

Accu.Target 45,197.39 L	Sales 39,505.89 L	Achieved % 87.41 %	HO Budget+ % 2.59 %	Total Com. 349.46 L
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Note : Sales Period is From :01-Oct-2025 To :29-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	4,936.59	4,695.78	95.12 %	0.00	2.59 %	0.00
NORTH ARCOT	3,550.26	3,287.38	92.60 %	96,000.00	2.59 %	96,000.00
SOUTH-03	5,779.57	5,156.59	89.22 %	0.00	2.59 %	153,000.00
TRICHY-01	4,805.18	4,160.30	86.58 %	0.00	2.59 %	0.00
SOUTH ARCOT	3,254.74	2,809.98	86.33 %	0.00	2.59 %	0.00
WEST-01	3,861.24	3,313.81	85.82 %	0.00	2.59 %	0.00
SOUTH-01	7,690.36	6,473.17	84.17 %	0.00	2.59 %	0.00
CHENNAI-01	5,487.12	4,442.87	80.97 %	0.00	2.59 %	0.00
CHENNAI-02	5,422.01	4,278.29	78.91 %	0.00	2.59 %	0.00
KL-SOUTH	410.30	238.74	58.19 %	0.00	2.59 %	0.00
OTHERS	0.00	648.98	0.00 %	0.00	0.00 %	0.00
Total	45,197.39	39,505.89	87.41 %		2.59 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	1,309.93	1,319.10	100.70%	195,000.00	2.59 %	195,000.00
	SLM1	1,583.12	1,503.36	94.96%	112,500.00	2.59 %	112,500.00
	MTR1	1,044.34	972.97	93.17%	67,500.00	2.59 %	67,500.00
	HSR1	999.21	900.36	90.11%	67,500.00	2.59 %	67,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,103.99	1,058.79	95.91%	75,000.00	2.59 %	75,000.00
	NA01	1,303.60	1,246.10	95.59%	90,000.00	2.59 %	90,000.00
	NA03	1,142.66	982.49	85.98%	0.00	2.59 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,652.84	1,524.16	92.21%	112,500.00	2.59 %	112,500.00
	SVG1	1,005.22	901.73	89.70%	0.00	2.59 %	67,500.00
	KKD2	1,063.46	937.09	88.12%	0.00	2.59 %	67,500.00
	KRR1	260.84	228.92	87.76%	0.00	2.59 %	15,000.00
	DGL1	1,797.21	1,564.69	87.06%	0.00	2.59 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PBR1	1,206.22	1,099.35	91.14%	75,000.00	2.59 %	75,000.00
	KUM1	1,019.88	894.55	87.71%	0.00	2.59 %	60,000.00
	TNJ1	1,148.77	968.86	84.34%	0.00	2.59 %	0.00
	TRY1	1,430.31	1,197.55	83.73%	0.00	2.59 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	984.24	886.64	90.08%	60,000.00	2.59 %	60,000.00
	SA02	1,198.12	1,020.83	85.20%	0.00	2.59 %	0.00
	SA01	1,072.38	902.52	84.16%	0.00	2.59 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	453.03	493.60	108.96%	60,000.00	2.59 %	80,000.00
	CBE1	1,593.47	1,342.03	84.22%	0.00	2.59 %	0.00
	TPR1	526.88	443.73	84.22%	0.00	2.59 %	0.00
	UAM1	702.39	590.48	84.07%	0.00	2.59 %	0.00
	PLI1	585.47	443.97	75.83%	0.00	2.59 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,581.33	1,517.30	95.95%	112,500.00	2.59 %	112,500.00
	TKS1	1,069.09	951.51	89.00%	0.00	2.59 %	67,500.00
	VNR1	1,072.81	900.80	83.97%	0.00	2.59 %	0.00
	KVT1	1,402.49	1,156.20	82.44%	0.00	2.59 %	0.00
	TVL1	1,266.22	984.90	77.78%	0.00	2.59 %	0.00
	NGR1	1,298.41	962.45	74.13%	0.00	2.59 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	1,055.30	936.04	88.70%	0.00	2.59 %	67,500.00
	CH06	1,677.34	1,401.30	83.54%	0.00	2.59 %	0.00
	CH05	1,526.18	1,187.01	77.78%	0.00	2.59 %	0.00
	CH08	1,228.31	918.52	74.78%	0.00	2.59 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,403.46	1,128.94	80.44%	0.00	2.59 %	0.00
	CH07	1,284.59	1,033.32	80.44%	0.00	2.59 %	0.00
	CH04	1,667.37	1,300.49	78.00%	0.00	2.59 %	0.00
	CH09	1,066.60	815.53	76.46%	0.00	2.59 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	410.30	238.74	58.19%	0.00	2.59 %	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	154.13	0.00%	0.00	0.00 %	0.00
	HO01	0.00	426.00	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	14.65	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.01)	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	22.52	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.53	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	94.30	119.98	0.00	127.24 %	94,309.30	40.00 %	37,723.72	2.59 %	37,723.72
ERD2	242.38	304.46	0.12	125.61 %	267,421.30	40.00 %	106,968.52	2.59 %	106,968.52
EDP1	72.63	88.27	0.04	121.53 %	54,391.40	40.00 %	21,756.56	2.59 %	21,756.56
APN1	91.01	105.12	0.08	115.50 %	129,780.00	30.00 %	38,934.00	2.59 %	38,934.00
VKL1	65.24	74.63	0.32	114.40 %	67,822.30	30.00 %	20,346.69	2.59 %	20,346.69
HRR1	91.98	104.90	0.08	114.06 %	77,879.50	30.00 %	23,363.85	2.59 %	23,363.85
TCG1	88.09	96.60	0.30	109.65 %	69,641.70	25.00 %	17,410.43	2.59 %	20,892.51
TRM1	172.69	179.64	0.59	104.02 %	131,043.50	25.00 %	32,760.88	2.59 %	32,760.88
ERD1	233.73	242.50	0.84	103.75 %	178,819.30	25.00 %	44,704.83	2.59 %	44,704.83
SLM2	158.82	164.15	0.09	103.36 %	124,145.50	25.00 %	31,036.38	2.59 %	31,036.38
PMP1	109.27	111.60	0.27	102.13 %	67,526.40	25.00 %	16,881.60	2.59 %	16,881.60
OML1	157.83	160.99	0.10	102.00 %	136,883.00	25.00 %	34,220.75	2.59 %	34,220.75
PLC1	109.46	109.02	0.05	99.60 %	103,735.90	20.00 %	20,747.18	2.59 %	25,933.98
SGG1	70.77	69.87	0.24	98.73 %	53,156.00	20.00 %	10,631.20	2.59 %	13,289.00
DPR1	68.94	67.80	0.01	98.35 %	48,479.00	20.00 %	9,695.80	2.59 %	12,119.75
HSR2	255.58	246.42	0.14	96.41 %	210,753.90	20.00 %	42,150.78	2.59 %	42,150.78
KVP1	90.26	86.95	0.01	96.33 %	75,574.10	20.00 %	15,114.82	2.59 %	15,114.82
VPD1	190.55	183.35	0.00	96.22 %	218,028.60	20.00 %	43,605.72	2.59 %	43,605.72
SLM3	231.12	215.73	0.17	93.34 %	152,253.80	15.00 %	22,838.07	2.59 %	30,450.76
BMD1	92.96	86.55	0.05	93.11 %	92,460.50	15.00 %	13,869.08	2.59 %	18,492.10
NKL2	225.04	208.53	0.24	92.66 %	179,428.90	15.00 %	26,914.34	2.59 %	35,885.78
EPI1	158.65	145.71	0.04	91.84 %	129,018.70	15.00 %	19,352.81	2.59 %	19,352.81
PDR1	66.09	60.40	0.10	91.39 %	70,227.70	15.00 %	10,534.16	2.59 %	10,534.16
CMI1	77.82	70.67	0.24	90.81 %	78,264.00	15.00 %	11,739.60	2.59 %	11,739.60
RSP1	136.39	122.41	0.07	89.75 %	105,899.70	10.00 %	10,589.97	2.59 %	15,884.96
SLM1	485.23	434.42	0.11	89.53 %	273,253.60	10.00 %	27,325.36	2.59 %	40,988.04
MCR1	176.98	153.52	0.02	86.74 %	128,437.60	10.00 %	12,843.76	2.59 %	12,843.76
ATU1	195.11	166.61	0.02	85.39 %	129,516.10	10.00 %	12,951.61	2.59 %	12,951.61
DPR2	92.44	73.30	0.10	79.29 %	52,488.00	0.00 %		2.59 %	5,248.80
MTR1	190.51	146.26	0.71	76.77 %	104,055.30	0.00 %		2.59 %	
KRI1	139.02	105.84	0.00	76.13 %	49,569.60	0.00 %		2.59 %	
KMM1	104.36	69.04	0.19	66.15 %	68,540.90	0.00 %		2.59 %	
HSR1	201.31	120.54	0.04	59.88 %	111,112.10	0.00 %		2.59 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	69.37	82.30	0.01	118.65 %	73,852.00	30.00 %	22,155.60	2.59 %	29,540.80
VNB1	118.62	130.18	0.12	109.75 %	91,378.70	25.00 %	22,844.68	2.59 %	27,413.61
WJP1	112.11	120.12	0.26	107.15 %	98,118.30	25.00 %	24,529.58	2.59 %	24,529.58
SLG1	99.12	105.23	0.00	106.16 %	82,323.40	25.00 %	20,580.85	2.59 %	20,580.85
CYR1	94.48	100.02	0.19	105.86 %	92,383.00	25.00 %	23,095.75	2.59 %	23,095.75
CPT1	73.64	77.29	0.06	104.96 %	75,986.30	25.00 %	18,996.58	2.59 %	18,996.58
KPM2	420.01	432.11	0.04	102.88 %	285,058.70	25.00 %	71,264.68	2.59 %	71,264.68
ABR1	116.30	118.55	1.63	101.94 %	108,084.20	25.00 %	27,021.05	2.59 %	27,021.05
CGM1	102.71	103.79	0.05	101.05 %	74,244.30	25.00 %	18,561.08	2.59 %	18,561.08
PLR1	72.18	72.74	0.00	100.77 %	64,025.30	25.00 %	16,006.33	2.59 %	16,006.33
TRR1	198.28	194.89	0.40	98.29 %	139,124.20	20.00 %	27,824.84	2.59 %	34,781.05
VSI1	126.67	124.42	0.28	98.22 %	125,670.90	20.00 %	25,134.18	2.59 %	31,417.73
WJD1	131.32	125.94	0.18	95.90 %	135,596.10	20.00 %	27,119.22	2.59 %	27,119.22
UGI1	90.05	84.58	0.14	93.92 %	74,049.90	15.00 %	11,107.49	2.59 %	14,809.98
GDM1	111.25	104.26	0.15	93.72 %	93,114.00	15.00 %	13,967.10	2.59 %	18,622.80
AKM1	202.28	182.58	0.14	90.26 %	151,023.40	15.00 %	22,653.51	2.59 %	22,653.51
VEL1	177.45	156.43	0.05	88.15 %	146,900.20	10.00 %	14,690.02	2.59 %	22,035.03
VEL2	207.20	177.95	0.08	85.88 %	203,582.90	10.00 %	20,358.29	2.59 %	20,358.29
KPM1	128.36	109.88	0.16	85.61 %	96,804.30	10.00 %	9,680.43	2.59 %	9,680.43
ANI1	77.29	66.17	0.09	85.61 %	59,030.40	10.00 %	5,903.04	2.59 %	5,903.04
PTU1	47.95	40.67	0.08	84.81 %	32,090.20	10.00 %	3,209.02	2.59 %	3,209.02
TRL1	218.29	181.45	0.12	83.12 %	220,869.30	10.00 %	22,086.93	2.59 %	22,086.93
TRT1	146.69	118.40	0.35	80.71 %	90,167.80	10.00 %	9,016.78	2.59 %	9,016.78
ARC2	137.75	109.27	0.05	79.33 %	88,523.80	0.00 %		2.59 %	8,852.38
SBR1	270.87	168.15	0.09	62.08 %	198,617.80	0.00 %		2.59 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	164.96	262.44	0.55	159.09 %	191,649.80	40.00 %	76,659.92	2.59 %	76,659.92
KKD3	128.71	177.06	0.52	137.56 %	220,793.80	40.00 %	88,317.52	2.59 %	88,317.52
KPT1	74.75	91.92	0.11	122.97 %	87,666.40	40.00 %	35,066.56	2.59 %	35,066.56
DGL2	83.70	95.19	0.18	113.73 %	87,357.90	30.00 %	26,207.37	2.59 %	26,207.37
PNI1	54.25	60.92	1.00	112.29 %	46,698.60	30.00 %	14,009.58	2.59 %	14,009.58
KYK1	69.31	75.86	0.26	109.46 %	78,174.10	25.00 %	19,543.53	2.59 %	23,452.23
PKM1	61.77	67.47	0.10	109.22 %	70,154.90	25.00 %	17,538.73	2.59 %	21,046.47
PVI1	105.78	109.10	0.03	103.14 %	128,010.30	25.00 %	32,002.58	2.59 %	32,002.58
BTU1	61.49	63.13	0.31	102.66 %	61,392.70	25.00 %	15,348.18	2.59 %	15,348.18
ADP1	111.14	110.89	0.18	99.77 %	110,587.20	20.00 %	22,117.44	2.59 %	27,646.80
TEN1	138.36	136.92	0.30	98.96 %	122,458.40	20.00 %	24,491.68	2.59 %	30,614.60
TEN2	139.70	137.08	0.25	98.13 %	86,706.70	20.00 %	17,341.34	2.59 %	21,676.68
DKI1	138.84	134.17	0.04	96.64 %	164,378.80	20.00 %	32,875.76	2.59 %	32,875.76
SGP1	66.27	63.79	0.00	96.26 %	60,780.80	20.00 %	12,156.16	2.59 %	12,156.16
TDI1	91.08	84.22	0.04	92.46 %	91,879.50	15.00 %	13,781.93	2.59 %	13,781.93
PNV1	61.71	56.68	0.19	91.84 %	55,784.20	15.00 %	8,367.63	2.59 %	8,367.63
MLR1	96.46	88.43	0.03	91.68 %	77,531.50	15.00 %	11,629.73	2.59 %	11,629.73
KRR1	164.55	150.00	0.12	91.16 %	132,522.00	15.00 %	19,878.30	2.59 %	19,878.30
MDU1	749.76	677.48	0.19	90.36 %	376,187.00	15.00 %	56,428.05	2.59 %	56,428.05
BNR1	113.06	99.19	0.40	87.73 %	90,096.30	10.00 %	9,009.63	2.59 %	9,009.63
CBM1	169.72	148.31	0.07	87.38 %	125,779.30	10.00 %	12,577.93	2.59 %	12,577.93
TMM1	225.05	195.49	0.38	86.86 %	147,480.70	10.00 %	14,748.07	2.59 %	14,748.07
USL1	126.06	108.77	0.10	86.29 %	103,203.80	10.00 %	10,320.38	2.59 %	10,320.38
ATG1	163.06	139.98	0.27	85.84 %	162,570.90	10.00 %	16,257.09	2.59 %	16,257.09
DGL1	506.40	432.57	0.26	85.42 %	338,542.20	10.00 %	33,854.22	2.59 %	33,854.22
MDU2	362.66	304.00	0.28	83.82 %	209,642.60	10.00 %	20,964.26	2.59 %	20,964.26
MPA1	167.98	138.68	0.07	82.56 %	152,075.60	10.00 %	15,207.56	2.59 %	15,207.56
ODM1	96.29	78.91	0.44	81.95 %	53,945.80	10.00 %	5,394.58	2.59 %	5,394.58
SVG1	152.33	116.94	0.18	76.76 %	117,704.90	0.00 %		2.59 %	
NTM1	108.27	80.51	0.02	74.36 %	61,919.70	0.00 %		2.59 %	
CMR1	91.96	67.63	0.20	73.55 %	46,933.70	0.00 %		2.59 %	
MDU4	139.89	102.52	0.37	73.29 %	81,684.20	0.00 %		2.59 %	
TPT1	128.63	93.85	0.19	72.97 %	157,006.10	0.00 %		2.59 %	
MDU3	221.38	155.18	0.41	70.10 %	96,984.70	0.00 %		2.59 %	
NKI1	138.01	93.72	0.32	67.91 %	125,056.30	0.00 %		2.59 %	
MNM1	91.09	59.59	0.16	65.42 %	72,106.10	0.00 %		2.59 %	
MDU5	126.86	79.34	0.05	62.54 %	96,985.40	0.00 %		2.59 %	
KKD2	88.28	18.65	0.41	21.12 %	23,042.00	0.00 %		2.59 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY4	59.13	198.19	0.17	335.17 %	133,020.00	40.00 %	53,208.00	2.59 %	53,208.00
TVR1	68.33	80.89	0.00	118.38 %	69,948.30	30.00 %	20,984.49	2.59 %	27,979.32
KRN1	88.65	100.55	0.02	113.43 %	95,175.30	30.00 %	28,552.59	2.59 %	28,552.59
TRY3	125.86	141.56	0.07	112.47 %	96,119.20	30.00 %	28,835.76	2.59 %	28,835.76
TVR2	178.03	198.69	0.06	111.60 %	156,772.40	30.00 %	47,031.72	2.59 %	47,031.72
MVM1	202.49	210.94	0.02	104.17 %	224,518.30	25.00 %	56,129.58	2.59 %	56,129.58
MDI1	139.39	144.44	0.13	103.62 %	120,550.50	25.00 %	30,137.63	2.59 %	30,137.63
TYR1	193.30	197.67	0.05	102.26 %	132,329.30	25.00 %	33,082.33	2.59 %	33,082.33
PBR1	94.58	86.00	0.03	90.93 %	75,749.60	15.00 %	11,362.44	2.59 %	11,362.44
KIK1	101.67	91.07	0.00	89.57 %	95,017.20	10.00 %	9,501.72	2.59 %	14,252.58
TNJ2	235.77	209.90	0.13	89.03 %	157,348.10	10.00 %	15,734.81	2.59 %	23,602.22
JKM1	160.15	140.56	0.02	87.77 %	101,985.40	10.00 %	10,198.54	2.59 %	15,297.81
NMM1	107.08	93.36	0.10	87.18 %	106,716.00	10.00 %	10,671.60	2.59 %	10,671.60
AYR1	125.64	106.75	0.02	84.96 %	75,123.50	10.00 %	7,512.35	2.59 %	7,512.35
TNJ1	298.78	252.96	0.14	84.66 %	182,967.30	10.00 %	18,296.73	2.59 %	18,296.73
MSI1	125.61	105.65	0.06	84.11 %	85,794.40	10.00 %	8,579.44	2.59 %	8,579.44
PDK1	102.07	85.63	0.23	83.89 %	72,027.30	10.00 %	7,202.73	2.59 %	7,202.73
TTP1	165.54	138.77	0.03	83.83 %	139,488.90	10.00 %	13,948.89	2.59 %	13,948.89
ORU1	89.74	74.57	0.19	83.10 %	84,204.90	10.00 %	8,420.49	2.59 %	8,420.49
PBR2	304.45	251.79	0.11	82.70 %	193,011.10	10.00 %	19,301.11	2.59 %	19,301.11
NGT1	162.92	133.86	0.04	82.16 %	135,825.20	10.00 %	13,582.52	2.59 %	13,582.52
TRY2	88.05	72.22	0.13	82.03 %	53,391.20	10.00 %	5,339.12	2.59 %	5,339.12
KUM1	261.63	196.39	0.14	75.06 %	165,495.50	0.00 %		2.59 %	
PTK1	214.23	149.37	0.24	69.72 %	126,585.00	0.00 %		2.59 %	
APM1	63.77	44.25	0.10	69.39 %	55,131.00	0.00 %		2.59 %	
NCK1	81.76	54.88	0.05	67.13 %	50,976.30	0.00 %		2.59 %	
TRY1	966.55	599.40	0.10	62.01 %	405,838.60	0.00 %		2.59 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	162.50	213.65	0.15	131.48 %	137,607.20	40.00 %	55,042.88	2.59 %	55,042.88
KLM1	161.00	156.67	0.24	97.31 %	175,982.20	20.00 %	35,196.44	2.59 %	35,196.44
ULP1	162.08	156.69	0.07	96.67 %	139,015.90	20.00 %	27,803.18	2.59 %	27,803.18
TRK1	205.96	194.67	0.32	94.52 %	192,314.70	15.00 %	28,847.21	2.59 %	38,462.94
VPM2	160.00	146.53	0.24	91.58 %	132,480.20	15.00 %	19,872.03	2.59 %	19,872.03
KML1	91.28	82.67	0.44	90.57 %	76,050.40	15.00 %	11,407.56	2.59 %	11,407.56
PRT1	130.18	117.02	0.23	89.89 %	106,223.20	10.00 %	10,622.32	2.59 %	15,933.48
CUD1	314.41	282.56	0.17	89.87 %	267,161.20	10.00 %	26,716.12	2.59 %	40,074.18
NVL2	191.09	171.68	0.23	89.84 %	176,874.10	10.00 %	17,687.41	2.59 %	26,531.12
CDM1	238.38	202.37	0.15	84.89 %	166,640.80	10.00 %	16,664.08	2.59 %	16,664.08
STP1	72.60	61.15	0.11	84.23 %	50,878.20	10.00 %	5,087.82	2.59 %	5,087.82
TDM1	142.89	118.80	0.06	83.15 %	92,222.50	10.00 %	9,222.25	2.59 %	9,222.25
MKM1	72.98	60.03	0.18	82.26 %	52,603.30	10.00 %	5,260.33	2.59 %	5,260.33
KKI2	212.43	172.03	0.22	80.98 %	131,774.00	10.00 %	13,177.40	2.59 %	13,177.40
POY2	247.30	191.79	0.08	77.55 %	153,465.00	0.00 %		2.59 %	
POY1	276.70	211.46	0.18	76.42 %	220,405.40	0.00 %		2.59 %	
VPM1	64.72	47.22	0.21	72.97 %	40,789.60	0.00 %		2.59 %	
TVM1	99.54	72.38	0.31	72.71 %	37,570.70	0.00 %		2.59 %	
TVM2	148.64	93.52	0.02	62.92 %	55,054.80	0.00 %		2.59 %	
VCM1	100.08	57.22	0.00	57.17 %	46,657.40	0.00 %		2.59 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	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	54.55	73.22	0.43	134.22 %	105,830.30	40.00 %	42,332.12	2.59 %	42,332.12
PPI1	72.14	91.90	0.08	127.39 %	112,841.40	40.00 %	45,136.56	2.59 %	45,136.56
GBM1	86.87	103.20	0.42	118.80 %	64,927.70	30.00 %	19,478.31	2.59 %	25,971.08
KGM1	63.36	74.03	0.09	116.83 %	78,402.90	30.00 %	23,520.87	2.59 %	23,520.87
TPR4	62.22	72.36	0.05	116.30 %	63,088.90	30.00 %	18,926.67	2.59 %	18,926.67
PDM1	65.40	72.64	0.00	111.08 %	70,241.80	30.00 %	21,072.54	2.59 %	21,072.54
TPR3	92.77	102.79	0.02	110.80 %	149,627.80	30.00 %	44,888.34	2.59 %	44,888.34
MPM1	101.91	112.16	0.14	110.06 %	139,695.00	30.00 %	41,908.50	2.59 %	41,908.50
AVI1	93.11	100.85	0.13	108.31 %	84,978.60	25.00 %	21,244.65	2.59 %	25,493.58
ANR1	31.14	31.78	0.53	102.05 %	39,279.90	25.00 %	9,819.98	2.59 %	9,819.98
SUL1	94.30	95.89	0.19	101.69 %	136,701.80	25.00 %	34,175.45	2.59 %	34,175.45
CBE2	581.11	544.98	0.07	93.78 %	416,546.10	15.00 %	62,481.92	2.59 %	83,309.22
SYM2	107.54	93.51	0.03	86.95 %	86,986.70	10.00 %	8,698.67	2.59 %	8,698.67
KMR1	226.67	194.92	0.03	85.99 %	223,210.30	10.00 %	22,321.03	2.59 %	22,321.03
CBE1	97.13	82.43	0.10	84.86 %	102,284.20	10.00 %	10,228.42	2.59 %	10,228.42
CBE6	121.76	103.10	0.22	84.67 %	106,780.70	10.00 %	10,678.07	2.59 %	10,678.07
KGI1	117.07	98.81	0.00	84.40 %	65,748.70	10.00 %	6,574.87	2.59 %	6,574.87
GDR1	102.59	86.44	0.38	84.26 %	65,602.20	10.00 %	6,560.22	2.59 %	6,560.22
CNR1	90.47	74.93	0.02	82.83 %	73,768.90	10.00 %	7,376.89	2.59 %	7,376.89
TPR2	237.76	191.06	0.00	80.36 %	129,688.90	10.00 %	12,968.89	2.59 %	12,968.89
DPM2	128.06	100.38	0.03	78.38 %	98,260.70	0.00 %		2.59 %	9,826.07
TPR1	196.35	149.88	0.26	76.33 %	117,054.50	0.00 %		2.59 %	
SNR1	129.27	90.90	0.07	70.32 %	86,176.50	0.00 %		2.59 %	
CBE5	84.53	58.96	0.04	69.75 %	86,061.50	0.00 %		2.59 %	
CBE3	62.63	43.32	0.06	69.16 %	65,249.60	0.00 %		2.59 %	
PLI1	205.58	135.20	0.13	65.76 %	120,443.30	0.00 %		2.59 %	
CBE4	196.08	127.52	0.10	65.04 %	148,139.40	0.00 %		2.59 %	
UAM1	235.80	144.92	0.07	61.46 %	129,781.40	0.00 %		2.59 %	
UMP1	123.07	61.73	0.39	50.15 %	63,818.30	0.00 %		2.59 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	94.56	125.47	0.13	132.69 %	142,137.70	40.00 %	56,855.08	2.59 %	56,855.08
ARM1	99.08	110.29	0.61	111.31 %	89,009.40	30.00 %	26,702.82	2.59 %	26,702.82
KYR1	78.55	86.42	0.18	110.01 %	79,066.10	30.00 %	23,719.83	2.59 %	23,719.83
UDN1	95.57	100.99	0.19	105.67 %	95,074.90	25.00 %	23,768.73	2.59 %	23,768.73
TCN1	156.08	151.42	0.33	97.02 %	150,815.60	20.00 %	30,163.12	2.59 %	30,163.12
TUT2	307.33	293.89	0.18	95.63 %	219,773.70	20.00 %	43,954.74	2.59 %	43,954.74
RPM1	235.40	223.50	0.32	94.94 %	213,667.70	15.00 %	32,050.16	2.59 %	42,733.54
VNR1	101.56	96.41	0.00	94.93 %	91,259.20	15.00 %	13,688.88	2.59 %	18,251.84
SKD1	91.42	85.28	0.16	93.28 %	79,582.20	15.00 %	11,937.33	2.59 %	15,916.44
TUT1	802.26	740.93	0.24	92.35 %	735,882.60	15.00 %	110,382.39	2.59 %	110,382.39
TKS2	291.92	268.85	0.24	92.10 %	228,918.30	15.00 %	34,337.75	2.59 %	34,337.75
VNR2	368.49	330.26	0.13	89.63 %	288,756.00	10.00 %	28,875.60	2.59 %	43,313.40
PKD1	207.69	185.23	0.20	89.19 %	182,210.20	10.00 %	18,221.02	2.59 %	27,331.53
NGR1	472.72	418.20	0.78	88.47 %	312,294.50	10.00 %	31,229.45	2.59 %	46,844.18
SDI1	110.91	97.24	0.31	87.67 %	85,066.70	10.00 %	8,506.67	2.59 %	8,506.67
ASM1	108.54	95.11	0.29	87.62 %	94,921.80	10.00 %	9,492.18	2.59 %	9,492.18
SNL1	151.78	132.21	0.38	87.10 %	98,437.30	10.00 %	9,843.73	2.59 %	9,843.73
SGT1	70.21	60.68	0.27	86.43 %	51,725.90	10.00 %	5,172.59	2.59 %	5,172.59
TKS1	242.37	208.66	0.10	86.09 %	216,469.10	10.00 %	21,646.91	2.59 %	21,646.91
SVK1	248.46	211.11	0.17	84.97 %	179,845.70	10.00 %	17,984.57	2.59 %	17,984.57
APK1	167.23	139.89	0.16	83.65 %	142,981.30	10.00 %	14,298.13	2.59 %	14,298.13
TYI1	125.53	104.60	0.35	83.32 %	117,071.60	10.00 %	11,707.16	2.59 %	11,707.16
KVT1	396.51	324.27	0.70	81.78 %	378,131.40	10.00 %	37,813.14	2.59 %	37,813.14
STU2	94.80	76.62	0.21	80.82 %	63,988.20	10.00 %	6,398.82	2.59 %	6,398.82
MMT1	127.42	100.58	0.09	78.94 %	75,494.80	0.00 %		2.59 %	7,549.48
PDI1	118.27	92.59	0.21	78.28 %	80,162.00	0.00 %		2.59 %	8,016.20
TVL1	742.79	565.17	0.76	76.09 %	420,663.40	0.00 %		2.59 %	
KGL1	115.10	86.66	0.08	75.29 %	83,513.60	0.00 %		2.59 %	
VKM1	102.40	76.05	0.04	74.27 %	100,866.00	0.00 %		2.59 %	
VLY1	245.05	171.27	0.30	69.89 %	136,726.10	0.00 %		2.59 %	
RND1	279.34	190.13	0.12	68.06 %	242,292.70	0.00 %		2.59 %	
APK2	187.08	123.13	0.27	65.82 %	127,914.50	0.00 %		2.59 %	
TKY1	177.71	116.23	0.10	65.40 %	85,525.40	0.00 %		2.59 %	
KSM1	77.40	48.57	0.04	62.74 %	44,569.30	0.00 %		2.59 %	
TVL2	70.76	43.07	0.11	60.87 %	23,821.40	0.00 %		2.59 %	
MAR1	274.12	164.97	0.22	60.18 %	137,441.90	0.00 %		2.59 %	
COL1	53.94	27.25	0.02	50.51 %	32,448.70	0.00 %		2.59 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH19	207.37	222.04	0.13	107.07 %	194,400.80	25.00 %	48,600.20	2.59 %	48,600.20
TKM1	86.31	91.61	0.12	106.14 %	96,220.40	25.00 %	24,055.10	2.59 %	24,055.10
CH28	183.33	192.17	0.14	104.82 %	287,979.00	25.00 %	71,994.75	2.59 %	71,994.75
CH40	113.59	112.71	0.01	99.22 %	56,757.00	20.00 %	11,351.40	2.59 %	14,189.25
MRM1	170.05	166.33	0.15	97.81 %	167,677.00	20.00 %	33,535.40	2.59 %	41,919.25
MC10	45.02	43.59	0.00	96.84 %	33,051.50	20.00 %	6,610.30	2.59 %	6,610.30
CH35	140.73	131.29	0.07	93.29 %	131,746.00	15.00 %	19,761.90	2.59 %	26,349.20
CH42	232.30	212.53	0.18	91.49 %	215,389.90	15.00 %	32,308.49	2.59 %	32,308.49
GUD1	152.97	138.73	0.14	90.69 %	207,615.20	15.00 %	31,142.28	2.59 %	31,142.28
CH37	120.18	107.39	0.06	89.36 %	84,073.60	10.00 %	8,407.36	2.59 %	12,611.04
CH16	366.34	323.75	0.12	88.37 %	332,491.20	10.00 %	33,249.12	2.59 %	49,873.68
GUD2	150.44	132.36	0.16	87.98 %	125,828.80	10.00 %	12,582.88	2.59 %	18,874.32
CH39	104.01	90.39	0.17	86.91 %	87,685.60	10.00 %	8,768.56	2.59 %	8,768.56
AVD1	262.08	221.54	0.35	84.53 %	179,677.00	10.00 %	17,967.70	2.59 %	17,967.70
CH48	211.13	177.48	0.12	84.06 %	185,106.20	10.00 %	18,510.62	2.59 %	18,510.62
CH45	185.26	154.40	0.34	83.34 %	142,216.90	10.00 %	14,221.69	2.59 %	14,221.69
CH38	139.63	115.99	0.07	83.07 %	126,474.30	10.00 %	12,647.43	2.59 %	12,647.43
CGL1	122.32	99.96	0.08	81.72 %	92,767.20	10.00 %	9,276.72	2.59 %	9,276.72
CH14	396.66	319.09	0.15	80.44 %	270,315.40	10.00 %	27,031.54	2.59 %	27,031.54
SKL1	142.92	109.05	0.40	76.30 %	138,317.10	0.00 %		2.59 %	
CH22	162.26	119.73	0.14	73.79 %	126,390.10	0.00 %		2.59 %	
CH08	384.94	279.33	0.07	72.56 %	394,456.80	0.00 %		2.59 %	
CH05	327.58	234.22	0.16	71.50 %	212,406.70	0.00 %		2.59 %	
KNR1	191.40	121.24	0.17	63.34 %	105,879.00	0.00 %		2.59 %	
CH11	205.80	130.06	0.24	63.20 %	126,304.60	0.00 %		2.59 %	
CH07	272.71	171.59	0.20	62.92 %	173,949.70	0.00 %		2.59 %	
CH30	224.08	140.23	0.36	62.58 %	113,604.10	0.00 %		2.59 %	
CH26	54.87	33.25	0.08	60.61 %	34,699.70	0.00 %		2.59 %	
CH29	63.00	30.50	0.61	48.41 %	35,465.30	0.00 %		2.59 %	
MC09	34.58	14.27	0.23	41.26 %	7,201.80	0.00 %		2.59 %	
MC02	33.27	6.06	0.00	18.22 %	2,162.00	0.00 %		2.59 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH17	81.22	114.05	0.19	140.43 %	120,184.90	40.00 %	48,073.96	2.59 %	48,073.96
CH46	116.40	113.45	0.29	97.47 %	89,161.60	20.00 %	17,832.32	2.59 %	17,832.32
CH34	235.04	216.30	0.08	92.03 %	186,967.60	15.00 %	28,045.14	2.59 %	28,045.14
CH33	161.30	146.43	0.05	90.78 %	152,668.50	15.00 %	22,900.28	2.59 %	22,900.28
UKI1	145.79	131.80	0.15	90.41 %	103,577.20	15.00 %	15,536.58	2.59 %	15,536.58
GPD1	167.85	148.77	0.14	88.63 %	103,616.40	10.00 %	10,361.64	2.59 %	15,542.46
CH12	301.06	260.74	0.25	86.61 %	276,854.90	10.00 %	27,685.49	2.59 %	27,685.49
CH18	231.72	194.96	0.03	84.13 %	256,055.70	10.00 %	25,605.57	2.59 %	25,605.57
CH23	82.47	69.30	0.03	84.03 %	79,619.40	10.00 %	7,961.94	2.59 %	7,961.94
CH06	223.83	186.41	0.30	83.28 %	163,309.70	10.00 %	16,330.97	2.59 %	16,330.97
CH43	173.42	141.96	0.16	81.86 %	176,165.60	10.00 %	17,616.56	2.59 %	17,616.56
CH24	198.91	161.02	0.27	80.95 %	172,297.80	10.00 %	17,229.78	2.59 %	17,229.78
CH44	177.90	143.66	0.04	80.75 %	130,415.50	10.00 %	13,041.55	2.59 %	13,041.55
CH15	551.64	445.20	0.15	80.71 %	378,407.40	10.00 %	37,840.74	2.59 %	37,840.74
CH21	377.50	292.32	0.17	77.44 %	220,078.50	0.00 %		2.59 %	
CH03	531.52	409.42	0.22	77.03 %	385,267.10	0.00 %		2.59 %	
PON1	119.00	91.15	0.07	76.60 %	95,008.40	0.00 %		2.59 %	
CH20	279.29	213.51	0.64	76.45 %	208,336.40	0.00 %		2.59 %	
CH32	35.07	24.49	0.12	69.83 %	14,058.30	0.00 %		2.59 %	
CH41	200.86	137.11	0.31	68.26 %	155,162.20	0.00 %		2.59 %	
CH31	89.82	60.24	0.11	67.07 %	55,996.60	0.00 %		2.59 %	
CH09	218.94	144.78	0.23	66.13 %	165,636.40	0.00 %		2.59 %	
MC06	65.66	42.06	0.00	64.05 %	28,347.60	0.00 %		2.59 %	
MJR1	357.45	222.86	0.10	62.35 %	174,444.10	0.00 %		2.59 %	
MC05	86.83	53.63	0.00	61.76 %	20,853.50	0.00 %		2.59 %	
CH27	82.58	49.88	0.17	60.40 %	53,020.20	0.00 %		2.59 %	
CH36	113.08	57.68	0.15	51.01 %	40,290.70	0.00 %		2.59 %	
CH01	15.86	5.09	0.07	32.12 %	1,674.50	0.00 %		2.59 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	95.37	57.98	0.00	60.80 %	52,770.90	0.00 %		2.59 %	
TVP1	237.86	140.75	0.23	59.18 %	117,416.10	0.00 %		2.59 %	
KLR1	77.07	40.00	0.15	51.90 %	34,760.60	0.00 %		2.59 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	123.28	4.21	0.00 %	(5,233.30)	0.00 %		0.00 %	
GHUB	0.00	422.75	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.26	1.17	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	22.52	3.85	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	14.65	10.27	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.53	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	30.85	1.63	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHVL	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 %	