

Accu.Target	Sales	Achieved %	HO Budget+%	Total Com.
35,846.22 L	34,391.88 L	95.94 %	0.00 %	303.89 L

Note : Sales Period is From :01-Oct-2025 To :23-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	3,915.23	4,142.54	105.81 %	0.00	0.00 %	0.00
NORTH ARCOT	2,815.72	2,865.44	101.77 %	168,000.00	0.00 %	168,000.00
SOUTH-03	4,583.80	4,544.93	99.15 %	135,000.00	0.00 %	135,000.00
TRICHY-01	3,811.01	3,647.78	95.72 %	0.00	0.00 %	0.00
WEST-01	3,062.37	2,877.55	93.97 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,581.35	2,416.00	93.59 %	72,000.00	0.00 %	72,000.00
SOUTH-01	6,099.25	5,637.29	92.43 %	0.00	0.00 %	0.00
CHENNAI-01	4,351.86	3,806.24	87.46 %	0.00	0.00 %	0.00
CHENNAI-02	4,300.22	3,672.60	85.40 %	0.00	0.00 %	0.00
KL-SOUTH	325.41	197.45	60.68 %	0.00	0.00 %	0.00
OTHERS	0.00	584.06	0.00 %	0.00	0.00 %	0.00
Total	35,846.22	34,391.88	95.94 %		0.00 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	1,038.91	1,168.86	112.51%	220,000.00	0.00 %	220,000.00
	SLM1	1,255.58	1,332.17	106.10%	195,000.00	0.00 %	195,000.00
	MTR1	828.27	845.95	102.13%	120,000.00	0.00 %	120,000.00
	HSR1	792.48	795.56	100.39%	105,000.00	0.00 %	105,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	875.58	926.94	105.87%	135,000.00	0.00 %	135,000.00
	NA01	1,033.89	1,087.68	105.20%	150,000.00	0.00 %	150,000.00
	NA03	906.25	850.82	93.88%	60,000.00	0.00 %	60,000.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,310.87	1,358.29	103.62%	195,000.00	0.00 %	195,000.00
	SVG1	797.25	793.23	99.50%	52,500.00	0.00 %	52,500.00
	KRR1	206.87	202.94	98.10%	15,000.00	0.00 %	15,000.00
	KKD2	843.43	815.24	96.66%	60,000.00	0.00 %	60,000.00
	DGL1	1,425.38	1,375.23	96.48%	97,500.00	0.00 %	97,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PBR1	956.66	964.53	100.82%	135,000.00	0.00 %	135,000.00
	KUM1	808.87	779.35	96.35%	52,500.00	0.00 %	52,500.00
	TNJ1	911.10	856.07	93.96%	60,000.00	0.00 %	60,000.00
	TRY1	1,134.38	1,047.84	92.37%	75,000.00	0.00 %	75,000.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	359.30	439.65	122.36%	120,000.00	0.00 %	120,000.00
	UAM1	557.07	524.57	94.17%	37,500.00	0.00 %	37,500.00
	CBE1	1,263.79	1,150.53	91.04%	82,500.00	0.00 %	82,500.00
	TPR1	417.87	376.35	90.06%	22,500.00	0.00 %	22,500.00
	PLI1	464.34	386.45	83.23%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	780.60	767.58	98.33%	52,500.00	0.00 %	52,500.00
	SA02	950.23	876.39	92.23%	60,000.00	0.00 %	60,000.00
	SA01	850.51	772.03	90.77%	52,500.00	0.00 %	52,500.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,254.16	1,307.03	104.22%	195,000.00	0.00 %	195,000.00
	TKS1	847.90	839.23	98.98%	60,000.00	0.00 %	60,000.00
	KVT1	1,112.32	1,020.95	91.79%	75,000.00	0.00 %	75,000.00
	VNR1	850.85	774.65	91.04%	52,500.00	0.00 %	52,500.00
	TVL1	1,004.25	849.57	84.60%	0.00	0.00 %	0.00
	NGR1	1,029.78	845.87	82.14%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	836.96	801.85	95.80%	60,000.00	0.00 %	60,000.00
	CH06	1,330.30	1,188.32	89.33%	0.00	0.00 %	0.00
	CH05	1,210.42	1,027.26	84.87%	0.00	0.00 %	0.00
	CH08	974.18	788.82	80.97%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,113.09	971.37	87.27%	0.00	0.00 %	0.00
	CH07	1,018.81	880.70	86.44%	0.00	0.00 %	0.00
	CH04	1,322.40	1,113.14	84.18%	0.00	0.00 %	0.00
	CH09	845.92	707.40	83.62%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	325.41	197.45	60.68%	0.00	0.00 %	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	137.74	0.00%	0.00	0.00 %	0.00
	HO01	0.00	383.09	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	14.02	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	20.43	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.52	0.00%	0.00	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	74.79	112.49	0.00	150.42 %	88,123.80	40.00 %	35,249.52	0.00 %	35,249.52
ERD2	192.24	274.77	0.10	142.93 %	232,076.10	40.00 %	92,830.44	0.00 %	92,830.44
EDP1	57.60	80.32	0.00	139.43 %	50,260.00	40.00 %	20,104.00	0.00 %	20,104.00
APN1	72.18	94.67	0.09	131.15 %	118,451.00	40.00 %	47,380.40	0.00 %	47,380.40
HRR1	72.95	88.04	0.10	120.69 %	68,867.70	40.00 %	27,547.08	0.00 %	27,547.08
TCG1	69.87	83.88	0.24	120.06 %	60,106.70	40.00 %	24,042.68	0.00 %	24,042.68
ERD1	185.37	220.49	0.93	118.94 %	160,605.30	30.00 %	48,181.59	0.00 %	48,181.59
VKL1	51.74	61.40	0.05	118.67 %	54,135.70	30.00 %	16,240.71	0.00 %	16,240.71
TRM1	136.96	159.46	0.58	116.43 %	117,377.40	30.00 %	35,213.22	0.00 %	35,213.22
PMP1	86.67	99.40	0.28	114.70 %	59,051.40	30.00 %	17,715.42	0.00 %	17,715.42
SLM2	125.96	144.38	0.08	114.63 %	108,533.20	30.00 %	32,559.96	0.00 %	32,559.96
VPD1	151.12	166.17	0.00	109.95 %	197,649.00	25.00 %	49,412.25	0.00 %	49,412.25
OML1	125.18	136.94	0.04	109.39 %	120,482.10	25.00 %	30,120.53	0.00 %	30,120.53
PLC1	86.81	93.90	0.05	108.16 %	91,935.80	25.00 %	22,983.95	0.00 %	22,983.95
SGG1	56.13	59.98	0.17	106.86 %	46,713.50	25.00 %	11,678.38	0.00 %	11,678.38
HSR2	202.70	215.21	0.13	106.17 %	181,967.40	25.00 %	45,491.85	0.00 %	45,491.85
DPR1	54.67	57.57	0.01	105.29 %	41,522.90	25.00 %	10,380.73	0.00 %	10,380.73
KVP1	71.59	74.58	0.02	104.18 %	64,711.10	25.00 %	16,177.78	0.00 %	16,177.78
PDR1	52.42	54.27	0.06	103.53 %	62,994.30	25.00 %	15,748.58	0.00 %	15,748.58
BMD1	73.73	76.30	0.05	103.50 %	83,144.50	25.00 %	20,786.13	0.00 %	20,786.13
SLM3	183.30	189.51	0.10	103.39 %	132,313.00	25.00 %	33,078.25	0.00 %	33,078.25
NKL2	178.48	182.73	0.27	102.38 %	155,858.30	25.00 %	38,964.58	0.00 %	38,964.58
RSP1	108.17	110.43	0.07	102.09 %	93,630.50	25.00 %	23,407.63	0.00 %	23,407.63
EPI1	125.82	127.66	0.04	101.46 %	113,537.90	25.00 %	28,384.48	0.00 %	28,384.48
SLM1	384.83	380.89	0.10	98.97 %	237,278.40	20.00 %	47,455.68	0.00 %	47,455.68
CMI1	61.72	59.98	0.13	97.18 %	67,563.00	20.00 %	13,512.60	0.00 %	13,512.60
ATU1	154.75	148.57	0.03	96.01 %	117,034.40	20.00 %	23,406.88	0.00 %	23,406.88
MCR1	140.37	132.84	0.00	94.64 %	109,846.30	15.00 %	16,476.95	0.00 %	16,476.95
MTR1	151.10	131.44	0.79	86.99 %	93,306.20	10.00 %	9,330.62	0.00 %	9,330.62
DPR2	73.32	63.35	0.00	86.41 %	45,986.00	10.00 %	4,598.60	0.00 %	4,598.60
KRI1	110.26	92.84	0.00	84.21 %	42,064.10	10.00 %	4,206.41	0.00 %	4,206.41
KMM1	82.77	60.93	0.17	73.62 %	61,761.40	0.00 %		0.00 %	
HSR1	159.66	107.12	0.05	67.10 %	98,585.30	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	55.01	70.94	0.01	128.95 %	63,096.80	40.00 %	25,238.72	0.00 %	25,238.72
VNB1	94.08	115.24	0.13	122.50 %	82,294.60	40.00 %	32,917.84	0.00 %	32,917.84
SLG1	78.62	94.77	0.00	120.55 %	74,048.00	40.00 %	29,619.20	0.00 %	29,619.20
WJP1	88.91	106.37	0.22	119.63 %	86,892.00	30.00 %	26,067.60	0.00 %	26,067.60
CYR1	74.94	87.74	0.12	117.08 %	81,174.60	30.00 %	24,352.38	0.00 %	24,352.38
KPM2	333.11	378.47	0.04	113.62 %	250,652.30	30.00 %	75,195.69	0.00 %	75,195.69
CPT1	58.41	64.60	0.07	110.60 %	66,428.50	30.00 %	19,928.55	0.00 %	19,928.55
ABR1	92.24	101.97	1.89	110.55 %	95,254.90	30.00 %	28,576.47	0.00 %	28,576.47
PLR1	57.25	62.68	0.00	109.50 %	57,556.20	25.00 %	14,389.05	0.00 %	14,389.05
VSI1	100.47	109.41	0.22	108.90 %	112,482.70	25.00 %	28,120.68	0.00 %	28,120.68
CGM1	81.46	88.61	0.05	108.78 %	63,810.90	25.00 %	15,952.73	0.00 %	15,952.73
TRR1	157.26	170.38	0.34	108.34 %	124,048.30	25.00 %	31,012.08	0.00 %	31,012.08
WJD1	104.15	110.15	0.14	105.76 %	118,043.60	25.00 %	29,510.90	0.00 %	29,510.90
GDM1	88.23	91.57	0.09	103.78 %	82,497.40	25.00 %	20,624.35	0.00 %	20,624.35
UGI1	71.42	73.12	0.16	102.38 %	63,838.20	25.00 %	15,959.55	0.00 %	15,959.55
AKM1	160.43	161.56	0.14	100.71 %	125,362.80	25.00 %	31,340.70	0.00 %	31,340.70
VEL1	140.74	138.50	0.05	98.41 %	130,834.80	20.00 %	26,166.96	0.00 %	26,166.96
VEL2	164.33	157.99	0.06	96.14 %	180,261.90	20.00 %	36,052.38	0.00 %	36,052.38
ANI1	61.30	57.48	0.10	93.76 %	49,568.10	15.00 %	7,435.22	0.00 %	7,435.22
KPM1	101.80	95.04	0.10	93.36 %	85,319.70	15.00 %	12,797.96	0.00 %	12,797.96
TRT1	116.34	104.16	0.25	89.53 %	80,264.40	10.00 %	8,026.44	0.00 %	8,026.44
TRL1	173.13	153.87	0.05	88.87 %	183,801.20	10.00 %	18,380.12	0.00 %	18,380.12
PTU1	38.03	33.16	0.06	87.18 %	28,679.00	10.00 %	2,867.90	0.00 %	2,867.90
ARC2	109.25	90.88	0.06	83.18 %	72,028.30	10.00 %	7,202.83	0.00 %	7,202.83
SBR1	214.83	146.80	0.10	68.33 %	174,394.50	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	130.83	245.63	0.53	187.74 %	176,934.00	40.00 %	70,773.60	0.00 %	70,773.60
KKD3	102.08	154.69	0.47	151.54 %	194,933.80	40.00 %	77,973.52	0.00 %	77,973.52
KPT1	59.28	76.86	0.11	129.65 %	76,668.70	40.00 %	30,667.48	0.00 %	30,667.48
DGL2	66.38	83.93	0.13	126.43 %	75,159.00	40.00 %	30,063.60	0.00 %	30,063.60
KYK1	54.97	66.85	0.13	121.61 %	70,562.20	40.00 %	28,224.88	0.00 %	28,224.88
PNI1	43.02	51.98	0.53	120.83 %	39,756.50	40.00 %	15,902.60	0.00 %	15,902.60
PKM1	48.99	58.52	0.12	119.45 %	62,371.80	30.00 %	18,711.54	0.00 %	18,711.54
BTU1	48.77	56.43	0.35	115.72 %	55,066.60	30.00 %	16,519.98	0.00 %	16,519.98
PVI1	83.90	95.87	0.01	114.28 %	115,976.40	30.00 %	34,792.92	0.00 %	34,792.92
ADP1	88.15	99.87	0.16	113.30 %	97,452.60	30.00 %	29,235.78	0.00 %	29,235.78
TEN2	110.79	121.01	0.19	109.22 %	75,171.50	25.00 %	18,792.88	0.00 %	18,792.88
TEN1	109.73	118.71	0.24	108.18 %	105,077.70	25.00 %	26,269.43	0.00 %	26,269.43
MLR1	76.50	81.95	0.03	107.12 %	73,654.60	25.00 %	18,413.65	0.00 %	18,413.65
SGP1	52.56	54.66	0.00	104.01 %	53,969.30	25.00 %	13,492.33	0.00 %	13,492.33
DKI1	110.11	114.06	0.04	103.59 %	143,839.10	25.00 %	35,959.78	0.00 %	35,959.78
TDI1	72.23	74.55	0.01	103.20 %	82,732.30	25.00 %	20,683.08	0.00 %	20,683.08
KRR1	130.51	132.37	0.06	101.43 %	115,224.00	25.00 %	28,806.00	0.00 %	28,806.00
MDU1	594.64	598.43	0.13	100.64 %	328,018.10	25.00 %	82,004.53	0.00 %	82,004.53
PNV1	48.95	49.05	0.05	100.21 %	49,699.30	25.00 %	12,424.83	0.00 %	12,424.83
USL1	99.98	99.33	0.07	99.36 %	93,669.60	20.00 %	18,733.92	0.00 %	18,733.92
BNR1	89.67	88.31	0.27	98.49 %	81,089.40	20.00 %	16,217.88	0.00 %	16,217.88
CBM1	134.61	129.04	0.04	95.86 %	107,041.40	20.00 %	21,408.28	0.00 %	21,408.28
MDU2	287.63	273.09	0.20	94.95 %	188,780.00	15.00 %	28,317.00	0.00 %	28,317.00
DGL1	401.62	380.39	0.20	94.71 %	291,800.50	15.00 %	43,770.08	0.00 %	43,770.08
TMM1	178.49	168.40	0.43	94.35 %	124,970.80	15.00 %	18,745.62	0.00 %	18,745.62
ATG1	129.33	121.94	0.31	94.29 %	144,117.00	15.00 %	21,617.55	0.00 %	21,617.55
ODM1	76.37	70.58	0.49	92.42 %	48,545.90	15.00 %	7,281.89	0.00 %	7,281.89
MPA1	133.22	120.45	0.07	90.41 %	136,052.10	15.00 %	20,407.82	0.00 %	20,407.82
SVG1	120.82	103.85	0.06	85.96 %	103,880.20	10.00 %	10,388.02	0.00 %	10,388.02
CMR1	72.93	60.95	0.23	83.57 %	42,859.70	10.00 %	4,285.97	0.00 %	4,285.97
MDU4	110.95	91.54	0.33	82.51 %	72,572.10	10.00 %	7,257.21	0.00 %	7,257.21
NTM1	85.87	70.81	0.00	82.46 %	55,569.10	10.00 %	5,556.91	0.00 %	5,556.91
TPT1	102.02	78.99	0.22	77.43 %	136,819.90	0.00 %		0.00 %	
MDU3	175.58	130.13	0.29	74.11 %	81,484.70	0.00 %		0.00 %	
NKI1	109.46	81.04	0.26	74.03 %	108,346.10	0.00 %		0.00 %	
MNM1	72.24	52.86	0.18	73.17 %	63,998.10	0.00 %		0.00 %	
MDU5	100.61	69.23	0.06	68.81 %	84,767.50	0.00 %		0.00 %	
KKD2	70.02	18.56	0.16	26.51 %	23,145.30	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	46.90	172.06	0.05	366.88 %	105,378.60	40.00 %	42,151.44	0.00 %	42,151.44
TVR1	54.19	73.86	0.00	136.30 %	64,287.50	40.00 %	25,715.00	0.00 %	25,715.00
TRY3	99.82	127.56	0.06	127.79 %	85,330.30	40.00 %	34,132.12	0.00 %	34,132.12
KRN1	70.31	89.40	0.02	127.16 %	85,456.20	40.00 %	34,182.48	0.00 %	34,182.48
TVR2	141.20	170.03	0.05	120.42 %	133,505.40	40.00 %	53,402.16	0.00 %	53,402.16
MDI1	110.55	128.01	0.15	115.79 %	105,397.70	30.00 %	31,619.31	0.00 %	31,619.31
TYR1	153.31	175.14	0.06	114.24 %	117,473.60	30.00 %	35,242.08	0.00 %	35,242.08
MVM1	160.60	182.93	0.01	113.90 %	190,474.00	30.00 %	57,142.20	0.00 %	57,142.20
PBR1	75.01	77.05	0.00	102.71 %	65,873.70	25.00 %	16,468.43	0.00 %	16,468.43
TNJ2	186.99	191.33	0.02	102.32 %	141,344.60	25.00 %	35,336.15	0.00 %	35,336.15
JKM1	127.01	126.29	0.00	99.43 %	90,783.90	20.00 %	18,156.78	0.00 %	18,156.78
ORU1	71.17	67.59	0.06	94.96 %	76,172.30	15.00 %	11,425.85	0.00 %	11,425.85
PDK1	80.95	76.54	0.22	94.55 %	63,981.20	15.00 %	9,597.18	0.00 %	9,597.18
AYR1	99.65	94.11	0.03	94.44 %	67,336.40	15.00 %	10,100.46	0.00 %	10,100.46
TTP1	131.29	122.46	0.02	93.27 %	125,304.40	15.00 %	18,795.66	0.00 %	18,795.66
TNJ1	236.97	220.16	0.14	92.91 %	157,624.70	15.00 %	23,643.71	0.00 %	23,643.71
KIK1	80.63	74.89	0.00	92.87 %	80,401.40	15.00 %	12,060.21	0.00 %	12,060.21
NMM1	84.93	78.69	0.05	92.66 %	91,425.60	15.00 %	13,713.84	0.00 %	13,713.84
TRY2	69.83	63.53	0.04	90.97 %	49,417.90	15.00 %	7,412.69	0.00 %	7,412.69
PBR2	241.46	218.80	0.10	90.61 %	163,130.30	15.00 %	24,469.55	0.00 %	24,469.55
MSI1	99.62	90.22	0.07	90.57 %	73,311.70	15.00 %	10,996.76	0.00 %	10,996.76
NGT1	129.22	115.82	0.05	89.63 %	118,126.60	10.00 %	11,812.66	0.00 %	11,812.66
KUM1	207.50	174.63	0.09	84.16 %	145,343.60	10.00 %	14,534.36	0.00 %	14,534.36
PTK1	169.91	132.31	0.14	77.87 %	109,027.80	0.00 %		0.00 %	
APM1	50.58	37.98	0.12	75.09 %	48,080.70	0.00 %		0.00 %	
NCK1	64.85	47.67	0.01	73.51 %	44,068.90	0.00 %		0.00 %	
TRY1	766.57	518.75	0.07	67.67 %	349,005.50	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	43.26	68.18	0.46	157.60 %	96,860.50	40.00 %	38,744.20	0.00 %	38,744.20
PPI1	57.22	81.95	0.02	143.22 %	103,268.60	40.00 %	41,307.44	0.00 %	41,307.44
GBM1	68.90	96.41	0.41	139.93 %	60,011.90	40.00 %	24,004.76	0.00 %	24,004.76
KGM1	50.25	65.32	0.07	129.98 %	71,326.20	40.00 %	28,530.48	0.00 %	28,530.48
TPR4	49.35	62.86	0.05	127.39 %	54,623.80	40.00 %	21,849.52	0.00 %	21,849.52
MPM1	80.83	98.29	0.03	121.61 %	122,429.20	40.00 %	48,971.68	0.00 %	48,971.68
TPR3	73.58	88.43	0.02	120.19 %	128,607.80	40.00 %	51,443.12	0.00 %	51,443.12
AVI1	73.84	88.63	0.00	120.02 %	74,408.30	40.00 %	29,763.32	0.00 %	29,763.32
PDM1	51.87	59.00	0.00	113.75 %	57,563.70	30.00 %	17,269.11	0.00 %	17,269.11
ANR1	24.70	27.31	0.22	110.56 %	31,701.60	30.00 %	9,510.48	0.00 %	9,510.48
SUL1	74.79	81.93	0.08	109.55 %	118,289.10	25.00 %	29,572.28	0.00 %	29,572.28
CBE2	460.88	465.51	0.06	101.00 %	354,440.80	25.00 %	88,610.20	0.00 %	88,610.20
SYM2	85.29	82.50	0.03	96.72 %	79,173.60	20.00 %	15,834.72	0.00 %	15,834.72
CBE6	96.57	92.30	0.07	95.58 %	93,114.00	20.00 %	18,622.80	0.00 %	18,622.80
CNR1	71.75	67.71	0.02	94.37 %	68,184.30	15.00 %	10,227.65	0.00 %	10,227.65
KGI1	92.85	86.95	0.00	93.65 %	58,986.30	15.00 %	8,847.95	0.00 %	8,847.95
GDR1	81.37	75.02	0.29	92.20 %	57,471.20	15.00 %	8,620.68	0.00 %	8,620.68
CBE1	77.04	70.86	0.04	91.99 %	87,445.70	15.00 %	13,116.86	0.00 %	13,116.86
KMR1	179.77	162.50	0.02	90.39 %	186,921.90	15.00 %	28,038.29	0.00 %	28,038.29
DPM2	101.56	88.93	0.04	87.57 %	87,525.70	10.00 %	8,752.57	0.00 %	8,752.57
TPR2	188.57	160.75	0.01	85.25 %	108,250.20	10.00 %	10,825.02	0.00 %	10,825.02
TPR1	155.72	127.17	0.26	81.66 %	100,432.10	10.00 %	10,043.21	0.00 %	10,043.21
SNR1	102.52	80.89	0.08	78.90 %	75,345.10	0.00 %		0.00 %	
CBE5	67.04	50.05	0.05	74.66 %	73,108.40	0.00 %		0.00 %	
PLI1	163.05	118.64	0.07	72.76 %	105,762.40	0.00 %		0.00 %	
CBE3	49.67	35.71	0.01	71.90 %	54,766.90	0.00 %		0.00 %	
CBE4	155.51	110.78	0.12	71.23 %	129,897.90	0.00 %		0.00 %	
UAM1	187.01	128.41	0.03	68.67 %	117,318.20	0.00 %		0.00 %	
UMP1	97.61	54.56	0.37	55.90 %	56,792.90	0.00 %		0.00 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	128.88	193.17	0.10	149.88 %	123,072.70	40.00 %	49,229.08	0.00 %	49,229.08
KLM1	127.69	134.77	0.14	105.55 %	152,179.50	25.00 %	38,044.88	0.00 %	38,044.88
ULP1	128.55	134.58	0.06	104.70 %	120,454.10	25.00 %	30,113.53	0.00 %	30,113.53
TRK1	163.34	166.15	0.16	101.72 %	167,408.30	25.00 %	41,852.08	0.00 %	41,852.08
VPM2	126.89	125.43	0.20	98.84 %	113,993.80	20.00 %	22,798.76	0.00 %	22,798.76
KML1	72.39	71.17	0.46	98.31 %	67,005.00	20.00 %	13,401.00	0.00 %	13,401.00
PRT1	103.25	99.74	0.22	96.60 %	91,933.90	20.00 %	18,386.78	0.00 %	18,386.78
NVL2	151.56	146.04	0.25	96.36 %	155,493.00	20.00 %	31,098.60	0.00 %	31,098.60
CUD1	249.36	239.50	0.16	96.05 %	225,899.00	20.00 %	45,179.80	0.00 %	45,179.80
STP1	57.58	55.27	0.00	95.99 %	46,941.90	20.00 %	9,388.38	0.00 %	9,388.38
CDM1	189.06	174.53	0.16	92.32 %	148,816.20	15.00 %	22,322.43	0.00 %	22,322.43
TDM1	113.32	102.79	0.07	90.71 %	81,932.30	15.00 %	12,289.85	0.00 %	12,289.85
MKM1	57.88	52.33	0.09	90.42 %	46,266.40	15.00 %	6,939.96	0.00 %	6,939.96
KKI2	168.48	148.44	0.18	88.11 %	115,805.00	10.00 %	11,580.50	0.00 %	11,580.50
POY2	196.14	164.55	0.07	83.89 %	132,962.00	10.00 %	13,296.20	0.00 %	13,296.20
POY1	219.45	180.88	0.21	82.42 %	191,764.20	10.00 %	19,176.42	0.00 %	19,176.42
TVM1	78.95	62.88	0.23	79.65 %	33,776.40	0.00 %		0.00 %	
VPM1	51.33	39.35	0.23	76.67 %	35,361.60	0.00 %		0.00 %	
TVM2	117.89	77.94	0.00	66.12 %	45,840.90	0.00 %		0.00 %	
VCM1	79.37	46.61	0.00	58.72 %	40,660.80	0.00 %		0.00 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	74.99	109.11	0.09	145.48 %	124,020.80	40.00 %	49,608.32	0.00 %	49,608.32
ARM1	78.58	98.63	0.57	125.51 %	79,076.30	40.00 %	31,630.52	0.00 %	31,630.52
KYR1	62.30	74.75	0.14	119.99 %	67,231.80	30.00 %	20,169.54	0.00 %	20,169.54
UDN1	75.80	85.64	0.15	112.99 %	79,088.00	30.00 %	23,726.40	0.00 %	23,726.40
RPM1	186.70	199.59	0.36	106.90 %	191,786.20	25.00 %	47,946.55	0.00 %	47,946.55
TCN1	123.78	130.61	0.31	105.51 %	127,873.70	25.00 %	31,968.43	0.00 %	31,968.43
TUT2	243.75	250.82	0.14	102.90 %	189,482.40	25.00 %	47,370.60	0.00 %	47,370.60
PKD1	164.72	168.21	0.13	102.12 %	166,289.50	25.00 %	41,572.38	0.00 %	41,572.38
VNR1	80.54	82.13	0.00	101.97 %	76,496.70	25.00 %	19,124.18	0.00 %	19,124.18
SKD1	72.51	73.82	0.13	101.81 %	68,501.90	25.00 %	17,125.48	0.00 %	17,125.48
TKS2	231.52	234.93	0.17	101.47 %	199,260.10	25.00 %	49,815.03	0.00 %	49,815.03
TUT1	636.28	637.31	0.23	100.16 %	639,564.20	25.00 %	159,891.05	0.00 %	159,891.05
TKS1	192.23	190.52	0.10	99.11 %	197,539.50	20.00 %	39,507.90	0.00 %	39,507.90
SNL1	120.38	117.57	0.17	97.66 %	86,063.90	20.00 %	17,212.78	0.00 %	17,212.78
ASM1	86.09	84.02	0.14	97.59 %	86,540.50	20.00 %	17,308.10	0.00 %	17,308.10
NGR1	374.91	363.25	0.70	96.89 %	269,875.20	20.00 %	53,975.04	0.00 %	53,975.04
VNR2	292.25	282.75	0.10	96.75 %	247,868.80	20.00 %	49,573.76	0.00 %	49,573.76
SGT1	55.68	53.66	0.31	96.37 %	45,817.50	20.00 %	9,163.50	0.00 %	9,163.50
TYI1	99.56	93.54	0.29	93.95 %	104,768.90	15.00 %	15,715.34	0.00 %	15,715.34
SDI1	87.96	82.10	0.37	93.33 %	74,078.40	15.00 %	11,111.76	0.00 %	11,111.76
APK1	132.63	123.31	0.10	92.97 %	130,442.40	15.00 %	19,566.36	0.00 %	19,566.36
SVK1	197.06	180.09	0.12	91.39 %	153,259.50	15.00 %	22,988.93	0.00 %	22,988.93
KVT1	314.48	283.51	0.34	90.15 %	333,185.80	15.00 %	49,977.87	0.00 %	49,977.87
MMT1	101.06	88.11	0.10	87.19 %	67,461.90	10.00 %	6,746.19	0.00 %	6,746.19
STU2	75.19	65.48	0.12	87.09 %	53,520.10	10.00 %	5,352.01	0.00 %	5,352.01
VKM1	81.21	69.05	0.05	85.02 %	90,615.90	10.00 %	9,061.59	0.00 %	9,061.59
PDI1	93.80	78.43	0.16	83.61 %	68,877.80	10.00 %	6,887.78	0.00 %	6,887.78
KGL1	91.29	76.22	0.09	83.49 %	71,539.00	10.00 %	7,153.90	0.00 %	7,153.90
TVL1	589.11	485.94	0.76	82.49 %	371,313.10	10.00 %	37,131.31	0.00 %	37,131.31
RND1	221.54	168.56	0.11	76.09 %	216,213.70	0.00 %		0.00 %	
VLY1	194.35	145.02	0.29	74.62 %	115,664.60	0.00 %		0.00 %	
TKY1	140.95	103.86	0.10	73.69 %	78,600.80	0.00 %		0.00 %	
APK2	148.37	106.37	0.26	71.69 %	112,438.20	0.00 %		0.00 %	
KSM1	61.39	42.88	0.05	69.86 %	39,946.50	0.00 %		0.00 %	
MAR1	217.40	148.04	0.24	68.10 %	122,057.00	0.00 %		0.00 %	
TVL2	56.12	35.96	0.13	64.09 %	18,183.30	0.00 %		0.00 %	
COL1	42.78	23.50	0.02	54.94 %	27,284.00	0.00 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH19	164.46	196.96	0.15	119.76 %	171,429.50	30.00 %	51,428.85	0.00 %	51,428.85
TKM1	68.45	80.40	0.07	117.45 %	86,037.00	30.00 %	25,811.10	0.00 %	25,811.10
CH28	145.40	168.74	0.10	116.05 %	254,374.80	30.00 %	76,312.44	0.00 %	76,312.44
MC10	35.70	40.10	0.00	112.31 %	28,687.40	30.00 %	8,606.22	0.00 %	8,606.22
MRM1	134.87	140.50	0.06	104.18 %	143,112.40	25.00 %	35,778.10	0.00 %	35,778.10
CH35	111.62	115.11	0.08	103.13 %	112,833.10	25.00 %	28,208.28	0.00 %	28,208.28
CH40	90.09	92.18	0.01	102.33 %	48,318.60	25.00 %	12,079.65	0.00 %	12,079.65
CH37	95.32	95.34	0.07	100.03 %	74,234.40	20.00 %	14,846.88	0.00 %	14,846.88
CH42	184.24	178.67	0.09	96.98 %	180,704.10	20.00 %	36,140.82	0.00 %	36,140.82
GUD1	121.32	115.91	0.08	95.54 %	169,289.60	20.00 %	33,857.92	0.00 %	33,857.92
AVD1	207.85	196.18	0.33	94.38 %	153,865.50	15.00 %	23,079.83	0.00 %	23,079.83
CH39	82.49	77.06	0.16	93.42 %	74,446.40	15.00 %	11,166.96	0.00 %	11,166.96
GUD2	119.32	111.23	0.12	93.22 %	105,426.00	15.00 %	15,813.90	0.00 %	15,813.90
CH16	290.55	269.16	0.12	92.64 %	284,829.90	15.00 %	42,724.49	0.00 %	42,724.49
CGL1	97.02	89.05	0.09	91.79 %	83,736.40	15.00 %	12,560.46	0.00 %	12,560.46
CH48	167.45	149.43	0.06	89.24 %	155,921.30	10.00 %	15,592.13	0.00 %	15,592.13
CH38	110.74	98.41	0.09	88.87 %	103,471.00	10.00 %	10,347.10	0.00 %	10,347.10
CH45	146.93	130.06	0.40	88.51 %	119,969.00	10.00 %	11,996.90	0.00 %	11,996.90
CH14	314.60	276.69	0.17	87.95 %	232,128.80	10.00 %	23,212.88	0.00 %	23,212.88
SKL1	113.35	94.60	0.26	83.45 %	112,911.40	10.00 %	11,291.14	0.00 %	11,291.14
CH22	128.69	104.03	0.16	80.84 %	110,583.50	10.00 %	11,058.35	0.00 %	11,058.35
CH08	305.30	234.90	0.06	76.94 %	330,945.90	0.00 %		0.00 %	
CH05	259.80	199.39	0.12	76.74 %	177,139.90	0.00 %		0.00 %	
CH07	216.29	151.92	0.15	70.24 %	155,331.10	0.00 %		0.00 %	
CH11	163.22	113.00	0.18	69.23 %	110,151.20	0.00 %		0.00 %	
KNR1	151.80	100.46	0.15	66.18 %	87,537.10	0.00 %		0.00 %	
CH30	177.72	117.15	0.38	65.92 %	95,440.30	0.00 %		0.00 %	
CH26	43.51	27.40	0.04	62.96 %	26,965.00	0.00 %		0.00 %	
CH29	49.96	26.40	0.10	52.84 %	31,107.80	0.00 %		0.00 %	
MC09	27.43	10.64	0.21	38.81 %	5,352.30	0.00 %		0.00 %	
MC02	26.38	5.19	0.00	19.68 %	1,968.10	0.00 %		0.00 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH17	64.41	91.35	0.00	141.82 %	91,812.60	40.00 %	36,725.04	0.00 %	36,725.04
CH46	92.32	101.44	0.22	109.88 %	79,551.30	25.00 %	19,887.83	0.00 %	19,887.83
CH33	127.92	125.59	0.04	98.17 %	130,659.80	20.00 %	26,131.96	0.00 %	26,131.96
CH34	186.41	182.18	0.09	97.73 %	160,435.60	20.00 %	32,087.12	0.00 %	32,087.12
UK11	115.62	110.36	0.16	95.45 %	86,176.00	20.00 %	17,235.20	0.00 %	17,235.20
GPD1	133.13	124.87	0.10	93.80 %	80,638.30	15.00 %	12,095.75	0.00 %	12,095.75
CH12	238.77	219.42	0.18	91.90 %	235,828.30	15.00 %	35,374.25	0.00 %	35,374.25
CH06	177.52	162.83	0.15	91.72 %	141,097.50	15.00 %	21,164.63	0.00 %	21,164.63
CH23	65.41	58.90	0.03	90.04 %	71,102.50	10.00 %	7,110.25	0.00 %	7,110.25
CH18	183.78	164.06	0.00	89.27 %	212,899.50	10.00 %	21,289.95	0.00 %	21,289.95
CH43	137.54	120.77	0.15	87.80 %	148,247.70	10.00 %	14,824.77	0.00 %	14,824.77
CH15	437.50	383.34	0.14	87.62 %	321,956.90	10.00 %	32,195.69	0.00 %	32,195.69
CH44	141.09	123.34	0.03	87.41 %	109,949.70	10.00 %	10,994.97	0.00 %	10,994.97
CH24	157.76	136.85	0.28	86.75 %	148,093.60	10.00 %	14,809.36	0.00 %	14,809.36
CH21	299.40	255.63	0.18	85.38 %	192,016.70	10.00 %	19,201.67	0.00 %	19,201.67
CH03	421.55	357.81	0.23	84.88 %	330,174.90	10.00 %	33,017.49	0.00 %	33,017.49
CH20	221.50	185.78	0.57	83.87 %	182,588.50	10.00 %	18,258.85	0.00 %	18,258.85
CH32	27.82	23.30	0.13	83.76 %	12,890.50	10.00 %	1,289.05	0.00 %	1,289.05
PON1	94.38	76.93	0.05	81.51 %	79,121.10	10.00 %	7,912.11	0.00 %	7,912.11
CH31	71.23	55.69	0.01	78.19 %	51,589.50	0.00 %		0.00 %	
CH09	173.64	125.84	0.12	72.47 %	144,914.00	0.00 %		0.00 %	
CH41	159.30	113.06	0.23	70.97 %	127,300.00	0.00 %		0.00 %	
MJR1	283.49	196.63	0.08	69.36 %	152,576.60	0.00 %		0.00 %	
MC06	52.08	35.55	0.00	68.27 %	24,830.60	0.00 %		0.00 %	
CH27	65.50	41.57	0.20	63.47 %	45,505.80	0.00 %		0.00 %	
MC05	68.87	43.18	0.00	62.71 %	17,346.60	0.00 %		0.00 %	
CH36	89.69	51.89	0.12	57.86 %	35,117.30	0.00 %		0.00 %	
CH01	12.58	4.42	0.08	35.15 %	1,173.50	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)
PAS1	75.64	48.37	0.00	63.95 %	44,084.80	0.00 %		0.00 %	
TVP1	188.64	117.51	0.27	62.29 %	97,156.40	0.00 %		0.00 %	
KLR1	61.13	31.57	0.19	51.65 %	26,702.80	0.00 %		0.00 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	107.63	4.82	0.00 %	(5,233.30)	0.00 %		0.00 %	
GHUB	0.00	380.27	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.83	1.35	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	20.43	2.10	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	14.02	9.20	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	30.11	0.26	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 %	