	0.00	2.12 %	0.00
OTHERS	0.00	317.08	0.00 %	0.00	0.00 %	0.00
Total	23,635.98	20,771.94	87.88 %		2.12 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	189.31	183.05	96.69%	7,500.00	2.12 %	7,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	632.90	615.61	97.27%	45,000.00	2.12 %	45,000.00
	NA02	619.39	569.27	91.91%	37,500.00	2.12 %	37,500.00
	NA03	543.98	492.30	90.50%	30,000.00	2.12 %	30,000.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	198.87	209.61	105.40%	30,000.00	2.12 %	30,000.00
	UAM1	326.18	314.99	96.57%	22,500.00	2.12 %	22,500.00
	CBE1	776.02	718.94	92.65%	52,500.00	2.12 %	52,500.00
	TPR1	205.71	184.74	89.80%	0.00	2.12 %	7,500.00
	PLI1	250.28	211.98	84.70%	0.00	2.12 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	484.92	478.16	98.61%	30,000.00	2.12 %	60,000.00
	HSR1	467.02	457.40	97.94%	30,000.00	2.12 %	60,000.00
	SLM1	647.94	601.24	92.79%	45,000.00	2.12 %	45,000.00
	ERD1	588.17	469.49	79.82%	0.00	2.12 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	578.83	596.12	102.99%	75,000.00	2.12 %	75,000.00
	TNJ1	572.69	566.54	98.93%	37,500.00	2.12 %	75,000.00
	PTK1	515.37	477.97	92.74%	30,000.00	2.12 %	30,000.00
	TRY1	1,032.44	833.75	80.75%	0.00	2.12 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	602.03	590.53	98.09%	37,500.00	2.12 %	75,000.00
	SA02	627.19	552.14	88.03%	0.00	2.12 %	0.00
	SA03	520.46	443.92	85.29%	0.00	2.12 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	513.64	508.32	98.96%	37,500.00	2.12 %	75,000.00
	KVT1	650.85	606.39	93.17%	45,000.00	2.12 %	45,000.00
	TUT1	899.93	806.37	89.60%	0.00	2.12 %	60,000.00
	TVL1	651.76	572.73	87.87%	0.00	2.12 %	0.00
	VNR1	463.70	403.78	87.08%	0.00	2.12 %	0.00
	NGR1	739.14	527.68	71.39%	0.00	2.12 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	454.03	399.48	87.98%	0.00	2.12 %	0.00
	MDU2	812.82	690.60	84.96%	0.00	2.12 %	0.00
	KKD2	584.51	487.05	83.33%	0.00	2.12 %	0.00
	DGL1	860.53	650.85	75.63%	0.00	2.12 %	0.00
	KRR1	105.67	70.36	66.58%	0.00	2.12 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	838.09	725.13	86.52%	0.00	2.12 %	0.00
	CH07	772.14	606.74	78.58%	0.00	2.12 %	0.00
	CH01	773.69	593.75	76.74%	0.00	2.12 %	0.00
	CH09	637.46	473.69	74.31%	0.00	2.12 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	898.10	765.46	85.23%	0.00	2.12 %	0.00
	CH03	666.93	565.44	84.78%	0.00	2.12 %	0.00
	CH06	1,154.08	856.48	74.21%	0.00	2.12 %	0.00
	CH08	779.19	576.76	74.02%	0.00	2.12 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.05	0.00%	0.00	0.00 %	0.00
	CH02	0.00	105.29	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	169.94	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	10.26	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.51	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	8.08	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	7.40	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	11.56	0.00%	0.00	0.00 %	0.00

KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	19.01	28.16	0.00	148.14 %	15,094.20	40.00 %	6,037.68	2.12 %	6,037.68
PAS1	41.94	42.83	0.00	102.12 %	33,501.40	25.00 %	8,375.35	2.12 %	8,375.35
TVP1	128.36	112.06	0.20	87.30 %	76,309.60	10.00 %	7,630.96	2.12 %	7,630.96

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	32.38	39.24	0.14	121.19 %	37,059.40	40.00 %	14,823.76	2.12 %	14,823.76
VNB1	46.87	56.42	0.09	120.37 %	42,483.90	40.00 %	16,993.56	2.12 %	16,993.56
ARC2	57.77	67.45	0.02	116.76 %	50,712.00	30.00 %	15,213.60	2.12 %	15,213.60
ANI1	36.56	39.62	0.04	108.37 %	29,987.60	25.00 %	7,496.90	2.12 %	8,996.28
CPT1	37.41	40.27	0.04	107.64 %	42,203.00	25.00 %	10,550.75	2.12 %	10,550.75
TRR1	110.35	115.87	0.19	105.00 %	87,380.30	25.00 %	21,845.08	2.12 %	21,845.08
KPM1	64.92	67.46	0.19	103.91 %	54,430.00	25.00 %	13,607.50	2.12 %	13,607.50
AKM1	82.27	83.88	0.02	101.95 %	85,309.40	25.00 %	21,327.35	2.12 %	21,327.35
GDM1	56.60	56.92	0.00	100.57 %	47,257.00	25.00 %	11,814.25	2.12 %	11,814.25
SLG1	43.04	42.36	0.01	98.42 %	41,297.90	20.00 %	8,259.58	2.12 %	10,324.48
WJP1	57.46	54.91	0.14	95.55 %	51,268.50	20.00 %	10,253.70	2.12 %	10,253.70
KPM2	207.21	197.78	0.05	95.45 %	132,054.80	20.00 %	26,410.96	2.12 %	26,410.96
PLR1	36.83	34.73	0.06	94.31 %	25,811.20	15.00 %	3,871.68	2.12 %	5,162.24
TRL1	125.31	113.00	0.41	90.17 %	91,321.10	15.00 %	13,698.17	2.12 %	13,698.17
VEL1	107.41	95.24	0.10	88.67 %	95,674.20	10.00 %	9,567.42	2.12 %	14,351.13
CGM1	62.64	54.98	0.05	87.77 %	36,980.20	10.00 %	3,698.02	2.12 %	3,698.02
SBR1	97.91	85.92	0.25	87.75 %	90,906.50	10.00 %	9,090.65	2.12 %	9,090.65
VSI1	71.12	62.26	0.14	87.53 %	79,308.30	10.00 %	7,930.83	2.12 %	7,930.83
UGI1	48.48	41.38	0.10	85.35 %	35,162.40	10.00 %	3,516.24	2.12 %	3,516.24
CYR1	50.96	42.94	0.01	84.26 %	44,494.90	10.00 %	4,449.49	2.12 %	4,449.49
WJD1	75.74	61.57	0.04	81.30 %	55,489.70	10.00 %	5,548.97	2.12 %	5,548.97
VEL2	126.39	99.98	0.06	79.10 %	102,983.10	0.00 %		2.12 %	10,298.31
PTU1	26.91	20.70	0.00	76.93 %	14,717.80	0.00 %		2.12 %	
TRT1	61.41	47.18	0.28	76.83 %	37,537.40	0.00 %		2.12 %	
ABR1	72.30	55.14	0.26	76.26 %	58,394.70	0.00 %		2.12 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	27.00	35.83	0.10	132.67 %	43,491.10	40.00 %	17,396.44	2.12 %	17,396.44
KMD1	29.21	35.66	0.00	122.09 %	58,376.00	40.00 %	23,350.40	2.12 %	23,350.40
PDM1	27.89	32.25	0.16	115.63 %	36,772.20	30.00 %	11,031.66	2.12 %	11,031.66
ANR1	13.82	15.93	0.26	115.26 %	20,792.80	30.00 %	6,237.84	2.12 %	6,237.84
CBE6	53.25	60.91	0.08	114.39 %	69,331.00	30.00 %	20,799.30	2.12 %	20,799.30
KGI1	49.80	56.95	0.00	114.36 %	39,474.90	30.00 %	11,842.47	2.12 %	11,842.47
GBM1	38.17	43.57	0.40	114.16 %	29,944.20	30.00 %	8,983.26	2.12 %	8,983.26
DPM2	42.47	47.62	0.06	112.12 %	50,922.10	30.00 %	15,276.63	2.12 %	15,276.63
CBE1	55.96	62.18	-0.08	111.12 %	72,563.50	30.00 %	21,769.05	2.12 %	21,769.05
KMR1	122.82	133.72	-0.23	108.87 %	145,169.70	25.00 %	36,292.43	2.12 %	43,550.91
TPR3	36.76	38.15	-0.09	103.77 %	61,063.40	25.00 %	15,265.85	2.12 %	15,265.85
MPM1	52.70	54.63	0.15	103.66 %	63,206.70	25.00 %	15,801.68	2.12 %	15,801.68
AVI1	42.87	42.99	0.36	100.28 %	39,028.10	25.00 %	9,757.03	2.12 %	9,757.03
KGM1	29.82	29.63	0.20	99.37 %	31,924.40	20.00 %	6,384.88	2.12 %	7,981.10
GDR1	40.27	39.82	-0.04	98.87 %	28,030.90	20.00 %	5,606.18	2.12 %	7,007.73
CNR1	43.48	42.50	0.00	97.73 %	34,659.40	20.00 %	6,931.88	2.12 %	6,931.88
TPR4	36.24	34.77	0.32	95.95 %	30,338.80	20.00 %	6,067.76	2.12 %	6,067.76
CBE2	293.44	271.94	0.31	92.67 %	222,454.80	15.00 %	33,368.22	2.12 %	33,368.22
TPR2	90.53	82.66	0.07	91.30 %	64,075.90	15.00 %	9,611.39	2.12 %	9,611.39
SYM2	40.76	36.52	0.00	89.59 %	34,555.50	10.00 %	3,455.55	2.12 %	5,183.33
SUL1	47.10	41.71	0.19	88.56 %	54,830.40	10.00 %	5,483.04	2.12 %	8,224.56
TPR1	78.42	63.93	0.03	81.52 %	67,022.00	10.00 %	6,702.20	2.12 %	6,702.20
UAM1	110.72	85.43	0.10	77.16 %	66,709.20	0.00 %		2.12 %	
CBE4	93.47	71.74	0.03	76.75 %	95,373.60	0.00 %		2.12 %	
CBE3	33.96	25.92	-0.11	76.33 %	31,300.30	0.00 %		2.12 %	
PLI1	95.31	65.55	0.00	68.78 %	62,544.70	0.00 %		2.12 %	
UMP1	54.79	36.93	0.00	67.41 %	24,369.70	0.00 %		2.12 %	
SNR1	76.02	50.83	0.01	66.86 %	61,132.80	0.00 %		2.12 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	35.17	50.59	0.00	143.83 %	47,749.90	40.00 %	19,099.96	2.12 %	19,099.96
SLM2	58.04	70.20	0.14	120.96 %	50,257.80	40.00 %	20,103.12	2.12 %	20,103.12
PMP1	47.88	54.51	0.22	113.84 %	38,625.80	30.00 %	11,587.74	2.12 %	11,587.74
OML1	65.30	72.14	0.63	110.48 %	57,081.60	30.00 %	17,124.48	2.12 %	17,124.48
KVP1	39.98	42.95	0.00	107.44 %	36,148.10	25.00 %	9,037.03	2.12 %	9,037.03
HRR1	50.24	53.18	0.14	105.86 %	34,800.70	25.00 %	8,700.18	2.12 %	8,700.18
TRM1	74.30	78.64	0.01	105.83 %	68,150.20	25.00 %	17,037.55	2.12 %	17,037.55
TCG1	37.63	39.31	0.00	104.46 %	26,393.10	25.00 %	6,598.28	2.12 %	6,598.28
MCR1	66.35	68.78	0.00	103.66 %	67,657.80	25.00 %	16,914.45	2.12 %	16,914.45
VPD1	67.51	69.75	0.05	103.31 %	74,657.30	25.00 %	18,664.33	2.12 %	18,664.33
ATU1	81.75	84.18	0.13	102.97 %	60,852.70	25.00 %	15,213.18	2.12 %	15,213.18
DPR1	36.87	37.31	0.04	101.17 %	30,089.10	25.00 %	7,522.28	2.12 %	7,522.28
PLC1	45.71	46.01	0.00	100.65 %	43,924.70	25.00 %	10,981.18	2.12 %	10,981.18
KRI1	65.25	64.01	0.14	98.11 %	52,774.10	20.00 %	10,554.82	2.12 %	13,193.53
NKL2	84.76	82.44	0.01	97.26 %	89,411.30	20.00 %	17,882.26	2.12 %	17,882.26
EDP1	36.48	35.39	0.21	97.01 %	21,533.70	20.00 %	4,306.74	2.12 %	4,306.74
EPI1	56.63	54.20	0.21	95.71 %	49,855.70	20.00 %	9,971.14	2.12 %	9,971.14
RSP1	53.72	49.11	0.49	91.41 %	54,228.00	15.00 %	8,134.20	2.12 %	8,134.20
BMD1	50.42	45.42	0.00	90.09 %	40,792.30	10.00 %	4,079.23	2.12 %	6,118.85
HSR2	132.24	119.02	0.16	90.01 %	92,291.80	10.00 %	9,229.18	2.12 %	13,843.77
DPR2	46.64	41.13	0.00	88.19 %	38,121.20	10.00 %	3,812.12	2.12 %	3,812.12
SLM3	103.58	90.18	0.15	87.06 %	67,310.80	10.00 %	6,731.08	2.12 %	6,731.08
MTR1	94.79	81.56	0.04	86.04 %	79,761.70	10.00 %	7,976.17	2.12 %	7,976.17
CMI1	28.94	24.71	0.00	85.38 %	31,072.80	10.00 %	3,107.28	2.12 %	3,107.28
SLM1	190.93	162.47	0.01	85.10 %	107,512.40	10.00 %	10,751.24	2.12 %	10,751.24
SGG1	23.67	19.26	0.00	81.37 %	17,794.50	10.00 %	1,779.45	2.12 %	1,779.45
ERD2	114.44	92.80	0.13	81.09 %	109,941.50	10.00 %	10,994.15	2.12 %	10,994.15
HSR1	100.80	80.31	0.45	79.68 %	80,587.00	0.00 %		2.12 %	8,058.70
PDR1	30.71	23.70	0.34	77.16 %	30,866.30	0.00 %		2.12 %	
VKL1	39.71	27.91	0.14	70.29 %	33,550.00	0.00 %		2.12 %	
APN1	53.01	34.87	0.21	65.78 %	43,894.10	0.00 %		2.12 %	
KMM1	47.34	30.00	0.18	63.36 %	29,790.40	0.00 %		2.12 %	
ERD1	127.25	80.27	0.18	63.08 %	73,050.70	0.00 %		2.12 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	43.33	53.11	0.25	122.58 %	42,793.00	40.00 %	17,117.20	2.12 %	17,117.20
KIK1	65.28	77.27	-0.21	118.38 %	75,267.10	30.00 %	22,580.13	2.12 %	30,106.84
KRN1	41.41	48.64	-0.04	117.46 %	48,859.30	30.00 %	14,657.79	2.12 %	19,543.72
PDK1	45.43	52.51	0.03	115.60 %	48,792.70	30.00 %	14,637.81	2.12 %	14,637.81
MVM1	134.36	151.25	0.09	112.57 %	158,401.70	30.00 %	47,520.51	2.12 %	47,520.51
TTP1	73.92	82.51	0.05	111.61 %	63,064.60	30.00 %	18,919.38	2.12 %	18,919.38
TVR2	112.60	123.98	0.03	110.10 %	91,315.00	30.00 %	27,394.50	2.12 %	27,394.50
MDI1	116.59	127.72	0.02	109.55 %	105,515.80	25.00 %	26,378.95	2.12 %	31,654.74
NCK1	33.57	36.49	0.00	108.69 %	26,020.40	25.00 %	6,505.10	2.12 %	7,806.12
TRY3	68.75	71.56	0.04	104.08 %	53,887.20	25.00 %	13,471.80	2.12 %	13,471.80
ORU1	53.28	53.93	0.00	101.22 %	60,180.00	25.00 %	15,045.00	2.12 %	15,045.00
AYR1	57.87	58.52	0.10	101.12 %	44,607.50	25.00 %	11,151.88	2.12 %	11,151.88
JKM1	79.26	77.08	0.10	97.24 %	57,092.50	20.00 %	11,418.50	2.12 %	11,418.50
PBR2	167.29	158.90	-0.05	94.99 %	117,083.70	15.00 %	17,562.56	2.12 %	23,416.74
TYR1	99.33	91.45	0.07	92.06 %	69,140.80	15.00 %	10,371.12	2.12 %	10,371.12
MSI1	59.17	53.70	0.00	90.77 %	49,394.70	15.00 %	7,409.21	2.12 %	7,409.21
PBR1	53.24	47.93	0.06	90.03 %	35,398.30	10.00 %	3,539.83	2.12 %	5,309.75
TNJ1	178.13	159.42	0.12	89.50 %	119,038.70	10.00 %	11,903.87	2.12 %	17,855.81
TNJ2	131.29	116.24	0.18	88.53 %	98,074.40	10.00 %	9,807.44	2.12 %	14,711.16
KUM1	175.71	154.23	0.11	87.78 %	132,784.70	10.00 %	13,278.47	2.12 %	13,278.47
PTK1	125.17	107.84	0.33	86.16 %	87,841.80	10.00 %	8,784.18	2.12 %	8,784.18
APM1	42.96	36.24	0.14	84.36 %	35,481.60	10.00 %	3,548.16	2.12 %	3,548.16
NMM1	58.16	46.64	-0.02	80.20 %	54,784.20	10.00 %	5,478.42	2.12 %	5,478.42
NGT1	98.58	77.03	0.10	78.14 %	60,761.50	0.00 %		2.12 %	
TRY1	516.34	372.96	0.07	72.23 %	251,200.20	0.00 %		2.12 %	
TRY2	68.31	37.24	0.17	54.51 %	31,176.30	0.00 %		2.12 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRK1	98.30	121.95	0.22	124.06 %	111,248.00	40.00 %	44,499.20	2.12 %	44,499.20
POY2	132.65	155.73	0.10	117.40 %	107,368.40	30.00 %	32,210.52	2.12 %	32,210.52
KML1	44.36	51.86	0.29	116.90 %	32,763.50	30.00 %	9,829.05	2.12 %	9,829.05
CDM1	107.54	116.00	0.45	107.86 %	96,693.90	25.00 %	24,173.48	2.12 %	29,008.17
POY1	148.57	159.01	0.09	107.03 %	155,444.40	25.00 %	38,861.10	2.12 %	38,861.10
VCM1	58.03	53.47	0.04	92.15 %	37,994.80	15.00 %	5,699.22	2.12 %	5,699.22
ULP1	93.32	85.90	0.14	92.05 %	69,119.50	15.00 %	10,367.93	2.12 %	10,367.93
TDM1	75.84	68.80	0.32	90.72 %	42,055.50	15.00 %	6,308.33	2.12 %	6,308.33
KKI2	112.19	99.67	0.14	88.85 %	70,390.70	10.00 %	7,039.07	2.12 %	10,558.61
CUD1	183.46	161.89	0.08	88.24 %	138,898.90	10.00 %	13,889.89	2.12 %	20,834.84
KLM1	94.10	80.49	0.05	85.53 %	81,783.60	10.00 %	8,178.36	2.12 %	8,178.36
SJI1	83.31	69.86	0.09	83.86 %	41,303.40	10.00 %	4,130.34	2.12 %	4,130.34
VPM1	36.56	28.44	0.25	77.78 %	17,956.20	0.00 %		2.12 %	
MKM1	43.25	33.42	0.10	77.27 %	33,064.30	0.00 %		2.12 %	
STP1	42.01	30.38	0.32	72.32 %	22,994.20	0.00 %		2.12 %	
PRT1	73.02	52.37	0.11	71.72 %	44,793.40	0.00 %		2.12 %	
VPM2	88.03	62.88	0.27	71.43 %	49,690.70	0.00 %		2.12 %	
TVM2	76.96	54.85	0.00	71.26 %	28,403.80	0.00 %		2.12 %	
NVL2	96.72	62.48	0.19	64.60 %	51,141.30	0.00 %		2.12 %	
TVM1	61.45	37.14	0.47	60.44 %	21,556.30	0.00 %		2.12 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	29.24	73.46	0.16	251.23 %	98,675.50	40.00 %	39,470.20	2.12 %	39,470.20
ERL2	59.21	103.15	0.13	174.21 %	100,540.70	40.00 %	40,216.28	2.12 %	40,216.28
TKS2	131.13	157.12	0.51	119.81 %	116,026.50	30.00 %	34,807.95	2.12 %	46,410.60
ASM1	51.91	56.05	0.23	107.98 %	65,001.50	25.00 %	16,250.38	2.12 %	19,500.45
PKD1	78.03	83.09	0.18	106.49 %	71,259.80	25.00 %	17,814.95	2.12 %	17,814.95
TKS1	117.25	124.70	0.21	106.35 %	127,215.00	25.00 %	31,803.75	2.12 %	31,803.75
KGL1	52.08	51.09	0.25	98.10 %	38,999.80	20.00 %	7,799.96	2.12 %	9,749.95
KYR1	44.56	42.48	0.40	95.33 %	40,704.00	20.00 %	8,140.80	2.12 %	8,140.80
TKY1	66.55	62.81	0.07	94.38 %	62,107.70	15.00 %	9,316.16	2.12 %	12,421.54
TVL1	381.14	350.31	0.24	91.91 %	284,671.70	15.00 %	42,700.76	2.12 %	42,700.76
UDN1	49.07	44.94	0.28	91.58 %	38,211.30	15.00 %	5,731.70	2.12 %	5,731.70
RND1	116.78	106.59	0.38	91.27 %	108,292.30	15.00 %	16,243.85	2.12 %	16,243.85
VNR2	203.74	185.90	0.18	91.24 %	168,333.90	15.00 %	25,250.09	2.12 %	25,250.09
STU2	40.15	36.57	1.17	91.08 %	27,802.10	15.00 %	4,170.32	2.12 %	4,170.32
KVT1	185.07	168.05	0.03	90.81 %	192,582.70	15.00 %	28,887.41	2.12 %	28,887.41
RPM1	113.31	102.73	0.23	90.66 %	102,341.80	15.00 %	15,351.27	2.12 %	15,351.27
TUT1	429.96	384.67	0.15	89.47 %	386,833.60	10.00 %	38,683.36	2.12 %	58,025.04
VNR1	50.27	44.92	0.12	89.34 %	37,998.90	10.00 %	3,799.89	2.12 %	5,699.84
TCN1	97.11	86.72	0.35	89.31 %	95,960.40	10.00 %	9,596.04	2.12 %	14,394.06
SDI1	54.09	48.27	0.33	89.24 %	40,961.20	10.00 %	4,096.12	2.12 %	6,144.18
KSM1	33.97	29.85	0.00	87.88 %	20,747.70	10.00 %	2,074.77	2.12 %	2,074.77
APK1	89.02	74.34	0.06	83.50 %	94,292.90	10.00 %	9,429.29	2.12 %	9,429.29
SVK1	120.67	98.63	0.15	81.74 %	81,359.30	10.00 %	8,135.93	2.12 %	8,135.93
VLY1	133.83	107.83	0.22	80.57 %	80,152.50	10.00 %	8,015.25	2.12 %	8,015.25
TUT2	162.30	130.30	0.36	80.28 %	95,312.10	10.00 %	9,531.21	2.12 %	9,531.21
PDI1	56.56	44.96	0.03	79.49 %	42,130.00	0.00 %		2.12 %	4,213.00
SNL1	77.62	61.52	0.42	79.25 %	38,900.20	0.00 %		2.12 %	3,890.02
ARM1	37.55	29.66	0.95	78.99 %	25,455.30	0.00 %		2.12 %	2,545.53
SGT1	41.29	30.53	0.00	73.95 %	22,641.60	0.00 %		2.12 %	
MAR1	141.62	102.13	0.08	72.11 %	73,815.30	0.00 %		2.12 %	
COL1	31.52	20.44	0.01	64.84 %	19,050.80	0.00 %		2.12 %	
NGR1	339.64	216.68	0.25	63.80 %	124,265.20	0.00 %		2.12 %	
TVL2	47.33	28.87	0.15	61.00 %	16,368.50	0.00 %		2.12 %	
MMT1	73.76	44.68	0.38	60.57 %	41,130.50	0.00 %		2.12 %	
TYI1	96.63	54.89	0.42	56.80 %	67,123.50	0.00 %		2.12 %	
VKM1	79.39	34.64	0.25	43.63 %	43,338.70	0.00 %		2.12 %	
ERL1	5.66	1.70	2.25	30.11 %	(16,066.00)	0.00 %		2.12 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TEN2	56.77	65.92	0.32	116.12 %	41,185.80	30.00 %	12,355.74	2.12 %	12,355.74
MLR1	60.30	65.90	0.10	109.29 %	57,742.00	25.00 %	14,435.50	2.12 %	17,322.60
DKI1	67.72	73.06	0.27	107.88 %	97,802.50	25.00 %	24,450.63	2.12 %	29,340.75
ADP1	47.50	50.23	0.04	105.75 %	48,573.60	25.00 %	12,143.40	2.12 %	12,143.40
PKM1	35.66	36.40	0.15	102.07 %	35,172.20	25.00 %	8,793.05	2.12 %	8,793.05
SVG1	60.51	57.98	0.17	95.81 %	71,153.00	20.00 %	14,230.60	2.12 %	14,230.60
PVI1	63.93	60.34	0.26	94.39 %	73,239.10	15.00 %	10,985.87	2.12 %	14,647.82
TPT1	66.81	62.28	-0.13	93.23 %	97,040.00	15.00 %	14,556.00	2.12 %	19,408.00
MDU6	120.76	110.17	0.22	91.23 %	87,717.40	15.00 %	13,157.61	2.12 %	13,157.61
DGL2	53.21	47.89	0.14	89.99 %	50,482.70	10.00 %	5,048.27	2.12 %	7,572.41
MDU2	153.90	138.18	0.18	89.79 %	118,389.60	10.00 %	11,838.96	2.12 %	17,758.44
CBM1	82.80	73.05	0.12	88.22 %	76,355.50	10.00 %	7,635.55	2.12 %	11,453.33
BNR1	52.23	44.86	0.07	85.90 %	46,844.00	10.00 %	4,684.40	2.12 %	4,684.40
DGL1	185.36	157.85	0.36	85.16 %	138,707.90	10.00 %	13,870.79	2.12 %	13,870.79
NKI1	41.95	35.72	0.10	85.15 %	44,020.20	10.00 %	4,402.02	2.12 %	4,402.02
PNI1	35.85	30.41	0.36	84.82 %	25,275.90	10.00 %	2,527.59	2.12 %	2,527.59
USL1	78.67	65.82	0.15	83.66 %	59,519.00	10.00 %	5,951.90	2.12 %	5,951.90
TMM1	91.75	76.57	0.02	83.45 %	55,699.80	10.00 %	5,569.98	2.12 %	5,569.98
SGP1	53.20	44.33	0.13	83.33 %	76,023.80	10.00 %	7,602.38	2.12 %	7,602.38
PNV1	34.24	28.50	0.00	83.23 %	28,064.10	10.00 %	2,806.41	2.12 %	2,806.41
MPA1	72.00	59.34	0.06	82.41 %	72,357.40	10.00 %	7,235.74	2.12 %	7,235.74
TDI1	51.75	42.62	0.22	82.35 %	52,051.00	10.00 %	5,205.10	2.12 %	5,205.10
MDU4	78.66	63.63	0.15	80.90 %	53,048.40	10.00 %	5,304.84	2.12 %	5,304.84
BTU1	34.44	27.00	0.54	78.38 %	31,149.70	0.00 %		2.12 %	
CMR1	42.39	32.72	0.03	77.19 %	24,055.00	0.00 %		2.12 %	
TEN1	81.19	62.60	0.53	77.10 %	49,023.30	0.00 %		2.12 %	
NTM1	49.75	36.90	0.29	74.18 %	30,558.00	0.00 %		2.12 %	
KKD2	85.05	61.16	0.14	71.91 %	75,965.30	0.00 %		2.12 %	
ATG1	120.16	85.82	0.22	71.43 %	97,273.80	0.00 %		2.12 %	
ODM1	44.85	31.85	0.00	71.00 %	26,080.30	0.00 %		2.12 %	
MDU1	390.50	276.18	0.17	70.72 %	212,093.30	0.00 %		2.12 %	
MNM1	41.65	28.93	0.09	69.47 %	37,500.10	0.00 %		2.12 %	
KPT1	50.74	34.09	0.01	67.19 %	32,536.00	0.00 %		2.12 %	
KRR1	60.82	38.51	0.00	63.32 %	48,917.10	0.00 %		2.12 %	
MDU5	73.86	42.30	0.06	57.26 %	57,092.90	0.00 %		2.12 %	
MDU3	96.64	49.25	0.53	50.96 %	41,751.80	0.00 %		2.12 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	36.42	38.17	0.59	104.81 %	37,275.00	25.00 %	9,318.75	2.12 %	9,318.75
UKI1	63.40	63.89	0.44	100.78 %	53,537.10	25.00 %	13,384.28	2.12 %	13,384.28
CH44	92.09	91.41	0.25	99.26 %	73,878.40	20.00 %	14,775.68	2.12 %	18,469.60
MJR1	132.68	127.35	0.23	95.98 %	91,896.60	20.00 %	18,379.32	2.12 %	18,379.32
MC05	43.36	40.01	0.01	92.28 %	14,511.20	15.00 %	2,176.68	2.12 %	2,176.68
CH34	124.16	111.61	0.13	89.89 %	91,143.20	10.00 %	9,114.32	2.12 %	13,671.48
CH12	154.13	135.10	0.64	87.65 %	120,854.50	10.00 %	12,085.45	2.12 %	12,085.45
CH23	59.39	51.97	0.03	87.52 %	39,480.80	10.00 %	3,948.08	2.12 %	3,948.08
CH43	86.03	74.03	0.24	86.04 %	74,196.50	10.00 %	7,419.65	2.12 %	7,419.65
CH06	122.68	104.15	0.07	84.90 %	99,686.00	10.00 %	9,968.60	2.12 %	9,968.60
CH41	97.13	79.98	0.40	82.34 %	72,396.90	10.00 %	7,239.69	2.12 %	7,239.69
CH03	291.29	237.50	0.27	81.53 %	220,858.50	10.00 %	22,085.85	2.12 %	22,085.85
CH17	65.68	52.79	0.24	80.37 %	60,333.30	10.00 %	6,033.33	2.12 %	6,033.33
PON1	67.38	53.86	0.27	79.93 %	53,469.90	0.00 %		2.12 %	5,346.99
CH32	27.17	21.70	2.36	79.87 %	15,727.90	0.00 %		2.12 %	1,572.79
CH31	46.19	36.35	0.37	78.69 %	36,148.60	0.00 %		2.12 %	3,614.86
GPD1	101.69	79.78	0.10	78.46 %	46,171.50	0.00 %		2.12 %	4,617.15
CH15	327.60	256.64	0.19	78.34 %	209,944.20	0.00 %		2.12 %	
CH33	112.43	87.70	0.23	78.00 %	77,565.00	0.00 %		2.12 %	
CH18	159.86	123.18	0.36	77.05 %	142,618.50	0.00 %		2.12 %	
CH20	163.75	123.39	0.34	75.35 %	91,993.50	0.00 %		2.12 %	
CH21	213.32	157.22	0.20	73.70 %	117,698.60	0.00 %		2.12 %	
CH36	53.84	38.35	0.10	71.23 %	27,128.70	0.00 %		2.12 %	
CH46	66.21	43.81	0.42	66.17 %	41,238.90	0.00 %		2.12 %	
CH09	126.19	78.29	0.07	62.04 %	68,428.20	0.00 %		2.12 %	
MC06	32.35	19.85	1.17	61.36 %	11,099.90	0.00 %		2.12 %	
CH24	124.51	66.02	0.42	53.03 %	71,431.30	0.00 %		2.12 %	
MC08	14.89	3.34	0.00	22.40 %	900.20	0.00 %		2.12 %	
CH01	15.53	1.90	0.00	12.20 %	1,468.20	0.00 %		2.12 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	42.89	46.83	0.29	109.17 %	40,071.50	25.00 %	10,017.88	2.12 %	12,021.45
CH30	141.46	146.53	0.65	103.58 %	78,686.40	25.00 %	19,671.60	2.12 %	19,671.60
MRM1	84.76	87.12	0.20	102.79 %	80,398.70	25.00 %	20,099.68	2.12 %	20,099.68
TKM1	54.30	54.96	0.15	101.23 %	61,646.00	25.00 %	15,411.50	2.12 %	15,411.50
CH45	101.36	98.81	0.18	97.48 %	95,226.10	20.00 %	19,045.22	2.12 %	19,045.22
GUD2	95.57	92.09	0.04	96.35 %	67,117.20	20.00 %	13,423.44	2.12 %	13,423.44
CH48	133.69	118.49	0.16	88.63 %	155,726.50	10.00 %	15,572.65	2.12 %	23,358.98
CH28	123.43	108.72	0.20	88.08 %	149,130.90	10.00 %	14,913.09	2.12 %	14,913.09
GUD1	108.41	93.46	0.38	86.21 %	119,737.00	10.00 %	11,973.70	2.12 %	11,973.70
CH11	123.46	105.88	0.42	85.76 %	85,672.00	10.00 %	8,567.20	2.12 %	8,567.20
CH05	206.03	174.14	0.15	84.52 %	139,217.70	10.00 %	13,921.77	2.12 %	13,921.77
CH35	83.48	70.34	0.15	84.27 %	52,655.20	10.00 %	5,265.52	2.12 %	5,265.52
CH08	211.71	170.42	0.45	80.49 %	219,104.90	10.00 %	21,910.49	2.12 %	21,910.49
CH16	244.85	196.97	0.21	80.44 %	204,716.70	10.00 %	20,471.67	2.12 %	20,471.67
CH19	169.93	136.65	0.35	80.42 %	128,630.00	10.00 %	12,863.00	2.12 %	12,863.00
KNR1	82.22	65.61	0.02	79.80 %	62,473.70	0.00 %		2.12 %	6,247.37
CH14	249.31	196.90	0.27	78.98 %	175,545.50	0.00 %		2.12 %	17,554.55
MC10	37.77	29.70	0.10	78.63 %	14,832.80	0.00 %		2.12 %	1,483.28
CH38	81.96	63.45	0.11	77.41 %	81,954.90	0.00 %		2.12 %	
AVD1	135.27	104.18	1.12	77.01 %	87,329.80	0.00 %		2.12 %	
SKL1	81.27	56.40	0.42	69.40 %	74,917.00	0.00 %		2.12 %	
CH07	177.65	120.35	0.42	67.75 %	111,876.60	0.00 %		2.12 %	
CH42	187.95	126.93	0.21	67.53 %	127,442.00	0.00 %		2.12 %	
CH26	39.66	26.55	0.09	66.94 %	24,691.10	0.00 %		2.12 %	
CH22	124.43	82.59	0.08	66.38 %	88,158.30	0.00 %		2.12 %	
CH40	89.74	54.12	0.30	60.31 %	27,645.30	0.00 %		2.12 %	
CH39	83.51	50.08	0.22	59.97 %	56,474.00	0.00 %		2.12 %	
CGL1	103.51	52.91	0.51	51.11 %	52,046.90	0.00 %		2.12 %	
MC09	24.33	12.08	0.00	49.64 %	8,826.00	0.00 %		2.12 %	
CH29	42.93	15.43	0.94	35.95 %	17,925.90	0.00 %		2.12 %	
MC02	31.50	5.48	0.00	17.41 %	2,987.50	0.00 %		2.12 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	86.88	0.20	0.00 %	670.20	0.00 %		0.00 %	
GHUB	0.00	166.87	0.05	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.07	9.65	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	11.56	0.04	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	10.26	0.64	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	7.40	1.19	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	18.41	0.37	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	-10.90	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	4.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	8.08	0.00	0.00 %	0.00	0.00 %		0.00 %	