

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
33,305.27 L	28,939.12 L	86.89 %	3.11 %	259.89 L

Note : Sales Period is From :01-Aug-2025 To :31-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	266.76	317.04	118.85 %	0.00	3.11 %	0.00
NORTH ARCOT	2,531.11	2,393.38	94.56 %	69,000.00	3.11 %	69,000.00
SOUTH ARCOT	2,465.46	2,303.16	93.42 %	69,000.00	3.11 %	69,000.00
WEST-02	3,083.16	2,759.14	89.49 %	0.00	3.11 %	0.00
SOUTH-01	5,522.28	4,867.62	88.15 %	0.00	3.11 %	0.00
TRICHY-01	3,803.60	3,279.35	86.22 %	0.00	3.11 %	0.00
WEST-01	2,475.86	2,118.06	85.55 %	0.00	3.11 %	0.00
SOUTH-03	3,970.21	3,197.80	80.54 %	0.00	3.11 %	0.00
CHENNAI-01	4,929.43	3,945.27	80.04 %	0.00	3.11 %	0.00
CHENNAI-02	4,257.40	3,403.50	79.94 %	0.00	3.11 %	0.00
OTHERS	0.00	354.78	0.00 %	0.00	0.00 %	0.00
Total	33,305.27	28,939.12	86.89 %		3.11 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	266.76	317.04	118.85%	60,000.00	3.11 %	90,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	891.81	869.87	97.54%	60,000.00	3.11 %	120,000.00
	NA02	872.78	833.91	95.55%	60,000.00	3.11 %	60,000.00
	NA03	766.52	689.60	89.97%	0.00	3.11 %	45,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	848.32	816.95	96.30%	60,000.00	3.11 %	60,000.00
	SA03	733.37	675.54	92.11%	45,000.00	3.11 %	45,000.00
	SA02	883.77	810.67	91.73%	60,000.00	3.11 %	60,000.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	683.29	648.25	94.87%	45,000.00	3.11 %	45,000.00
	HSR1	658.08	604.73	91.89%	45,000.00	3.11 %	45,000.00
	SLM1	913.00	815.67	89.34%	0.00	3.11 %	60,000.00
	ERD1	828.79	690.49	83.31%	0.00	3.11 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	917.11	881.30	96.10%	60,000.00	3.11 %	60,000.00
	TKS1	723.77	680.84	94.07%	45,000.00	3.11 %	45,000.00
	VNR1	653.40	613.08	93.83%	45,000.00	3.11 %	45,000.00
	TUT1	1,268.09	1,123.71	88.61%	0.00	3.11 %	82,500.00
	TVL1	918.39	798.90	86.99%	0.00	3.11 %	0.00
	NGR1	1,041.52	769.79	73.91%	0.00	3.11 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	815.63	807.46	99.00%	60,000.00	3.11 %	120,000.00
	TNJ1	806.97	746.29	92.48%	52,500.00	3.11 %	52,500.00
	PTK1	726.20	627.59	86.42%	0.00	3.11 %	0.00
	TRY1	1,454.80	1,098.02	75.48%	0.00	3.11 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	280.22	273.59	97.64%	15,000.00	3.11 %	30,000.00
	UAM1	459.62	422.65	91.96%	30,000.00	3.11 %	30,000.00
	TPR1	289.87	245.49	84.69%	0.00	3.11 %	0.00
	CBE1	1,093.48	890.67	81.45%	0.00	3.11 %	0.00
	PLI1	352.67	285.67	81.00%	0.00	3.11 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	639.77	592.26	92.57%	37,500.00	3.11 %	37,500.00
	MDU2	1,145.34	915.25	79.91%	0.00	3.11 %	0.00
	KKD2	823.63	648.94	78.79%	0.00	3.11 %	0.00
	DGL1	1,212.57	946.52	78.06%	0.00	3.11 %	0.00
	KRR1	148.90	94.83	63.69%	0.00	3.11 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	939.77	841.84	89.58%	0.00	3.11 %	60,000.00
	CH05	1,265.51	1,055.19	83.38%	0.00	3.11 %	0.00
	CH06	1,626.20	1,249.61	76.84%	0.00	3.11 %	0.00
	CH08	1,097.95	798.63	72.74%	0.00	3.11 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	1,180.94	1,055.93	89.41%	0.00	3.11 %	75,000.00
	CH01	1,090.20	860.50	78.93%	0.00	3.11 %	0.00
	CH07	1,088.02	816.15	75.01%	0.00	3.11 %	0.00
	CH09	898.24	670.92	74.69%	0.00	3.11 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.90	0.00%	0.00	0.00 %	0.00
	CH02	0.00	122.51	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	175.09	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	14.02	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.51	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	10.86	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	9.34	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	16.56	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)
KLR1	26.79	63.83	0.06	238.25 %	71,598.70	40.00 %	28,639.48	3.11 %	28,639.48
PAS1	59.10	69.02	0.00	116.78 %	52,300.70	30.00 %	15,690.21	3.11 %	20,920.28
TVP1	180.87	184.20	0.13	101.84 %	122,879.50	25.00 %	30,719.88	3.11 %	30,719.88

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	66.05	79.94	0.06	121.02 %	62,998.40	40.00 %	25,199.36	3.11 %	25,199.36
BGR1	45.62	53.93	0.10	118.21 %	53,657.90	30.00 %	16,097.37	3.11 %	21,463.16
ABR1	101.88	118.63	0.12	116.44 %	98,895.60	30.00 %	29,668.68	3.11 %	39,558.24
CPT1	52.72	57.38	0.05	108.85 %	58,201.40	25.00 %	14,550.35	3.11 %	17,460.42
ANI1	51.52	55.97	0.03	108.63 %	43,504.80	25.00 %	10,876.20	3.11 %	13,051.44
ARC2	81.40	87.14	0.08	107.05 %	69,101.70	25.00 %	17,275.43	3.11 %	20,730.51
SLG1	60.65	62.77	0.01	103.49 %	63,289.10	25.00 %	15,822.28	3.11 %	15,822.28
WJD1	106.72	108.42	0.14	101.60 %	122,377.80	25.00 %	30,594.45	3.11 %	30,594.45
GDM1	79.76	80.95	0.03	101.50 %	69,566.20	25.00 %	17,391.55	3.11 %	17,391.55
TRR1	155.49	157.74	0.24	101.45 %	121,732.00	25.00 %	30,433.00	3.11 %	30,433.00
KPM1	91.48	92.16	0.14	100.74 %	72,974.00	25.00 %	18,243.50	3.11 %	18,243.50
AKM1	115.93	116.01	0.02	100.07 %	118,591.20	20.00 %	23,718.24	3.11 %	29,647.80
WJP1	80.97	80.64	0.13	99.59 %	71,899.90	20.00 %	14,379.98	3.11 %	17,974.98
PLR1	51.89	48.91	0.04	94.25 %	40,995.30	15.00 %	6,149.30	3.11 %	8,199.06
SBR1	137.97	128.29	0.19	92.98 %	141,377.90	15.00 %	21,206.69	3.11 %	28,275.58
KPM2	291.98	268.81	0.06	92.07 %	181,949.20	15.00 %	27,292.38	3.11 %	27,292.38
TRL1	176.58	154.68	0.34	87.60 %	131,011.60	10.00 %	13,101.16	3.11 %	19,651.74
VSI1	100.22	87.25	0.10	87.06 %	106,544.00	10.00 %	10,654.40	3.11 %	10,654.40
VEL1	151.35	131.30	0.07	86.76 %	136,781.00	10.00 %	13,678.10	3.11 %	13,678.10
CGM1	88.26	74.71	0.07	84.65 %	51,579.00	10.00 %	5,157.90	3.11 %	5,157.90
CYR1	71.81	60.72	0.02	84.56 %	60,808.00	10.00 %	6,080.80	3.11 %	6,080.80
UGI1	68.31	54.55	0.07	79.85 %	47,034.70	0.00 %		3.11 %	4,703.47
VEL2	178.10	141.73	0.07	79.58 %	151,157.40	0.00 %		3.11 %	15,115.74
PTU1	37.92	29.04	0.01	76.59 %	18,878.00	0.00 %		3.11 %	
TRT1	86.53	61.71	0.21	71.32 %	46,938.90	0.00 %		3.11 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VPM2	124.04	150.31	0.15	121.18 %	97,345.70	40.00 %	38,938.28	3.11 %	38,938.28
TRK1	138.52	156.24	0.17	112.79 %	148,599.70	30.00 %	44,579.91	3.11 %	44,579.91
KML1	62.51	69.97	0.23	111.94 %	45,872.90	30.00 %	13,761.87	3.11 %	13,761.87
NVL2	136.29	151.97	0.12	111.50 %	129,844.10	30.00 %	38,953.23	3.11 %	38,953.23
POY2	186.92	200.65	0.08	107.35 %	142,511.30	25.00 %	35,627.83	3.11 %	42,753.39
POY1	209.35	223.53	0.06	106.77 %	234,263.30	25.00 %	58,565.83	3.11 %	70,278.99
CDM1	151.54	153.66	0.40	101.40 %	136,596.00	25.00 %	34,149.00	3.11 %	34,149.00
TDM1	106.86	97.11	0.38	90.87 %	61,951.40	15.00 %	9,292.71	3.11 %	9,292.71
ULP1	131.50	118.63	0.14	90.21 %	97,676.00	15.00 %	14,651.40	3.11 %	14,651.40
KLM1	132.60	119.48	0.03	90.11 %	124,683.00	15.00 %	18,702.45	3.11 %	18,702.45
CUD1	258.51	230.78	0.12	89.27 %	194,150.00	10.00 %	19,415.00	3.11 %	29,122.50
SJI1	117.39	98.98	0.06	84.32 %	60,418.40	10.00 %	6,041.84	3.11 %	6,041.84
VPM1	51.52	42.51	0.41	82.52 %	29,721.00	10.00 %	2,972.10	3.11 %	2,972.10
KKI2	158.08	129.24	0.11	81.75 %	91,872.50	10.00 %	9,187.25	3.11 %	9,187.25
VCM1	81.77	64.55	0.03	78.94 %	48,285.10	0.00 %		3.11 %	4,828.51
PRT1	102.89	79.66	0.07	77.42 %	64,403.80	0.00 %		3.11 %	
STP1	59.19	43.01	0.24	72.66 %	29,718.70	0.00 %		3.11 %	
MKM1	60.94	42.50	0.08	69.75 %	40,351.20	0.00 %		3.11 %	
TVM1	86.59	59.15	0.30	68.31 %	31,785.60	0.00 %		3.11 %	
TVM2	108.45	71.24	0.00	65.69 %	39,217.90	0.00 %		3.11 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	49.56	63.12	0.00	127.35 %	60,049.50	40.00 %	24,019.80	3.11 %	24,019.80
PMP1	67.47	73.64	0.21	109.15 %	51,651.80	25.00 %	12,912.95	3.11 %	15,495.54
SLM2	81.78	87.57	0.12	107.08 %	65,961.40	25.00 %	16,490.35	3.11 %	19,788.42
KVP1	56.33	59.79	0.07	106.15 %	51,585.70	25.00 %	12,896.43	3.11 %	12,896.43
VPD1	95.13	100.95	0.08	106.12 %	110,502.60	25.00 %	27,625.65	3.11 %	27,625.65
HRR1	70.79	74.92	0.11	105.84 %	46,962.20	25.00 %	11,740.55	3.11 %	11,740.55
TRM1	104.70	109.00	0.08	104.11 %	91,041.30	25.00 %	22,760.33	3.11 %	22,760.33
MCR1	93.50	95.85	0.09	102.52 %	92,568.10	25.00 %	23,142.03	3.11 %	23,142.03
PLC1	64.41	65.53	0.00	101.74 %	60,958.70	25.00 %	15,239.68	3.11 %	15,239.68
TCG1	53.03	53.44	0.11	100.78 %	39,560.00	25.00 %	9,890.00	3.11 %	9,890.00
OML1	92.01	92.41	0.49	100.43 %	75,812.20	25.00 %	18,953.05	3.11 %	18,953.05
EPI1	79.79	78.85	0.21	98.82 %	74,944.30	20.00 %	14,988.86	3.11 %	18,736.08
ATU1	115.20	113.17	0.12	98.24 %	84,334.70	20.00 %	16,866.94	3.11 %	21,083.68
NKL2	119.44	114.39	0.00	95.77 %	123,329.80	20.00 %	24,665.96	3.11 %	24,665.96
DPR1	51.96	49.35	0.03	94.97 %	38,625.90	15.00 %	5,793.89	3.11 %	7,725.18
EDP1	51.40	48.07	0.16	93.52 %	29,999.30	15.00 %	4,499.90	3.11 %	5,999.86
SGG1	33.35	31.02	0.00	93.01 %	26,978.10	15.00 %	4,046.72	3.11 %	5,395.62
BMD1	71.04	65.10	0.00	91.63 %	55,852.70	15.00 %	8,377.91	3.11 %	8,377.91
KRI1	91.94	83.41	0.11	90.72 %	66,488.80	15.00 %	9,973.32	3.11 %	9,973.32
ERD1	179.30	159.10	0.23	88.73 %	134,939.70	10.00 %	13,493.97	3.11 %	20,240.96
RSP1	75.70	66.55	0.36	87.91 %	72,239.50	10.00 %	7,223.95	3.11 %	10,835.93
HSR2	186.34	158.70	0.12	85.16 %	124,311.70	10.00 %	12,431.17	3.11 %	12,431.17
SLM1	269.04	219.70	0.13	81.66 %	149,935.70	10.00 %	14,993.57	3.11 %	14,993.57
MTR1	133.57	108.75	0.03	81.42 %	107,860.90	10.00 %	10,786.09	3.11 %	10,786.09
DPR2	65.72	52.87	0.00	80.45 %	50,383.50	10.00 %	5,038.35	3.11 %	5,038.35
SLM3	145.96	116.41	0.22	79.76 %	88,601.00	0.00 %		3.11 %	8,860.10
CMI1	40.78	31.73	0.00	77.81 %	42,563.30	0.00 %		3.11 %	4,256.33
ERD2	161.25	123.89	0.10	76.83 %	152,775.90	0.00 %		3.11 %	
PDR1	43.28	32.15	0.33	74.29 %	46,597.00	0.00 %		3.11 %	
HSR1	142.03	100.54	0.36	70.79 %	100,458.20	0.00 %		3.11 %	
APN1	74.70	50.95	0.14	68.20 %	64,409.10	0.00 %		3.11 %	
VKL1	55.95	37.65	0.10	67.29 %	44,312.20	0.00 %		3.11 %	
KMM1	66.71	40.56	0.26	60.80 %	39,599.10	0.00 %		3.11 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	41.20	92.96	0.13	225.63 %	116,582.30	40.00 %	46,632.92	3.11 %	46,632.92
ERL2	83.43	134.64	0.10	161.38 %	131,928.00	40.00 %	52,771.20	3.11 %	52,771.20
TKS2	184.78	212.26	0.39	114.87 %	158,693.30	30.00 %	47,607.99	3.11 %	47,607.99
ASM1	73.15	79.32	0.17	108.43 %	93,061.60	25.00 %	23,265.40	3.11 %	27,918.48
PKD1	109.95	113.39	0.14	103.12 %	104,501.90	25.00 %	26,125.48	3.11 %	26,125.48
TKS1	165.22	169.54	0.17	102.61 %	173,929.50	25.00 %	43,482.38	3.11 %	43,482.38
KYR1	62.79	61.35	0.39	97.71 %	57,910.40	20.00 %	11,582.08	3.11 %	14,477.60
UDN1	69.14	67.25	0.34	97.27 %	55,699.80	20.00 %	11,139.96	3.11 %	13,924.95
RND1	164.56	152.38	0.26	92.60 %	163,437.00	15.00 %	24,515.55	3.11 %	32,687.40
KVT1	260.78	239.41	0.03	91.80 %	286,506.50	15.00 %	42,975.98	3.11 %	42,975.98
VNR1	70.84	64.48	0.08	91.03 %	53,126.10	15.00 %	7,968.92	3.11 %	7,968.92
TKY1	93.78	85.12	0.05	90.77 %	87,085.40	15.00 %	13,062.81	3.11 %	13,062.81
TVL1	537.06	481.56	0.19	89.67 %	397,795.80	10.00 %	39,779.58	3.11 %	59,669.37
VNR2	287.09	256.03	0.18	89.18 %	226,952.50	10.00 %	22,695.25	3.11 %	34,042.88
KGL1	73.38	65.25	0.20	88.93 %	49,768.80	10.00 %	4,976.88	3.11 %	7,465.32
STU2	56.58	50.28	0.85	88.87 %	38,928.10	10.00 %	3,892.81	3.11 %	5,839.22
TUT1	605.86	536.43	0.16	88.54 %	541,634.20	10.00 %	54,163.42	3.11 %	81,245.13
TCN1	136.83	115.85	0.26	84.66 %	125,095.50	10.00 %	12,509.55	3.11 %	12,509.55
ARM1	52.91	44.67	0.63	84.42 %	39,921.80	10.00 %	3,992.18	3.11 %	3,992.18
RPM1	159.67	133.18	0.27	83.41 %	133,699.70	10.00 %	13,369.97	3.11 %	13,369.97
VLY1	188.58	156.59	0.21	83.03 %	114,729.70	10.00 %	11,472.97	3.11 %	11,472.97
TUT2	228.70	189.80	0.25	82.99 %	149,699.30	10.00 %	14,969.93	3.11 %	14,969.93
APK1	125.44	102.43	0.05	81.66 %	128,726.80	10.00 %	12,872.68	3.11 %	12,872.68
PDI1	79.70	64.05	0.02	80.37 %	59,775.10	10.00 %	5,977.51	3.11 %	5,977.51
SNL1	109.38	87.52	0.30	80.02 %	60,415.10	0.00 %		3.11 %	6,041.51
SVK1	170.03	134.54	0.18	79.13 %	116,505.50	0.00 %		3.11 %	11,650.55
KSM1	47.87	37.59	0.00	78.52 %	27,021.20	0.00 %		3.11 %	2,702.12
SDI1	76.22	59.55	0.27	78.13 %	50,641.30	0.00 %		3.11 %	5,064.13
VKM1	111.87	84.02	0.15	75.10 %	97,365.30	0.00 %		3.11 %	
NGR1	478.58	354.37	0.22	74.05 %	209,159.40	0.00 %		3.11 %	
SGT1	58.18	42.26	0.00	72.64 %	29,398.10	0.00 %		3.11 %	
MAR1	199.55	134.29	0.06	67.30 %	101,893.00	0.00 %		3.11 %	
COL1	44.42	28.49	0.01	64.13 %	25,632.40	0.00 %		3.11 %	
MMT1	103.94	64.69	0.26	62.23 %	57,760.00	0.00 %		3.11 %	
TYI1	136.16	78.04	0.29	57.31 %	88,858.10	0.00 %		3.11 %	
TVL2	66.69	36.77	0.12	55.13 %	21,991.50	0.00 %		3.11 %	
ERL1	7.97	1.70	2.25	21.37 %	(16,066.00)	0.00 %		3.11 %	
APK2	0.00	55.60	0.00	0.00 %	79,707.30	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)
TVR1	61.05	70.20	0.19	114.99 %	58,055.30	30.00 %	17,416.59	3.11 %	17,416.59
TVR2	158.67	179.17	0.02	112.92 %	135,044.50	30.00 %	40,513.35	3.11 %	40,513.35
NCK1	47.30	52.38	0.00	110.74 %	38,889.90	30.00 %	11,666.97	3.11 %	11,666.97
PDK1	64.01	69.95	0.03	109.28 %	63,213.10	25.00 %	15,803.28	3.11 %	18,963.93
KIK1	91.98	99.32	-0.16	107.99 %	98,160.80	25.00 %	24,540.20	3.11 %	29,448.24
KRN1	58.35	62.93	-0.03	107.84 %	61,930.60	25.00 %	15,482.65	3.11 %	18,579.18
TTP1	104.16	108.56	0.10	104.22 %	87,170.00	25.00 %	21,792.50	3.11 %	21,792.50
MVM1	189.33	197.04	0.07	104.07 %	210,645.40	25.00 %	52,661.35	3.11 %	52,661.35
AYR1	81.55	83.40	0.07	102.27 %	62,137.50	25.00 %	15,534.38	3.11 %	15,534.38
TRY3	96.88	99.08	0.03	102.27 %	73,092.70	25.00 %	18,273.18	3.11 %	18,273.18
MDI1	164.28	165.85	0.02	100.95 %	138,561.00	25.00 %	34,640.25	3.11 %	34,640.25
ORU1	75.08	74.11	0.00	98.70 %	79,313.00	20.00 %	15,862.60	3.11 %	19,828.25
JKM1	111.69	103.78	0.07	92.92 %	81,826.90	15.00 %	12,274.04	3.11 %	16,365.38
PBR2	235.73	214.14	-0.03	90.84 %	155,952.30	15.00 %	23,392.85	3.11 %	23,392.85
MSI1	83.37	72.18	0.00	86.58 %	64,841.00	10.00 %	6,484.10	3.11 %	6,484.10
TYR1	139.97	118.53	0.05	84.68 %	87,248.80	10.00 %	8,724.88	3.11 %	8,724.88
TNJ2	185.00	155.20	0.21	83.89 %	135,449.20	10.00 %	13,544.92	3.11 %	13,544.92
KUM1	247.59	204.88	0.10	82.75 %	187,735.50	10.00 %	18,773.55	3.11 %	18,773.55
PBR1	75.02	60.81	0.05	81.06 %	44,617.00	10.00 %	4,461.70	3.11 %	4,461.70
TNJ1	251.00	201.38	0.10	80.23 %	154,160.00	10.00 %	15,416.00	3.11 %	15,416.00
PTK1	176.37	138.07	0.26	78.28 %	117,144.90	0.00 %		3.11 %	11,714.49
APM1	60.53	47.10	0.10	77.81 %	48,479.80	0.00 %		3.11 %	4,847.98
NMM1	81.95	63.48	-0.01	77.47 %	78,328.80	0.00 %		3.11 %	
NGT1	138.91	104.54	0.07	75.26 %	87,141.70	0.00 %		3.11 %	
TRY1	727.57	487.07	0.05	66.94 %	331,328.20	0.00 %		3.11 %	
TRY2	96.26	46.21	0.14	48.01 %	37,539.40	0.00 %		3.11 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	38.05	45.78	0.14	120.31 %	55,289.40	40.00 %	22,115.76	3.11 %	22,115.76
ANR1	19.48	20.85	0.20	107.02 %	26,146.40	25.00 %	6,536.60	3.11 %	7,843.92
TPR3	51.80	54.39	-0.06	105.00 %	92,136.60	25.00 %	23,034.15	3.11 %	23,034.15
DPM2	59.84	62.30	0.10	104.12 %	68,492.30	25.00 %	17,123.08	3.11 %	17,123.08
KGI1	70.17	72.50	0.00	103.31 %	48,392.90	25.00 %	12,098.23	3.11 %	12,098.23
PDM1	39.30	40.35	0.13	102.66 %	45,325.30	25.00 %	11,331.33	3.11 %	11,331.33
KMD1	41.16	42.21	0.00	102.56 %	69,479.10	25.00 %	17,369.78	3.11 %	17,369.78
CBE6	75.03	76.42	0.07	101.85 %	86,286.00	25.00 %	21,571.50	3.11 %	21,571.50
GBM1	53.78	54.23	0.32	100.84 %	38,668.90	25.00 %	9,667.23	3.11 %	9,667.23
MPM1	74.26	74.29	0.13	100.04 %	88,310.10	20.00 %	17,662.02	3.11 %	22,077.53
AVI1	60.41	57.37	0.31	94.96 %	51,269.30	15.00 %	7,690.40	3.11 %	10,253.86
GDR1	56.75	53.75	0.03	94.72 %	36,402.60	15.00 %	5,460.39	3.11 %	7,280.52
CBE1	78.85	74.46	-0.07	94.44 %	86,837.30	15.00 %	13,025.60	3.11 %	17,367.46
KGM1	42.02	38.98	0.15	92.78 %	40,736.10	15.00 %	6,110.42	3.11 %	8,147.22
TPR4	51.06	46.51	0.24	91.10 %	41,174.00	15.00 %	6,176.10	3.11 %	6,176.10
KMR1	173.07	154.71	-0.20	89.39 %	169,205.30	10.00 %	16,920.53	3.11 %	25,380.80
CNR1	61.27	53.79	0.00	87.79 %	43,076.60	10.00 %	4,307.66	3.11 %	6,461.49
SYM2	57.44	48.85	0.00	85.05 %	47,802.00	10.00 %	4,780.20	3.11 %	4,780.20
SUL1	66.37	55.47	0.14	83.58 %	73,853.60	10.00 %	7,385.36	3.11 %	7,385.36
TPR2	127.57	106.30	0.05	83.33 %	84,318.80	10.00 %	8,431.88	3.11 %	8,431.88
CBE2	413.48	335.56	0.25	81.15 %	278,844.80	10.00 %	27,884.48	3.11 %	27,884.48
UAM1	156.01	126.11	0.07	80.83 %	92,107.20	10.00 %	9,210.72	3.11 %	9,210.72
TPR1	110.50	84.80	0.02	76.74 %	85,462.70	0.00 %		3.11 %	
PLI1	134.30	98.68	0.00	73.47 %	89,888.90	0.00 %		3.11 %	
CBE3	47.85	32.29	-0.09	67.48 %	41,715.00	0.00 %		3.11 %	
CBE4	131.71	86.41	0.02	65.61 %	113,708.90	0.00 %		3.11 %	
UMP1	77.21	45.36	0.00	58.74 %	32,070.90	0.00 %		3.11 %	
SNR1	107.12	62.80	0.03	58.63 %	74,313.30	0.00 %		3.11 %	
CBE5	0.00	12.54	0.00	0.00 %	12,815.00	0.00 %		0.00 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TEN2	79.99	86.75	0.24	108.46 %	57,693.00	25.00 %	14,423.25	3.11 %	17,307.90
DKI1	95.43	101.41	0.19	106.26 %	133,435.60	25.00 %	33,358.90	3.11 %	33,358.90
SVG1	85.27	86.69	0.12	101.67 %	102,550.60	25.00 %	25,637.65	3.11 %	25,637.65
MLR1	84.97	85.64	0.14	100.79 %	74,974.80	25.00 %	18,743.70	3.11 %	18,743.70
ADP1	66.93	64.77	0.05	96.77 %	65,503.10	20.00 %	13,100.62	3.11 %	13,100.62
PKM1	50.25	47.38	0.13	94.28 %	45,610.20	15.00 %	6,841.53	3.11 %	9,122.04
TMM1	129.28	114.13	0.06	88.28 %	87,989.90	10.00 %	8,798.99	3.11 %	13,198.49
TPT1	94.14	81.26	-0.08	86.32 %	128,004.70	10.00 %	12,800.47	3.11 %	12,800.47
DGL2	74.98	64.46	0.11	85.97 %	68,280.50	10.00 %	6,828.05	3.11 %	6,828.05
NKI1	59.11	50.41	0.09	85.29 %	63,552.10	10.00 %	6,355.21	3.11 %	6,355.21
MDU2	216.86	183.08	0.20	84.42 %	164,433.90	10.00 %	16,443.39	3.11 %	16,443.39
MDU6	170.16	143.62	0.17	84.40 %	119,780.90	10.00 %	11,978.09	3.11 %	11,978.09
BTU1	48.53	40.89	0.40	84.25 %	45,962.40	10.00 %	4,596.24	3.11 %	4,596.24
CBM1	116.67	97.75	0.09	83.78 %	109,000.50	10.00 %	10,900.05	3.11 %	10,900.05
PNI1	50.51	41.55	0.26	82.25 %	32,613.80	10.00 %	3,261.38	3.11 %	3,261.38
BNR1	73.59	60.46	0.05	82.16 %	59,231.20	10.00 %	5,923.12	3.11 %	5,923.12
PVI1	90.08	73.69	0.22	81.81 %	93,779.70	10.00 %	9,377.97	3.11 %	9,377.97
DGL1	261.19	212.43	0.38	81.33 %	193,549.60	10.00 %	19,354.96	3.11 %	19,354.96
PNV1	48.25	39.11	0.00	81.06 %	38,770.00	10.00 %	3,877.00	3.11 %	3,877.00
MPA1	101.46	82.06	0.05	80.88 %	99,545.80	10.00 %	9,954.58	3.11 %	9,954.58
TDI1	72.92	58.66	0.18	80.45 %	72,363.40	10.00 %	7,236.34	3.11 %	7,236.34
MDU1	550.25	434.24	0.15	78.92 %	328,662.20	0.00 %		3.11 %	32,866.22
NTM1	70.10	53.65	0.20	76.54 %	45,205.90	0.00 %		3.11 %	
TEN1	114.40	86.95	0.40	76.01 %	71,266.10	0.00 %		3.11 %	
SGP1	74.96	55.88	0.10	74.55 %	91,113.90	0.00 %		3.11 %	
USL1	110.86	80.82	0.13	72.90 %	76,219.30	0.00 %		3.11 %	
MDU4	110.84	79.20	0.12	71.46 %	69,467.80	0.00 %		3.11 %	
CMR1	59.73	42.34	0.02	70.89 %	30,360.10	0.00 %		3.11 %	
KKD2	119.85	84.57	0.11	70.56 %	115,461.00	0.00 %		3.11 %	
ODM1	63.20	44.29	0.01	70.08 %	37,874.90	0.00 %		3.11 %	
MNM1	58.69	39.98	0.06	68.13 %	53,407.60	0.00 %		3.11 %	
ATG1	169.31	114.37	0.17	67.55 %	138,404.10	0.00 %		3.11 %	
KPT1	71.50	47.42	0.01	66.32 %	46,661.40	0.00 %		3.11 %	
KRR1	85.70	50.54	0.00	58.97 %	60,591.30	0.00 %		3.11 %	
MDU5	104.08	58.13	0.05	55.85 %	80,206.10	0.00 %		3.11 %	
MDU3	136.17	70.33	0.51	51.65 %	55,384.80	0.00 %		3.11 %	
KYK1	0.00	38.88	0.00	0.00 %	23,851.40	0.00 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	60.44	66.49	0.27	110.01 %	54,859.60	30.00 %	16,457.88	3.11 %	16,457.88
MRM1	119.43	120.54	0.18	100.93 %	119,029.10	25.00 %	29,757.28	3.11 %	29,757.28
TKM1	76.51	77.09	0.10	100.76 %	89,705.50	25.00 %	22,426.38	3.11 %	22,426.38
CH45	142.82	131.69	0.14	92.20 %	135,930.50	15.00 %	20,389.58	3.11 %	27,186.10
GUD2	134.67	123.21	0.04	91.49 %	100,929.40	15.00 %	15,139.41	3.11 %	15,139.41
CH30	199.33	181.90	0.52	91.26 %	102,287.80	15.00 %	15,343.17	3.11 %	15,343.17
CH48	188.38	166.70	0.15	88.49 %	208,586.80	10.00 %	20,858.68	3.11 %	31,288.02
GUD1	152.76	133.41	0.26	87.33 %	173,818.50	10.00 %	17,381.85	3.11 %	26,072.78
CH35	117.63	101.92	0.11	86.65 %	81,791.70	10.00 %	8,179.17	3.11 %	8,179.17
CH11	173.97	148.46	0.30	85.34 %	120,136.80	10.00 %	12,013.68	3.11 %	12,013.68
CGL1	145.85	123.34	0.43	84.57 %	104,939.30	10.00 %	10,493.93	3.11 %	10,493.93
CH28	173.92	146.86	0.16	84.44 %	210,169.80	10.00 %	21,016.98	3.11 %	21,016.98
CH42	264.84	221.06	0.12	83.47 %	211,676.50	10.00 %	21,167.65	3.11 %	21,167.65
KNR1	115.85	95.20	0.02	82.17 %	98,026.50	10.00 %	9,802.65	3.11 %	9,802.65
CH08	298.32	242.95	0.33	81.44 %	318,354.60	10.00 %	31,835.46	3.11 %	31,835.46
CH05	290.32	235.91	0.21	81.26 %	195,540.40	10.00 %	19,554.04	3.11 %	19,554.04
CH14	351.30	283.48	0.20	80.70 %	248,098.80	10.00 %	24,809.88	3.11 %	24,809.88
CH16	345.02	277.63	0.16	80.47 %	293,607.90	10.00 %	29,360.79	3.11 %	29,360.79
CH19	239.44	192.37	0.40	80.34 %	188,282.70	10.00 %	18,828.27	3.11 %	18,828.27
CH38	115.49	92.21	0.08	79.84 %	110,965.30	0.00 %		3.11 %	11,096.53
SKL1	114.51	91.40	0.31	79.82 %	126,549.30	0.00 %		3.11 %	12,654.93
AVD1	190.61	149.08	0.89	78.21 %	120,460.30	0.00 %		3.11 %	12,046.03
MC10	53.22	41.17	0.07	77.35 %	21,397.10	0.00 %		3.11 %	
CH26	55.88	36.40	0.12	65.14 %	34,486.00	0.00 %		3.11 %	
CH07	250.32	161.71	0.35	64.60 %	151,748.80	0.00 %		3.11 %	
CH22	175.33	111.95	0.14	63.85 %	119,593.80	0.00 %		3.11 %	
CH39	117.67	68.71	0.49	58.39 %	83,412.40	0.00 %		3.11 %	
CH40	126.45	72.69	0.33	57.49 %	37,197.30	0.00 %		3.11 %	
MC09	34.28	17.54	0.00	51.18 %	12,470.20	0.00 %		3.11 %	
CH29	60.49	25.75	0.76	42.57 %	31,368.20	0.00 %		3.11 %	
MC02	44.38	6.46	0.00	14.55 %	3,268.00	0.00 %		3.11 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	89.33	93.80	0.30	105.00 %	77,213.40	25.00 %	19,303.35	3.11 %	19,303.35
MC05	61.10	60.28	0.00	98.66 %	20,347.90	20.00 %	4,069.58	3.11 %	5,086.98
CH44	129.77	125.26	0.18	96.52 %	95,753.00	20.00 %	19,150.60	3.11 %	19,150.60
CH27	51.32	49.17	0.77	95.81 %	48,841.20	20.00 %	9,768.24	3.11 %	9,768.24
CH34	174.95	165.95	0.11	94.86 %	141,863.00	15.00 %	21,279.45	3.11 %	28,372.60
MJR1	186.96	176.96	0.19	94.65 %	128,152.10	15.00 %	19,222.82	3.11 %	25,630.42
CH12	217.19	201.68	0.53	92.86 %	194,016.60	15.00 %	29,102.49	3.11 %	38,803.32
PON1	94.95	83.59	0.50	88.03 %	81,372.80	10.00 %	8,137.28	3.11 %	12,205.92
CH43	121.23	105.67	0.18	87.16 %	112,880.20	10.00 %	11,288.02	3.11 %	11,288.02
CH06	172.87	145.30	0.05	84.05 %	129,693.60	10.00 %	12,969.36	3.11 %	12,969.36
CH41	136.87	114.92	0.30	83.96 %	106,760.60	10.00 %	10,676.06	3.11 %	10,676.06
CH23	83.68	69.45	0.02	82.99 %	55,721.10	10.00 %	5,572.11	3.11 %	5,572.11
CH17	92.55	75.97	0.17	82.08 %	81,062.30	10.00 %	8,106.23	3.11 %	8,106.23
MC06	45.58	37.19	0.62	81.59 %	19,230.70	10.00 %	1,923.07	3.11 %	1,923.07
CH03	410.46	331.31	0.29	80.72 %	303,967.50	10.00 %	30,396.75	3.11 %	30,396.75
CH21	300.59	241.56	0.17	80.36 %	170,039.70	10.00 %	17,003.97	3.11 %	17,003.97
CH31	65.09	51.33	0.38	78.86 %	50,902.10	0.00 %		3.11 %	5,090.21
CH33	158.43	124.03	0.16	78.29 %	117,824.70	0.00 %		3.11 %	11,782.47
GPD1	143.29	108.53	0.07	75.74 %	58,970.30	0.00 %		3.11 %	
CH20	230.74	172.50	0.24	74.76 %	128,479.70	0.00 %		3.11 %	
CH18	225.26	167.69	0.31	74.44 %	189,912.10	0.00 %		3.11 %	
CH15	461.62	339.81	0.17	73.61 %	283,533.50	0.00 %		3.11 %	
CH46	93.29	66.25	0.27	71.01 %	60,361.90	0.00 %		3.11 %	
CH36	75.87	51.17	0.07	67.44 %	33,647.50	0.00 %		3.11 %	
CH32	38.28	24.36	2.10	63.63 %	17,930.30	0.00 %		3.11 %	
CH09	177.82	111.51	0.09	62.71 %	103,177.00	0.00 %		3.11 %	
CH24	175.44	96.87	0.29	55.21 %	101,208.70	0.00 %		3.11 %	
MC08	20.98	9.09	0.00	43.31 %	1,788.00	0.00 %		3.11 %	
CH01	21.89	2.32	0.00	10.60 %	1,784.20	0.00 %		3.11 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	91.95	0.19	0.00 %	6,963.20	0.00 %		0.00 %	
GHUB	0.00	172.00	0.04	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.09	9.58	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	16.56	0.03	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	14.02	0.47	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	9.34	0.94	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	30.56	0.22	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	-10.90	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	5.90	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	10.86	0.00	0.00 %	0.00	0.00 %		0.00 %	