

Accu.Target 16,265.07 L	Sales 12,234.12 L	Achieved % 75.22 %	HO Budget+ % 14.78 %	Total Com. 113.36 L
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Note : Sales Period is From :01-Aug-2026 To :10-Aug-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH-03	1,616.25	1,517.86	93.91 %	45,000.00	14.78 %	120,000.00
WEST-01	802.15	666.67	83.11 %	0.00	14.78 %	0.00
TRICHY-01	1,785.48	1,407.84	78.85 %	0.00	14.78 %	0.00
NORTH ARCOT	1,277.96	991.67	77.60 %	0.00	14.78 %	27,000.00
WEST-02	1,061.46	811.26	76.43 %	0.00	14.78 %	0.00
SOUTH-01	2,581.62	1,908.67	73.93 %	0.00	14.78 %	0.00
WEST-03	588.64	433.92	73.72 %	0.00	14.78 %	0.00
CHENNAI-02	1,822.67	1,331.04	73.03 %	0.00	14.78 %	0.00
KL-SOUTH	328.53	233.82	71.17 %	0.00	14.78 %	0.00
SOUTH ARCOT	1,172.84	819.58	69.88 %	0.00	14.78 %	0.00
CHENNAI-01	2,228.38	1,526.23	68.49 %	0.00	14.78 %	0.00
KL-NORTH	999.08	482.26	48.27 %	0.00	14.78 %	0.00
HYDERABAD-01	0.00	14.45	0.00 %	0.00	0.00 %	0.00
OTHERS	0.00	88.85	0.00 %	0.00	0.00 %	0.00
Total	16,265.07	12,234.12	75.22 %		14.78 %	

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	314.62	312.38	99.29%	22,500.00	14.78 %	60,000.00
	KRR1	134.83	133.46	98.98%	7,500.00	14.78 %	20,000.00
	KKD2	317.92	313.94	98.75%	22,500.00	14.78 %	60,000.00
	MDU1	612.25	558.44	91.21%	37,500.00	14.78 %	75,000.00
	TEN1	236.64	199.65	84.37%	0.00	14.78 %	7,500.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PLI1	149.29	131.90	88.36%	0.00	14.78 %	15,000.00
	CBE1	438.65	372.73	84.97%	0.00	14.78 %	22,500.00
	UAM1	214.21	162.03	75.64%	0.00	14.78 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PBR1	430.51	377.07	87.59%	0.00	14.78 %	45,000.00
	TRY1	479.16	380.27	79.36%	0.00	14.78 %	22,500.00
	TNJ1	422.51	316.88	75.00%	0.00	14.78 %	0.00
	KUM1	453.31	333.61	73.59%	0.00	14.78 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	433.94	342.80	79.00%	0.00	14.78 %	22,500.00
	NA02	496.43	382.97	77.14%	0.00	14.78 %	22,500.00
	NA03	347.59	265.90	76.50%	0.00	14.78 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	336.69	298.40	88.63%	0.00	14.78 %	30,000.00
	MTR1	141.76	105.18	74.20%	0.00	14.78 %	0.00
	SLM1	550.82	388.42	70.52%	0.00	14.78 %	0.00
	TPR1	32.19	19.27	59.86%	0.00	14.78 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	326.10	294.93	90.44%	15,000.00	14.78 %	30,000.00
	TVL1	390.43	309.96	79.39%	0.00	14.78 %	22,500.00
	TUT1	556.24	414.81	74.57%	0.00	14.78 %	0.00
	TKS1	342.90	241.87	70.54%	0.00	14.78 %	0.00
	KVT1	561.82	382.88	68.15%	0.00	14.78 %	0.00
	NGR1	404.13	264.20	65.38%	0.00	14.78 %	0.00
WEST-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	220.13	179.12	81.37%	0.00	14.78 %	7,500.00
	NKL1	147.81	113.15	76.55%	0.00	14.78 %	0.00
	TPR1	220.70	141.65	64.18%	0.00	14.78 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	422.44	334.86	79.27%	0.00	14.78 %	22,500.00
	CH01	461.41	348.22	75.47%	0.00	14.78 %	0.00
	CH04	547.28	390.97	71.44%	0.00	14.78 %	0.00
	CH09	391.53	256.99	65.64%	0.00	14.78 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	328.53	233.82	71.17%	0.00	14.78 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	402.00	312.43	77.72%	0.00	14.78 %	22,500.00
	SA02	355.51	257.46	72.42%	0.00	14.78 %	0.00
	SA01	415.33	249.69	60.12%	0.00	14.78 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	376.85	297.15	78.85%	0.00	14.78 %	15,000.00
	CH03	429.40	296.77	69.11%	0.00	14.78 %	0.00
	CH10	407.58	278.08	68.23%	0.00	14.78 %	0.00
	CH05	548.39	373.27	68.07%	0.00	14.78 %	0.00
	CH06	466.15	280.96	60.27%	0.00	14.78 %	0.00
KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	999.08	482.26	48.27%	0.00	14.78 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.62	0.00%	0.00	0.00 %	0.00
	CH02	0.00	18.61	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(1.02)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	84.59	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.68)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	(4.57)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	(1.57)	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(2.61)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(3.26)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	4.47	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	(10.50)	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	3.16	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	1.61	0.00%	0.00	0.00 %	0.00
HYDERABA D-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HYD1	0.00	14.45	0.00%	0.00	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)
KPT1	23.98	32.83	-7.87	136.92 %	28,793.22	40.00 %	11,517.29	14.78 %	11,517.29
MDU3	35.91	47.31	-10.57	131.72 %	34,151.43	40.00 %	13,660.57	14.78 %	13,660.57
CMR1	20.89	26.92	-6.71	128.83 %	18,003.80	40.00 %	7,201.52	14.78 %	7,201.52
MLR1	36.33	45.75	-12.18	125.93 %	27,128.54	40.00 %	10,851.42	14.78 %	10,851.42
KKD3	48.82	60.09	-6.19	123.09 %	88,257.72	40.00 %	35,303.09	14.78 %	35,303.09
PNV2	19.51	23.88	-8.09	122.39 %	24,942.90	40.00 %	9,977.16	14.78 %	9,977.16
NKI1	24.04	29.10	-5.84	121.02 %	38,916.08	40.00 %	15,566.43	14.78 %	15,566.43
MDU7	46.58	55.53	-11.93	119.20 %	45,097.63	30.00 %	13,529.29	14.78 %	18,039.05
MPA1	38.96	46.12	-5.46	118.38 %	57,278.38	30.00 %	17,183.51	14.78 %	22,911.35
KRR1	26.36	29.91	-3.87	113.48 %	45,123.94	30.00 %	13,537.18	14.78 %	18,049.58
TPT1	38.98	44.17	-5.65	113.30 %	66,494.62	30.00 %	19,948.39	14.78 %	26,597.85
TDI1	28.30	30.43	-3.81	107.51 %	42,765.57	25.00 %	10,691.39	14.78 %	17,106.23
MDU5	28.75	29.50	-6.37	102.63 %	39,785.46	25.00 %	9,946.37	14.78 %	15,914.18
ATG1	55.87	56.96	-12.09	101.95 %	51,834.41	25.00 %	12,958.60	14.78 %	15,550.32
TMM1	57.27	58.35	-10.82	101.90 %	39,505.64	25.00 %	9,876.41	14.78 %	11,851.69
NTM1	26.62	26.10	-4.82	98.02 %	25,395.74	20.00 %	5,079.15	14.78 %	7,618.72
MDU1	217.37	203.07	-12.08	93.42 %	126,526.27	15.00 %	18,978.94	14.78 %	31,631.57
BTU1	19.64	18.16	-9.71	92.46 %	15,164.55	15.00 %	2,274.68	14.78 %	3,791.14
MDU6	70.17	64.66	-10.00	92.14 %	50,350.63	15.00 %	7,552.59	14.78 %	12,587.66
MNM1	19.85	17.99	-5.14	90.65 %	21,490.60	15.00 %	3,223.59	14.78 %	5,372.65
DGL1	100.25	89.28	-11.20	89.06 %	69,624.22	10.00 %	6,962.42	14.78 %	17,406.06
ADP1	31.23	26.73	-4.29	85.62 %	31,923.44	10.00 %	3,192.34	14.78 %	7,980.86
DKI1	42.41	36.14	-5.02	85.22 %	51,426.35	10.00 %	5,142.64	14.78 %	10,285.27
TEN1	41.73	34.27	-7.82	82.13 %	34,696.97	10.00 %	3,469.70	14.78 %	6,939.39
BNR1	29.49	24.13	-7.98	81.80 %	24,199.30	10.00 %	2,419.93	14.78 %	4,839.86
SVG1	42.67	34.87	-8.79	81.73 %	32,433.96	10.00 %	3,243.40	14.78 %	6,486.79
DGL2	31.53	25.27	-7.23	80.14 %	28,225.12	10.00 %	2,822.51	14.78 %	4,233.77
MDU4	39.29	31.37	-7.77	79.85 %	25,317.19	0.00 %		14.78 %	3,797.58
PKM1	23.18	18.31	-7.10	78.98 %	21,001.20	0.00 %		14.78 %	3,150.18
TEN2	43.64	34.44	-9.97	78.92 %	25,555.01	0.00 %		14.78 %	3,833.25
ODM1	22.41	17.30	-7.26	77.21 %	15,173.64	0.00 %		14.78 %	2,276.05
MDU2	88.99	67.98	-10.72	76.40 %	53,646.15	0.00 %		14.78 %	5,364.62
CBM1	46.48	34.86	-7.79	74.99 %	26,877.02	0.00 %		14.78 %	2,687.70
PVI1	35.18	24.92	-7.11	70.84 %	25,665.00	0.00 %		14.78 %	2,566.50
KYK1	25.07	17.58	-7.67	70.11 %	19,670.26	0.00 %		14.78 %	1,967.03
PNI1	20.47	14.02	-12.46	68.50 %	8,120.54	0.00 %		14.78 %	812.05
SGP1	29.00	19.37	-6.34	66.78 %	19,492.07	0.00 %		14.78 %	
USL1	39.03	20.20	-10.99	51.76 %	15,192.72	0.00 %		14.78 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UMP1	22.33	32.86	-6.20	147.16 %	29,296.14	40.00 %	11,718.46	14.78 %	11,718.46
CBE6	39.43	40.52	-5.48	102.78 %	41,912.22	25.00 %	10,478.06	14.78 %	16,764.89
SNR1	29.51	30.31	-4.76	102.71 %	36,724.51	25.00 %	9,181.13	14.78 %	14,689.80
PDM1	18.99	18.79	-3.46	98.95 %	23,096.56	20.00 %	4,619.31	14.78 %	6,928.97
ANR1	9.33	9.10	-2.29	97.54 %	14,667.88	20.00 %	2,933.58	14.78 %	4,400.36
KMR1	73.48	70.14	-5.23	95.46 %	65,342.20	20.00 %	13,068.44	14.78 %	19,602.66
KGI1	34.26	31.44	-3.26	91.78 %	24,392.34	15.00 %	3,658.85	14.78 %	6,098.09
CBE4	46.22	41.53	-7.43	89.84 %	43,621.63	10.00 %	4,362.16	14.78 %	10,905.41
SUL1	25.98	23.01	-4.90	88.59 %	35,250.16	10.00 %	3,525.02	14.78 %	8,812.54
PPI1	21.76	18.83	-3.99	86.51 %	21,156.90	10.00 %	2,115.69	14.78 %	5,289.23
CBE5	14.62	12.43	-2.98	85.01 %	19,307.27	10.00 %	1,930.73	14.78 %	3,861.45
MPM1	35.04	29.44	-3.86	84.03 %	34,332.69	10.00 %	3,433.27	14.78 %	6,866.54
GDR1	25.73	21.16	-3.21	82.23 %	15,408.40	10.00 %	1,540.84	14.78 %	3,081.68
CBE2	175.46	134.84	-6.34	76.85 %	110,516.15	0.00 %		14.78 %	16,577.42
DPM2	29.75	21.22	-3.41	71.32 %	24,722.48	0.00 %		14.78 %	2,472.25
CBE3	14.81	10.41	-4.00	70.27 %	20,006.28	0.00 %		14.78 %	2,000.63
KMD1	19.54	13.15	-3.81	67.29 %	13,781.85	0.00 %		14.78 %	
PLI1	47.12	31.10	-4.69	66.01 %	31,973.82	0.00 %		14.78 %	
CBE1	33.76	21.96	-7.16	65.05 %	20,186.18	0.00 %		14.78 %	
UAM1	59.71	38.36	-3.59	64.25 %	30,589.17	0.00 %		14.78 %	
CNR1	25.32	16.05	-4.10	63.40 %	18,830.35	0.00 %		14.78 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK2	39.89	42.92	-8.09	107.59 %	31,547.64	25.00 %	7,886.91	14.78 %	12,619.06
TRY4	43.01	46.13	-7.38	107.26 %	43,969.46	25.00 %	10,992.37	14.78 %	17,587.78
TYR1	59.74	57.93	-6.07	96.97 %	40,071.62	20.00 %	8,014.32	14.78 %	12,021.49
MVM1	99.18	92.16	-5.41	92.92 %	107,470.45	15.00 %	16,120.57	14.78 %	26,867.61
NMM1	31.08	28.84	-3.96	92.80 %	36,169.38	15.00 %	5,425.41	14.78 %	9,042.35
KUM2	34.90	31.87	-6.84	91.31 %	36,791.88	15.00 %	5,518.78	14.78 %	9,197.97
MSI1	37.19	33.86	-6.55	91.05 %	29,108.79	15.00 %	4,366.32	14.78 %	7,277.20
TNJ2	78.07	70.66	-9.47	90.51 %	55,237.75	15.00 %	8,285.66	14.78 %	13,809.44
KRN1	32.31	28.92	-3.86	89.51 %	26,361.32	10.00 %	2,636.13	14.78 %	6,590.33
JKM1	51.23	43.80	-5.07	85.51 %	40,031.06	10.00 %	4,003.11	14.78 %	10,007.77
TVR1	36.92	31.43	-5.42	85.13 %	42,276.41	10.00 %	4,227.64	14.78 %	8,455.28
TRY2	23.92	20.18	-8.45	84.38 %	16,963.78	10.00 %	1,696.38	14.78 %	3,392.76
AYR1	42.22	35.27	-5.02	83.53 %	38,759.76	10.00 %	3,875.98	14.78 %	7,751.95
PTK1	71.34	59.20	-6.20	82.98 %	67,858.79	10.00 %	6,785.88	14.78 %	13,571.76
PBR2	110.22	90.27	-6.01	81.90 %	73,810.36	10.00 %	7,381.04	14.78 %	14,762.07
NGT1	54.45	43.85	-4.64	80.52 %	49,602.48	10.00 %	4,960.25	14.78 %	7,440.37
KIK1	49.30	39.69	-5.43	80.52 %	45,569.70	10.00 %	4,556.97	14.78 %	6,835.46
TTP1	55.43	44.54	-3.85	80.35 %	48,638.13	10.00 %	4,863.81	14.78 %	7,295.72
TRY1	253.68	196.82	-7.87	77.59 %	150,362.01	0.00 %		14.78 %	22,554.30
PBR1	30.73	23.79	-5.51	77.40 %	20,492.67	0.00 %		14.78 %	3,073.90
TNJ1	103.20	78.72	-8.88	76.28 %	62,838.76	0.00 %		14.78 %	6,283.88
TVR2	92.13	63.09	-6.69	68.48 %	56,639.60	0.00 %		14.78 %	5,663.96
APM1	21.22	14.16	-4.22	66.71 %	23,727.88	0.00 %		14.78 %	
ORU1	35.82	23.45	-4.16	65.46 %	32,262.60	0.00 %		14.78 %	
KUM1	104.20	63.78	-7.95	61.21 %	54,112.61	0.00 %		14.78 %	
NCK1	25.97	15.36	-5.95	59.15 %	15,865.65	0.00 %		14.78 %	
TRY3	51.18	27.79	-7.56	54.29 %	24,158.12	0.00 %		14.78 %	
MDI1	81.79	41.86	-10.85	51.18 %	33,316.70	0.00 %		14.78 %	
PDK1	35.17	17.51	-5.01	49.78 %	20,304.12	0.00 %		14.78 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	39.86	44.55	-5.66	111.75 %	38,426.46	30.00 %	11,527.94	14.78 %	15,370.58
VEL4	41.53	40.13	-14.20	96.62 %	14,027.84	20.00 %	2,805.57	14.78 %	4,208.35
ANI1	28.84	26.95	-4.61	93.44 %	25,268.33	15.00 %	3,790.25	14.78 %	6,317.08
TRR1	78.57	71.71	-7.63	91.27 %	48,952.40	15.00 %	7,342.86	14.78 %	12,238.10
CGM1	36.57	33.27	-5.11	90.98 %	32,603.03	15.00 %	4,890.45	14.78 %	8,150.76
WJP1	39.93	36.05	-4.19	90.28 %	35,916.79	15.00 %	5,387.52	14.78 %	8,979.20
KPM2	131.50	118.68	-6.33	90.25 %	90,496.09	15.00 %	13,574.41	14.78 %	22,624.02
SBR1	62.54	55.59	-7.91	88.89 %	48,375.31	10.00 %	4,837.53	14.78 %	12,093.83
VEL2	71.95	62.22	-6.35	86.47 %	59,920.82	10.00 %	5,992.08	14.78 %	14,980.21
AKM1	56.76	48.42	-6.60	85.31 %	45,462.03	10.00 %	4,546.20	14.78 %	11,365.51
UGI1	27.39	22.35	-4.31	81.60 %	23,823.40	10.00 %	2,382.34	14.78 %	4,764.68
CPT1	27.91	22.70	-4.51	81.32 %	28,051.45	10.00 %	2,805.15	14.78 %	5,610.29
PLR1	24.48	19.58	-4.59	80.00 %	16,440.32	0.00 %		14.78 %	2,466.05
VSI1	43.89	34.97	-4.50	79.67 %	38,680.11	0.00 %		14.78 %	5,802.02
CYR1	30.15	22.89	-5.27	75.91 %	23,634.30	0.00 %		14.78 %	2,363.43
SLG1	30.80	23.06	-5.36	74.86 %	21,681.25	0.00 %		14.78 %	2,168.13
TRL1	79.50	58.24	-11.25	73.26 %	35,776.24	0.00 %		14.78 %	3,577.62
WJD1	53.36	38.59	-2.92	72.31 %	46,707.66	0.00 %		14.78 %	4,670.77
PTU1	16.85	11.97	-5.76	71.05 %	8,393.11	0.00 %		14.78 %	839.31
BGR1	26.85	18.31	-5.47	68.20 %	14,688.29	0.00 %		14.78 %	
VEL3	36.55	23.58	-6.50	64.51 %	24,674.90	0.00 %		14.78 %	
KPM1	47.48	28.48	-7.48	59.98 %	23,090.02	0.00 %		14.78 %	
ABR1	59.91	35.42	-8.11	59.12 %	25,834.94	0.00 %		14.78 %	
TRT1	31.86	18.71	-10.47	58.74 %	12,259.80	0.00 %		14.78 %	
GDM1	40.06	23.37	-10.16	58.34 %	12,970.16	0.00 %		14.78 %	
ARC2	45.92	22.75	-7.66	49.54 %	22,371.70	0.00 %		14.78 %	
VEL1	66.94	29.14	-7.19	43.53 %	25,866.45	0.00 %		14.78 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNG1	19.93	28.40	-3.24	142.55 %	33,054.02	40.00 %	13,221.61	14.78 %	13,221.61
PMP1	37.01	39.71	-5.07	107.32 %	27,868.65	25.00 %	6,967.16	14.78 %	11,147.46
KRI1	39.39	40.79	-5.12	103.56 %	30,919.93	25.00 %	7,729.98	14.78 %	12,367.97
APN1	24.43	25.21	-2.13	103.20 %	34,793.89	25.00 %	8,698.47	14.78 %	13,917.56
KAM1	18.13	18.67	-4.16	102.99 %	17,042.70	25.00 %	4,260.68	14.78 %	6,817.08
ATU1	55.40	53.98	-6.81	97.44 %	41,276.77	20.00 %	8,255.35	14.78 %	12,383.03
TRM1	53.37	50.48	-3.84	94.58 %	47,849.72	15.00 %	7,177.46	14.78 %	14,354.92
HSR1	49.43	44.36	-4.59	89.75 %	41,020.83	10.00 %	4,102.08	14.78 %	10,255.21
PLC1	32.35	26.47	-2.48	81.82 %	36,957.34	10.00 %	3,695.73	14.78 %	7,391.47
MCR1	47.15	37.40	-3.97	79.32 %	35,248.85	0.00 %		14.78 %	5,287.33
KVP1	29.19	22.00	-5.07	75.36 %	17,205.77	0.00 %		14.78 %	1,720.58
HSR2	80.36	58.17	-4.59	72.39 %	44,066.93	0.00 %		14.78 %	4,406.69
DPR1	24.45	17.16	-5.11	70.19 %	15,775.69	0.00 %		14.78 %	1,577.57
VPD1	48.49	33.70	-2.80	69.50 %	38,315.05	0.00 %		14.78 %	3,831.51
DPR2	25.71	17.33	-5.63	67.43 %	15,490.86	0.00 %		14.78 %	
SLM2	43.16	28.39	-6.07	65.78 %	24,944.72	0.00 %		14.78 %	
EPI1	38.14	24.90	-4.19	65.28 %	26,071.55	0.00 %		14.78 %	
SLM1	110.36	70.97	-6.21	64.31 %	57,024.27	0.00 %		14.78 %	
SGI1	30.92	19.82	-2.83	64.10 %	19,729.85	0.00 %		14.78 %	
EDP1	24.15	15.39	-7.06	63.71 %	9,880.45	0.00 %		14.78 %	
MTR1	54.16	34.23	-3.38	63.20 %	37,558.30	0.00 %		14.78 %	
SLM3	58.66	36.94	-3.92	62.98 %	34,069.10	0.00 %		14.78 %	
BMD1	32.19	19.27	-3.36	59.86 %	23,781.90	0.00 %		14.78 %	
OML1	46.72	27.29	-4.31	58.42 %	28,349.38	0.00 %		14.78 %	
HRR1	38.23	20.21	-4.91	52.86 %	20,194.20	0.00 %		14.78 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARM1	23.65	25.05	-7.16	105.91 %	21,887.77	25.00 %	5,471.94	14.78 %	8,755.11
APK2	42.37	44.68	-9.50	105.44 %	37,242.81	25.00 %	9,310.70	14.78 %	14,897.12
SVK1	69.97	72.15	-7.53	103.12 %	72,983.53	25.00 %	18,245.88	14.78 %	29,193.41
KSM1	20.47	20.52	-4.81	100.25 %	18,993.71	25.00 %	4,748.43	14.78 %	5,698.11
ERL2	50.61	47.13	-4.75	93.12 %	49,543.45	15.00 %	7,431.52	14.78 %	12,385.86
MMT1	34.32	30.85	-5.56	89.91 %	31,083.67	10.00 %	3,108.37	14.78 %	7,770.92
VNR1	32.84	29.49	-6.43	89.81 %	28,980.51	10.00 %	2,898.05	14.78 %	7,245.13
KYR1	31.40	26.83	-7.49	85.44 %	21,029.05	10.00 %	2,102.91	14.78 %	5,257.26
STU2	26.25	22.33	-11.82	85.08 %	14,651.82	10.00 %	1,465.18	14.78 %	2,930.36
ASM1	40.14	33.97	-7.33	84.62 %	30,850.50	10.00 %	3,085.05	14.78 %	6,170.10
PKD1	58.85	49.59	-5.13	84.26 %	63,392.82	10.00 %	6,339.28	14.78 %	12,678.56
TCN1	59.31	49.74	-6.99	83.87 %	44,455.33	10.00 %	4,445.53	14.78 %	8,891.07
VNR2	129.15	106.42	-5.53	82.40 %	94,438.48	10.00 %	9,443.85	14.78 %	18,887.70
RPM1	67.31	55.08	-11.23	81.83 %	47,208.57	10.00 %	4,720.86	14.78 %	9,441.71
APK1	51.77	42.19	-7.99	81.49 %	39,639.57	10.00 %	3,963.96	14.78 %	7,927.91
MAR1	68.06	54.68	-8.24	80.34 %	54,073.71	10.00 %	5,407.37	14.78 %	8,111.06
RND1	78.55	62.76	-6.48	79.90 %	80,367.34	0.00 %		14.78 %	12,055.10
UDN1	34.12	26.83	-8.64	78.62 %	26,034.23	0.00 %		14.78 %	3,905.13
KVT1	121.77	95.41	-6.57	78.35 %	104,548.64	0.00 %		14.78 %	15,682.30
TUT2	100.93	78.87	-6.90	78.14 %	76,287.86	0.00 %		14.78 %	11,443.18
TVL1	245.00	188.49	-7.54	76.93 %	182,825.73	0.00 %		14.78 %	27,423.86
KGL1	34.88	26.75	-3.71	76.67 %	33,187.64	0.00 %		14.78 %	3,318.76
VLY1	81.64	62.46	-6.13	76.51 %	55,495.63	0.00 %		14.78 %	5,549.56
SDI1	30.06	22.93	-8.64	76.27 %	22,098.75	0.00 %		14.78 %	2,209.88
SKD1	31.88	24.06	-5.36	75.48 %	23,610.35	0.00 %		14.78 %	2,361.04
PDI1	33.01	24.17	-8.88	73.21 %	19,663.48	0.00 %		14.78 %	1,966.35
TUT1	271.78	189.47	-6.09	69.71 %	226,314.75	0.00 %		14.78 %	22,631.48
TKS2	106.06	73.09	-7.51	68.91 %	56,626.32	0.00 %		14.78 %	5,662.63
COL1	15.56	10.37	-8.04	66.61 %	6,210.76	0.00 %		14.78 %	
SGT1	22.43	14.51	-5.73	64.68 %	15,144.51	0.00 %		14.78 %	
TKS1	84.03	52.11	-8.46	62.01 %	40,008.81	0.00 %		14.78 %	
VKM1	42.43	25.46	-5.46	60.00 %	35,054.87	0.00 %		14.78 %	
TYI1	39.49	22.78	-7.15	57.68 %	29,562.62	0.00 %		14.78 %	
SNL1	43.60	23.91	-8.01	54.83 %	20,710.83	0.00 %		14.78 %	
NGR1	186.91	98.91	-9.13	52.92 %	78,525.62	0.00 %		14.78 %	
TKY1	43.92	22.12	-3.21	50.36 %	29,984.79	0.00 %		14.78 %	
RND2	127.08	52.53	-6.05	41.34 %	68,876.37	0.00 %		14.78 %	

WEST-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMI1	14.94	17.60	-4.48	117.82 %	18,693.47	30.00 %	5,608.04	14.78 %	7,477.39
KGM1	18.37	19.36	-2.67	105.41 %	20,468.10	25.00 %	5,117.03	14.78 %	8,187.24
GBM1	25.64	24.82	-4.30	96.81 %	22,659.33	20.00 %	4,531.87	14.78 %	6,797.80
ERD2	59.38	57.15	-6.41	96.24 %	70,939.11	20.00 %	14,187.82	14.78 %	21,281.73
AVI1	27.53	25.33	-7.67	92.02 %	17,533.24	15.00 %	2,629.99	14.78 %	4,383.31
SYM2	23.26	21.30	-6.42	91.58 %	20,255.47	15.00 %	3,038.32	14.78 %	5,063.87
PDR1	15.20	13.55	-4.98	89.17 %	16,292.84	10.00 %	1,629.28	14.78 %	4,073.21
SGG1	15.31	13.61	-7.10	88.93 %	12,301.43	10.00 %	1,230.14	14.78 %	3,075.36
NKL2	55.05	48.95	-5.46	88.92 %	48,086.90	10.00 %	4,808.69	14.78 %	12,021.73
KMM1	19.96	14.39	-5.49	72.09 %	14,372.61	0.00 %		14.78 %	1,437.26
RSP1	31.21	20.34	-5.75	65.17 %	18,096.99	0.00 %		14.78 %	
VKL1	17.91	11.38	-3.22	63.55 %	13,608.36	0.00 %		14.78 %	
TPR1	48.25	30.04	-6.95	62.25 %	24,309.88	0.00 %		14.78 %	
TCG1	26.29	15.86	-4.49	60.34 %	15,947.67	0.00 %		14.78 %	
TPR2	57.17	32.93	-9.95	57.60 %	21,820.03	0.00 %		14.78 %	
ERD1	81.71	44.69	-7.02	54.69 %	37,323.08	0.00 %		14.78 %	
TPR4	22.45	9.96	-3.82	44.36 %	13,596.31	0.00 %		14.78 %	
TPR3	29.03	12.65	-5.43	43.58 %	9,982.87	0.00 %		14.78 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH01	1.17	2.13	-7.01	182.16 %	2,185.95	40.00 %	874.38	14.78 %	874.38
CH50	64.41	65.78	-6.08	102.12 %	77,444.25	25.00 %	19,361.06	14.78 %	23,233.28
CH17	50.39	48.02	-3.18	95.29 %	70,217.75	20.00 %	14,043.55	14.78 %	21,065.33
CH34	84.30	74.69	-6.95	88.60 %	54,887.60	10.00 %	5,488.76	14.78 %	13,721.90
UKI1	43.26	38.04	-5.58	87.93 %	34,216.86	10.00 %	3,421.69	14.78 %	8,554.22
CH15	167.81	146.48	-6.46	87.29 %	134,098.28	10.00 %	13,409.83	14.78 %	33,524.57
CH03	166.30	142.93	-6.71	85.94 %	138,240.46	10.00 %	13,824.05	14.78 %	34,560.12
CH36	27.46	21.86	-8.50	79.61 %	21,106.68	0.00 %		14.78 %	3,166.00
CH06	74.81	58.15	-14.76	77.73 %	32,167.95	0.00 %		14.78 %	4,825.19
CH24	57.10	44.23	-11.64	77.46 %	42,928.48	0.00 %		14.78 %	6,439.27
CH18	84.62	64.34	-6.54	76.04 %	73,625.10	0.00 %		14.78 %	7,362.51
PON1	41.49	30.24	-4.42	72.89 %	34,442.67	0.00 %		14.78 %	3,444.27
CH27	24.87	17.90	-3.51	71.96 %	22,440.20	0.00 %		14.78 %	2,244.02
CH12	101.72	73.12	-7.93	71.89 %	58,335.93	0.00 %		14.78 %	5,833.59
CH51	83.47	57.94	-8.61	69.42 %	50,321.13	0.00 %		14.78 %	5,032.11
GPD1	55.27	37.87	-5.04	68.52 %	32,922.11	0.00 %		14.78 %	3,292.21
CH44	59.07	40.08	-5.70	67.85 %	42,790.80	0.00 %		14.78 %	
CH21	120.65	80.98	-8.34	67.12 %	50,847.36	0.00 %		14.78 %	
CH33	63.44	40.65	-3.97	64.08 %	46,933.34	0.00 %		14.78 %	
CH46	34.65	21.14	-5.96	61.00 %	21,582.05	0.00 %		14.78 %	
CH20	87.90	53.11	-7.12	60.42 %	59,415.98	0.00 %		14.78 %	
MJR1	92.69	55.89	-7.00	60.29 %	42,433.71	0.00 %		14.78 %	
CH31	26.16	15.33	-5.47	58.60 %	14,152.64	0.00 %		14.78 %	
CH43	53.13	30.57	-6.56	57.54 %	30,406.55	0.00 %		14.78 %	
CH23	41.83	21.07	-6.06	50.36 %	17,825.20	0.00 %		14.78 %	
CH41	58.49	26.17	-7.02	44.75 %	29,331.80	0.00 %		14.78 %	
MC06	19.65	8.73	-4.54	44.39 %	5,952.86	0.00 %		14.78 %	
MC05	23.57	10.07	-3.90	42.70 %	5,797.70	0.00 %		14.78 %	
CH32	12.99	3.57	-9.18	27.46 %	2,800.15	0.00 %		14.78 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	167.12	136.31	-8.40	81.57 %	81,352.80	10.00 %	8,135.28	14.78 %	16,270.56
PNL1	49.93	32.37	-7.79	64.84 %	20,052.94	0.00 %		14.78 %	
PAS1	61.63	37.46	-4.95	60.78 %	26,361.09	0.00 %		14.78 %	
KLR1	49.85	27.68	-6.62	55.52 %	16,574.55	0.00 %		14.78 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PRT1	44.44	48.23	-7.86	108.53 %	35,056.43	25.00 %	8,764.11	14.78 %	14,022.57
SJI2	56.83	55.09	-9.49	96.95 %	36,372.19	20.00 %	7,274.44	14.78 %	10,911.66
ULP1	57.98	56.00	-9.84	96.59 %	34,341.37	20.00 %	6,868.27	14.78 %	10,302.41
MKM1	24.97	22.83	-4.92	91.42 %	25,663.20	15.00 %	3,849.48	14.78 %	6,415.80
TRK1	77.00	69.86	-7.46	90.73 %	80,878.71	15.00 %	12,131.81	14.78 %	20,219.68
VCM2	26.99	22.93	-10.16	84.96 %	17,540.80	10.00 %	1,754.08	14.78 %	3,508.16
TVM1	31.69	26.32	-6.91	83.04 %	17,884.39	10.00 %	1,788.44	14.78 %	3,576.88
KML1	35.27	28.53	-6.19	80.90 %	30,605.54	10.00 %	3,060.55	14.78 %	4,590.83
TVM2	36.95	28.44	-6.91	76.97 %	23,168.70	0.00 %		14.78 %	3,475.31
STP1	22.14	16.94	-6.52	76.53 %	12,257.22	0.00 %		14.78 %	1,225.72
KLM1	59.46	43.95	-5.03	73.92 %	46,911.33	0.00 %		14.78 %	4,691.13
CUD1	122.01	88.91	-5.04	72.87 %	81,510.10	0.00 %		14.78 %	8,151.01
KKI2	61.93	44.96	-6.84	72.60 %	38,779.48	0.00 %		14.78 %	3,877.95
VCM1	11.30	8.16	-10.52	72.15 %	6,287.40	0.00 %		14.78 %	628.74
CDM1	77.01	50.61	-8.84	65.73 %	42,946.19	0.00 %		14.78 %	
VPM1	18.36	11.96	-5.06	65.13 %	9,576.46	0.00 %		14.78 %	
TDM1	49.46	30.23	-9.07	61.12 %	23,571.41	0.00 %		14.78 %	
POY1	114.25	64.66	-10.41	56.60 %	50,441.29	0.00 %		14.78 %	
NVL2	76.44	37.10	-8.90	48.54 %	17,999.18	0.00 %		14.78 %	
VPM2	73.74	34.53	-6.10	46.83 %	31,120.96	0.00 %		14.78 %	
POY2	94.64	29.33	-5.26	31.00 %	29,420.96	0.00 %		14.78 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	96.60	90.63	-7.13	93.82 %	100,021.75	15.00 %	15,003.26	14.78 %	30,006.53
CH28	72.49	64.55	-4.10	89.04 %	92,222.67	10.00 %	9,222.27	14.78 %	23,055.67
MRM1	59.89	53.24	-7.53	88.89 %	58,432.24	10.00 %	5,843.22	14.78 %	14,608.06
CH48	90.93	79.06	-5.04	86.95 %	94,300.72	10.00 %	9,430.07	14.78 %	23,575.18
CH49	85.23	70.90	-8.56	83.19 %	76,953.25	10.00 %	7,695.33	14.78 %	15,390.65
CH35	54.40	44.19	-3.83	81.23 %	40,397.43	10.00 %	4,039.74	14.78 %	8,079.49
AVD1	77.28	62.15	-7.46	80.43 %	58,905.11	10.00 %	5,890.51	14.78 %	8,835.77
SKL1	46.78	37.33	-7.05	79.80 %	38,589.97	0.00 %		14.78 %	5,788.50
CH07	82.10	64.05	-7.80	78.01 %	70,147.56	0.00 %		14.78 %	10,522.13
CH16	145.96	113.61	-9.67	77.84 %	94,228.49	0.00 %		14.78 %	14,134.27
GUD1	66.87	51.48	-4.33	76.99 %	74,007.35	0.00 %		14.78 %	11,101.10
KNR1	49.32	37.85	-5.75	76.75 %	38,878.95	0.00 %		14.78 %	3,887.90
MC09	9.24	7.08	-3.95	76.59 %	6,473.80	0.00 %		14.78 %	647.38
TKM1	38.42	28.70	-3.72	74.70 %	35,850.10	0.00 %		14.78 %	3,585.01
CH45	67.54	49.38	-6.53	73.12 %	40,921.91	0.00 %		14.78 %	4,092.19
CH37	34.20	24.86	-5.53	72.68 %	24,540.30	0.00 %		14.78 %	2,454.03
CH14	143.89	101.40	-7.53	70.47 %	85,902.80	0.00 %		14.78 %	8,590.28
CH05	125.25	85.27	-11.63	68.08 %	63,158.30	0.00 %		14.78 %	
CH38	46.98	31.55	-3.11	67.15 %	53,235.24	0.00 %		14.78 %	
CH19	99.25	66.35	-6.83	66.85 %	82,388.63	0.00 %		14.78 %	
GUD2	64.03	39.46	-6.49	61.64 %	39,614.72	0.00 %		14.78 %	
CH25	83.57	48.28	-5.34	57.77 %	53,051.05	0.00 %		14.78 %	
CH26	19.22	10.70	-11.29	55.65 %	7,345.61	0.00 %		14.78 %	
CH29	13.81	7.02	-3.69	50.83 %	7,790.10	0.00 %		14.78 %	
CH08	123.24	62.14	-5.55	50.42 %	95,927.75	0.00 %		14.78 %	
CGL1	64.04	31.68	-8.58	49.48 %	23,835.85	0.00 %		14.78 %	
CH30	94.15	44.70	-11.51	47.48 %	36,452.84	0.00 %		14.78 %	
CH42	119.10	54.28	-5.56	45.58 %	65,598.00	0.00 %		14.78 %	
CH39	35.69	16.21	-3.57	45.41 %	19,201.90	0.00 %		14.78 %	
CH22	57.91	25.57	-5.85	44.15 %	26,584.88	0.00 %		14.78 %	
CH40	39.17	17.07	-2.59	43.59 %	7,303.00	0.00 %		14.78 %	
MC10	21.85	5.50	-3.39	25.17 %	5,446.75	0.00 %		14.78 %	
KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	793.96	396.24	-6.34	49.91 %	235,490.81	0.00 %		14.78 %	
BSY1	205.12	86.03	-4.88	41.94 %	57,892.45	0.00 %		14.78 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	24.66	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	84.32	4.20	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	1.35	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.27	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	9.07	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	4.66	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	3.30	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	5.46	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(28.95)	-16.65	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	22.89	2.64	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(3.92)	-11.40	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.68)	-5.60	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(5.92)	-8.77	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(6.23)	-14.78	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(1.02)	-13.37	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(1.69)	-6.70	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(5.91)	-11.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(3.26)	-15.03	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(2.61)	-14.09	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(15.96)	-9.49	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	4.54	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	4.47	12.32	0.00 %	0.00	0.00 %		0.00 %	
HYDERABAD-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
HYD1	0.00	14.45	-16.60	0.00 %	2,795.91	0.00 %		0.00 %	