

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
43,638.86 L	38,757.44 L	88.81 %	1.19 %	343.13 L

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

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	4,766.36	4,625.66	97.05 %	0.00	1.19 %	0.00
NORTH ARCOT	3,427.84	3,235.25	94.38 %	96,000.00	1.19 %	96,000.00
SOUTH-03	5,580.28	5,071.87	90.89 %	150,000.00	1.19 %	150,000.00
TRICHY-01	4,639.49	4,088.03	88.11 %	0.00	1.19 %	0.00
WEST-01	3,728.10	3,267.75	87.65 %	0.00	1.19 %	0.00
SOUTH ARCOT	3,142.51	2,722.97	86.65 %	0.00	1.19 %	0.00
SOUTH-01	7,425.18	6,348.42	85.50 %	0.00	1.19 %	0.00
CHENNAI-01	5,297.91	4,341.27	81.94 %	0.00	1.19 %	0.00
CHENNAI-02	5,235.05	4,178.00	79.81 %	0.00	1.19 %	0.00
KL-SOUTH	396.15	233.96	59.06 %	0.00	1.19 %	0.00
OTHERS	0.00	644.27	0.00 %	0.00	0.00 %	0.00
Total	43,638.86	38,757.44	88.81 %		1.19 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	1,264.76	1,301.32	102.89%	195,000.00	1.19 %	195,000.00
	SLM1	1,528.53	1,484.21	97.10%	105,000.00	1.19 %	105,000.00
	MTR1	1,008.32	954.86	94.70%	67,500.00	1.19 %	67,500.00
	HSR1	964.75	885.28	91.76%	60,000.00	1.19 %	60,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,065.92	1,042.59	97.81%	75,000.00	1.19 %	75,000.00
	NA01	1,258.65	1,225.19	97.34%	90,000.00	1.19 %	90,000.00
	NA03	1,103.26	967.47	87.69%	0.00	1.19 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,595.85	1,506.16	94.38%	112,500.00	1.19 %	112,500.00
	SVG1	970.56	884.04	91.09%	60,000.00	1.19 %	60,000.00
	KKD2	1,026.79	920.28	89.63%	0.00	1.19 %	67,500.00
	KRR1	251.85	225.06	89.37%	0.00	1.19 %	15,000.00
	DGL1	1,735.24	1,536.33	88.54%	0.00	1.19 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PBR1	1,164.63	1,079.30	92.67%	75,000.00	1.19 %	75,000.00
	KUM1	984.71	878.34	89.20%	0.00	1.19 %	60,000.00
	TNJ1	1,109.16	950.97	85.74%	0.00	1.19 %	0.00
	TRY1	1,380.99	1,179.42	85.40%	0.00	1.19 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	437.40	485.88	111.08%	80,000.00	1.19 %	80,000.00
	UAM1	678.17	584.92	86.25%	0.00	1.19 %	0.00
	CBE1	1,538.53	1,324.70	86.10%	0.00	1.19 %	0.00
	TPR1	508.71	436.79	85.86%	0.00	1.19 %	0.00
	PLI1	565.28	435.46	77.03%	0.00	1.19 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	950.30	865.64	91.09%	60,000.00	1.19 %	60,000.00
	SA02	1,156.81	1,001.02	86.53%	0.00	1.19 %	0.00
	SA01	1,035.40	856.32	82.70%	0.00	1.19 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,526.80	1,482.19	97.08%	105,000.00	1.19 %	105,000.00
	TKS1	1,032.22	938.23	90.89%	67,500.00	1.19 %	67,500.00
	VNR1	1,035.82	880.08	84.96%	0.00	1.19 %	0.00
	KVT1	1,354.13	1,136.09	83.90%	0.00	1.19 %	0.00
	TVL1	1,222.56	966.45	79.05%	0.00	1.19 %	0.00
	NGR1	1,253.64	945.38	75.41%	0.00	1.19 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	1,018.91	919.10	90.20%	67,500.00	1.19 %	67,500.00
	CH06	1,619.50	1,362.81	84.15%	0.00	1.19 %	0.00
	CH05	1,473.55	1,159.58	78.69%	0.00	1.19 %	0.00
	CH08	1,185.95	899.77	75.87%	0.00	1.19 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	1,240.29	1,008.52	81.31%	0.00	1.19 %	0.00
	CH01	1,355.06	1,099.47	81.14%	0.00	1.19 %	0.00
	CH04	1,609.87	1,272.14	79.02%	0.00	1.19 %	0.00
	CH09	1,029.82	797.86	77.48%	0.00	1.19 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	396.15	233.96	59.06%	0.00	1.19 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	10.36	0.00%	0.00	0.00 %	0.00
	CH02	0.00	150.17	0.00%	0.00	0.00 %	0.00
	HO01	0.00	425.03	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	14.73	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	10.77	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	10.02	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	22.67	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	91.05	117.47	0.00	129.02 %	92,855.10	40.00 %	37,142.04	1.19 %	37,142.04
ERD2	234.03	300.23	0.12	128.29 %	261,911.10	40.00 %	104,764.44	1.19 %	104,764.44
EDP1	70.13	88.01	0.04	125.50 %	54,233.40	40.00 %	21,693.36	1.19 %	21,693.36
APN1	87.87	104.18	0.08	118.56 %	129,177.30	30.00 %	38,753.19	1.19 %	38,753.19
VKL1	62.99	73.55	0.32	116.76 %	67,113.50	30.00 %	20,134.05	1.19 %	20,134.05
HRR1	88.81	101.68	0.09	114.49 %	76,700.60	30.00 %	23,010.18	1.19 %	23,010.18
TCG1	85.06	95.63	0.30	112.43 %	68,398.20	30.00 %	20,519.46	1.19 %	20,519.46
ERD1	225.67	240.33	0.85	106.49 %	177,182.10	25.00 %	44,295.53	1.19 %	44,295.53
TRM1	166.74	175.77	0.60	105.42 %	127,926.20	25.00 %	31,981.55	1.19 %	31,981.55
SLM2	153.34	160.04	0.09	104.37 %	121,827.70	25.00 %	30,456.93	1.19 %	30,456.93
OML1	152.39	158.58	0.10	104.06 %	136,199.80	25.00 %	34,049.95	1.19 %	34,049.95
PMP1	105.51	108.37	0.28	102.72 %	65,739.20	25.00 %	16,434.80	1.19 %	16,434.80
PLC1	105.69	107.45	0.05	101.67 %	102,779.30	25.00 %	25,694.83	1.19 %	25,694.83
SGG1	68.33	69.24	0.24	101.33 %	52,912.00	25.00 %	13,228.00	1.19 %	13,228.00
DPR1	66.56	65.59	0.01	98.55 %	47,735.20	20.00 %	9,547.04	1.19 %	9,547.04
HSR2	246.77	243.15	0.14	98.53 %	206,705.40	20.00 %	41,341.08	1.19 %	41,341.08
VPD1	183.98	181.18	0.00	98.48 %	216,203.30	20.00 %	43,240.66	1.19 %	43,240.66
KVP1	87.15	85.35	0.01	97.93 %	74,438.60	20.00 %	14,887.72	1.19 %	14,887.72
SLM3	223.15	214.16	0.13	95.97 %	150,568.50	20.00 %	30,113.70	1.19 %	30,113.70
BMD1	89.75	84.93	0.05	94.63 %	91,200.10	15.00 %	13,680.02	1.19 %	18,240.02
NKL2	217.28	205.14	0.25	94.41 %	175,664.20	15.00 %	26,349.63	1.19 %	35,132.84
EPI1	153.18	143.85	0.04	93.91 %	127,467.10	15.00 %	19,120.07	1.19 %	19,120.07
PDR1	63.81	59.39	0.11	93.06 %	70,030.00	15.00 %	10,504.50	1.19 %	10,504.50
CMI1	75.14	69.13	0.24	92.00 %	77,448.40	15.00 %	11,617.26	1.19 %	11,617.26
RSP1	131.69	120.66	0.07	91.62 %	104,370.90	15.00 %	15,655.64	1.19 %	15,655.64
SLM1	468.49	428.47	0.11	91.46 %	269,687.10	15.00 %	40,453.07	1.19 %	40,453.07
MCR1	170.88	152.30	0.02	89.12 %	127,634.80	10.00 %	12,763.48	1.19 %	19,145.22
ATU1	188.39	164.33	0.02	87.23 %	128,507.80	10.00 %	12,850.78	1.19 %	12,850.78
DPR2	89.26	72.19	0.10	80.88 %	51,723.20	10.00 %	5,172.32	1.19 %	5,172.32
MTR1	183.94	143.82	0.72	78.19 %	102,935.60	0.00 %		1.19 %	
KRI1	134.23	104.50	0.00	77.85 %	48,727.90	0.00 %		1.19 %	
KMM1	100.76	68.02	0.19	67.51 %	68,063.80	0.00 %		1.19 %	
HSR1	194.36	118.99	0.04	61.22 %	109,093.20	0.00 %		1.19 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	66.97	80.49	0.01	120.18 %	71,991.30	40.00 %	28,796.52	1.19 %	28,796.52
VNB1	114.53	129.22	0.12	112.83 %	90,767.30	30.00 %	27,230.19	1.19 %	27,230.19
WJP1	108.24	118.42	0.23	109.40 %	96,347.20	25.00 %	24,086.80	1.19 %	28,904.16
SLG1	95.71	104.15	0.00	108.82 %	81,480.50	25.00 %	20,370.13	1.19 %	24,444.15
CYR1	91.23	98.86	0.17	108.37 %	91,132.10	25.00 %	22,783.03	1.19 %	22,783.03
CPT1	71.10	76.04	0.06	106.94 %	75,055.00	25.00 %	18,763.75	1.19 %	18,763.75
KPM2	405.53	425.75	0.04	104.99 %	280,636.60	25.00 %	70,159.15	1.19 %	70,159.15
ABR1	112.29	116.42	1.66	103.68 %	106,374.30	25.00 %	26,593.58	1.19 %	26,593.58
CGM1	99.17	101.84	0.05	102.70 %	73,143.40	25.00 %	18,285.85	1.19 %	18,285.85
PLR1	69.69	71.39	0.00	102.44 %	63,445.80	25.00 %	15,861.45	1.19 %	15,861.45
TRR1	191.45	192.40	0.38	100.50 %	137,434.80	25.00 %	34,358.70	1.19 %	34,358.70
VSI1	122.31	122.24	0.25	99.94 %	123,946.00	20.00 %	24,789.20	1.19 %	30,986.50
WJD1	126.79	123.66	0.18	97.53 %	133,978.30	20.00 %	26,795.66	1.19 %	26,795.66
UGI1	86.94	82.95	0.14	95.40 %	72,804.20	20.00 %	14,560.84	1.19 %	14,560.84
GDM1	107.41	101.51	0.14	94.51 %	91,241.80	15.00 %	13,686.27	1.19 %	18,248.36
AKM1	195.30	178.87	0.15	91.59 %	146,011.40	15.00 %	21,901.71	1.19 %	21,901.71
VEL1	171.33	153.13	0.05	89.38 %	143,542.30	10.00 %	14,354.23	1.19 %	21,531.35
VEL2	200.06	176.67	0.08	88.31 %	201,937.70	10.00 %	20,193.77	1.19 %	20,193.77
KPM1	123.93	108.25	0.16	87.35 %	95,775.40	10.00 %	9,577.54	1.19 %	9,577.54
ANI1	74.62	64.92	0.09	87.00 %	57,679.90	10.00 %	5,767.99	1.19 %	5,767.99
PTU1	46.30	39.85	0.08	86.06 %	31,680.60	10.00 %	3,168.06	1.19 %	3,168.06
TRL1	210.77	179.06	0.11	84.95 %	218,551.80	10.00 %	21,855.18	1.19 %	21,855.18
TRT1	141.63	116.23	0.35	82.06 %	88,643.70	10.00 %	8,864.37	1.19 %	8,864.37
ARC2	133.00	106.45	0.05	80.03 %	86,037.70	0.00 %		1.19 %	8,603.77
SBR1	261.53	166.49	0.09	63.66 %	195,819.20	0.00 %		1.19 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	159.27	261.16	0.50	163.97 %	190,364.30	40.00 %	76,145.72	1.19 %	76,145.72
KKD3	124.27	171.36	0.54	137.89 %	216,153.70	40.00 %	86,461.48	1.19 %	86,461.48
KPT1	72.17	90.72	0.11	125.71 %	86,960.80	40.00 %	34,784.32	1.19 %	34,784.32
DGL2	80.81	93.90	0.19	116.19 %	85,437.70	30.00 %	25,631.31	1.19 %	25,631.31
PNI1	52.38	59.97	0.85	114.49 %	45,881.50	30.00 %	13,764.45	1.19 %	13,764.45
PKM1	59.64	65.99	0.11	110.65 %	68,440.40	30.00 %	20,532.12	1.19 %	20,532.12
KYK1	66.92	73.52	0.27	109.86 %	75,620.60	25.00 %	18,905.15	1.19 %	22,686.18
PVI1	102.14	107.79	0.03	105.54 %	127,482.20	25.00 %	31,870.55	1.19 %	31,870.55
BTU1	59.37	62.40	0.31	105.11 %	60,553.80	25.00 %	15,138.45	1.19 %	15,138.45
ADP1	107.31	109.58	0.14	102.11 %	108,737.40	25.00 %	27,184.35	1.19 %	27,184.35
TEN1	133.59	135.69	0.28	101.57 %	121,037.40	25.00 %	30,259.35	1.19 %	30,259.35
TEN2	134.88	135.73	0.25	100.63 %	84,894.80	25.00 %	21,223.70	1.19 %	21,223.70
DKI1	134.05	131.85	0.04	98.36 %	161,472.80	20.00 %	32,294.56	1.19 %	32,294.56
SGP1	63.98	62.91	0.00	98.31 %	59,461.40	20.00 %	11,892.28	1.19 %	11,892.28
PNV1	59.59	56.38	0.05	94.61 %	55,293.20	15.00 %	8,293.98	1.19 %	11,058.64
MLR1	93.13	87.93	0.03	94.41 %	77,782.90	15.00 %	11,667.44	1.19 %	15,556.58
TDI1	87.94	82.48	0.01	93.79 %	90,424.40	15.00 %	13,563.66	1.19 %	13,563.66
KRR1	158.88	147.36	0.12	92.75 %	130,599.50	15.00 %	19,589.93	1.19 %	19,589.93
MDU1	723.91	668.42	0.16	92.34 %	372,337.40	15.00 %	55,850.61	1.19 %	55,850.61
BNR1	109.16	98.50	0.40	90.23 %	89,403.90	15.00 %	13,410.59	1.19 %	13,410.59
CBM1	163.87	146.81	0.04	89.59 %	124,140.10	10.00 %	12,414.01	1.19 %	18,621.02
USL1	121.71	107.57	0.10	88.38 %	101,779.70	10.00 %	10,177.97	1.19 %	10,177.97
TMM1	217.29	190.73	0.39	87.78 %	143,003.30	10.00 %	14,300.33	1.19 %	14,300.33
ATG1	157.44	137.58	0.27	87.38 %	160,924.50	10.00 %	16,092.45	1.19 %	16,092.45
DGL1	488.93	422.61	0.25	86.43 %	332,615.50	10.00 %	33,261.55	1.19 %	33,261.55
MDU2	350.15	299.20	0.25	85.45 %	205,883.60	10.00 %	20,588.36	1.19 %	20,588.36
ODM1	92.97	77.70	0.45	83.58 %	53,309.90	10.00 %	5,330.99	1.19 %	5,330.99
MPA1	162.18	134.17	0.07	82.73 %	148,502.20	10.00 %	14,850.22	1.19 %	14,850.22
SVG1	147.08	113.51	0.17	77.17 %	114,991.60	0.00 %		1.19 %	
NTM1	104.54	79.09	0.02	75.66 %	61,289.20	0.00 %		1.19 %	
CMR1	88.79	66.58	0.21	74.99 %	46,191.30	0.00 %		1.19 %	
MDU4	135.07	101.25	0.38	74.96 %	80,104.10	0.00 %		1.19 %	
TPT1	124.19	91.97	0.19	74.06 %	154,244.50	0.00 %		1.19 %	
MDU3	213.75	151.66	0.36	70.95 %	94,815.00	0.00 %		1.19 %	
NKI1	133.25	91.67	0.32	68.79 %	122,080.30	0.00 %		1.19 %	
MNM1	87.95	59.14	0.16	67.24 %	71,713.20	0.00 %		1.19 %	
MDU5	122.49	78.17	0.05	63.82 %	94,666.60	0.00 %		1.19 %	
KKD2	85.24	18.83	0.32	22.09 %	23,201.30	0.00 %		1.19 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY4	57.09	194.86	0.17	341.31 %	128,410.70	40.00 %	51,364.28	1.19 %	51,364.28
TVR1	65.97	79.22	0.00	120.09 %	68,905.60	40.00 %	27,562.24	1.19 %	27,562.24
TRY3	121.52	139.27	0.07	114.60 %	94,159.30	30.00 %	28,247.79	1.19 %	28,247.79
KRN1	85.59	98.01	0.02	114.51 %	93,643.10	30.00 %	28,092.93	1.19 %	28,092.93
TVR2	171.89	194.65	0.06	113.24 %	151,529.50	30.00 %	45,458.85	1.19 %	45,458.85
MVM1	195.51	206.03	0.02	105.38 %	217,688.10	25.00 %	54,422.03	1.19 %	54,422.03
MDI1	134.58	141.77	0.13	105.34 %	118,245.40	25.00 %	29,561.35	1.19 %	29,561.35
TYR1	186.63	194.60	0.05	104.27 %	130,644.90	25.00 %	32,661.23	1.19 %	32,661.23
PBR1	91.32	84.30	0.03	92.31 %	73,049.80	15.00 %	10,957.47	1.19 %	10,957.47
TNJ2	227.64	207.95	0.06	91.35 %	155,079.50	15.00 %	23,261.93	1.19 %	23,261.93
KIK1	98.16	88.60	0.00	90.26 %	92,286.20	15.00 %	13,842.93	1.19 %	13,842.93
JKM1	154.62	138.98	0.00	89.88 %	101,132.60	10.00 %	10,113.26	1.19 %	15,169.89
NMM1	103.39	90.48	0.10	87.52 %	104,581.10	10.00 %	10,458.11	1.19 %	10,458.11
AYR1	121.31	105.63	0.02	87.07 %	73,761.50	10.00 %	7,376.15	1.19 %	7,376.15
TNJ1	288.48	248.22	0.13	86.04 %	179,709.90	10.00 %	17,970.99	1.19 %	17,970.99
TTP1	159.83	137.47	0.03	86.01 %	138,211.10	10.00 %	13,821.11	1.19 %	13,821.11
PDK1	98.55	84.28	0.23	85.51 %	70,661.60	10.00 %	7,066.16	1.19 %	7,066.16
MSI1	121.28	102.80	0.06	84.76 %	83,912.70	10.00 %	8,391.27	1.19 %	8,391.27
TRY2	85.01	72.05	0.13	84.75 %	53,159.40	10.00 %	5,315.94	1.19 %	5,315.94
ORU1	86.65	73.10	0.20	84.36 %	83,165.50	10.00 %	8,316.55	1.19 %	8,316.55
PBR2	293.95	246.97	0.11	84.02 %	187,452.90	10.00 %	18,745.29	1.19 %	18,745.29
NGT1	157.31	130.84	0.05	83.18 %	132,560.40	10.00 %	13,256.04	1.19 %	13,256.04
KUM1	252.60	193.24	0.11	76.50 %	162,070.60	0.00 %		1.19 %	
PTK1	206.85	146.54	0.17	70.84 %	124,632.80	0.00 %		1.19 %	
APM1	61.57	42.90	0.10	69.67 %	53,708.90	0.00 %		1.19 %	
NCK1	78.94	54.32	0.05	68.80 %	50,154.60	0.00 %		1.19 %	
TRY1	933.22	590.96	0.10	63.32 %	397,285.10	0.00 %		1.19 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	52.67	72.84	0.43	138.30 %	105,184.30	40.00 %	42,073.72	1.19 %	42,073.72
PPI1	69.66	89.91	0.08	129.07 %	111,335.80	40.00 %	44,534.32	1.19 %	44,534.32
GBM1	83.87	101.95	0.43	121.55 %	64,382.70	40.00 %	25,753.08	1.19 %	25,753.08
KGM1	61.18	73.08	0.09	119.45 %	77,553.00	30.00 %	23,265.90	1.19 %	31,021.20
TPR4	60.07	70.02	0.06	116.55 %	61,929.70	30.00 %	18,578.91	1.19 %	18,578.91
TPR3	89.57	101.68	0.02	113.51 %	148,227.60	30.00 %	44,468.28	1.19 %	44,468.28
MPM1	98.40	111.02	0.14	112.83 %	138,405.60	30.00 %	41,521.68	1.19 %	41,521.68
AVI1	89.90	100.53	0.13	111.83 %	84,782.70	30.00 %	25,434.81	1.19 %	25,434.81
PDM1	63.14	70.45	0.00	111.58 %	68,121.80	30.00 %	20,436.54	1.19 %	20,436.54
SUL1	91.05	94.24	0.19	103.51 %	135,249.50	25.00 %	33,812.38	1.19 %	33,812.38
ANR1	30.07	30.78	0.55	102.37 %	38,337.70	25.00 %	9,584.43	1.19 %	9,584.43
CBE2	561.07	539.33	0.07	96.12 %	408,931.00	20.00 %	81,786.20	1.19 %	81,786.20
SYM2	103.83	92.69	0.03	89.26 %	86,222.70	10.00 %	8,622.27	1.19 %	12,933.41
KMR1	218.85	192.68	0.03	88.04 %	220,896.70	10.00 %	22,089.67	1.19 %	22,089.67
CBE6	117.56	101.77	0.17	86.57 %	104,598.40	10.00 %	10,459.84	1.19 %	10,459.84
KGI1	113.03	97.83	0.00	86.55 %	65,009.20	10.00 %	6,500.92	1.19 %	6,500.92
CBE1	93.78	80.90	0.10	86.26 %	101,291.90	10.00 %	10,129.19	1.19 %	10,129.19
GDR1	99.06	84.91	0.39	85.72 %	64,516.40	10.00 %	6,451.64	1.19 %	6,451.64
CNR1	87.35	74.60	0.02	85.40 %	73,470.20	10.00 %	7,347.02	1.19 %	7,347.02
TPR2	229.56	187.22	0.00	81.56 %	126,699.90	10.00 %	12,669.99	1.19 %	12,669.99
DPM2	123.64	98.50	0.04	79.66 %	96,830.40	0.00 %		1.19 %	9,683.04
TPR1	189.58	147.89	0.27	78.01 %	116,005.00	0.00 %		1.19 %	
SNR1	124.81	89.41	0.07	71.64 %	84,528.80	0.00 %		1.19 %	
CBE5	81.62	57.47	0.04	70.42 %	83,746.50	0.00 %		1.19 %	
CBE3	60.47	42.31	0.07	69.97 %	63,799.90	0.00 %		1.19 %	
PLI1	198.49	132.88	0.07	66.95 %	117,363.40	0.00 %		1.19 %	
CBE4	189.32	126.59	0.10	66.87 %	145,968.90	0.00 %		1.19 %	
UAM1	227.67	143.72	0.07	63.13 %	127,465.10	0.00 %		1.19 %	
UMP1	118.83	60.54	0.39	50.95 %	62,402.80	0.00 %		1.19 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	156.90	210.50	0.11	134.16 %	134,736.30	40.00 %	53,894.52	1.19 %	53,894.52
ULP1	156.49	153.48	0.07	98.08 %	136,938.70	20.00 %	27,387.74	1.19 %	27,387.74
TRK1	198.85	189.10	0.29	95.10 %	187,025.20	15.00 %	28,053.78	1.19 %	37,405.04
KLM1	155.45	146.51	0.24	94.25 %	167,968.30	15.00 %	25,195.25	1.19 %	33,593.66
VPM2	154.48	142.59	0.22	92.31 %	129,568.60	15.00 %	19,435.29	1.19 %	19,435.29
KML1	88.13	80.95	0.45	91.85 %	75,258.30	15.00 %	11,288.75	1.19 %	11,288.75
NVL2	184.50	169.12	0.23	91.66 %	176,080.90	15.00 %	26,412.14	1.19 %	26,412.14
PRT1	125.69	113.36	0.23	90.18 %	103,576.20	15.00 %	15,536.43	1.19 %	15,536.43
CUD1	303.56	273.07	0.17	89.95 %	259,562.40	10.00 %	25,956.24	1.19 %	38,934.36
CDM1	230.16	198.93	0.14	86.43 %	164,938.60	10.00 %	16,493.86	1.19 %	16,493.86
STP1	70.10	60.24	0.11	85.94 %	50,115.70	10.00 %	5,011.57	1.19 %	5,011.57
TDM1	137.96	116.05	0.06	84.12 %	90,431.90	10.00 %	9,043.19	1.19 %	9,043.19
KKI2	205.10	169.93	0.21	82.85 %	130,375.10	10.00 %	13,037.51	1.19 %	13,037.51
MKM1	70.46	58.01	0.18	82.33 %	50,385.40	10.00 %	5,038.54	1.19 %	5,038.54
POY1	267.16	200.05	0.19	74.88 %	211,324.80	0.00 %		1.19 %	
POY2	238.78	178.68	0.07	74.83 %	146,562.90	0.00 %		1.19 %	
TVM1	96.11	71.33	0.30	74.21 %	37,406.40	0.00 %		1.19 %	
VPM1	62.49	46.00	0.22	73.61 %	39,912.20	0.00 %		1.19 %	
TVM2	143.51	90.21	0.02	62.86 %	54,173.60	0.00 %		1.19 %	
VCM1	96.63	55.01	0.00	56.93 %	46,167.80	0.00 %		1.19 %	
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	91.30	122.58	0.13	134.26 %	139,974.10	40.00 %	55,989.64	1.19 %	55,989.64
ARM1	95.66	109.61	0.62	114.58 %	88,171.10	30.00 %	26,451.33	1.19 %	26,451.33
KYR1	75.84	84.94	0.14	111.99 %	77,806.70	30.00 %	23,342.01	1.19 %	23,342.01
UDN1	92.27	98.54	0.20	106.79 %	92,904.00	25.00 %	23,226.00	1.19 %	23,226.00
RPM1	227.29	221.49	0.32	97.45 %	212,172.10	20.00 %	42,434.42	1.19 %	42,434.42
TCN1	150.69	146.41	0.34	97.16 %	146,678.20	20.00 %	29,335.64	1.19 %	29,335.64
TUT2	296.74	286.36	0.16	96.50 %	214,046.30	20.00 %	42,809.26	1.19 %	42,809.26
VNR1	98.05	94.16	0.00	96.03 %	89,232.90	20.00 %	17,846.58	1.19 %	17,846.58
SKD1	88.27	82.81	0.16	93.81 %	76,893.00	15.00 %	11,533.95	1.19 %	11,533.95
TKS2	281.85	264.38	0.19	93.80 %	224,936.50	15.00 %	33,740.48	1.19 %	33,740.48
TUT1	774.60	724.87	0.24	93.58 %	725,876.40	15.00 %	108,881.46	1.19 %	108,881.46
VNR2	355.78	324.71	0.13	91.27 %	284,837.20	15.00 %	42,725.58	1.19 %	42,725.58
PKD1	200.52	182.48	0.18	91.00 %	179,713.10	15.00 %	26,956.97	1.19 %	26,956.97
ASM1	104.80	94.89	0.12	90.54 %	95,771.50	15.00 %	14,365.73	1.19 %	14,365.73
NGR1	456.42	408.58	0.73	89.52 %	305,180.80	10.00 %	30,518.08	1.19 %	45,777.12
SNL1	146.55	130.19	0.39	88.84 %	97,514.00	10.00 %	9,751.40	1.19 %	9,751.40
TKS1	234.02	207.11	0.10	88.50 %	215,306.00	10.00 %	21,530.60	1.19 %	21,530.60
SDI1	107.09	94.70	0.32	88.43 %	83,479.70	10.00 %	8,347.97	1.19 %	8,347.97
SGT1	67.79	59.91	0.28	88.38 %	51,460.90	10.00 %	5,146.09	1.19 %	5,146.09
SVK1	239.90	205.22	0.16	85.54 %	174,510.00	10.00 %	17,451.00	1.19 %	17,451.00
TYI1	121.20	103.43	0.26	85.34 %	116,379.40	10.00 %	11,637.94	1.19 %	11,637.94
APK1	161.46	136.82	0.17	84.74 %	141,109.30	10.00 %	14,110.93	1.19 %	14,110.93
KVT1	382.84	320.29	0.65	83.66 %	372,463.50	10.00 %	37,246.35	1.19 %	37,246.35
STU2	91.53	74.99	0.21	81.92 %	62,875.70	10.00 %	6,287.57	1.19 %	6,287.57
MMT1	123.03	98.72	0.10	80.24 %	74,106.90	10.00 %	7,410.69	1.19 %	7,410.69
PDI1	114.19	90.63	0.21	79.37 %	79,151.50	0.00 %		1.19 %	7,915.15
KGL1	111.13	85.92	0.08	77.31 %	83,312.90	0.00 %		1.19 %	
TVL1	717.18	550.71	0.77	76.79 %	413,310.50	0.00 %		1.19 %	
VKM1	98.87	74.22	0.04	75.07 %	99,556.00	0.00 %		1.19 %	
VLY1	236.60	169.08	0.27	71.46 %	135,631.10	0.00 %		1.19 %	
RND1	269.70	186.18	0.12	69.03 %	238,654.70	0.00 %		1.19 %	
TKY1	171.59	115.60	0.10	67.37 %	85,383.00	0.00 %		1.19 %	
APK2	180.63	119.18	0.28	65.98 %	125,052.10	0.00 %		1.19 %	
KSM1	74.73	48.23	0.04	64.54 %	44,452.50	0.00 %		1.19 %	
TVL2	68.32	42.17	0.12	61.73 %	22,136.30	0.00 %		1.19 %	
MAR1	264.66	161.78	0.22	61.13 %	134,141.10	0.00 %		1.19 %	
COL1	52.08	26.55	0.02	50.98 %	31,852.10	0.00 %		1.19 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TKM1	83.33	90.48	0.13	108.57 %	94,572.30	25.00 %	23,643.08	1.19 %	23,643.08
CH19	200.22	215.73	0.14	107.75 %	189,449.30	25.00 %	47,362.33	1.19 %	47,362.33
CH28	177.01	189.22	0.14	106.90 %	284,127.80	25.00 %	71,031.95	1.19 %	71,031.95
CH40	109.67	111.57	0.01	101.73 %	56,470.30	25.00 %	14,117.58	1.19 %	14,117.58
MC10	43.46	43.23	0.00	99.46 %	32,738.40	20.00 %	6,547.68	1.19 %	8,184.60
MRM1	164.19	163.28	0.16	99.45 %	164,198.20	20.00 %	32,839.64	1.19 %	41,049.55
CH35	135.88	128.68	0.08	94.70 %	128,368.40	15.00 %	19,255.26	1.19 %	25,673.68
GUD1	147.70	136.34	0.14	92.31 %	204,600.60	15.00 %	30,690.09	1.19 %	30,690.09
CH37	116.04	105.64	0.06	91.04 %	83,078.50	15.00 %	12,461.78	1.19 %	12,461.78
CH42	224.29	203.15	0.14	90.57 %	208,118.80	15.00 %	31,217.82	1.19 %	31,217.82
CH16	353.71	316.27	0.12	89.41 %	324,967.10	10.00 %	32,496.71	1.19 %	48,745.07
CH39	100.42	88.70	0.17	88.33 %	84,504.80	10.00 %	8,450.48	1.19 %	8,450.48
GUD2	145.26	128.21	0.16	88.27 %	122,886.50	10.00 %	12,288.65	1.19 %	12,288.65
AVD1	253.04	218.33	0.35	86.28 %	175,600.00	10.00 %	17,560.00	1.19 %	17,560.00
CH45	178.87	152.14	0.35	85.05 %	139,176.70	10.00 %	13,917.67	1.19 %	13,917.67
CH48	203.85	173.36	0.12	85.05 %	182,364.30	10.00 %	18,236.43	1.19 %	18,236.43
CH38	134.82	113.51	0.08	84.20 %	124,452.90	10.00 %	12,445.29	1.19 %	12,445.29
CGL1	118.11	98.43	0.08	83.34 %	91,344.50	10.00 %	9,134.45	1.19 %	9,134.45
CH14	382.99	308.16	0.15	80.46 %	260,790.70	10.00 %	26,079.07	1.19 %	26,079.07
SKL1	137.99	106.99	0.41	77.53 %	136,350.30	0.00 %		1.19 %	
CH22	156.66	118.58	0.15	75.69 %	125,467.20	0.00 %		1.19 %	
CH08	371.67	269.78	0.07	72.59 %	381,432.60	0.00 %		1.19 %	
CH05	316.28	228.48	0.17	72.24 %	206,675.50	0.00 %		1.19 %	
CH11	198.70	127.51	0.24	64.17 %	124,338.40	0.00 %		1.19 %	
CH30	216.35	138.28	0.36	63.91 %	111,800.00	0.00 %		1.19 %	
CH07	263.31	168.14	0.21	63.86 %	170,644.30	0.00 %		1.19 %	
KNR1	184.80	117.31	0.18	63.48 %	103,885.20	0.00 %		1.19 %	
CH26	52.97	32.00	0.08	60.42 %	33,491.30	0.00 %		1.19 %	
CH29	60.82	30.10	0.09	49.49 %	35,035.40	0.00 %		1.19 %	
MC09	33.39	13.61	0.24	40.75 %	6,687.20	0.00 %		1.19 %	
MC02	32.12	6.04	0.00	18.79 %	2,136.00	0.00 %		1.19 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH17	78.42	110.26	0.19	140.61 %	116,200.50	40.00 %	46,480.20	1.19 %	46,480.20
CH46	112.39	112.77	0.27	100.34 %	88,354.30	25.00 %	22,088.58	1.19 %	22,088.58
CH34	226.94	209.17	0.08	92.17 %	182,229.90	15.00 %	27,334.49	1.19 %	27,334.49
UKI1	140.76	129.67	0.15	92.12 %	100,749.60	15.00 %	15,112.44	1.19 %	15,112.44
CH33	155.73	142.05	0.03	91.22 %	148,131.70	15.00 %	22,219.76	1.19 %	22,219.76
GPD1	162.07	145.41	0.15	89.72 %	100,951.30	10.00 %	10,095.13	1.19 %	15,142.70
CH23	79.63	68.56	0.03	86.10 %	79,145.90	10.00 %	7,914.59	1.19 %	7,914.59
CH12	290.68	250.09	0.24	86.04 %	270,448.60	10.00 %	27,044.86	1.19 %	27,044.86
CH18	223.73	189.14	0.03	84.54 %	246,066.00	10.00 %	24,606.60	1.19 %	24,606.60
CH06	216.11	181.78	0.31	84.11 %	160,791.50	10.00 %	16,079.15	1.19 %	16,079.15
CH24	192.05	157.82	0.28	82.18 %	169,581.40	10.00 %	16,958.14	1.19 %	16,958.14
CH15	532.61	437.68	0.15	82.18 %	370,170.80	10.00 %	37,017.08	1.19 %	37,017.08
CH43	167.44	137.20	0.17	81.94 %	171,506.30	10.00 %	17,150.63	1.19 %	17,150.63
CH44	171.77	140.30	0.04	81.68 %	127,005.40	10.00 %	12,700.54	1.19 %	12,700.54
CH21	364.49	286.98	0.17	78.74 %	216,172.20	0.00 %		1.19 %	
CH03	513.19	399.47	0.22	77.84 %	376,079.20	0.00 %		1.19 %	
CH20	269.66	208.44	0.61	77.30 %	204,323.30	0.00 %		1.19 %	
PON1	114.90	88.04	0.07	76.62 %	92,895.70	0.00 %		1.19 %	
CH32	33.86	24.37	0.12	71.96 %	13,821.30	0.00 %		1.19 %	
CH31	86.72	59.86	0.11	69.03 %	55,421.00	0.00 %		1.19 %	
CH41	193.93	133.80	0.30	69.00 %	150,873.80	0.00 %		1.19 %	
CH09	211.39	140.94	0.23	66.67 %	162,576.70	0.00 %		1.19 %	
MC06	63.40	41.76	0.00	65.86 %	28,555.80	0.00 %		1.19 %	
MJR1	345.12	219.79	0.08	63.68 %	171,010.00	0.00 %		1.19 %	
MC05	83.84	52.78	0.00	62.96 %	20,605.90	0.00 %		1.19 %	
CH27	79.74	48.64	0.17	61.00 %	50,910.20	0.00 %		1.19 %	
CH36	109.18	56.14	0.15	51.42 %	39,505.20	0.00 %		1.19 %	
CH01	15.31	5.09	0.07	33.27 %	1,674.50	0.00 %		1.19 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	92.08	56.67	0.00	61.54 %	51,870.30	0.00 %		1.19 %	
TVP1	229.65	137.73	0.23	59.97 %	114,604.10	0.00 %		1.19 %	
KLR1	74.42	39.56	0.15	53.17 %	34,126.80	0.00 %		1.19 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	120.78	4.29	0.00 %	(5,233.30)	0.00 %		0.00 %	
GHUB	0.00	422.01	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.02	1.26	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	22.67	1.89	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	14.73	8.75	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	10.02	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	29.38	1.71	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	10.37	0.06	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	10.77	3.83	0.00 %	0.00	0.00 %		0.00 %	