

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
27,159.64 L	20,865.86 L	76.83 %	13.17 %	191.67 L

Note : Sales Period is From :01-Sep-2025 To :28-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	289.51	299.77	103.54 %	0.00	13.17 %	0.00
SOUTH-01	4,927.43	3,887.68	78.90 %	0.00	13.17 %	0.00
WEST-02	2,421.34	1,879.19	77.61 %	0.00	13.17 %	0.00
NORTH ARCOT	2,169.01	1,675.34	77.24 %	0.00	13.17 %	0.00
WEST-01	1,990.15	1,531.41	76.95 %	0.00	13.17 %	0.00
CHENNAI-02	3,528.85	2,613.55	74.06 %	0.00	13.17 %	0.00
CHENNAI-01	3,716.28	2,738.07	73.68 %	0.00	13.17 %	0.00
TRICHY-01	2,788.53	2,051.21	73.56 %	0.00	13.17 %	0.00
SOUTH-03	3,182.18	2,254.58	70.85 %	0.00	13.17 %	0.00
SOUTH ARCOT	2,146.37	1,503.95	70.07 %	0.00	13.17 %	0.00
OTHERS	0.00	431.11	0.00 %	0.00	0.00 %	0.00
Total	27,159.64	20,865.86	76.83 %		13.17 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	289.51	299.77	103.54%	30,000.00	13.17 %	40,000.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	995.69	848.54	85.22%	0.00	13.17 %	60,000.00
	KVT1	827.27	685.30	82.84%	0.00	13.17 %	45,000.00
	TKS1	733.26	606.47	82.71%	0.00	13.17 %	45,000.00
	NGR1	774.29	596.85	77.08%	0.00	13.17 %	0.00
	TVL1	965.22	717.76	74.36%	0.00	13.17 %	0.00
	VNR1	631.70	432.76	68.51%	0.00	13.17 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	484.06	415.27	85.79%	0.00	13.17 %	30,000.00
	MTR1	510.45	435.06	85.23%	0.00	13.17 %	30,000.00
	ERD1	670.99	486.76	72.54%	0.00	13.17 %	0.00
	SLM1	755.83	542.10	71.72%	0.00	13.17 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	743.98	610.58	82.07%	0.00	13.17 %	45,000.00
	NA01	803.42	603.74	75.15%	0.00	13.17 %	0.00
	NA03	621.61	461.02	74.17%	0.00	13.17 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	374.66	317.60	84.77%	0.00	13.17 %	22,500.00
	TPR4	243.73	205.36	84.26%	0.00	13.17 %	15,000.00
	PLI1	248.22	194.95	78.54%	0.00	13.17 %	7,500.00
	TPR1	263.99	194.65	73.73%	0.00	13.17 %	0.00
	CBE1	859.54	618.85	72.00%	0.00	13.17 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	962.97	787.64	81.79%	0.00	13.17 %	52,500.00
	CH01	949.80	702.60	73.97%	0.00	13.17 %	0.00
	CH07	922.72	659.32	71.45%	0.00	13.17 %	0.00
	CH09	693.36	463.99	66.92%	0.00	13.17 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	726.46	571.35	78.65%	0.00	13.17 %	37,500.00
	CH06	1,184.24	891.17	75.25%	0.00	13.17 %	0.00
	CH05	944.04	700.10	74.16%	0.00	13.17 %	0.00
	CH08	861.54	575.45	66.79%	0.00	13.17 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	588.51	446.74	75.91%	0.00	13.17 %	0.00
	PTK1	491.03	372.53	75.87%	0.00	13.17 %	0.00
	TNJ1	620.94	451.00	72.63%	0.00	13.17 %	0.00
	TRY1	1,088.05	780.94	71.77%	0.00	13.17 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	659.93	580.19	87.92%	0.00	13.17 %	75,000.00
	SVG1	537.41	389.88	72.55%	0.00	13.17 %	0.00
	MDU2	936.34	626.21	66.88%	0.00	13.17 %	0.00
	KRR1	109.02	70.26	64.44%	0.00	13.17 %	0.00
	DGL1	939.47	588.04	62.59%	0.00	13.17 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	672.33	498.87	74.20%	0.00	13.17 %	0.00
	SA01	702.12	518.54	73.85%	0.00	13.17 %	0.00
	SA02	771.92	486.54	63.03%	0.00	13.17 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	21.06	0.00%	0.00	0.00 %	0.00
	CH02	0.00	177.51	0.00%	0.00	0.00 %	0.00
	HO01	0.00	126.87	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	26.08	0.00%	0.00	0.00 %	0.00
	NA01	0.00	0.62	0.00%	0.00	0.00 %	0.00
	SA02	0.00	6.75	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	27.59	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	18.36	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	26.25	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)
PAS1	57.10	73.47	0.12	128.66 %	56,683.10	40.00 %	22,673.24	13.17 %	22,673.24
TVP1	155.48	175.80	0.31	113.07 %	113,444.20	30.00 %	34,033.26	13.17 %	45,377.68
KLR1	76.93	50.51	0.30	65.66 %	44,842.90	0.00 %		13.17 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	66.18	79.15	0.07	119.59 %	87,118.70	30.00 %	26,135.61	13.17 %	34,847.48
TYI1	61.11	68.53	0.16	112.14 %	79,203.90	30.00 %	23,761.17	13.17 %	31,681.56
SKD1	42.18	47.11	0.10	111.69 %	55,365.90	30.00 %	16,609.77	13.17 %	22,146.36
KYR1	43.29	41.83	0.36	96.63 %	36,601.70	20.00 %	7,320.34	13.17 %	10,980.51
UDN1	58.09	55.74	0.25	95.95 %	45,707.50	20.00 %	9,141.50	13.17 %	13,712.25
PKD1	73.65	69.64	0.04	94.56 %	78,748.30	15.00 %	11,812.25	13.17 %	19,687.08
SDI1	100.05	93.83	0.20	93.78 %	77,352.30	15.00 %	11,602.85	13.17 %	19,338.08
VNR2	192.48	170.77	0.07	88.72 %	155,009.80	10.00 %	15,500.98	13.17 %	38,752.45
RPM1	186.32	164.55	0.06	88.31 %	143,036.40	10.00 %	14,303.64	13.17 %	35,759.10
TKS2	154.96	134.53	0.18	86.82 %	102,829.00	10.00 %	10,282.90	13.17 %	20,565.80
TUT2	192.30	165.94	0.14	86.29 %	137,836.80	10.00 %	13,783.68	13.17 %	27,567.36
ASM1	56.43	48.48	0.10	85.91 %	55,884.90	10.00 %	5,588.49	13.17 %	11,176.98
MAR1	148.48	126.99	0.08	85.53 %	95,282.80	10.00 %	9,528.28	13.17 %	19,056.56
KVT1	322.15	275.45	0.40	85.50 %	296,260.80	10.00 %	29,626.08	13.17 %	59,252.16
VNR1	68.72	56.20	0.00	81.78 %	52,965.40	10.00 %	5,296.54	13.17 %	7,944.81
TCN1	102.60	83.36	0.09	81.24 %	81,704.90	10.00 %	8,170.49	13.17 %	12,255.74
PDI1	63.59	50.64	0.09	79.64 %	45,678.50	0.00 %		13.17 %	6,851.78
VLY1	136.66	108.44	0.67	79.35 %	97,846.60	0.00 %		13.17 %	14,676.99
NGR1	299.52	237.34	0.46	79.24 %	177,128.80	0.00 %		13.17 %	26,569.32
KSM1	72.61	57.48	0.03	79.16 %	34,805.60	0.00 %		13.17 %	5,220.84
TUT1	515.40	395.82	0.13	76.80 %	388,748.50	0.00 %		13.17 %	38,874.85
SVK1	124.91	94.99	0.33	76.05 %	89,034.60	0.00 %		13.17 %	8,903.46
MMT1	72.61	55.10	0.09	75.88 %	53,252.30	0.00 %		13.17 %	5,325.23
VKM1	58.59	44.35	0.41	75.70 %	59,840.60	0.00 %		13.17 %	5,984.06
TVL1	664.48	499.74	0.28	75.21 %	341,403.90	0.00 %		13.17 %	34,140.39
RND1	157.58	115.41	0.18	73.24 %	138,681.00	0.00 %		13.17 %	13,868.10
TKS1	135.98	99.14	0.07	72.91 %	112,027.80	0.00 %		13.17 %	11,202.78
SNL1	77.61	55.94	0.29	72.08 %	48,894.80	0.00 %		13.17 %	4,889.48
KGL1	63.55	44.60	0.10	70.17 %	36,613.10	0.00 %		13.17 %	3,661.31
SGT1	92.36	63.77	0.00	69.04 %	38,779.80	0.00 %		13.17 %	
STU2	52.23	35.58	0.66	68.13 %	41,380.30	0.00 %		13.17 %	
TKY1	85.49	55.55	0.13	64.97 %	60,535.70	0.00 %		13.17 %	
COL1	32.02	19.79	0.39	61.81 %	24,782.80	0.00 %		13.17 %	
APK1	94.41	55.28	0.07	58.56 %	71,390.10	0.00 %		13.17 %	
ARM1	60.13	34.92	0.43	58.06 %	32,977.40	0.00 %		13.17 %	
TVL2	47.52	26.18	0.05	55.10 %	13,044.50	0.00 %		13.17 %	
APK2	151.18	55.52	0.44	36.72 %	53,198.90	0.00 %		13.17 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	44.03	52.78	0.03	119.87 %	47,047.50	30.00 %	14,114.25	13.17 %	18,819.00
OML1	66.43	70.67	0.11	106.37 %	55,096.30	25.00 %	13,774.08	13.17 %	22,038.52
NKL2	118.65	124.04	0.21	104.55 %	116,554.60	25.00 %	29,138.65	13.17 %	46,621.84
PMP1	50.11	51.38	0.11	102.53 %	36,459.30	25.00 %	9,114.83	13.17 %	10,937.79
MCR1	63.64	61.51	0.20	96.65 %	59,139.30	20.00 %	11,827.86	13.17 %	17,741.79
EDP1	31.47	30.15	0.00	95.81 %	18,080.80	20.00 %	3,616.16	13.17 %	5,424.24
TRM1	101.59	94.60	0.08	93.12 %	83,400.50	15.00 %	12,510.08	13.17 %	20,850.13
VPD1	80.96	71.68	0.02	88.54 %	94,293.10	10.00 %	9,429.31	13.17 %	23,573.28
HSR2	140.56	120.32	0.05	85.60 %	100,637.00	10.00 %	10,063.70	13.17 %	20,127.40
APN1	56.37	48.00	0.00	85.15 %	55,948.00	10.00 %	5,594.80	13.17 %	11,189.60
HSR1	89.72	75.38	0.19	84.02 %	68,204.10	10.00 %	6,820.41	13.17 %	13,640.82
BMD1	46.83	39.00	0.00	83.29 %	41,424.40	10.00 %	4,142.44	13.17 %	8,284.88
PLC1	46.55	38.16	0.07	81.99 %	30,838.90	10.00 %	3,083.89	13.17 %	4,625.84
ERD2	116.32	94.55	0.06	81.28 %	111,042.80	10.00 %	11,104.28	13.17 %	16,656.42
DPR1	40.38	31.92	0.02	79.06 %	25,328.70	0.00 %		13.17 %	3,799.31
HRR1	58.38	45.66	0.33	78.21 %	33,160.20	0.00 %		13.17 %	3,316.02
SLM2	72.02	55.04	0.03	76.42 %	44,837.40	0.00 %		13.17 %	4,483.74
KVP1	50.84	38.02	0.52	74.78 %	32,278.10	0.00 %		13.17 %	3,227.81
VKL1	43.15	30.98	0.33	71.81 %	28,745.50	0.00 %		13.17 %	2,874.55
ATU1	92.19	65.43	0.09	70.97 %	54,409.60	0.00 %		13.17 %	5,440.96
MTR1	80.01	56.62	0.00	70.77 %	49,565.10	0.00 %		13.17 %	4,956.51
EPI1	65.75	44.88	0.14	68.26 %	45,508.70	0.00 %		13.17 %	
CMI1	37.11	24.84	0.00	66.95 %	31,036.50	0.00 %		13.17 %	
ERD1	111.31	73.82	0.34	66.32 %	68,636.60	0.00 %		13.17 %	
DPR2	53.19	35.08	0.00	65.96 %	26,968.60	0.00 %		13.17 %	
TCG1	56.04	36.54	0.00	65.21 %	29,440.70	0.00 %		13.17 %	
SLM1	244.05	156.28	0.08	64.04 %	99,493.20	0.00 %		13.17 %	
KRI1	62.25	39.22	1.09	63.01 %	28,291.40	0.00 %		13.17 %	
SLM3	113.02	70.65	0.12	62.51 %	50,264.70	0.00 %		13.17 %	
RSP1	63.62	39.51	0.03	62.11 %	38,564.10	0.00 %		13.17 %	
PDR1	43.58	24.47	0.01	56.16 %	33,278.80	0.00 %		13.17 %	
KMM1	47.24	24.41	0.18	51.67 %	28,146.50	0.00 %		13.17 %	
SGG1	33.99	13.59	0.33	39.97 %	15,650.20	0.00 %		13.17 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	55.69	57.81	0.18	103.81 %	45,930.30	25.00 %	11,482.58	13.17 %	13,779.09
CGM1	97.14	90.78	0.00	93.46 %	63,333.20	15.00 %	9,499.98	13.17 %	15,833.30
ABR1	77.12	68.10	0.49	88.30 %	59,526.90	10.00 %	5,952.69	13.17 %	14,881.73
AKM1	82.16	71.67	0.15	87.23 %	69,617.40	10.00 %	6,961.74	13.17 %	17,404.35
VEL2	127.87	111.24	0.24	86.99 %	113,107.60	10.00 %	11,310.76	13.17 %	28,276.90
BGR1	48.49	41.77	0.04	86.16 %	41,789.70	10.00 %	4,178.97	13.17 %	8,357.94
KPM2	233.73	199.87	0.01	85.51 %	157,235.00	10.00 %	15,723.50	13.17 %	31,447.00
VSI1	67.36	57.10	0.09	84.77 %	68,543.10	10.00 %	6,854.31	13.17 %	13,708.62
WJP1	65.15	54.40	0.07	83.51 %	46,520.10	10.00 %	4,652.01	13.17 %	9,304.02
CPT1	37.90	31.41	0.01	82.87 %	34,639.50	10.00 %	3,463.95	13.17 %	6,927.90
SBR1	118.15	93.70	0.07	79.31 %	101,998.40	0.00 %		13.17 %	15,299.76
SLG1	48.65	37.91	0.10	77.92 %	38,851.70	0.00 %		13.17 %	3,885.17
PLR1	59.33	45.72	0.00	77.05 %	33,470.40	0.00 %		13.17 %	3,347.04
ANI1	48.78	37.09	0.10	76.05 %	30,202.60	0.00 %		13.17 %	3,020.26
TRR1	127.24	95.20	0.27	74.81 %	75,039.30	0.00 %		13.17 %	7,503.93
KPM1	86.53	62.68	0.64	72.44 %	50,531.20	0.00 %		13.17 %	5,053.12
GDM1	73.02	52.69	0.18	72.16 %	49,844.10	0.00 %		13.17 %	4,984.41
CYR1	50.65	36.13	0.07	71.32 %	37,361.50	0.00 %		13.17 %	3,736.15
VEL1	126.56	89.05	0.27	70.36 %	83,689.80	0.00 %		13.17 %	8,368.98
PTU1	29.28	20.34	0.00	69.45 %	16,314.10	0.00 %		13.17 %	
ARC2	98.69	67.70	0.22	68.60 %	58,130.50	0.00 %		13.17 %	
TRL1	160.99	107.67	0.15	66.88 %	122,553.10	0.00 %		13.17 %	
UGI1	50.47	33.04	0.64	65.45 %	24,834.10	0.00 %		13.17 %	
TRT1	60.32	38.09	0.14	63.14 %	30,327.40	0.00 %		13.17 %	
WJD1	137.73	74.21	0.12	53.88 %	71,802.60	0.00 %		13.17 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	30.54	38.22	0.03	125.14 %	44,246.50	40.00 %	17,698.60	13.17 %	17,698.60
GBM1	48.75	50.23	0.15	103.04 %	39,589.30	25.00 %	9,897.33	13.17 %	11,876.79
SYM2	37.01	38.02	0.00	102.73 %	48,816.40	25.00 %	12,204.10	13.17 %	14,644.92
KGI1	55.53	55.96	0.04	100.77 %	35,446.90	25.00 %	8,861.73	13.17 %	10,634.07
CNR1	46.84	45.78	0.13	97.73 %	36,766.60	20.00 %	7,353.32	13.17 %	11,029.98
CBE3	27.42	25.30	0.00	92.27 %	39,256.80	15.00 %	5,888.52	13.17 %	9,814.20
DPM2	47.07	42.35	0.00	89.97 %	53,226.10	10.00 %	5,322.61	13.17 %	13,306.53
KGM1	37.07	33.05	0.38	89.16 %	31,908.80	10.00 %	3,190.88	13.17 %	7,977.20
KMR1	100.10	89.03	0.34	88.94 %	101,909.80	10.00 %	10,190.98	13.17 %	25,477.45
PDM1	32.19	27.56	0.01	85.62 %	29,014.50	10.00 %	2,901.45	13.17 %	5,802.90
SNR1	63.55	52.31	0.21	82.32 %	65,842.90	10.00 %	6,584.29	13.17 %	9,876.44
KMD1	50.81	41.40	0.05	81.48 %	65,787.30	10.00 %	6,578.73	13.17 %	9,868.10
UAM1	115.99	93.32	0.03	80.45 %	79,057.40	10.00 %	7,905.74	13.17 %	11,858.61
MPM1	59.72	47.83	0.10	80.08 %	60,715.60	0.00 %		13.17 %	9,107.34
TPR1	87.73	69.33	0.11	79.03 %	61,591.10	0.00 %		13.17 %	9,238.67
TPR3	56.83	44.65	0.03	78.57 %	68,176.40	0.00 %		13.17 %	10,226.46
CBE2	307.30	235.24	0.13	76.55 %	214,154.50	0.00 %		13.17 %	21,415.45
UMP1	47.86	36.54	0.09	76.34 %	33,524.70	0.00 %		13.17 %	3,352.47
ANR1	18.71	14.16	0.00	75.69 %	18,542.60	0.00 %		13.17 %	1,854.26
SUL1	43.92	32.94	0.03	75.00 %	48,230.60	0.00 %		13.17 %	4,823.06
GDR1	45.75	33.31	0.01	72.81 %	24,199.50	0.00 %		13.17 %	2,419.95
TPR2	119.43	80.67	0.06	67.55 %	67,284.80	0.00 %		13.17 %	
AVI1	52.38	34.89	0.21	66.61 %	37,293.60	0.00 %		13.17 %	
PLI1	84.03	55.45	0.18	66.00 %	58,871.00	0.00 %		13.17 %	
CBE6	79.61	52.44	0.00	65.87 %	64,331.40	0.00 %		13.17 %	
CBE1	63.77	39.94	0.00	62.63 %	59,055.50	0.00 %		13.17 %	
TPR4	56.35	29.84	0.00	52.96 %	28,370.10	0.00 %		13.17 %	
CBE4	126.84	67.05	0.05	52.86 %	84,882.90	0.00 %		13.17 %	
CBE5	47.02	24.60	0.08	52.31 %	50,524.00	0.00 %		13.17 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	77.28	75.68	0.38	97.93 %	66,514.80	20.00 %	13,302.96	13.17 %	19,954.44
GPD1	85.56	81.64	0.34	95.42 %	60,705.00	20.00 %	12,141.00	13.17 %	15,176.25
PON1	79.44	72.32	0.18	91.04 %	72,127.90	15.00 %	10,819.19	13.17 %	18,031.98
CH12	180.19	154.65	0.22	85.83 %	167,424.80	10.00 %	16,742.48	13.17 %	33,484.96
CH21	242.81	202.36	0.14	83.34 %	149,203.50	10.00 %	14,920.35	13.17 %	29,840.70
CH17	72.79	59.73	0.78	82.06 %	51,055.80	10.00 %	5,105.58	13.17 %	7,658.37
MC06	41.68	34.08	2.30	81.75 %	15,174.40	10.00 %	1,517.44	13.17 %	2,276.16
CH33	112.57	90.90	0.84	80.75 %	106,730.10	10.00 %	10,673.01	13.17 %	16,009.52
CH18	178.67	143.72	0.36	80.44 %	163,589.70	10.00 %	16,358.97	13.17 %	24,538.46
CH24	147.28	118.13	0.15	80.21 %	119,004.50	10.00 %	11,900.45	13.17 %	17,850.68
CH03	332.35	260.85	0.13	78.49 %	234,446.10	0.00 %		13.17 %	35,166.92
CH44	113.51	87.79	0.34	77.34 %	79,599.60	0.00 %		13.17 %	7,959.96
CH43	100.86	77.74	0.31	77.08 %	89,407.80	0.00 %		13.17 %	8,940.78
MJR1	148.38	112.15	0.29	75.58 %	95,118.70	0.00 %		13.17 %	9,511.87
CH34	156.75	118.41	0.31	75.54 %	110,660.00	0.00 %		13.17 %	11,066.00
CH15	395.11	291.27	0.55	73.72 %	260,155.10	0.00 %		13.17 %	26,015.51
CH20	175.85	126.70	0.67	72.05 %	108,626.60	0.00 %		13.17 %	10,862.66
CH32	25.72	18.11	4.71	70.42 %	12,313.60	0.00 %		13.17 %	1,231.36
CH46	70.76	49.22	0.63	69.57 %	41,279.20	0.00 %		13.17 %	4,127.92
CH41	113.86	74.18	0.30	65.15 %	91,020.50	0.00 %		13.17 %	
CH23	67.55	42.61	0.06	63.09 %	44,850.10	0.00 %		13.17 %	
MC05	59.24	37.29	0.00	62.95 %	13,359.00	0.00 %		13.17 %	
CH27	51.39	30.83	0.00	59.99 %	34,631.70	0.00 %		13.17 %	
CH31	74.91	44.81	0.05	59.82 %	45,914.70	0.00 %		13.17 %	
CH06	156.27	87.44	0.21	55.96 %	100,396.50	0.00 %		13.17 %	
CH09	145.42	78.18	3.13	53.76 %	90,207.10	0.00 %		13.17 %	
CH36	85.61	36.63	0.54	42.79 %	30,667.10	0.00 %		13.17 %	
MC08	24.48	4.84	0.00	19.77 %	885.00	0.00 %		13.17 %	
CH01	12.57	1.29	0.00	10.24 %	1,063.80	0.00 %		13.17 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH35	71.53	77.69	0.15	108.61 %	73,496.90	25.00 %	18,374.23	13.17 %	29,398.76
MC10	35.95	34.58	0.00	96.18 %	15,616.00	20.00 %	3,123.20	13.17 %	4,684.80
CH45	109.92	101.16	0.12	92.03 %	89,599.40	15.00 %	13,439.91	13.17 %	22,399.85
CH37	50.87	46.55	0.17	91.52 %	41,295.40	15.00 %	6,194.31	13.17 %	10,323.85
CH30	111.67	100.13	0.32	89.67 %	66,030.50	10.00 %	6,603.05	13.17 %	16,507.63
MRM1	114.31	102.30	0.25	89.49 %	99,648.30	10.00 %	9,964.83	13.17 %	24,912.08
CH42	154.53	135.17	0.14	87.47 %	142,057.20	10.00 %	14,205.72	13.17 %	35,514.30
CH16	254.62	200.89	0.27	78.90 %	213,667.40	0.00 %		13.17 %	32,050.11
TKM1	64.47	49.67	0.40	77.03 %	52,933.40	0.00 %		13.17 %	5,293.34
GUD1	117.76	89.90	0.15	76.35 %	130,479.90	0.00 %		13.17 %	13,047.99
CH19	175.75	133.91	0.28	76.19 %	132,035.50	0.00 %		13.17 %	13,203.55
CH38	96.71	73.68	0.09	76.19 %	77,774.30	0.00 %		13.17 %	7,777.43
CH11	132.46	99.03	0.05	74.76 %	90,543.00	0.00 %		13.17 %	9,054.30
CH40	95.86	71.32	0.04	74.39 %	35,751.10	0.00 %		13.17 %	3,575.11
CH28	142.30	104.00	0.13	73.09 %	156,868.30	0.00 %		13.17 %	15,686.83
GUD2	113.63	82.20	0.17	72.34 %	68,857.20	0.00 %		13.17 %	6,885.72
CH22	114.50	82.16	0.13	71.75 %	100,406.80	0.00 %		13.17 %	10,040.68
CH08	241.96	172.82	0.07	71.43 %	228,617.20	0.00 %		13.17 %	22,861.72
SKL1	81.80	57.71	0.24	70.56 %	65,507.60	0.00 %		13.17 %	6,550.76
CH14	310.70	213.24	0.26	68.63 %	212,852.70	0.00 %		13.17 %	
CH48	170.84	113.86	0.24	66.65 %	121,996.80	0.00 %		13.17 %	
AVD1	148.26	98.38	0.11	66.35 %	93,999.60	0.00 %		13.17 %	
CH05	210.84	139.63	0.43	66.23 %	129,857.60	0.00 %		13.17 %	
CH07	191.22	126.31	0.21	66.06 %	115,371.00	0.00 %		13.17 %	
CH39	93.93	61.04	0.21	64.99 %	60,408.60	0.00 %		13.17 %	
CH26	40.17	24.48	1.05	60.94 %	24,380.00	0.00 %		13.17 %	
CGL1	88.61	53.82	0.22	60.74 %	46,971.40	0.00 %		13.17 %	
KNR1	100.17	59.96	0.09	59.86 %	62,428.80	0.00 %		13.17 %	
MC09	20.00	10.59	0.00	52.93 %	5,616.30	0.00 %		13.17 %	
CH29	35.13	17.00	0.00	48.38 %	18,946.50	0.00 %		13.17 %	
MC02	25.81	4.89	0.00	18.97 %	2,348.00	0.00 %		13.17 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MSI1	49.32	51.86	0.06	105.15 %	50,591.80	25.00 %	12,647.95	13.17 %	20,236.72
PDK1	46.64	44.71	0.03	95.87 %	39,724.50	20.00 %	7,944.90	13.17 %	11,917.35
TVR1	46.75	43.44	0.05	92.92 %	35,450.30	15.00 %	5,317.55	13.17 %	8,862.58
KRN1	47.63	42.08	0.05	88.35 %	45,206.00	10.00 %	4,520.60	13.17 %	11,301.50
TYR1	95.96	83.09	0.06	86.59 %	60,288.50	10.00 %	6,028.85	13.17 %	12,057.70
NGT1	101.85	86.42	0.01	84.85 %	83,731.00	10.00 %	8,373.10	13.17 %	16,746.20
ORU1	55.84	45.21	0.30	80.96 %	48,604.90	10.00 %	4,860.49	13.17 %	7,290.74
MDI1	83.57	67.20	0.05	80.41 %	66,060.70	10.00 %	6,606.07	13.17 %	9,909.11
PTK1	113.89	91.04	0.14	79.93 %	87,052.80	0.00 %		13.17 %	13,057.92
TTP1	72.83	56.85	0.17	78.06 %	52,627.90	0.00 %		13.17 %	5,262.79
TNJ2	124.23	96.83	0.19	77.95 %	88,370.80	0.00 %		13.17 %	8,837.08
MVM1	128.93	100.24	0.38	77.75 %	129,380.10	0.00 %		13.17 %	12,938.01
TVR2	125.64	96.91	0.11	77.14 %	79,980.10	0.00 %		13.17 %	7,998.01
KUM1	152.23	116.82	0.24	76.74 %	115,035.50	0.00 %		13.17 %	11,503.55
PBR2	165.71	122.36	0.12	73.84 %	97,729.00	0.00 %		13.17 %	9,772.90
TRY1	562.64	406.65	0.15	72.27 %	277,813.50	0.00 %		13.17 %	27,781.35
AYR1	67.88	47.83	0.00	70.47 %	37,636.50	0.00 %		13.17 %	3,763.65
JKM1	81.07	56.65	0.32	69.88 %	51,224.50	0.00 %		13.17 %	5,122.45
NMM1	69.38	44.54	0.39	64.20 %	57,115.30	0.00 %		13.17 %	
KIK1	90.75	58.15	0.00	64.07 %	52,079.50	0.00 %		13.17 %	
TNJ1	187.97	116.18	0.18	61.81 %	94,751.20	0.00 %		13.17 %	
NCK1	53.90	32.67	0.00	60.61 %	33,617.40	0.00 %		13.17 %	
PBR1	55.72	32.70	0.00	58.68 %	28,413.70	0.00 %		13.17 %	
APM1	49.50	26.48	0.33	53.49 %	31,116.60	0.00 %		13.17 %	
TRY3	103.55	55.35	0.10	53.45 %	47,572.40	0.00 %		13.17 %	
TRY2	55.15	28.94	0.00	52.47 %	22,690.00	0.00 %		13.17 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	41.27	121.70	0.24	294.86 %	76,189.60	40.00 %	30,475.84	13.17 %	30,475.84
PVI1	79.20	89.42	0.10	112.90 %	94,865.70	30.00 %	28,459.71	13.17 %	37,946.28
KYK1	39.94	43.82	1.03	109.71 %	50,808.30	25.00 %	12,702.08	13.17 %	20,323.32
NKI1	51.56	49.85	0.21	96.70 %	48,034.60	20.00 %	9,606.92	13.17 %	14,410.38
ATG1	101.96	90.96	0.00	89.21 %	88,636.70	10.00 %	8,863.67	13.17 %	22,159.18
ADP1	54.22	47.62	0.04	87.82 %	51,494.60	10.00 %	5,149.46	13.17 %	12,873.65
MPA1	78.68	68.34	0.08	86.85 %	84,434.40	10.00 %	8,443.44	13.17 %	16,886.88
TPT1	68.50	58.26	0.00	85.06 %	90,506.10	10.00 %	9,050.61	13.17 %	18,101.22
PNV1	38.63	31.48	0.29	81.48 %	32,163.70	10.00 %	3,216.37	13.17 %	4,824.56
TDI1	56.71	41.38	0.15	72.97 %	46,812.90	0.00 %		13.17 %	4,681.29
CBM1	80.14	58.17	0.11	72.59 %	56,995.80	0.00 %		13.17 %	5,699.58
TMM1	102.08	73.12	0.27	71.63 %	62,130.80	0.00 %		13.17 %	6,213.08
USL1	63.83	45.58	0.16	71.41 %	43,216.90	0.00 %		13.17 %	4,321.69
MLR1	53.09	37.65	0.04	70.91 %	34,053.60	0.00 %		13.17 %	3,405.36
MDU2	174.51	122.39	0.22	70.13 %	102,664.80	0.00 %		13.17 %	10,266.48
TEN2	81.75	57.04	0.07	69.78 %	42,206.50	0.00 %		13.17 %	4,220.65
TEN1	82.18	56.86	0.51	69.18 %	57,254.50	0.00 %		13.17 %	
BTU1	40.70	27.99	0.30	68.78 %	27,002.70	0.00 %		13.17 %	
CMR1	47.97	32.04	1.41	66.78 %	22,781.60	0.00 %		13.17 %	
MDU6	149.13	99.35	0.07	66.62 %	85,792.20	0.00 %		13.17 %	
ODM1	53.69	35.34	0.00	65.83 %	25,088.90	0.00 %		13.17 %	
KPT1	60.07	38.87	0.23	64.70 %	36,126.00	0.00 %		13.17 %	
MDU4	78.86	50.86	0.12	64.49 %	48,730.50	0.00 %		13.17 %	
KRR1	55.34	34.91	0.00	63.09 %	33,643.40	0.00 %		13.17 %	
DGL1	200.85	126.43	0.91	62.95 %	130,986.80	0.00 %		13.17 %	
BNR1	64.11	40.16	0.46	62.63 %	41,778.40	0.00 %		13.17 %	
DKI1	108.77	67.10	0.00	61.69 %	70,900.80	0.00 %		13.17 %	
MDU1	407.12	250.08	0.14	61.43 %	179,409.80	0.00 %		13.17 %	
NTM1	59.09	35.73	0.04	60.47 %	30,507.60	0.00 %		13.17 %	
SVG1	76.20	44.95	0.28	58.99 %	45,238.90	0.00 %		13.17 %	
DGL2	74.42	43.39	0.11	58.30 %	47,341.20	0.00 %		13.17 %	
SGP1	38.42	22.13	0.65	57.61 %	28,772.00	0.00 %		13.17 %	
PKM1	49.95	28.06	0.05	56.17 %	27,863.40	0.00 %		13.17 %	
MDU5	70.13	39.07	0.37	55.71 %	53,465.80	0.00 %		13.17 %	
MNM1	52.65	27.64	0.00	52.50 %	52,269.40	0.00 %		13.17 %	
PNI1	49.18	25.00	4.75	50.84 %	17,850.70	0.00 %		13.17 %	
MDU3	123.47	61.73	0.13	50.00 %	47,276.60	0.00 %		13.17 %	
KKD2	73.83	30.12	0.20	40.79 %	45,452.90	0.00 %		13.17 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRK1	138.39	140.94	0.36	101.84 %	123,622.70	25.00 %	30,905.68	13.17 %	37,086.81
ULP1	104.36	93.63	0.08	89.72 %	75,023.90	10.00 %	7,502.39	13.17 %	18,755.98
KLM1	97.16	86.59	0.28	89.12 %	96,703.80	10.00 %	9,670.38	13.17 %	24,175.95
POY1	174.67	140.37	0.15	80.36 %	141,781.70	10.00 %	14,178.17	13.17 %	21,267.26
CUD1	202.51	156.71	0.67	77.39 %	146,480.00	0.00 %		13.17 %	14,648.00
VPM2	110.07	83.82	0.91	76.15 %	67,829.40	0.00 %		13.17 %	6,782.94
SJI1	106.73	77.62	0.26	72.73 %	63,651.20	0.00 %		13.17 %	6,365.12
KML1	57.99	40.16	0.10	69.25 %	34,045.40	0.00 %		13.17 %	
CDM1	121.39	84.02	0.17	69.21 %	83,673.70	0.00 %		13.17 %	
TDM1	115.39	79.75	0.10	69.12 %	57,781.10	0.00 %		13.17 %	
PRT1	88.03	56.88	0.13	64.62 %	51,664.50	0.00 %		13.17 %	
POY2	171.14	103.60	0.31	60.54 %	92,653.90	0.00 %		13.17 %	
TVM1	62.87	37.94	0.03	60.34 %	21,028.70	0.00 %		13.17 %	
KKI2	129.16	77.66	0.21	60.12 %	69,410.20	0.00 %		13.17 %	
VPM1	46.23	27.65	0.07	59.81 %	23,720.70	0.00 %		13.17 %	
MKM1	56.64	31.27	0.12	55.21 %	32,803.40	0.00 %		13.17 %	
TVM2	92.65	51.15	0.80	55.21 %	34,921.30	0.00 %		13.17 %	
NVL2	152.81	78.70	0.29	51.50 %	75,422.70	0.00 %		13.17 %	
VCM1	65.99	32.51	0.51	49.27 %	27,492.70	0.00 %		13.17 %	
STP1	52.19	22.99	0.04	44.05 %	16,840.80	0.00 %		13.17 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	91.36	0.07	0.00 %	9,894.80	0.00 %		0.00 %	
GHUB	0.00	122.58	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	4.29	0.00	0.00 %	0.00	0.00 %		0.00 %	
NASD	0.00	0.62	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	26.25	0.37	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	26.08	0.12	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	18.36	0.03	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	86.15	0.04	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	6.75	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	21.06	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	27.59	0.39	0.00 %	0.00	0.00 %		0.00 %	