

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
28,129.61 L	21,589.79 L	76.75 %	13.25 %	198.33 L

Note : Sales Period is From :01-Sep-2025 To :29-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	299.85	305.26	101.81 %	0.00	13.25 %	0.00
SOUTH-01	5,103.41	4,016.69	78.71 %	0.00	13.25 %	0.00
WEST-02	2,507.81	1,939.96	77.36 %	0.00	13.25 %	0.00
NORTH ARCOT	2,246.47	1,734.10	77.19 %	0.00	13.25 %	0.00
WEST-01	2,061.22	1,575.06	76.41 %	0.00	13.25 %	0.00
CHENNAI-02	3,654.88	2,722.14	74.48 %	0.00	13.25 %	0.00
CHENNAI-01	3,849.00	2,835.49	73.67 %	0.00	13.25 %	0.00
TRICHY-01	2,888.12	2,117.16	73.31 %	0.00	13.25 %	0.00
SOUTH-03	3,295.83	2,337.80	70.93 %	0.00	13.25 %	0.00
SOUTH ARCOT	2,223.02	1,552.54	69.84 %	0.00	13.25 %	0.00
OTHERS	0.00	453.58	0.00 %	0.00	0.00 %	0.00
Total	28,129.61	21,589.79	76.75 %		13.25 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	299.85	305.26	101.81%	45,000.00	13.25 %	60,000.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,031.25	881.17	85.45%	0.00	13.25 %	60,000.00
	KVT1	856.81	710.27	82.90%	0.00	13.25 %	52,500.00
	TKS1	759.45	622.69	81.99%	0.00	13.25 %	45,000.00
	NGR1	801.95	617.25	76.97%	0.00	13.25 %	0.00
	TVL1	999.69	735.04	73.53%	0.00	13.25 %	0.00
	VNR1	654.26	450.28	68.82%	0.00	13.25 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	501.35	436.35	87.04%	0.00	13.25 %	60,000.00
	MTR1	528.68	445.64	84.29%	0.00	13.25 %	30,000.00
	ERD1	694.96	501.30	72.13%	0.00	13.25 %	0.00
	SLM1	782.83	556.67	71.11%	0.00	13.25 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	770.55	635.36	82.46%	0.00	13.25 %	45,000.00
	NA01	832.12	623.92	74.98%	0.00	13.25 %	0.00
	NA03	643.81	474.82	73.75%	0.00	13.25 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	388.04	326.58	84.16%	0.00	13.25 %	22,500.00
	TPR4	252.44	210.47	83.37%	0.00	13.25 %	15,000.00
	PLI1	257.08	201.86	78.52%	0.00	13.25 %	15,000.00
	TPR1	273.42	200.28	73.25%	0.00	13.25 %	0.00
	CBE1	890.24	635.87	71.43%	0.00	13.25 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	997.36	824.34	82.65%	0.00	13.25 %	60,000.00
	CH01	983.72	727.29	73.93%	0.00	13.25 %	0.00
	CH07	955.68	689.55	72.15%	0.00	13.25 %	0.00
	CH09	718.13	480.96	66.97%	0.00	13.25 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	752.40	588.20	78.18%	0.00	13.25 %	37,500.00
	CH06	1,226.53	931.37	75.94%	0.00	13.25 %	0.00
	CH05	977.75	719.68	73.61%	0.00	13.25 %	0.00
	CH08	892.31	596.24	66.82%	0.00	13.25 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	609.53	461.65	75.74%	0.00	13.25 %	0.00
	PTK1	508.56	383.32	75.37%	0.00	13.25 %	0.00
	TNJ1	643.11	466.02	72.46%	0.00	13.25 %	0.00
	TRY1	1,126.91	806.18	71.54%	0.00	13.25 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	683.50	599.88	87.77%	0.00	13.25 %	75,000.00
	SVG1	556.61	404.69	72.71%	0.00	13.25 %	0.00
	MDU2	969.78	648.82	66.90%	0.00	13.25 %	0.00
	KRR1	112.92	73.11	64.75%	0.00	13.25 %	0.00
	DGL1	973.03	611.30	62.82%	0.00	13.25 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	696.34	517.64	74.34%	0.00	13.25 %	0.00
	SA01	727.19	536.22	73.74%	0.00	13.25 %	0.00
	SA02	799.49	498.68	62.37%	0.00	13.25 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	22.40	0.00%	0.00	0.00 %	0.00
	CH02	0.00	196.30	0.00%	0.00	0.00 %	0.00
	HO01	0.00	128.43	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	26.63	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	27.83	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	59.14	74.51	0.13	125.98 %	57,854.50	40.00 %	23,141.80	13.25 %	23,141.80
TVP1	161.04	179.28	0.30	111.33 %	115,528.20	30.00 %	34,658.46	13.25 %	46,211.28
KLR1	79.67	51.48	0.29	64.62 %	45,992.80	0.00 %		13.25 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	68.55	81.55	0.07	118.98 %	89,275.10	30.00 %	26,782.53	13.25 %	35,710.04
TYI1	63.30	71.63	0.16	113.16 %	82,069.30	30.00 %	24,620.79	13.25 %	32,827.72
SKD1	43.68	48.77	0.10	111.65 %	56,726.50	30.00 %	17,017.95	13.25 %	22,690.60
UDN1	60.17	60.59	0.23	100.70 %	48,619.40	25.00 %	12,154.85	13.25 %	14,585.82
KYR1	44.83	43.62	0.35	97.29 %	38,214.70	20.00 %	7,642.94	13.25 %	11,464.41
PKD1	76.28	71.69	0.07	93.99 %	81,590.50	15.00 %	12,238.58	13.25 %	20,397.63
SDI1	103.63	94.81	0.20	91.49 %	78,056.10	15.00 %	11,708.42	13.25 %	19,514.03
VNR2	199.36	176.02	0.08	88.29 %	157,548.40	10.00 %	15,754.84	13.25 %	39,387.10
RPM1	192.98	168.33	0.10	87.23 %	147,046.10	10.00 %	14,704.61	13.25 %	36,761.53
TUT2	199.17	172.39	0.14	86.55 %	142,711.50	10.00 %	14,271.15	13.25 %	28,542.30
TKS2	160.50	138.36	0.18	86.21 %	105,135.40	10.00 %	10,513.54	13.25 %	21,027.08
KVT1	333.65	283.51	0.40	84.97 %	306,355.50	10.00 %	30,635.55	13.25 %	61,271.10
ASM1	58.44	49.62	0.10	84.90 %	57,012.90	10.00 %	5,701.29	13.25 %	11,402.58
MAR1	153.79	129.88	0.07	84.46 %	97,376.50	10.00 %	9,737.65	13.25 %	19,475.30
VNR1	71.18	59.43	0.00	83.50 %	56,380.90	10.00 %	5,638.09	13.25 %	11,276.18
TCN1	106.27	86.70	0.08	81.59 %	85,698.90	10.00 %	8,569.89	13.25 %	12,854.84
NGR1	310.21	248.29	0.46	80.04 %	187,419.90	0.00 %		13.25 %	28,112.99
PDI1	65.86	52.18	0.10	79.22 %	46,444.00	0.00 %		13.25 %	6,966.60
VLY1	141.54	111.75	0.65	78.95 %	100,497.40	0.00 %		13.25 %	15,074.61
KSM1	75.21	58.78	0.03	78.16 %	35,536.00	0.00 %		13.25 %	3,553.60
SVK1	129.37	99.03	0.31	76.55 %	93,680.20	0.00 %		13.25 %	9,368.02
TUT1	533.80	408.31	0.13	76.49 %	400,349.30	0.00 %		13.25 %	40,034.93
MMT1	75.21	57.24	0.09	76.11 %	55,940.80	0.00 %		13.25 %	5,594.08
RND1	163.21	121.77	0.17	74.61 %	149,250.70	0.00 %		13.25 %	14,925.07
VKM1	60.68	45.27	0.40	74.61 %	61,066.60	0.00 %		13.25 %	6,106.66
TVL1	688.21	510.49	0.27	74.18 %	345,899.30	0.00 %		13.25 %	34,589.93
SNL1	80.38	59.55	0.28	74.09 %	50,531.70	0.00 %		13.25 %	5,053.17
TKS1	140.83	103.34	0.07	73.38 %	116,218.10	0.00 %		13.25 %	11,621.81
KGL1	65.82	46.29	0.10	70.33 %	37,675.50	0.00 %		13.25 %	3,767.55
SGT1	95.66	65.67	0.00	68.65 %	39,969.20	0.00 %		13.25 %	
STU2	54.09	36.08	0.65	66.70 %	41,831.10	0.00 %		13.25 %	
TKY1	88.55	56.19	0.13	63.46 %	60,924.00	0.00 %		13.25 %	
COL1	33.17	20.57	0.42	62.02 %	25,670.70	0.00 %		13.25 %	
APK1	97.78	57.46	0.07	58.77 %	73,400.60	0.00 %		13.25 %	
ARM1	62.28	36.33	0.41	58.33 %	34,743.70	0.00 %		13.25 %	
TVL2	49.21	26.86	0.05	54.57 %	13,703.80	0.00 %		13.25 %	
APK2	156.58	58.34	0.42	37.26 %	55,548.00	0.00 %		13.25 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	45.61	54.53	0.03	119.56 %	48,423.30	30.00 %	14,526.99	13.25 %	19,369.32
OML1	68.81	71.99	0.11	104.62 %	55,820.40	25.00 %	13,955.10	13.25 %	22,328.16
NKL2	122.88	126.27	0.21	102.75 %	117,736.50	25.00 %	29,434.13	13.25 %	35,320.95
PMP1	51.90	52.50	0.11	101.16 %	37,883.60	25.00 %	9,470.90	13.25 %	11,365.08
MCR1	65.92	62.55	0.19	94.89 %	60,161.50	15.00 %	9,024.23	13.25 %	15,040.38
EDP1	32.60	30.48	0.00	93.51 %	18,166.80	15.00 %	2,725.02	13.25 %	4,541.70
TRM1	105.22	95.75	0.08	91.00 %	83,339.80	15.00 %	12,500.97	13.25 %	20,834.95
HSR2	145.58	130.71	0.05	89.79 %	107,985.60	10.00 %	10,798.56	13.25 %	26,996.40
VPD1	83.85	74.07	0.02	88.34 %	96,457.60	10.00 %	9,645.76	13.25 %	24,114.40
HSR1	92.93	80.07	0.18	86.17 %	72,074.60	10.00 %	7,207.46	13.25 %	14,414.92
APN1	58.39	49.03	0.00	83.97 %	57,386.90	10.00 %	5,738.69	13.25 %	11,477.38
BMD1	48.50	40.50	0.00	83.51 %	43,721.90	10.00 %	4,372.19	13.25 %	8,744.38
ERD2	120.48	99.35	0.05	82.46 %	115,642.80	10.00 %	11,564.28	13.25 %	17,346.42
PLC1	48.21	39.08	0.07	81.06 %	31,590.30	10.00 %	3,159.03	13.25 %	4,738.55
DPR1	41.82	33.38	0.02	79.81 %	26,459.60	0.00 %		13.25 %	3,968.94
HRR1	60.46	46.40	0.33	76.74 %	33,574.80	0.00 %		13.25 %	3,357.48
SLM2	74.59	56.31	0.03	75.49 %	46,268.60	0.00 %		13.25 %	4,626.86
KVP1	52.65	39.68	0.50	75.37 %	33,628.90	0.00 %		13.25 %	3,362.89
MTR1	82.86	59.38	0.00	71.66 %	52,582.10	0.00 %		13.25 %	5,258.21
VKL1	44.69	31.58	0.32	70.67 %	29,331.00	0.00 %		13.25 %	2,933.10
ATU1	95.49	66.86	0.09	70.02 %	56,177.00	0.00 %		13.25 %	5,617.70
EPI1	68.10	46.89	0.13	68.85 %	48,948.40	0.00 %		13.25 %	
ERD1	115.28	75.79	0.34	65.74 %	70,064.80	0.00 %		13.25 %	
CMI1	38.43	25.09	0.00	65.27 %	31,258.90	0.00 %		13.25 %	
DPR2	55.09	35.70	0.00	64.80 %	27,608.80	0.00 %		13.25 %	
TCG1	58.04	37.38	0.00	64.41 %	30,034.50	0.00 %		13.25 %	
SLM1	252.76	161.54	0.08	63.91 %	103,271.50	0.00 %		13.25 %	
KRI1	64.48	39.78	1.07	61.70 %	28,774.00	0.00 %		13.25 %	
RSP1	65.89	40.49	0.02	61.46 %	39,432.50	0.00 %		13.25 %	
SLM3	117.05	71.48	0.12	61.07 %	51,759.70	0.00 %		13.25 %	
PDR1	45.13	25.83	0.01	57.22 %	37,033.40	0.00 %		13.25 %	
KMM1	48.92	25.48	0.17	52.09 %	28,623.50	0.00 %		13.25 %	
SGG1	35.21	14.05	0.32	39.90 %	16,030.20	0.00 %		13.25 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	57.68	59.86	0.17	103.77 %	47,843.30	25.00 %	11,960.83	13.25 %	14,352.99
CGM1	100.61	94.32	0.00	93.75 %	64,729.30	15.00 %	9,709.40	13.25 %	16,182.33
ABR1	79.88	70.40	0.48	88.14 %	63,920.30	10.00 %	6,392.03	13.25 %	15,980.08
AKM1	85.10	73.79	0.14	86.72 %	71,395.00	10.00 %	7,139.50	13.25 %	14,279.00
VEL2	132.43	114.65	0.24	86.57 %	116,708.40	10.00 %	11,670.84	13.25 %	23,341.68
KPM2	242.08	207.14	0.02	85.57 %	162,400.40	10.00 %	16,240.04	13.25 %	32,480.08
WJP1	67.47	57.32	0.17	84.96 %	50,458.10	10.00 %	5,045.81	13.25 %	10,091.62
BGR1	50.22	42.47	0.04	84.56 %	42,439.70	10.00 %	4,243.97	13.25 %	8,487.94
CPT1	39.26	33.00	0.01	84.07 %	36,574.40	10.00 %	3,657.44	13.25 %	7,314.88
VSI1	69.76	57.94	0.08	83.05 %	69,083.30	10.00 %	6,908.33	13.25 %	13,816.66
PLR1	61.45	49.63	0.00	80.77 %	37,044.50	10.00 %	3,704.45	13.25 %	5,556.68
SBR1	122.37	97.67	0.07	79.81 %	106,932.50	0.00 %		13.25 %	16,039.88
SLG1	50.38	39.11	0.10	77.62 %	40,520.00	0.00 %		13.25 %	4,052.00
ANI1	50.52	38.68	0.10	76.56 %	31,578.20	0.00 %		13.25 %	3,157.82
TRR1	131.79	98.02	0.26	74.37 %	75,941.60	0.00 %		13.25 %	7,594.16
VEL1	131.08	95.11	0.25	72.56 %	87,670.60	0.00 %		13.25 %	8,767.06
KPM1	89.62	63.85	0.63	71.25 %	51,289.50	0.00 %		13.25 %	5,128.95
CYR1	52.46	37.18	0.06	70.88 %	38,127.60	0.00 %		13.25 %	3,812.76
GDM1	75.63	53.37	0.18	70.57 %	49,977.20	0.00 %		13.25 %	4,997.72
PTU1	30.32	20.88	0.00	68.87 %	16,763.70	0.00 %		13.25 %	
ARC2	102.22	70.31	0.21	68.79 %	59,053.40	0.00 %		13.25 %	
TRL1	166.74	110.18	0.16	66.08 %	126,122.50	0.00 %		13.25 %	
UGI1	52.28	34.06	0.68	65.16 %	25,310.80	0.00 %		13.25 %	
TRT1	62.48	39.52	0.14	63.25 %	32,216.20	0.00 %		13.25 %	
WJD1	142.65	75.63	0.11	53.02 %	72,968.20	0.00 %		13.25 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	31.63	38.24	0.03	120.89 %	44,280.50	40.00 %	17,712.20	13.25 %	17,712.20
SYM2	38.33	39.52	0.00	103.10 %	50,307.70	25.00 %	12,576.93	13.25 %	15,092.31
GBM1	50.49	52.00	0.14	103.00 %	40,211.60	25.00 %	10,052.90	13.25 %	12,063.48
CNR1	48.52	47.88	0.12	98.68 %	38,626.60	20.00 %	7,725.32	13.25 %	11,587.98
KGI1	57.52	56.73	0.04	98.64 %	36,255.10	20.00 %	7,251.02	13.25 %	10,876.53
DPM2	48.75	44.59	0.00	91.47 %	55,339.40	15.00 %	8,300.91	13.25 %	13,834.85
CBE3	28.40	25.46	0.00	89.66 %	39,458.80	10.00 %	3,945.88	13.25 %	9,864.70
KGM1	38.40	33.61	0.41	87.52 %	32,775.00	10.00 %	3,277.50	13.25 %	8,193.75
KMR1	103.67	90.07	0.33	86.88 %	102,688.40	10.00 %	10,268.84	13.25 %	25,672.10
PDM1	33.34	28.19	0.01	84.56 %	29,562.40	10.00 %	2,956.24	13.25 %	5,912.48
SNR1	65.82	53.54	0.21	81.34 %	67,045.60	10.00 %	6,704.56	13.25 %	10,056.84
UAM1	120.14	96.38	0.03	80.23 %	81,654.70	10.00 %	8,165.47	13.25 %	12,248.21
KMD1	52.63	42.09	0.05	79.97 %	66,407.00	0.00 %		13.25 %	9,961.05
MPM1	61.86	49.00	0.10	79.21 %	63,101.80	0.00 %		13.25 %	9,465.27
TPR1	90.87	70.99	0.14	78.13 %	62,643.40	0.00 %		13.25 %	6,264.34
TPR3	58.86	45.94	0.03	78.04 %	70,173.60	0.00 %		13.25 %	7,017.36
CBE2	318.27	244.89	0.12	76.94 %	223,207.30	0.00 %		13.25 %	22,320.73
UMP1	49.57	37.63	0.09	75.91 %	34,483.90	0.00 %		13.25 %	3,448.39
SUL1	45.49	34.19	0.12	75.17 %	49,678.90	0.00 %		13.25 %	4,967.89
ANR1	19.38	14.45	0.00	74.55 %	18,908.40	0.00 %		13.25 %	1,890.84
GDR1	47.39	34.51	0.01	72.82 %	25,052.10	0.00 %		13.25 %	2,505.21
TPR2	123.69	83.35	0.06	67.38 %	68,581.80	0.00 %		13.25 %	
PLI1	87.03	57.85	0.17	66.47 %	61,039.20	0.00 %		13.25 %	
CBE6	82.46	53.37	0.00	64.72 %	67,723.40	0.00 %		13.25 %	
AVI1	54.25	35.08	0.26	64.67 %	37,391.20	0.00 %		13.25 %	
CBE1	66.05	40.45	0.00	61.24 %	59,805.50	0.00 %		13.25 %	
TPR4	58.36	31.18	0.09	53.42 %	29,734.50	0.00 %		13.25 %	
CBE4	131.37	68.59	0.04	52.21 %	86,848.10	0.00 %		13.25 %	
CBE5	48.70	25.31	0.08	51.97 %	51,741.40	0.00 %		13.25 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	80.04	80.11	0.36	100.08 %	69,652.00	20.00 %	13,930.40	13.25 %	20,895.60
GPD1	88.61	86.52	0.32	97.64 %	64,111.40	20.00 %	12,822.28	13.25 %	19,233.42
PON1	82.27	77.65	0.22	94.38 %	75,439.10	15.00 %	11,315.87	13.25 %	18,859.78
CH12	186.62	162.17	0.26	86.90 %	176,245.40	10.00 %	17,624.54	13.25 %	44,061.35
CH21	251.48	210.97	0.14	83.89 %	154,441.80	10.00 %	15,444.18	13.25 %	30,888.36
CH17	75.39	62.02	0.75	82.27 %	53,216.90	10.00 %	5,321.69	13.25 %	7,982.54
CH18	185.05	151.37	0.34	81.80 %	171,661.70	10.00 %	17,166.17	13.25 %	25,749.26
MC06	43.17	35.24	2.22	81.62 %	16,585.60	10.00 %	1,658.56	13.25 %	2,487.84
CH24	152.54	123.06	0.14	80.67 %	126,097.40	10.00 %	12,609.74	13.25 %	18,914.61
CH33	116.59	92.82	0.82	79.61 %	110,072.20	0.00 %		13.25 %	16,510.83
CH03	344.22	267.86	0.13	77.82 %	242,658.60	0.00 %		13.25 %	24,265.86
CH43	104.46	80.61	0.30	77.17 %	92,041.10	0.00 %		13.25 %	9,204.11
CH34	162.35	124.53	0.34	76.70 %	116,009.70	0.00 %		13.25 %	11,600.97
CH44	117.57	89.63	0.33	76.24 %	81,451.00	0.00 %		13.25 %	8,145.10
MJR1	153.68	116.27	0.28	75.66 %	99,061.50	0.00 %		13.25 %	9,906.15
CH15	409.22	305.66	0.53	74.69 %	269,680.90	0.00 %		13.25 %	26,968.09
CH20	182.13	131.15	0.64	72.01 %	112,723.00	0.00 %		13.25 %	11,272.30
CH32	26.64	18.68	4.57	70.12 %	12,610.70	0.00 %		13.25 %	1,261.07
CH46	73.28	50.66	0.61	69.12 %	42,071.30	0.00 %		13.25 %	
CH41	117.92	77.38	0.29	65.62 %	95,300.30	0.00 %		13.25 %	
MC05	61.35	38.66	0.00	63.01 %	13,650.40	0.00 %		13.25 %	
CH23	69.96	43.78	0.06	62.58 %	45,160.80	0.00 %		13.25 %	
CH27	53.22	32.36	0.05	60.80 %	34,990.40	0.00 %		13.25 %	
CH31	77.58	46.10	0.05	59.42 %	47,272.70	0.00 %		13.25 %	
CH06	161.85	90.34	0.20	55.82 %	102,583.10	0.00 %		13.25 %	
CH09	150.62	82.85	2.95	55.01 %	97,851.20	0.00 %		13.25 %	
CH36	88.67	37.34	0.53	42.11 %	32,395.90	0.00 %		13.25 %	
MC08	25.36	4.84	0.00	19.09 %	885.00	0.00 %		13.25 %	
CH01	13.02	1.51	0.00	11.61 %	1,241.80	0.00 %		13.25 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH35	74.09	79.86	0.14	107.79 %	75,720.00	25.00 %	18,930.00	13.25 %	30,288.00
MC10	37.24	36.37	0.00	97.67 %	16,205.70	20.00 %	3,241.14	13.25 %	4,861.71
CH37	52.68	48.86	0.16	92.75 %	43,557.90	15.00 %	6,533.69	13.25 %	10,889.48
CH45	113.84	104.68	0.12	91.95 %	91,608.50	15.00 %	13,741.28	13.25 %	22,902.13
CH42	160.05	146.70	0.13	91.66 %	146,124.60	15.00 %	21,918.69	13.25 %	36,531.15
MRM1	118.40	106.81	0.24	90.21 %	103,414.80	15.00 %	15,512.22	13.25 %	25,853.70
CH30	115.66	101.29	0.32	87.58 %	66,925.70	10.00 %	6,692.57	13.25 %	16,731.43
CH16	263.72	209.12	0.29	79.30 %	223,183.70	0.00 %		13.25 %	33,477.56
CH19	182.02	141.89	0.28	77.95 %	139,195.30	0.00 %		13.25 %	13,919.53
CH38	100.17	77.72	0.13	77.59 %	82,462.30	0.00 %		13.25 %	8,246.23
TKM1	66.78	51.52	0.38	77.15 %	54,778.50	0.00 %		13.25 %	5,477.85
CH11	137.19	102.42	0.05	74.66 %	92,425.80	0.00 %		13.25 %	9,242.58
GUD1	121.96	89.90	0.15	73.71 %	130,345.90	0.00 %		13.25 %	13,034.59
CH40	99.29	72.75	0.04	73.28 %	36,587.10	0.00 %		13.25 %	3,658.71
CH28	147.38	106.40	0.18	72.19 %	161,264.00	0.00 %		13.25 %	16,126.40
CH22	118.59	85.04	0.13	71.71 %	102,972.90	0.00 %		13.25 %	10,297.29
GUD2	117.69	84.30	0.16	71.63 %	72,540.70	0.00 %		13.25 %	7,254.07
CH08	250.60	178.82	0.07	71.36 %	236,551.50	0.00 %		13.25 %	23,655.15
SKL1	84.72	59.65	0.23	70.41 %	67,350.40	0.00 %		13.25 %	6,735.04
CH14	321.79	220.24	0.26	68.44 %	219,036.00	0.00 %		13.25 %	
CH07	198.05	132.48	0.20	66.89 %	120,785.80	0.00 %		13.25 %	
AVD1	153.55	102.16	0.13	66.53 %	97,469.70	0.00 %		13.25 %	
CH48	176.94	116.20	0.23	65.67 %	126,163.40	0.00 %		13.25 %	
CH05	218.37	142.22	0.43	65.13 %	131,076.00	0.00 %		13.25 %	
CH39	97.29	62.31	0.20	64.04 %	62,605.70	0.00 %		13.25 %	
KNR1	103.74	62.57	0.09	60.31 %	65,881.20	0.00 %		13.25 %	
CH26	41.61	25.05	1.02	60.20 %	25,074.70	0.00 %		13.25 %	
CGL1	91.78	54.96	0.27	59.89 %	47,261.90	0.00 %		13.25 %	
MC09	20.72	10.94	0.00	52.81 %	5,867.90	0.00 %		13.25 %	
CH29	36.39	17.37	0.00	47.74 %	19,613.80	0.00 %		13.25 %	
MC02	26.73	4.89	0.00	18.31 %	2,348.00	0.00 %		13.25 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MSI1	51.08	53.32	0.06	104.39 %	51,381.60	25.00 %	12,845.40	13.25 %	20,552.64
TVR1	48.42	45.28	0.05	93.51 %	36,792.90	15.00 %	5,518.94	13.25 %	9,198.23
PDK1	48.30	45.03	0.10	93.23 %	40,104.20	15.00 %	6,015.63	13.25 %	10,026.05
KRN1	49.33	43.89	0.05	88.97 %	46,944.80	10.00 %	4,694.48	13.25 %	11,736.20
TYR1	99.38	85.70	0.06	86.23 %	61,627.90	10.00 %	6,162.79	13.25 %	12,325.58
NGT1	105.48	88.54	0.01	83.93 %	85,480.60	10.00 %	8,548.06	13.25 %	17,096.12
MDI1	86.56	69.58	0.05	80.39 %	68,987.30	10.00 %	6,898.73	13.25 %	10,348.10
TNJ2	128.66	103.14	0.17	80.16 %	96,005.30	10.00 %	9,600.53	13.25 %	14,400.80
PTK1	117.96	94.20	0.14	79.86 %	90,121.40	0.00 %		13.25 %	13,518.21
ORU1	57.84	45.65	0.30	78.93 %	49,076.30	0.00 %		13.25 %	7,361.45
MVM1	133.54	103.91	0.36	77.82 %	132,902.30	0.00 %		13.25 %	13,290.23
TTP1	75.43	58.09	0.17	77.01 %	53,959.80	0.00 %		13.25 %	5,395.98
KUM1	157.66	120.38	0.23	76.35 %	119,532.30	0.00 %		13.25 %	11,953.23
TVR2	130.12	99.04	0.11	76.11 %	82,245.10	0.00 %		13.25 %	8,224.51
PBR2	171.63	127.76	0.12	74.44 %	102,085.10	0.00 %		13.25 %	10,208.51
AYR1	70.31	50.73	0.00	72.16 %	40,734.90	0.00 %		13.25 %	4,073.49
TRY1	582.74	416.15	0.14	71.41 %	283,461.30	0.00 %		13.25 %	28,346.13
JKM1	83.96	59.58	0.30	70.96 %	54,221.20	0.00 %		13.25 %	5,422.12
NMM1	71.86	45.57	0.38	63.42 %	59,361.30	0.00 %		13.25 %	
KIK1	93.99	59.21	0.00	62.99 %	53,785.10	0.00 %		13.25 %	
TNJ1	194.69	118.37	0.17	60.80 %	96,803.90	0.00 %		13.25 %	
NCK1	55.82	33.45	0.00	59.91 %	34,535.30	0.00 %		13.25 %	
PBR1	57.71	34.57	0.00	59.91 %	31,229.50	0.00 %		13.25 %	
TRY3	107.25	58.13	0.10	54.20 %	51,076.00	0.00 %		13.25 %	
TRY2	57.12	30.55	0.00	53.48 %	24,957.80	0.00 %		13.25 %	
APM1	51.27	27.34	0.32	53.31 %	31,835.10	0.00 %		13.25 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	42.75	126.20	0.24	295.24 %	83,830.40	40.00 %	33,532.16	13.25 %	33,532.16
KYK1	41.36	47.86	0.94	115.70 %	55,267.10	30.00 %	16,580.13	13.25 %	22,106.84
PVI1	82.03	90.50	0.10	110.32 %	96,152.70	30.00 %	28,845.81	13.25 %	38,461.08
NKI1	53.40	50.96	0.27	95.43 %	49,252.30	20.00 %	9,850.46	13.25 %	12,313.08
ADP1	56.15	49.56	0.03	88.26 %	53,383.20	10.00 %	5,338.32	13.25 %	13,345.80
MPA1	81.49	71.60	0.07	87.86 %	90,395.00	10.00 %	9,039.50	13.25 %	22,598.75
ATG1	105.60	92.76	0.00	87.84 %	91,811.10	10.00 %	9,181.11	13.25 %	22,952.78
TPT1	70.94	61.50	0.00	86.69 %	94,591.90	10.00 %	9,459.19	13.25 %	18,918.38
PNV1	40.01	32.99	0.46	82.46 %	34,296.70	10.00 %	3,429.67	13.25 %	5,144.51
CBM1	83.00	62.86	0.10	75.74 %	63,201.70	0.00 %		13.25 %	6,320.17
TDI1	58.73	43.04	0.14	73.29 %	49,027.30	0.00 %		13.25 %	4,902.73
TMM1	105.72	75.31	0.26	71.23 %	63,965.20	0.00 %		13.25 %	6,396.52
USL1	66.11	47.03	0.15	71.14 %	44,722.40	0.00 %		13.25 %	4,472.24
MLR1	54.98	38.73	0.04	70.43 %	35,221.30	0.00 %		13.25 %	3,522.13
TEN2	84.67	59.05	0.07	69.74 %	43,886.80	0.00 %		13.25 %	4,388.68
MDU2	180.75	125.53	0.22	69.45 %	105,684.00	0.00 %		13.25 %	
TEN1	85.11	58.32	0.50	68.52 %	59,954.90	0.00 %		13.25 %	
BTU1	42.16	28.47	0.29	67.54 %	27,586.80	0.00 %		13.25 %	
MDU6	154.45	103.16	0.07	66.79 %	89,157.00	0.00 %		13.25 %	
KPT1	62.21	41.18	0.22	66.19 %	38,296.50	0.00 %		13.25 %	
CMR1	49.69	32.72	1.38	65.84 %	23,917.10	0.00 %		13.25 %	
ODM1	55.60	36.17	0.00	65.05 %	25,863.50	0.00 %		13.25 %	
KRR1	57.31	36.94	0.00	64.45 %	35,089.20	0.00 %		13.25 %	
MDU4	81.67	52.58	0.24	64.38 %	50,526.30	0.00 %		13.25 %	
BNR1	66.40	41.83	0.44	63.00 %	44,666.60	0.00 %		13.25 %	
DGL1	208.03	130.80	0.88	62.88 %	133,053.00	0.00 %		13.25 %	
MDU1	421.66	261.35	0.13	61.98 %	187,041.60	0.00 %		13.25 %	
DKI1	112.66	68.95	0.00	61.20 %	73,277.80	0.00 %		13.25 %	
SGP1	39.79	24.29	0.80	61.04 %	32,485.50	0.00 %		13.25 %	
NTM1	61.20	37.05	0.04	60.54 %	31,902.50	0.00 %		13.25 %	
SVG1	78.92	46.39	0.27	58.78 %	47,354.80	0.00 %		13.25 %	
DGL2	77.08	44.97	0.11	58.34 %	48,710.10	0.00 %		13.25 %	
PKM1	51.74	28.76	0.05	55.59 %	28,620.70	0.00 %		13.25 %	
MDU5	72.64	40.18	0.36	55.32 %	55,565.80	0.00 %		13.25 %	
MNM1	54.53	28.75	0.00	52.72 %	53,160.60	0.00 %		13.25 %	
PNI1	50.93	25.34	5.20	49.75 %	19,067.80	0.00 %		13.25 %	
MDU3	127.88	63.21	0.13	49.43 %	48,218.20	0.00 %		13.25 %	
KKD2	76.46	30.90	0.19	40.42 %	45,971.60	0.00 %		13.25 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRK1	143.34	150.64	0.34	105.10 %	127,623.40	25.00 %	31,905.85	13.25 %	51,049.36
KLM1	100.63	91.13	0.26	90.56 %	104,476.70	15.00 %	15,671.51	13.25 %	26,119.18
ULP1	108.08	95.46	0.08	88.32 %	78,260.70	10.00 %	7,826.07	13.25 %	19,565.18
POY1	180.91	144.94	0.15	80.12 %	146,479.10	10.00 %	14,647.91	13.25 %	21,971.87
CUD1	209.74	160.61	0.66	76.57 %	149,382.70	0.00 %		13.25 %	14,938.27
VPM2	114.00	87.07	0.88	76.38 %	71,818.20	0.00 %		13.25 %	7,181.82
SJI1	110.54	78.96	0.29	71.44 %	64,247.50	0.00 %		13.25 %	6,424.75
KML1	60.06	41.95	0.10	69.85 %	35,775.20	0.00 %		13.25 %	3,577.52
CDM1	125.72	84.97	0.17	67.59 %	84,821.40	0.00 %		13.25 %	
TDM1	119.51	80.31	0.13	67.20 %	58,073.20	0.00 %		13.25 %	
PRT1	91.18	58.81	0.12	64.50 %	53,956.30	0.00 %		13.25 %	
VPM1	47.88	29.22	0.07	61.04 %	26,370.90	0.00 %		13.25 %	
POY2	177.25	107.75	0.32	60.79 %	95,783.50	0.00 %		13.25 %	
TVM1	65.11	38.76	0.03	59.52 %	21,862.50	0.00 %		13.25 %	
KKI2	133.78	79.12	0.20	59.14 %	70,943.30	0.00 %		13.25 %	
TVM2	95.96	52.67	0.78	54.89 %	35,414.20	0.00 %		13.25 %	
MKM1	58.67	31.80	0.11	54.20 %	33,268.30	0.00 %		13.25 %	
NVL2	158.27	80.32	0.28	50.75 %	77,031.40	0.00 %		13.25 %	
VCM1	68.34	33.76	0.49	49.39 %	28,220.50	0.00 %		13.25 %	
STP1	54.06	24.28	0.04	44.92 %	17,599.60	0.00 %		13.25 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	100.23	0.06	0.00 %	9,974.80	0.00 %		0.00 %	
GHUB	0.00	122.58	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	5.85	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	26.63	0.11	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	96.07	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	22.40	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	27.83	0.38	0.00 %	0.00	0.00 %		0.00 %	