

Accu.Target 46,755.92 L	Sales 40,175.11 L	Achieved % 85.93 %	HO Budget+ % 4.07 %	Total Com. 355.21 L
-----------------------------------	-----------------------------	------------------------------	-------------------------------	-------------------------------

Note : Sales Period is From :01-Oct-2025 To :30-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	5,106.82	4,776.13	93.52 %	0.00	4.07 %	0.00
NORTH ARCOT	3,672.68	3,345.20	91.08 %	99,000.00	4.07 %	99,000.00
SOUTH-03	5,978.87	5,223.47	87.37 %	0.00	4.07 %	156,000.00
SOUTH ARCOT	3,366.97	2,879.14	85.51 %	0.00	4.07 %	0.00
TRICHY-01	4,970.88	4,237.11	85.24 %	0.00	4.07 %	0.00
WEST-01	3,994.39	3,365.32	84.25 %	0.00	4.07 %	0.00
SOUTH-01	7,955.55	6,581.42	82.73 %	0.00	4.07 %	0.00
CHENNAI-01	5,676.33	4,528.66	79.78 %	0.00	4.07 %	0.00
CHENNAI-02	5,608.98	4,341.86	77.41 %	0.00	4.07 %	0.00
KL-SOUTH	424.45	244.14	57.52 %	0.00	4.07 %	0.00
OTHERS	0.00	652.67	0.00 %	0.00	0.00 %	0.00
Total	46,755.92	40,175.11	85.93 %		4.07 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	1,355.10	1,342.35	99.06%	97,500.00	4.07 %	195,000.00
	SLM1	1,637.71	1,527.58	93.28%	112,500.00	4.07 %	112,500.00
	MTR1	1,080.35	990.87	91.72%	67,500.00	4.07 %	67,500.00
	HSR1	1,033.66	915.33	88.55%	0.00	4.07 %	67,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,142.06	1,076.57	94.27%	75,000.00	4.07 %	75,000.00
	NA01	1,348.56	1,269.00	94.10%	90,000.00	4.07 %	90,000.00
	NA03	1,182.07	999.64	84.57%	0.00	4.07 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,709.83	1,541.94	90.18%	112,500.00	4.07 %	112,500.00
	SVG1	1,039.89	912.18	87.72%	0.00	4.07 %	67,500.00
	KKD2	1,100.13	952.76	86.60%	0.00	4.07 %	67,500.00
	KRR1	269.84	231.18	85.68%	0.00	4.07 %	0.00
	DGL1	1,859.19	1,585.40	85.27%	0.00	4.07 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	1,018.18	904.48	88.83%	0.00	4.07 %	67,500.00
	SA02	1,239.43	1,047.26	84.50%	0.00	4.07 %	0.00
	SA01	1,109.36	927.39	83.60%	0.00	4.07 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PBR1	1,247.81	1,117.06	89.52%	0.00	4.07 %	82,500.00
	KUM1	1,055.05	917.90	87.00%	0.00	4.07 %	67,500.00
	TNJ1	1,188.39	987.33	83.08%	0.00	4.07 %	0.00
	TRY1	1,479.63	1,214.81	82.10%	0.00	4.07 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	468.65	498.48	106.37%	60,000.00	4.07 %	80,000.00
	CBE1	1,648.42	1,367.39	82.95%	0.00	4.07 %	0.00
	TPR1	545.05	451.30	82.80%	0.00	4.07 %	0.00
	UAM1	726.61	600.31	82.62%	0.00	4.07 %	0.00
	PLI1	605.66	447.83	73.94%	0.00	4.07 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,635.86	1,543.24	94.34%	112,500.00	4.07 %	112,500.00
	TKS1	1,105.95	968.56	87.58%	0.00	4.07 %	67,500.00
	VNR1	1,109.81	916.85	82.61%	0.00	4.07 %	0.00
	KVT1	1,450.86	1,180.86	81.39%	0.00	4.07 %	0.00
	TVL1	1,309.89	1,000.71	76.40%	0.00	4.07 %	0.00
	NGR1	1,343.19	971.20	72.31%	0.00	4.07 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	1,091.69	951.55	87.16%	0.00	4.07 %	67,500.00
	CH06	1,735.18	1,434.30	82.66%	0.00	4.07 %	0.00
	CH05	1,578.80	1,206.83	76.44%	0.00	4.07 %	0.00
	CH08	1,270.66	935.98	73.66%	0.00	4.07 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,451.85	1,145.62	78.91%	0.00	4.07 %	0.00
	CH07	1,328.88	1,047.92	78.86%	0.00	4.07 %	0.00
	CH04	1,724.86	1,321.77	76.63%	0.00	4.07 %	0.00
	CH09	1,103.38	826.55	74.91%	0.00	4.07 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	424.45	244.14	57.52%	0.00	4.07 %	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	155.78	0.00%	0.00	0.00 %	0.00
	HO01	0.00	428.04	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	97.55	120.69	0.09	123.73 %	95,479.60	40.00 %	38,191.84	4.07 %	38,191.84
ERD2	250.74	308.20	0.13	122.92 %	270,983.40	40.00 %	108,393.36	4.07 %	108,393.36
EDP1	75.14	89.04	0.04	118.51 %	54,745.90	30.00 %	16,423.77	4.07 %	21,898.36
APN1	94.15	107.03	0.08	113.68 %	131,062.20	30.00 %	39,318.66	4.07 %	39,318.66
HRR1	95.15	106.34	0.08	111.77 %	78,732.80	30.00 %	23,619.84	4.07 %	23,619.84
VKL1	67.49	75.39	0.31	111.71 %	69,058.30	30.00 %	20,717.49	4.07 %	20,717.49
TCG1	91.13	97.76	0.29	107.27 %	71,412.10	25.00 %	17,853.03	4.07 %	21,423.63
TRM1	178.64	184.98	0.57	103.54 %	134,116.50	25.00 %	33,529.13	4.07 %	33,529.13
ERD1	241.79	249.85	0.82	103.33 %	183,196.90	25.00 %	45,799.23	4.07 %	45,799.23
SLM2	164.29	166.11	0.09	101.10 %	125,491.50	25.00 %	31,372.88	4.07 %	31,372.88
PMP1	113.04	113.70	0.26	100.58 %	68,941.60	25.00 %	17,235.40	4.07 %	17,235.40
OML1	163.28	163.23	0.09	99.97 %	138,750.80	20.00 %	27,750.16	4.07 %	34,687.70
DPR1	71.31	68.99	0.01	96.74 %	48,975.80	20.00 %	9,795.16	4.07 %	12,243.95
PLC1	113.24	109.41	0.05	96.63 %	104,155.20	20.00 %	20,831.04	4.07 %	26,038.80
SGG1	73.21	70.68	0.24	96.55 %	53,640.80	20.00 %	10,728.16	4.07 %	13,410.20
VPD1	197.12	187.34	0.00	95.04 %	224,472.80	15.00 %	33,670.92	4.07 %	44,894.56
HSR2	264.40	250.71	0.14	94.82 %	215,182.40	15.00 %	32,277.36	4.07 %	43,036.48
KVP1	93.38	87.65	0.01	93.87 %	76,042.10	15.00 %	11,406.32	4.07 %	15,208.42
SLM3	239.09	220.83	0.17	92.36 %	155,030.10	15.00 %	23,254.52	4.07 %	31,006.02
BMD1	96.16	87.76	0.05	91.26 %	93,247.00	15.00 %	13,987.05	4.07 %	18,649.40
NKL2	232.80	211.34	0.24	90.78 %	181,568.70	15.00 %	27,235.31	4.07 %	27,235.31
CMI1	80.51	72.96	0.23	90.62 %	80,746.80	15.00 %	12,112.02	4.07 %	12,112.02
EPI1	164.12	148.71	0.04	90.61 %	130,377.30	15.00 %	19,556.60	4.07 %	19,556.60
PDR1	68.37	60.84	0.10	88.98 %	70,597.10	10.00 %	7,059.71	4.07 %	10,589.57
RSP1	141.10	124.84	0.07	88.48 %	108,338.40	10.00 %	10,833.84	4.07 %	16,250.76
SLM1	501.96	440.67	0.11	87.79 %	278,906.30	10.00 %	27,890.63	4.07 %	41,835.95
MCR1	183.09	156.64	0.02	85.56 %	130,232.60	10.00 %	13,023.26	4.07 %	13,023.26
ATU1	201.84	167.86	0.02	83.17 %	130,660.30	10.00 %	13,066.03	4.07 %	13,066.03
DPR2	95.63	74.51	0.10	77.91 %	54,280.00	0.00 %		4.07 %	5,428.00
MTR1	197.08	148.43	0.71	75.32 %	105,405.90	0.00 %		4.07 %	
KRI1	143.82	108.22	0.00	75.25 %	51,135.70	0.00 %		4.07 %	
KMM1	107.96	70.49	0.18	65.29 %	69,972.00	0.00 %		4.07 %	
HSR1	208.25	124.95	0.04	60.00 %	115,824.20	0.00 %		4.07 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	71.76	84.82	0.01	118.20 %	75,686.10	30.00 %	22,705.83	4.07 %	30,274.44
VNB1	122.71	131.11	0.11	106.85 %	92,839.20	25.00 %	23,209.80	4.07 %	27,851.76
WJP1	115.97	120.70	0.26	104.07 %	98,417.70	25.00 %	24,604.43	4.07 %	24,604.43
SLG1	102.54	106.21	0.00	103.58 %	82,691.90	25.00 %	20,672.98	4.07 %	20,672.98
CYR1	97.74	100.87	0.19	103.20 %	93,474.50	25.00 %	23,368.63	4.07 %	23,368.63
CPT1	76.18	78.56	0.06	103.12 %	77,143.90	25.00 %	19,285.98	4.07 %	19,285.98
KPM2	434.50	439.31	0.06	101.11 %	288,780.20	25.00 %	72,195.05	4.07 %	72,195.05
ABR1	120.31	120.72	1.60	100.34 %	110,932.60	25.00 %	27,733.15	4.07 %	27,733.15
CGM1	106.25	106.06	0.05	99.82 %	75,225.60	20.00 %	15,045.12	4.07 %	18,806.40
PLR1	74.67	74.33	0.00	99.54 %	65,432.60	20.00 %	13,086.52	4.07 %	16,358.15
VSI1	131.04	127.82	0.28	97.54 %	129,043.30	20.00 %	25,808.66	4.07 %	32,260.83
TRR1	205.12	197.46	0.41	96.26 %	141,218.90	20.00 %	28,243.78	4.07 %	35,304.73
WJD1	135.85	130.51	0.17	96.07 %	139,233.80	20.00 %	27,846.76	4.07 %	34,808.45
GDM1	115.08	105.09	0.15	91.31 %	93,443.90	15.00 %	14,016.59	4.07 %	18,688.78
UGI1	93.15	84.86	0.20	91.09 %	74,468.10	15.00 %	11,170.22	4.07 %	11,170.22
AKM1	209.25	183.81	0.14	87.84 %	152,546.90	10.00 %	15,254.69	4.07 %	22,882.04
VEL1	183.57	159.82	0.05	87.06 %	149,274.90	10.00 %	14,927.49	4.07 %	22,391.24
KPM1	132.78	114.46	0.15	86.20 %	99,476.90	10.00 %	9,947.69	4.07 %	9,947.69
VEL2	214.34	181.99	0.08	84.90 %	208,889.00	10.00 %	20,888.90	4.07 %	20,888.90
ANI1	79.95	66.77	0.09	83.51 %	59,726.00	10.00 %	5,972.60	4.07 %	5,972.60
PTU1	49.61	41.36	0.08	83.38 %	32,241.40	10.00 %	3,224.14	4.07 %	3,224.14
TRL1	225.82	186.07	0.12	82.40 %	227,584.00	10.00 %	22,758.40	4.07 %	22,758.40
TRT1	151.75	120.15	0.40	79.17 %	91,310.80	0.00 %		4.07 %	9,131.08
ARC2	142.50	112.56	0.05	78.99 %	88,842.60	0.00 %		4.07 %	8,884.26
SBR1	280.21	169.79	0.11	60.60 %	202,225.90	0.00 %		4.07 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	170.65	264.82	0.55	155.18 %	193,168.40	40.00 %	77,267.36	4.07 %	77,267.36
KKD3	133.15	179.85	0.51	135.07 %	224,520.80	40.00 %	89,808.32	4.07 %	89,808.32
KPT1	77.32	93.24	0.11	120.58 %	89,245.40	40.00 %	35,698.16	4.07 %	35,698.16
DGL2	86.58	96.87	0.18	111.88 %	88,889.40	30.00 %	26,666.82	4.07 %	26,666.82
PNI1	56.12	61.69	0.98	109.92 %	46,916.00	25.00 %	11,729.00	4.07 %	14,074.80
KYK1	71.70	77.28	0.25	107.79 %	80,230.30	25.00 %	20,057.58	4.07 %	24,069.09
PKM1	63.90	68.29	0.10	106.87 %	71,077.20	25.00 %	17,769.30	4.07 %	21,323.16
PVI1	109.43	110.87	0.03	101.32 %	129,355.00	25.00 %	32,338.75	4.07 %	32,338.75
BTU1	63.61	63.63	0.31	100.03 %	61,672.80	20.00 %	12,334.56	4.07 %	15,418.20
ADP1	114.98	111.88	0.18	97.31 %	111,837.10	20.00 %	22,367.42	4.07 %	27,959.28
TEN1	143.13	138.70	0.29	96.90 %	123,746.30	20.00 %	24,749.26	4.07 %	30,936.58
TEN2	144.51	138.22	0.24	95.65 %	87,753.60	20.00 %	17,550.72	4.07 %	17,550.72
SGP1	68.55	65.47	0.00	95.50 %	62,376.00	20.00 %	12,475.20	4.07 %	12,475.20
DKI1	143.62	136.18	0.04	94.82 %	167,188.20	15.00 %	25,078.23	4.07 %	33,437.64
TDI1	94.22	87.64	0.05	93.01 %	95,014.20	15.00 %	14,252.13	4.07 %	19,002.84
PNV1	63.84	57.05	0.19	89.36 %	56,436.40	10.00 %	5,643.64	4.07 %	8,465.46
KRR1	170.23	151.33	0.12	88.90 %	134,482.00	10.00 %	13,448.20	4.07 %	20,172.30
MLR1	99.78	88.54	0.03	88.73 %	77,437.20	10.00 %	7,743.72	4.07 %	11,615.58
MDU1	775.62	683.16	0.19	88.08 %	377,804.20	10.00 %	37,780.42	4.07 %	56,670.63
TMM1	232.81	199.06	0.37	85.50 %	151,356.90	10.00 %	15,135.69	4.07 %	15,135.69
BNR1	116.96	100.00	0.39	85.50 %	90,647.50	10.00 %	9,064.75	4.07 %	9,064.75
CBM1	175.58	150.08	0.07	85.48 %	126,313.00	10.00 %	12,631.30	4.07 %	12,631.30
USL1	130.40	110.48	0.10	84.73 %	104,150.50	10.00 %	10,415.05	4.07 %	10,415.05
ATG1	168.69	142.16	0.26	84.27 %	165,646.70	10.00 %	16,564.67	4.07 %	16,564.67
DGL1	523.86	438.80	0.26	83.76 %	343,411.00	10.00 %	34,341.10	4.07 %	34,341.10
MDU2	375.16	307.38	0.32	81.93 %	212,395.40	10.00 %	21,239.54	4.07 %	21,239.54
MPA1	173.77	140.58	0.07	80.90 %	152,975.60	10.00 %	15,297.56	4.07 %	15,297.56
ODM1	99.61	79.85	0.43	80.16 %	54,744.10	10.00 %	5,474.41	4.07 %	5,474.41
SVG1	157.59	117.24	0.18	74.40 %	117,286.70	0.00 %		4.07 %	
CMR1	95.13	69.21	0.20	72.75 %	47,900.20	0.00 %		4.07 %	
NTM1	112.01	81.19	0.02	72.48 %	62,370.30	0.00 %		4.07 %	
MDU4	144.72	103.90	0.39	71.79 %	82,997.60	0.00 %		4.07 %	
TPT1	133.06	95.05	0.19	71.43 %	159,062.70	0.00 %		4.07 %	
MDU3	229.02	157.76	0.44	68.89 %	97,951.30	0.00 %		4.07 %	
NKI1	142.77	94.42	0.31	66.13 %	125,448.90	0.00 %		4.07 %	
MNM1	94.23	59.85	0.16	63.51 %	72,502.30	0.00 %		4.07 %	
MDU5	131.24	83.12	0.05	63.33 %	101,190.90	0.00 %		4.07 %	
KKD2	91.33	18.65	0.41	20.42 %	23,042.00	0.00 %		4.07 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	168.11	216.36	0.15	128.70 %	139,105.60	40.00 %	55,642.24	4.07 %	55,642.24
ULP1	167.67	164.93	0.06	98.36 %	142,999.80	20.00 %	28,599.96	4.07 %	35,749.95
KLM1	166.55	159.77	0.25	95.93 %	179,679.70	20.00 %	35,935.94	4.07 %	35,935.94
TRK1	213.06	199.49	0.34	93.63 %	196,082.40	15.00 %	29,412.36	4.07 %	39,216.48
VPM2	165.51	150.24	0.24	90.77 %	135,403.60	15.00 %	20,310.54	4.07 %	20,310.54
CUD1	325.25	290.61	0.17	89.35 %	273,236.00	10.00 %	27,323.60	4.07 %	40,985.40
PRT1	134.67	120.32	0.22	89.35 %	109,080.40	10.00 %	10,908.04	4.07 %	16,362.06
KML1	94.42	84.30	0.43	89.28 %	76,950.80	10.00 %	7,695.08	4.07 %	11,542.62
NVL2	197.68	174.72	0.25	88.39 %	178,436.30	10.00 %	17,843.63	4.07 %	26,765.45
STP1	75.11	63.39	0.11	84.40 %	51,862.80	10.00 %	5,186.28	4.07 %	5,186.28
CDM1	246.60	205.95	0.15	83.52 %	168,548.80	10.00 %	16,854.88	4.07 %	16,854.88
TDM1	147.81	120.55	0.06	81.55 %	93,827.90	10.00 %	9,382.79	4.07 %	9,382.79
MKM1	75.49	60.83	0.25	80.58 %	53,620.00	10.00 %	5,362.00	4.07 %	5,362.00
KKI2	219.75	175.36	0.22	79.80 %	133,370.60	0.00 %		4.07 %	13,337.06
POY2	255.83	199.37	0.11	77.93 %	157,116.90	0.00 %		4.07 %	15,711.69
POY1	286.24	216.81	0.18	75.74 %	223,417.20	0.00 %		4.07 %	
TVM1	102.98	74.36	0.30	72.21 %	38,336.30	0.00 %		4.07 %	
VPM1	66.95	47.83	0.21	71.44 %	41,297.70	0.00 %		4.07 %	
TVM2	153.76	95.79	0.02	62.30 %	56,116.90	0.00 %		4.07 %	
VCM1	103.53	58.29	0.00	56.31 %	47,172.80	0.00 %		4.07 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY4	61.17	200.18	0.21	327.25 %	135,391.50	40.00 %	54,156.60	4.07 %	54,156.60
TVR1	70.68	82.13	0.00	116.20 %	71,107.90	30.00 %	21,332.37	4.07 %	28,443.16
KRN1	91.70	101.61	0.02	110.80 %	96,338.80	30.00 %	28,901.64	4.07 %	28,901.64
TRY3	130.20	144.07	0.07	110.65 %	97,735.90	30.00 %	29,320.77	4.07 %	29,320.77
TVR2	184.17	203.23	0.06	110.35 %	160,008.20	30.00 %	48,002.46	4.07 %	48,002.46
MVM1	209.48	215.04	0.02	102.66 %	228,737.40	25.00 %	57,184.35	4.07 %	57,184.35
MDI1	144.19	147.56	0.21	102.33 %	123,931.20	25.00 %	30,982.80	4.07 %	30,982.80
TYR1	199.96	198.67	0.08	99.35 %	133,406.30	20.00 %	26,681.26	4.07 %	33,351.58
KIK1	105.17	93.96	0.00	89.34 %	97,374.00	10.00 %	9,737.40	4.07 %	14,606.10
PBR1	97.84	87.01	0.03	88.93 %	77,640.10	10.00 %	7,764.01	4.07 %	11,646.02
TNJ2	243.90	213.82	0.13	87.67 %	160,669.00	10.00 %	16,066.90	4.07 %	24,100.35
JKM1	165.67	143.18	0.02	86.43 %	105,581.80	10.00 %	10,558.18	4.07 %	10,558.18
NMM1	110.78	95.65	0.10	86.34 %	108,917.10	10.00 %	10,891.71	4.07 %	10,891.71
AYR1	129.98	108.33	0.02	83.34 %	76,297.50	10.00 %	7,629.75	4.07 %	7,629.75
TNJ1	309.09	256.63	0.15	83.03 %	185,857.40	10.00 %	18,585.74	4.07 %	18,585.74
TTP1	171.25	142.09	0.03	82.97 %	142,781.70	10.00 %	14,278.17	4.07 %	14,278.17
MSI1	129.94	106.86	0.06	82.24 %	86,548.60	10.00 %	8,654.86	4.07 %	8,654.86
PDK1	105.59	86.57	0.25	81.99 %	72,494.20	10.00 %	7,249.42	4.07 %	7,249.42
ORU1	92.84	76.11	0.19	81.98 %	85,990.30	10.00 %	8,599.03	4.07 %	8,599.03
PBR2	314.95	257.98	0.11	81.91 %	200,214.70	10.00 %	20,021.47	4.07 %	20,021.47
NGT1	168.54	136.97	0.04	81.27 %	138,770.50	10.00 %	13,877.05	4.07 %	13,877.05
TRY2	91.08	73.54	0.12	80.74 %	54,389.90	10.00 %	5,438.99	4.07 %	5,438.99
KUM1	270.65	203.85	0.13	75.32 %	171,131.60	0.00 %		4.07 %	
APM1	65.97	45.65	0.10	69.20 %	56,937.40	0.00 %		4.07 %	
PTK1	221.62	151.91	0.26	68.55 %	128,795.60	0.00 %		4.07 %	
NCK1	84.58	55.68	0.05	65.83 %	51,942.40	0.00 %		4.07 %	
TRY1	999.88	608.85	0.10	60.89 %	410,900.20	0.00 %		4.07 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	56.43	73.60	0.43	130.43 %	106,291.20	40.00 %	42,516.48	4.07 %	42,516.48
PPI1	74.63	92.67	0.08	124.16 %	113,559.10	40.00 %	45,423.64	4.07 %	45,423.64
GBM1	89.86	103.65	0.42	115.34 %	65,598.10	30.00 %	19,679.43	4.07 %	26,239.24
KGM1	65.55	74.53	0.10	113.71 %	79,801.00	30.00 %	23,940.30	4.07 %	23,940.30
TPR4	64.36	73.16	0.07	113.67 %	63,539.90	30.00 %	19,061.97	4.07 %	19,061.97
TPR3	95.97	103.85	0.04	108.21 %	151,412.30	25.00 %	37,853.08	4.07 %	45,423.69
PDM1	67.65	73.07	0.00	108.01 %	70,931.70	25.00 %	17,732.93	4.07 %	21,279.51
MPM1	105.43	113.22	0.14	107.39 %	140,935.20	25.00 %	35,233.80	4.07 %	42,280.56
AVI1	96.32	101.82	0.12	105.72 %	85,920.90	25.00 %	21,480.23	4.07 %	25,776.27
ANR1	32.22	32.27	0.53	100.15 %	40,269.40	25.00 %	10,067.35	4.07 %	10,067.35
SUL1	97.55	96.67	0.21	99.10 %	137,892.10	20.00 %	27,578.42	4.07 %	34,473.03
CBE2	601.15	554.87	0.08	92.30 %	424,385.90	15.00 %	63,657.89	4.07 %	84,877.18
SYM2	111.25	94.91	0.07	85.32 %	87,777.20	10.00 %	8,777.72	4.07 %	8,777.72
KMR1	234.48	198.71	0.03	84.74 %	223,580.60	10.00 %	22,358.06	4.07 %	22,358.06
CBE1	100.48	84.74	0.10	84.33 %	105,124.90	10.00 %	10,512.49	4.07 %	10,512.49
GDR1	106.13	89.08	0.37	83.94 %	67,055.00	10.00 %	6,705.50	4.07 %	6,705.50
CBE6	125.96	105.73	0.22	83.94 %	109,512.30	10.00 %	10,951.23	4.07 %	10,951.23
KGI1	121.10	100.65	0.00	83.11 %	66,975.90	10.00 %	6,697.59	4.07 %	6,697.59
CNR1	93.59	77.53	0.02	82.84 %	76,196.70	10.00 %	7,619.67	4.07 %	7,619.67
TPR2	245.96	195.05	0.01	79.30 %	132,268.40	0.00 %		4.07 %	13,226.84
DPM2	132.47	101.68	0.03	76.75 %	99,130.80	0.00 %		4.07 %	
TPR1	203.12	152.40	0.28	75.03 %	119,142.80	0.00 %		4.07 %	
SNR1	133.72	94.25	0.07	70.49 %	88,512.10	0.00 %		4.07 %	
CBE5	87.45	59.32	0.04	67.84 %	86,331.00	0.00 %		4.07 %	
CBE3	64.79	43.70	0.06	67.45 %	66,150.70	0.00 %		4.07 %	
PLI1	212.67	136.28	0.13	64.08 %	121,939.90	0.00 %		4.07 %	
CBE4	202.84	129.40	0.10	63.80 %	149,497.50	0.00 %		4.07 %	
UAM1	243.93	146.23	0.07	59.95 %	130,820.50	0.00 %		4.07 %	
UMP1	127.32	62.27	0.38	48.91 %	64,209.00	0.00 %		4.07 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	97.82	127.87	0.13	130.72 %	143,824.10	40.00 %	57,529.64	4.07 %	57,529.64
ARM1	102.49	112.32	0.60	109.58 %	89,896.10	25.00 %	22,474.03	4.07 %	26,968.83
KYR1	81.26	87.73	0.18	107.96 %	80,091.80	25.00 %	20,022.95	4.07 %	24,027.54
UDN1	98.86	103.00	0.23	104.18 %	95,703.60	25.00 %	23,925.90	4.07 %	23,925.90
TCN1	161.46	153.94	0.33	95.34 %	153,562.60	20.00 %	30,712.52	4.07 %	30,712.52
TUT2	317.93	299.79	0.18	94.29 %	222,850.70	15.00 %	33,427.61	4.07 %	44,570.14
RPM1	243.52	227.03	0.36	93.23 %	216,586.90	15.00 %	32,488.04	4.07 %	43,317.38
VNR1	105.06	97.54	0.07	92.84 %	91,983.50	15.00 %	13,797.53	4.07 %	18,396.70
SKD1	94.58	87.23	0.16	92.24 %	81,142.50	15.00 %	12,171.38	4.07 %	16,228.50
TUT1	829.93	753.31	0.24	90.77 %	745,186.00	15.00 %	111,777.90	4.07 %	111,777.90
TKS2	301.98	273.86	0.29	90.69 %	231,913.90	15.00 %	34,787.09	4.07 %	34,787.09
VNR2	381.19	337.00	0.13	88.41 %	296,469.20	10.00 %	29,646.92	4.07 %	44,470.38
SDI1	114.74	99.93	0.30	87.10 %	87,050.70	10.00 %	8,705.07	4.07 %	13,057.61
PKD1	214.85	186.36	0.20	86.74 %	184,042.90	10.00 %	18,404.29	4.07 %	27,606.44
SNL1	157.02	135.24	0.37	86.13 %	100,106.10	10.00 %	10,010.61	4.07 %	10,010.61
NGR1	489.02	420.62	0.82	86.01 %	315,530.00	10.00 %	31,553.00	4.07 %	31,553.00
ASM1	112.29	96.11	0.29	85.59 %	95,831.60	10.00 %	9,583.16	4.07 %	9,583.16
TKS1	250.73	211.91	0.10	84.52 %	219,636.30	10.00 %	21,963.63	4.07 %	21,963.63
SVK1	257.03	216.34	0.19	84.17 %	184,808.50	10.00 %	18,480.85	4.07 %	18,480.85
SGT1	72.63	61.06	0.27	84.08 %	51,932.90	10.00 %	5,193.29	4.07 %	5,193.29
STU2	98.07	81.03	0.38	82.62 %	65,363.90	10.00 %	6,536.39	4.07 %	6,536.39
APK1	172.99	141.64	0.17	81.87 %	144,009.20	10.00 %	14,400.92	4.07 %	14,400.92
TYI1	129.86	105.34	0.35	81.11 %	118,118.10	10.00 %	11,811.81	4.07 %	11,811.81
KVT1	410.19	331.81	0.68	80.89 %	384,228.10	10.00 %	38,422.81	4.07 %	38,422.81
PDI1	122.35	94.76	0.20	77.45 %	81,750.00	0.00 %		4.07 %	8,175.00
MMT1	131.82	102.07	0.09	77.43 %	76,677.80	0.00 %		4.07 %	7,667.78
TVL1	768.41	574.83	0.75	74.81 %	423,808.40	0.00 %		4.07 %	
KGL1	119.07	87.34	0.08	73.35 %	83,781.10	0.00 %		4.07 %	
VKM1	105.93	77.39	0.04	73.06 %	102,646.90	0.00 %		4.07 %	
VLY1	253.50	173.14	0.38	68.30 %	134,090.80	0.00 %		4.07 %	
RND1	288.97	194.07	0.12	67.16 %	245,935.70	0.00 %		4.07 %	
APK2	193.53	124.32	0.27	64.24 %	127,952.80	0.00 %		4.07 %	
TKY1	183.84	117.08	0.11	63.69 %	86,458.10	0.00 %		4.07 %	
KSM1	80.07	49.87	0.04	62.28 %	45,308.50	0.00 %		4.07 %	
TVL2	73.20	44.32	0.11	60.54 %	24,286.30	0.00 %		4.07 %	
MAR1	283.57	166.57	0.24	58.74 %	139,250.30	0.00 %		4.07 %	
COL1	55.80	27.65	0.02	49.55 %	33,050.60	0.00 %		4.07 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH19	214.52	227.00	0.13	105.82 %	199,753.90	25.00 %	49,938.48	4.07 %	59,926.17
TKM1	89.28	92.38	0.13	103.46 %	97,600.80	25.00 %	24,400.20	4.07 %	24,400.20
CH28	189.65	195.37	0.14	103.02 %	293,351.90	25.00 %	73,337.98	4.07 %	73,337.98
CH40	117.50	114.46	0.01	97.41 %	57,199.40	20.00 %	11,439.88	4.07 %	14,299.85
MRM1	175.92	169.03	0.17	96.08 %	167,660.10	20.00 %	33,532.02	4.07 %	41,915.03
MC10	46.57	44.58	0.00	95.74 %	33,355.20	20.00 %	6,671.04	4.07 %	6,671.04
CH35	145.59	133.94	0.07	92.00 %	133,569.60	15.00 %	20,035.44	4.07 %	26,713.92
CH42	240.31	219.90	0.18	91.51 %	220,178.00	15.00 %	33,026.70	4.07 %	44,035.60
GUD1	158.25	141.34	0.14	89.32 %	215,467.90	10.00 %	21,546.79	4.07 %	32,320.19
CH37	124.33	109.45	0.06	88.04 %	86,536.30	10.00 %	8,653.63	4.07 %	12,980.45
CH16	378.98	332.88	0.12	87.84 %	343,444.60	10.00 %	34,344.46	4.07 %	51,516.69
GUD2	155.63	135.38	0.15	86.99 %	129,327.80	10.00 %	12,932.78	4.07 %	19,399.17
CH39	107.59	91.15	0.17	84.72 %	88,909.20	10.00 %	8,890.92	4.07 %	8,890.92
CH48	218.41	180.52	0.17	82.65 %	192,933.40	10.00 %	19,293.34	4.07 %	19,293.34
AVD1	271.11	223.92	0.35	82.59 %	183,519.40	10.00 %	18,351.94	4.07 %	18,351.94
CH45	191.65	156.94	0.40	81.89 %	143,439.20	10.00 %	14,343.92	4.07 %	14,343.92
CH38	144.45	117.77	0.11	81.53 %	128,587.70	10.00 %	12,858.77	4.07 %	12,858.77
CGL1	126.54	100.93	0.08	79.76 %	94,023.20	0.00 %		4.07 %	9,402.32
CH14	410.34	323.31	0.19	78.79 %	274,776.90	0.00 %		4.07 %	27,477.69
SKL1	147.85	110.96	0.41	75.05 %	140,744.00	0.00 %		4.07 %	
CH22	167.85	123.85	0.14	73.78 %	130,990.40	0.00 %		4.07 %	
CH08	398.22	285.27	0.11	71.64 %	402,777.70	0.00 %		4.07 %	
CH05	338.87	239.11	0.16	70.56 %	216,604.20	0.00 %		4.07 %	
CH11	212.89	132.79	0.23	62.37 %	128,717.20	0.00 %		4.07 %	
CH07	282.12	175.92	0.20	62.36 %	177,644.00	0.00 %		4.07 %	
CH30	231.80	143.68	0.39	61.98 %	115,643.80	0.00 %		4.07 %	
KNR1	198.00	121.84	0.18	61.53 %	106,091.40	0.00 %		4.07 %	
CH26	56.76	33.43	0.08	58.90 %	34,873.20	0.00 %		4.07 %	
CH29	65.17	30.85	0.60	47.35 %	36,315.30	0.00 %		4.07 %	
MC09	35.78	14.27	0.23	39.89 %	7,201.80	0.00 %		4.07 %	
MC02	34.41	6.43	0.00	18.67 %	2,244.10	0.00 %		4.07 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH17	84.02	115.31	0.18	137.24 %	121,436.30	40.00 %	48,574.52	4.07 %	48,574.52
CH46	120.42	114.38	0.29	94.99 %	90,491.50	15.00 %	13,573.73	4.07 %	18,098.30
CH34	243.14	218.61	0.16	89.91 %	188,100.90	10.00 %	18,810.09	4.07 %	28,215.14
UKI1	150.81	134.87	0.15	89.43 %	105,008.40	10.00 %	10,500.84	4.07 %	15,751.26
CH33	166.86	149.05	0.05	89.32 %	156,019.30	10.00 %	15,601.93	4.07 %	23,402.90
GPD1	173.64	150.42	0.14	86.63 %	105,540.20	10.00 %	10,554.02	4.07 %	15,831.03
CH12	311.44	263.77	0.28	84.70 %	282,393.10	10.00 %	28,239.31	4.07 %	28,239.31
CH18	239.71	197.91	0.03	82.56 %	262,097.80	10.00 %	26,209.78	4.07 %	26,209.78
CH06	231.55	189.38	0.30	81.79 %	166,153.60	10.00 %	16,615.36	4.07 %	16,615.36
CH23	85.32	69.59	0.04	81.56 %	79,688.00	10.00 %	7,968.80	4.07 %	7,968.80
CH43	179.40	145.07	0.16	80.86 %	180,357.60	10.00 %	18,035.76	4.07 %	18,035.76
CH24	205.77	163.42	0.32	79.42 %	174,832.50	0.00 %		4.07 %	17,483.25
CH44	184.04	145.76	0.04	79.20 %	132,352.00	0.00 %		4.07 %	13,235.20
CH15	570.66	451.13	0.16	79.05 %	386,058.30	0.00 %		4.07 %	38,605.83
CH21	390.52	298.93	0.18	76.55 %	225,099.20	0.00 %		4.07 %	
CH03	549.85	417.11	0.23	75.86 %	394,503.60	0.00 %		4.07 %	
PON1	123.11	92.54	0.14	75.17 %	96,514.00	0.00 %		4.07 %	
CH20	288.92	216.40	0.64	74.90 %	210,969.20	0.00 %		4.07 %	
CH32	36.28	24.63	0.12	67.90 %	14,125.10	0.00 %		4.07 %	
CH41	207.78	138.05	0.50	66.44 %	156,405.90	0.00 %		4.07 %	
CH09	226.49	148.16	0.23	65.42 %	169,843.70	0.00 %		4.07 %	
CH31	92.91	60.52	0.13	65.13 %	56,597.00	0.00 %		4.07 %	
MC06	67.93	42.35	0.00	62.35 %	28,521.40	0.00 %		4.07 %	
MC05	89.83	54.95	0.00	61.17 %	21,340.20	0.00 %		4.07 %	
MJR1	369.77	225.69	0.10	61.03 %	177,983.10	0.00 %		4.07 %	
CH27	85.43	50.74	0.26	59.39 %	54,574.00	0.00 %		4.07 %	
CH36	116.98	58.03	0.15	49.61 %	40,657.00	0.00 %		4.07 %	
CH01	16.40	5.09	0.07	31.05 %	1,674.50	0.00 %		4.07 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	98.66	59.72	0.05	60.53 %	53,261.70	0.00 %		4.07 %	
TVP1	246.06	143.08	0.33	58.15 %	117,835.10	0.00 %		4.07 %	
KLR1	79.73	41.35	0.15	51.86 %	35,387.30	0.00 %		4.07 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	124.16	4.18	0.00 %	(5,233.30)	0.00 %		0.00 %	
GHUB	0.00	424.79	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	31.63	1.59	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 %	