

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
48,314.50 L	41,146.46 L	85.16 %	4.84 %	363.15 L

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

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	5,277.05	4,856.94	92.04 %	0.00	4.84 %	0.00
NORTH ARCOT	3,795.11	3,407.33	89.78 %	0.00	4.84 %	102,000.00
SOUTH-03	6,178.17	5,336.90	86.38 %	0.00	4.84 %	159,000.00
SOUTH ARCOT	3,479.21	2,962.43	85.15 %	0.00	4.84 %	0.00
TRICHY-01	5,136.58	4,325.70	84.21 %	0.00	4.84 %	0.00
WEST-01	4,127.54	3,440.16	83.35 %	0.00	4.84 %	0.00
SOUTH-01	8,220.74	6,745.29	82.05 %	0.00	4.84 %	0.00
CHENNAI-01	5,865.55	4,653.62	79.34 %	0.00	4.84 %	0.00
CHENNAI-02	5,795.95	4,481.99	77.33 %	0.00	4.84 %	0.00
KL-SOUTH	438.60	249.80	56.95 %	0.00	4.84 %	0.00
OTHERS	0.00	686.30	0.00 %	0.00	0.00 %	0.00
Total	48,314.50	41,146.46	85.16 %		4.84 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	1,400.27	1,363.66	97.39%	97,500.00	4.84 %	195,000.00
	SLM1	1,692.30	1,551.39	91.67%	112,500.00	4.84 %	112,500.00
	MTR1	1,116.36	1,010.58	90.52%	75,000.00	4.84 %	75,000.00
	HSR1	1,068.12	931.31	87.19%	0.00	4.84 %	67,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,180.13	1,094.61	92.75%	75,000.00	4.84 %	75,000.00
	NA01	1,393.51	1,289.35	92.53%	90,000.00	4.84 %	90,000.00
	NA03	1,221.47	1,023.37	83.78%	0.00	4.84 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,766.83	1,578.04	89.31%	0.00	4.84 %	112,500.00
	SVG1	1,074.55	930.56	86.60%	0.00	4.84 %	67,500.00
	KKD2	1,136.80	977.88	86.02%	0.00	4.84 %	67,500.00
	KRR1	278.83	235.96	84.62%	0.00	4.84 %	0.00
	DGL1	1,921.16	1,614.47	84.04%	0.00	4.84 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	1,052.12	926.69	88.08%	0.00	4.84 %	67,500.00
	SA02	1,280.75	1,083.55	84.60%	0.00	4.84 %	0.00
	SA01	1,146.34	952.19	83.06%	0.00	4.84 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PBR1	1,289.41	1,142.54	88.61%	0.00	4.84 %	82,500.00
	KUM1	1,090.22	939.64	86.19%	0.00	4.84 %	67,500.00
	TNJ1	1,228.00	1,009.80	82.23%	0.00	4.84 %	0.00
	TRY1	1,528.95	1,233.72	80.69%	0.00	4.84 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	484.27	516.82	106.72%	75,000.00	4.84 %	100,000.00
	CBE1	1,703.37	1,395.95	81.95%	0.00	4.84 %	0.00
	TPR1	563.22	458.31	81.37%	0.00	4.84 %	0.00
	UAM1	750.83	609.35	81.16%	0.00	4.84 %	0.00
	PLI1	625.85	459.72	73.45%	0.00	4.84 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,690.39	1,573.57	93.09%	112,500.00	4.84 %	112,500.00
	TKS1	1,142.82	994.53	87.02%	0.00	4.84 %	67,500.00
	VNR1	1,146.80	940.80	82.04%	0.00	4.84 %	0.00
	KVT1	1,499.22	1,212.72	80.89%	0.00	4.84 %	0.00
	TVL1	1,353.55	1,027.24	75.89%	0.00	4.84 %	0.00
	NGR1	1,387.96	996.44	71.79%	0.00	4.84 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	1,128.08	975.87	86.51%	0.00	4.84 %	67,500.00
	CH06	1,793.02	1,479.35	82.51%	0.00	4.84 %	0.00
	CH05	1,631.43	1,237.04	75.83%	0.00	4.84 %	0.00
	CH08	1,313.02	961.36	73.22%	0.00	4.84 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	1,373.18	1,091.27	79.47%	0.00	4.84 %	0.00
	CH01	1,500.25	1,189.01	79.25%	0.00	4.84 %	0.00
	CH04	1,782.36	1,358.32	76.21%	0.00	4.84 %	0.00
	CH09	1,140.16	843.38	73.97%	0.00	4.84 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	438.60	249.80	56.95%	0.00	4.84 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	14.91	0.00%	0.00	0.00 %	0.00
	CH02	0.00	162.83	0.00%	0.00	0.00 %	0.00
	HO01	0.00	435.46	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	16.82	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	15.03	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	13.22	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	27.51	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)
ERD2	259.10	313.30	0.13	120.92 %	277,101.60	40.00 %	110,840.64	4.84 %	110,840.64
SGI1	100.80	120.97	0.09	120.01 %	95,673.00	40.00 %	38,269.20	4.84 %	38,269.20
EDP1	77.64	90.33	0.06	116.34 %	55,220.40	30.00 %	16,566.12	4.84 %	22,088.16
APN1	97.29	108.38	0.08	111.40 %	132,440.70	30.00 %	39,732.21	4.84 %	39,732.21
HRR1	98.32	109.25	0.08	111.11 %	80,040.30	30.00 %	24,012.09	4.84 %	24,012.09
VKL1	69.74	75.97	0.35	108.93 %	69,582.50	25.00 %	17,395.63	4.84 %	20,874.75
TCG1	94.17	99.46	0.29	105.62 %	72,621.50	25.00 %	18,155.38	4.84 %	21,786.45
ERD1	249.85	255.10	0.81	102.10 %	187,233.60	25.00 %	46,808.40	4.84 %	46,808.40
TRM1	184.60	188.19	0.57	101.94 %	137,206.00	25.00 %	34,301.50	4.84 %	34,301.50
SLM2	169.77	169.83	0.08	100.04 %	128,805.30	20.00 %	25,761.06	4.84 %	32,201.33
PMP1	116.81	116.62	0.26	99.84 %	70,567.50	20.00 %	14,113.50	4.84 %	17,641.88
OML1	168.72	165.40	0.11	98.03 %	141,002.90	20.00 %	28,200.58	4.84 %	35,250.73
PLC1	117.01	111.01	0.05	94.87 %	105,867.10	15.00 %	15,880.07	4.84 %	21,173.42
DPR1	73.69	69.91	0.01	94.87 %	49,485.90	15.00 %	7,422.89	4.84 %	9,897.18
HSR2	273.21	256.22	0.14	93.78 %	219,965.70	15.00 %	32,994.86	4.84 %	43,993.14
SGG1	75.65	70.45	0.24	93.12 %	52,937.00	15.00 %	7,940.55	4.84 %	10,587.40
VPD1	203.69	189.21	0.00	92.89 %	226,223.00	15.00 %	33,933.45	4.84 %	45,244.60
KVP1	96.49	89.22	0.09	92.46 %	77,500.90	15.00 %	11,625.14	4.84 %	15,500.18
SLM3	247.06	226.06	0.20	91.50 %	158,235.50	15.00 %	23,735.33	4.84 %	31,647.10
BMD1	99.37	89.75	0.05	90.32 %	94,517.90	15.00 %	14,177.69	4.84 %	14,177.69
NKL2	240.56	216.17	0.23	89.86 %	185,956.70	10.00 %	18,595.67	4.84 %	27,893.51
CMI1	83.19	74.33	0.22	89.35 %	82,057.60	10.00 %	8,205.76	4.84 %	12,308.64
EPI1	169.59	150.74	0.04	88.89 %	131,190.80	10.00 %	13,119.08	4.84 %	19,678.62
PDR1	70.65	62.15	0.10	87.97 %	72,394.30	10.00 %	7,239.43	4.84 %	10,859.15
RSP1	145.80	125.88	0.07	86.33 %	109,509.50	10.00 %	10,950.95	4.84 %	16,426.43
SLM1	518.69	447.49	0.12	86.27 %	283,506.20	10.00 %	28,350.62	4.84 %	42,525.93
MCR1	189.19	158.47	0.02	83.76 %	132,360.40	10.00 %	13,236.04	4.84 %	13,236.04
ATU1	208.57	169.36	0.04	81.20 %	131,747.50	10.00 %	13,174.75	4.84 %	13,174.75
DPR2	98.82	76.60	0.10	77.52 %	55,345.10	0.00 %		4.84 %	5,534.51
MTR1	203.65	153.01	0.69	75.14 %	108,571.90	0.00 %		4.84 %	
KRI1	148.61	110.59	0.00	74.42 %	53,212.30	0.00 %		4.84 %	
KMM1	111.56	70.86	0.18	63.52 %	70,474.40	0.00 %		4.84 %	
HSR1	215.19	126.67	0.04	58.86 %	118,128.10	0.00 %		4.84 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	74.15	85.83	0.05	115.75 %	77,042.00	30.00 %	23,112.60	4.84 %	30,816.80
VNB1	126.80	132.03	0.11	104.12 %	93,536.20	25.00 %	23,384.05	4.84 %	23,384.05
WJP1	119.84	122.88	0.27	102.54 %	100,903.80	25.00 %	25,225.95	4.84 %	25,225.95
SLG1	105.96	107.86	0.00	101.79 %	84,421.80	25.00 %	21,105.45	4.84 %	21,105.45
CPT1	78.72	79.70	0.06	101.24 %	78,167.10	25.00 %	19,541.78	4.84 %	19,541.78
CYR1	101.00	101.60	0.19	100.60 %	94,353.70	25.00 %	23,588.43	4.84 %	23,588.43
ABR1	124.32	124.35	1.55	100.03 %	114,427.40	20.00 %	22,885.48	4.84 %	28,606.85
KPM2	448.98	443.41	0.06	98.76 %	291,242.30	20.00 %	58,248.46	4.84 %	72,810.58
PLR1	77.16	76.16	0.00	98.71 %	67,200.80	20.00 %	13,440.16	4.84 %	16,800.20
CGM1	109.79	108.00	0.04	98.37 %	76,231.60	20.00 %	15,246.32	4.84 %	19,057.90
VSI1	135.41	131.84	0.27	97.37 %	131,251.80	20.00 %	26,250.36	4.84 %	32,812.95
WJD1	140.38	133.98	0.18	95.44 %	141,971.30	20.00 %	28,394.26	4.84 %	35,492.83
TRR1	211.96	200.26	0.42	94.48 %	142,441.90	15.00 %	21,366.29	4.84 %	28,488.38
UGI1	96.26	86.51	0.20	89.87 %	74,998.90	10.00 %	7,499.89	4.84 %	11,249.84
GDM1	118.92	106.85	0.17	89.85 %	94,795.50	10.00 %	9,479.55	4.84 %	14,219.33
AKM1	216.23	186.74	0.14	86.36 %	154,000.60	10.00 %	15,400.06	4.84 %	23,100.09
VEL1	189.69	162.65	0.06	85.74 %	152,282.20	10.00 %	15,228.22	4.84 %	22,842.33
KPM1	137.21	116.78	0.15	85.11 %	100,549.80	10.00 %	10,054.98	4.84 %	10,054.98
VEL2	221.49	184.31	0.08	83.21 %	211,777.40	10.00 %	21,177.74	4.84 %	21,177.74
TRL1	233.35	191.02	0.13	81.86 %	231,387.20	10.00 %	23,138.72	4.84 %	23,138.72
ANI1	82.62	67.02	0.09	81.11 %	60,020.40	10.00 %	6,002.04	4.84 %	6,002.04
PTU1	51.26	41.25	0.14	80.48 %	32,318.90	10.00 %	3,231.89	4.84 %	3,231.89
TRT1	156.81	125.35	0.40	79.94 %	93,350.90	0.00 %		4.84 %	9,335.09
ARC2	147.25	116.94	0.05	79.42 %	90,738.80	0.00 %		4.84 %	9,073.88
SBR1	289.55	174.02	0.10	60.10 %	206,143.60	0.00 %		4.84 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	176.34	268.45	0.54	152.23 %	196,005.30	40.00 %	78,402.12	4.84 %	78,402.12
KKD3	137.59	185.90	0.50	135.11 %	231,353.90	40.00 %	92,541.56	4.84 %	92,541.56
KPT1	79.90	95.42	0.26	119.42 %	90,164.40	30.00 %	27,049.32	4.84 %	36,065.76
DGL2	89.47	98.66	0.18	110.27 %	89,996.10	30.00 %	26,998.83	4.84 %	26,998.83
PNI1	57.99	62.31	0.97	107.45 %	47,175.80	25.00 %	11,793.95	4.84 %	14,152.74
KYK1	74.09	78.51	0.25	105.96 %	81,309.30	25.00 %	20,327.33	4.84 %	24,392.79
PKM1	66.03	69.37	0.14	105.05 %	71,930.70	25.00 %	17,982.68	4.84 %	21,579.21
PVI1	113.08	115.99	0.03	102.58 %	134,375.50	25.00 %	33,593.88	4.84 %	33,593.88
BTU1	65.73	66.15	0.30	100.64 %	63,377.20	25.00 %	15,844.30	4.84 %	15,844.30
ADP1	118.81	115.31	0.18	97.05 %	114,867.90	20.00 %	22,973.58	4.84 %	28,716.98
TEN1	147.90	140.61	0.29	95.07 %	126,179.30	15.00 %	18,926.90	4.84 %	25,235.86
TEN2	149.33	140.52	0.28	94.10 %	89,036.60	15.00 %	13,355.49	4.84 %	17,807.32
DKI1	148.41	138.88	0.04	93.58 %	169,937.20	15.00 %	25,490.58	4.84 %	33,987.44
SGP1	70.84	65.93	0.10	93.07 %	63,549.70	15.00 %	9,532.46	4.84 %	12,709.94
TDI1	97.36	90.47	0.05	92.92 %	97,614.20	15.00 %	14,642.13	4.84 %	19,522.84
KRR1	175.90	153.63	0.12	87.34 %	136,837.80	10.00 %	13,683.78	4.84 %	20,525.67
MLR1	103.11	90.03	0.03	87.31 %	79,294.60	10.00 %	7,929.46	4.84 %	11,894.19
PNV1	65.97	57.55	0.19	87.24 %	56,704.70	10.00 %	5,670.47	4.84 %	8,505.71
MDU1	801.47	695.53	0.22	86.78 %	384,872.20	10.00 %	38,487.22	4.84 %	57,730.83
CBM1	181.43	153.97	0.10	84.87 %	129,025.40	10.00 %	12,902.54	4.84 %	12,902.54
TMM1	240.57	203.99	0.37	84.79 %	154,412.00	10.00 %	15,441.20	4.84 %	15,441.20
BNR1	120.86	102.17	0.39	84.54 %	92,053.10	10.00 %	9,205.31	4.84 %	9,205.31
ATG1	174.31	147.06	0.32	84.37 %	170,850.40	10.00 %	17,085.04	4.84 %	17,085.04
USL1	134.75	112.10	0.09	83.19 %	106,847.30	10.00 %	10,684.73	4.84 %	10,684.73
DGL1	541.32	445.13	0.26	82.23 %	348,626.10	10.00 %	34,862.61	4.84 %	34,862.61
MDU2	387.67	312.37	0.41	80.58 %	216,450.80	10.00 %	21,645.08	4.84 %	21,645.08
MPA1	179.56	143.71	0.07	80.04 %	155,996.10	0.00 %		4.84 %	15,599.61
ODM1	102.93	82.33	0.42	79.98 %	55,552.50	0.00 %		4.84 %	5,555.25
NTM1	115.74	85.20	0.02	73.62 %	68,679.80	0.00 %		4.84 %	
SVG1	162.84	119.52	0.17	73.40 %	119,121.70	0.00 %		4.84 %	
CMR1	98.30	72.08	0.26	73.32 %	48,771.80	0.00 %		4.84 %	
MDU4	149.54	107.15	0.37	71.65 %	84,900.20	0.00 %		4.84 %	
TPT1	137.50	96.21	0.26	69.97 %	161,115.40	0.00 %		4.84 %	
MDU3	236.65	165.42	0.42	69.90 %	100,396.60	0.00 %		4.84 %	
NKI1	147.53	95.49	0.35	64.72 %	126,294.40	0.00 %		4.84 %	
MNM1	97.37	61.23	0.16	62.88 %	72,558.70	0.00 %		4.84 %	
MDU5	135.61	83.92	0.05	61.88 %	102,427.80	0.00 %		4.84 %	
KKD2	94.37	18.65	0.41	19.76 %	23,042.00	0.00 %		4.84 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	173.71	219.23	0.14	126.20 %	140,053.40	40.00 %	56,021.36	4.84 %	56,021.36
ULP1	173.26	172.05	0.06	99.30 %	147,460.70	20.00 %	29,492.14	4.84 %	36,865.18
KLM1	172.10	164.91	0.24	95.82 %	184,629.70	20.00 %	36,925.94	4.84 %	46,157.43
TRK1	220.16	204.34	0.34	92.81 %	200,038.30	15.00 %	30,005.75	4.84 %	40,007.66
VPM2	171.03	157.55	0.23	92.12 %	140,281.70	15.00 %	21,042.26	4.84 %	28,056.34
NVL2	204.27	186.01	0.23	91.06 %	185,835.10	15.00 %	27,875.27	4.84 %	37,167.02
PRT1	139.16	124.52	0.21	89.48 %	110,155.40	10.00 %	11,015.54	4.84 %	16,523.31
CUD1	336.09	298.48	0.18	88.81 %	282,202.10	10.00 %	28,220.21	4.84 %	42,330.32
KML1	97.57	86.42	0.42	88.57 %	78,734.10	10.00 %	7,873.41	4.84 %	11,810.12
STP1	77.61	64.18	0.11	82.70 %	52,367.00	10.00 %	5,236.70	4.84 %	5,236.70
CDM1	254.82	209.03	0.15	82.03 %	170,590.60	10.00 %	17,059.06	4.84 %	17,059.06
TDM1	152.74	123.30	0.06	80.72 %	94,515.00	10.00 %	9,451.50	4.84 %	9,451.50
KKI2	227.08	179.18	0.22	78.91 %	135,800.10	0.00 %		4.84 %	13,580.01
MKM1	78.01	61.52	0.24	78.86 %	54,386.70	0.00 %		4.84 %	5,438.67
POY2	264.36	203.38	0.10	76.93 %	158,206.80	0.00 %		4.84 %	15,820.68
POY1	295.78	223.91	0.17	75.70 %	231,792.60	0.00 %		4.84 %	
TVM1	106.41	76.01	0.29	71.44 %	38,825.00	0.00 %		4.84 %	
VPM1	69.18	48.64	0.21	70.31 %	41,594.20	0.00 %		4.84 %	
TVM2	158.89	97.76	0.02	61.53 %	56,801.70	0.00 %		4.84 %	
VCM1	106.98	62.17	0.00	58.11 %	48,828.00	0.00 %		4.84 %	
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	63.21	202.17	0.22	319.84 %	137,776.40	40.00 %	55,110.56	4.84 %	55,110.56
TVR1	73.04	82.67	0.03	113.19 %	70,919.10	30.00 %	21,275.73	4.84 %	21,275.73
TVR2	190.31	210.15	0.08	110.43 %	164,426.30	30.00 %	49,327.89	4.84 %	49,327.89
KRN1	94.76	103.24	0.02	108.95 %	97,646.10	25.00 %	24,411.53	4.84 %	29,293.83
TRY3	134.54	145.70	0.07	108.29 %	99,002.70	25.00 %	24,750.68	4.84 %	29,700.81
MVM1	216.46	220.41	0.02	101.83 %	234,308.60	25.00 %	58,577.15	4.84 %	58,577.15
MDI1	149.00	150.39	0.21	100.93 %	126,350.20	25.00 %	31,587.55	4.84 %	31,587.55
TYR1	206.63	200.11	0.08	96.85 %	134,828.00	20.00 %	26,965.60	4.84 %	33,707.00
KIK1	108.68	95.09	0.00	87.49 %	98,697.80	10.00 %	9,869.78	4.84 %	14,804.67
PBR1	101.10	88.34	0.03	87.38 %	78,845.00	10.00 %	7,884.50	4.84 %	11,826.75
JKM1	171.19	149.50	0.06	87.33 %	109,432.20	10.00 %	10,943.22	4.84 %	16,414.83
TNJ2	252.03	217.79	0.12	86.42 %	163,367.00	10.00 %	16,336.70	4.84 %	24,505.05
NMM1	114.47	97.00	0.11	84.74 %	110,619.90	10.00 %	11,061.99	4.84 %	11,061.99
TNJ1	319.39	266.89	0.15	83.56 %	190,663.00	10.00 %	19,066.30	4.84 %	19,066.30
AYR1	134.31	110.21	0.04	82.05 %	77,355.70	10.00 %	7,735.57	4.84 %	7,735.57
MSI1	134.27	110.06	0.07	81.97 %	89,491.00	10.00 %	8,949.10	4.84 %	8,949.10
TTP1	176.96	144.74	0.03	81.80 %	146,324.90	10.00 %	14,632.49	4.84 %	14,632.49
ORU1	95.93	77.93	0.19	81.24 %	87,537.00	10.00 %	8,753.70	4.84 %	8,753.70
PBR2	325.45	263.90	0.11	81.09 %	204,345.80	10.00 %	20,434.58	4.84 %	20,434.58
NGT1	174.16	141.21	0.04	81.08 %	142,751.00	10.00 %	14,275.10	4.84 %	14,275.10
TRY2	94.12	76.12	0.12	80.88 %	55,766.10	10.00 %	5,576.61	4.84 %	5,576.61
PDK1	109.11	87.82	0.28	80.48 %	73,484.40	10.00 %	7,348.44	4.84 %	7,348.44
KUM1	279.67	208.89	0.13	74.69 %	175,362.90	0.00 %		4.84 %	
APM1	68.17	45.89	0.10	67.32 %	57,364.50	0.00 %		4.84 %	
PTK1	229.01	153.89	0.27	67.20 %	131,198.50	0.00 %		4.84 %	
NCK1	87.40	56.88	0.05	65.08 %	52,573.80	0.00 %		4.84 %	
TRY1	1,033.21	618.68	0.10	59.88 %	417,786.40	0.00 %		4.84 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	77.12	101.12	0.08	131.12 %	121,313.50	40.00 %	48,525.40	4.84 %	48,525.40
KMD1	58.31	74.57	0.42	127.88 %	108,302.90	40.00 %	43,321.16	4.84 %	43,321.16
KGM1	67.73	78.83	0.10	116.39 %	83,604.00	30.00 %	25,081.20	4.84 %	33,441.60
GBM1	92.86	106.68	0.41	114.89 %	69,282.60	30.00 %	20,784.78	4.84 %	27,713.04
TPR4	66.51	74.05	0.07	111.33 %	64,765.60	30.00 %	19,429.68	4.84 %	19,429.68
PDM1	69.91	74.87	0.00	107.09 %	72,282.60	25.00 %	18,070.65	4.84 %	21,684.78
TPR3	99.17	105.09	0.04	105.97 %	154,516.10	25.00 %	38,629.03	4.84 %	46,354.83
MPM1	108.94	113.83	0.14	104.49 %	142,112.10	25.00 %	35,528.03	4.84 %	35,528.03
AVI1	99.53	103.50	0.12	103.99 %	88,268.00	25.00 %	22,067.00	4.84 %	22,067.00
ANR1	33.29	33.43	0.51	100.43 %	41,639.00	25.00 %	10,409.75	4.84 %	10,409.75
SUL1	100.80	99.34	0.20	98.55 %	141,127.50	20.00 %	28,225.50	4.84 %	35,281.88
CBE2	621.19	569.31	0.08	91.65 %	433,752.50	15.00 %	65,062.88	4.84 %	86,750.50
SYM2	114.96	98.05	0.07	85.29 %	91,317.20	10.00 %	9,131.72	4.84 %	9,131.72
KMR1	242.30	201.09	0.05	82.99 %	225,924.80	10.00 %	22,592.48	4.84 %	22,592.48
CBE1	103.83	85.71	0.10	82.55 %	106,475.10	10.00 %	10,647.51	4.84 %	10,647.51
GDR1	109.67	90.24	0.37	82.29 %	69,132.00	10.00 %	6,913.20	4.84 %	6,913.20
CBE6	130.16	106.90	0.21	82.13 %	110,712.10	10.00 %	11,071.21	4.84 %	11,071.21
CNR1	96.71	79.35	0.02	82.05 %	78,397.10	10.00 %	7,839.71	4.84 %	7,839.71
KGI1	125.14	102.62	0.00	82.00 %	68,503.70	10.00 %	6,850.37	4.84 %	6,850.37
TPR2	254.16	198.42	0.01	78.07 %	135,532.30	0.00 %		4.84 %	13,553.23
DPM2	136.89	104.86	0.03	76.60 %	103,683.00	0.00 %		4.84 %	10,368.30
TPR1	209.89	154.81	0.30	73.76 %	122,204.70	0.00 %		4.84 %	
SNR1	138.18	95.59	0.07	69.18 %	89,824.80	0.00 %		4.84 %	
CBE5	90.36	61.03	0.04	67.54 %	89,067.20	0.00 %		4.84 %	
CBE3	66.95	44.79	0.06	66.89 %	67,864.90	0.00 %		4.84 %	
CBE4	209.60	132.19	0.10	63.07 %	151,758.10	0.00 %		4.84 %	
PLI1	219.76	138.32	0.12	62.94 %	123,568.00	0.00 %		4.84 %	
UAM1	252.06	148.74	0.07	59.01 %	133,266.70	0.00 %		4.84 %	
UMP1	131.56	62.83	0.38	47.76 %	64,716.60	0.00 %		4.84 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	101.08	130.09	0.13	128.70 %	147,022.20	40.00 %	58,808.88	4.84 %	58,808.88
ARM1	105.91	116.21	0.62	109.72 %	92,122.40	25.00 %	23,030.60	4.84 %	27,636.72
KYR1	83.97	88.06	0.18	104.87 %	80,444.40	25.00 %	20,111.10	4.84 %	24,133.32
UDN1	102.16	104.53	0.24	102.32 %	98,244.10	25.00 %	24,561.03	4.84 %	24,561.03
TCN1	166.84	155.42	0.32	93.15 %	155,195.70	15.00 %	23,279.36	4.84 %	31,039.14
TUT2	328.53	305.27	0.20	92.92 %	226,841.50	15.00 %	34,026.23	4.84 %	45,368.30
VNR1	108.56	99.98	0.07	92.09 %	93,575.60	15.00 %	14,036.34	4.84 %	18,715.12
RPM1	251.64	231.62	0.37	92.04 %	221,633.00	15.00 %	33,244.95	4.84 %	44,326.60
SKD1	97.73	88.67	0.16	90.73 %	82,712.00	15.00 %	12,406.80	4.84 %	16,542.40
TKS2	312.05	282.70	0.29	90.59 %	238,695.40	15.00 %	35,804.31	4.84 %	47,739.08
TUT1	857.59	770.69	0.26	89.87 %	769,103.50	10.00 %	76,910.35	4.84 %	115,365.53
VNR2	393.90	344.59	0.12	87.48 %	304,545.90	10.00 %	30,454.59	4.84 %	45,681.89
SDI1	118.56	103.62	0.35	87.40 %	88,664.00	10.00 %	8,866.40	4.84 %	13,299.60
NGR1	505.32	429.48	0.85	84.99 %	327,525.10	10.00 %	32,752.51	4.84 %	32,752.51
SNL1	162.25	137.41	0.37	84.69 %	102,262.10	10.00 %	10,226.21	4.84 %	10,226.21
PKD1	222.01	187.65	0.20	84.52 %	185,373.00	10.00 %	18,537.30	4.84 %	18,537.30
ASM1	116.03	97.49	0.28	84.02 %	97,517.30	10.00 %	9,751.73	4.84 %	9,751.73
SGT1	75.05	62.92	0.26	83.83 %	53,515.00	10.00 %	5,351.50	4.84 %	5,351.50
TKS1	259.09	216.89	0.26	83.71 %	224,776.00	10.00 %	22,477.60	4.84 %	22,477.60
STU2	101.34	84.60	0.36	83.48 %	67,980.20	10.00 %	6,798.02	4.84 %	6,798.02
SVK1	265.60	219.06	0.21	82.48 %	187,950.60	10.00 %	18,795.06	4.84 %	18,795.06
APK1	178.76	146.57	0.16	81.99 %	150,827.90	10.00 %	15,082.79	4.84 %	15,082.79
KVT1	423.86	346.31	0.66	81.70 %	394,794.50	10.00 %	39,479.45	4.84 %	39,479.45
TYI1	134.19	107.57	0.34	80.16 %	120,427.00	10.00 %	12,042.70	4.84 %	12,042.70
MMT1	136.21	105.16	0.09	77.21 %	80,247.20	0.00 %		4.84 %	8,024.72
PDI1	126.43	96.79	0.20	76.55 %	84,644.00	0.00 %		4.84 %	8,464.40
TVL1	794.02	590.66	0.76	74.39 %	440,745.00	0.00 %		4.84 %	
KGL1	123.04	91.15	0.08	74.08 %	86,892.50	0.00 %		4.84 %	
VKM1	109.46	79.58	0.09	72.70 %	104,729.30	0.00 %		4.84 %	
VLY1	261.95	178.19	0.37	68.02 %	139,256.20	0.00 %		4.84 %	
RND1	298.60	200.43	0.11	67.12 %	252,674.30	0.00 %		4.84 %	
APK2	199.98	130.60	0.26	65.31 %	130,970.90	0.00 %		4.84 %	
TKY1	189.97	119.43	0.31	62.87 %	89,039.80	0.00 %		4.84 %	
KSM1	82.74	50.45	0.04	60.98 %	45,639.00	0.00 %		4.84 %	
TVL2	75.64	44.69	0.11	59.09 %	24,411.40	0.00 %		4.84 %	
MAR1	293.02	172.27	0.23	58.79 %	145,640.10	0.00 %		4.84 %	
COL1	57.66	28.49	0.02	49.41 %	33,923.20	0.00 %		4.84 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH19	221.67	232.27	0.13	104.78 %	204,582.60	25.00 %	51,145.65	4.84 %	61,374.78
TKM1	92.26	94.21	0.13	102.12 %	98,935.20	25.00 %	24,733.80	4.84 %	24,733.80
CH40	121.42	123.93	0.01	102.06 %	62,672.70	25.00 %	15,668.18	4.84 %	15,668.18
CH28	195.97	198.89	0.14	101.49 %	298,581.10	25.00 %	74,645.28	4.84 %	74,645.28
MRM1	181.78	173.23	0.18	95.29 %	170,876.00	20.00 %	34,175.20	4.84 %	42,719.00
MC10	48.12	44.81	0.00	93.13 %	33,497.90	15.00 %	5,024.69	4.84 %	6,699.58
CH42	248.32	226.46	0.17	91.20 %	225,452.60	15.00 %	33,817.89	4.84 %	45,090.52
CH35	150.44	136.75	0.07	90.90 %	135,474.30	15.00 %	20,321.15	4.84 %	27,094.86
CH37	128.47	112.64	0.06	87.68 %	89,694.20	10.00 %	8,969.42	4.84 %	13,454.13
CH16	391.61	342.03	0.13	87.34 %	353,616.60	10.00 %	35,361.66	4.84 %	53,042.49
GUD1	163.52	142.29	0.14	87.02 %	217,272.60	10.00 %	21,727.26	4.84 %	32,590.89
GUD2	160.82	137.23	0.24	85.33 %	129,317.90	10.00 %	12,931.79	4.84 %	12,931.79
CH39	111.18	93.38	0.16	83.99 %	90,676.80	10.00 %	9,067.68	4.84 %	9,067.68
CH45	198.04	165.79	0.37	83.71 %	150,820.50	10.00 %	15,082.05	4.84 %	15,082.05
CH48	225.69	186.41	0.17	82.60 %	197,541.00	10.00 %	19,754.10	4.84 %	19,754.10
AVD1	280.15	229.94	0.34	82.08 %	186,884.10	10.00 %	18,688.41	4.84 %	18,688.41
CH38	149.26	119.44	0.11	80.02 %	130,137.70	0.00 %		4.84 %	13,013.77
CH14	424.02	330.82	0.19	78.02 %	280,375.00	0.00 %		4.84 %	28,037.50
CGL1	130.76	101.90	0.12	77.93 %	93,780.80	0.00 %		4.84 %	9,378.08
SKL1	152.78	116.41	0.39	76.20 %	145,169.00	0.00 %		4.84 %	
CH22	173.45	127.52	0.14	73.52 %	136,201.50	0.00 %		4.84 %	
CH08	411.49	292.33	0.11	71.04 %	412,869.70	0.00 %		4.84 %	
CH05	350.17	246.38	0.16	70.36 %	221,016.40	0.00 %		4.84 %	
CH07	291.52	184.96	0.19	63.45 %	182,670.80	0.00 %		4.84 %	
CH11	219.99	137.53	0.22	62.52 %	131,834.30	0.00 %		4.84 %	
CH30	239.53	146.19	0.38	61.03 %	119,520.50	0.00 %		4.84 %	
KNR1	204.60	122.77	0.18	60.00 %	106,917.80	0.00 %		4.84 %	
CH26	58.65	34.34	0.08	58.55 %	36,631.20	0.00 %		4.84 %	
CH29	67.34	31.41	0.59	46.65 %	37,963.90	0.00 %		4.84 %	
MC09	36.97	14.93	0.22	40.39 %	7,324.30	0.00 %		4.84 %	
MC02	35.56	6.44	0.00	18.11 %	2,267.10	0.00 %		4.84 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH17	86.82	120.38	0.22	138.66 %	125,213.60	40.00 %	50,085.44	4.84 %	50,085.44
CH46	124.43	115.81	0.28	93.07 %	92,389.70	15.00 %	13,858.46	4.84 %	18,477.94
CH34	251.25	222.69	0.15	88.63 %	190,741.10	10.00 %	19,074.11	4.84 %	28,611.17
UKI1	155.84	136.73	0.15	87.74 %	106,605.00	10.00 %	10,660.50	4.84 %	15,990.75
CH33	172.42	151.05	0.07	87.61 %	157,440.90	10.00 %	15,744.09	4.84 %	23,616.14
GPD1	179.43	153.60	0.14	85.61 %	107,833.50	10.00 %	10,783.35	4.84 %	10,783.35
CH23	88.16	74.68	0.04	84.71 %	83,110.20	10.00 %	8,311.02	4.84 %	8,311.02
CH12	321.82	270.64	0.27	84.10 %	290,186.30	10.00 %	29,018.63	4.84 %	29,018.63
CH18	247.70	204.03	0.16	82.37 %	272,855.00	10.00 %	27,285.50	4.84 %	27,285.50
CH06	239.27	196.90	0.29	82.29 %	172,451.60	10.00 %	17,245.16	4.84 %	17,245.16
CH44	190.17	154.63	0.03	81.31 %	136,998.30	10.00 %	13,699.83	4.84 %	13,699.83
CH15	589.68	476.85	0.15	80.87 %	397,080.20	10.00 %	39,708.02	4.84 %	39,708.02
CH43	185.38	148.67	0.16	80.20 %	184,474.50	10.00 %	18,447.45	4.84 %	18,447.45
CH24	212.63	170.33	0.31	80.11 %	180,287.50	10.00 %	18,028.75	4.84 %	18,028.75
CH21	403.54	308.27	0.19	76.39 %	232,730.40	0.00 %		4.84 %	23,273.04
CH03	568.18	433.10	0.22	76.23 %	407,482.90	0.00 %		4.84 %	40,748.29
CH20	298.55	222.67	0.62	74.58 %	216,235.30	0.00 %		4.84 %	
PON1	127.21	94.13	0.16	73.99 %	96,765.10	0.00 %		4.84 %	
CH32	37.49	25.92	0.12	69.13 %	14,882.20	0.00 %		4.84 %	
CH41	214.71	142.09	0.54	66.18 %	162,643.00	0.00 %		4.84 %	
CH09	234.04	150.30	0.25	64.22 %	173,142.00	0.00 %		4.84 %	
CH31	96.01	61.46	0.13	64.01 %	57,645.60	0.00 %		4.84 %	
MC06	70.19	43.35	0.00	61.76 %	28,893.20	0.00 %		4.84 %	
MJR1	382.10	232.19	0.12	60.77 %	182,055.90	0.00 %		4.84 %	
MC05	92.82	56.06	0.00	60.40 %	21,601.60	0.00 %		4.84 %	
CH27	88.28	51.80	0.25	58.68 %	55,611.60	0.00 %		4.84 %	
CH36	120.88	58.53	0.15	48.42 %	41,006.30	0.00 %		4.84 %	
CH01	16.95	5.09	0.07	30.05 %	1,674.50	0.00 %		4.84 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	101.95	61.50	0.05	60.32 %	56,272.40	0.00 %		4.84 %	
TVP1	254.26	146.42	0.32	57.58 %	119,465.50	0.00 %		4.84 %	
KLR1	82.39	41.89	0.14	50.84 %	35,655.70	0.00 %		4.84 %	

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	432.07	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.39	1.12	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	27.51	3.15	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	16.82	8.94	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	13.22	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	38.68	1.30	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	14.91	0.04	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	15.03	2.75	0.00 %	0.00	0.00 %		0.00 %	