

Accu.Target
1,937.01 L

Sales
1,376.04 L

Achieved %
71.04 %

HO Budget+ %
18.96 %

Total Com.
13.69 L

Note : Sales Period is From :01-Sep-2025 To :02-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	20.68	50.73	245.31 %	0.00	18.96 %	0.00
TRICHY-01	199.18	216.02	108.45 %	0.00	18.96 %	0.00
WEST-01	142.15	109.51	77.04 %	0.00	18.96 %	0.00
SOUTH-03	224.35	159.22	70.97 %	0.00	18.96 %	0.00
WEST-02	172.95	121.85	70.46 %	0.00	18.96 %	0.00
NORTH ARCOT	154.93	105.74	68.25 %	0.00	18.96 %	0.00
SOUTH ARCOT	153.31	96.14	62.71 %	0.00	18.96 %	0.00
SOUTH-01	351.96	215.37	61.19 %	0.00	18.96 %	0.00
CHENNAI-01	265.45	146.45	55.17 %	0.00	18.96 %	0.00
CHENNAI-02	252.06	137.13	54.40 %	0.00	18.96 %	0.00
OTHERS	0.00	17.88	0.00 %	0.00	0.00 %	0.00
Total	1,937.01	1,376.04	71.04 %		18.96 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	20.68	50.73	245.31%	0.00	18.96 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	77.72	110.53	142.22%	40,000.00	18.96 %	40,000.00
	PTK1	35.07	34.69	98.91%	0.00	18.96 %	0.00
	TNJ1	44.35	37.10	83.65%	0.00	18.96 %	0.00
	KUM1	42.04	33.69	80.16%	0.00	18.96 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PLI1	17.73	15.89	89.61%	0.00	18.96 %	0.00
	UAM1	26.76	23.67	88.46%	0.00	18.96 %	0.00
	TPR4	17.41	13.97	80.25%	0.00	18.96 %	0.00
	CBE1	61.40	46.33	75.45%	0.00	18.96 %	0.00
	TPR1	18.86	9.65	51.19%	0.00	18.96 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	38.39	31.53	82.15%	0.00	18.96 %	0.00
	DGL1	67.10	48.74	72.63%	0.00	18.96 %	0.00
	KKD2	44.19	30.73	69.54%	0.00	18.96 %	0.00
	MDU2	66.88	45.45	67.96%	0.00	18.96 %	0.00
	KRR1	7.79	2.76	35.49%	0.00	18.96 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	34.58	29.31	84.76%	0.00	18.96 %	0.00
	MTR1	36.46	28.51	78.20%	0.00	18.96 %	0.00
	SLM1	53.99	34.53	63.96%	0.00	18.96 %	0.00
	ERD1	47.93	29.51	61.56%	0.00	18.96 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	57.39	42.15	73.45%	0.00	18.96 %	0.00
	NA02	53.14	38.12	71.74%	0.00	18.96 %	0.00
	NA03	44.40	25.47	57.35%	0.00	18.96 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	48.02	32.38	67.42%	0.00	18.96 %	0.00
	SA02	55.14	34.83	63.16%	0.00	18.96 %	0.00
	SA01	50.15	28.94	57.71%	0.00	18.96 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	59.09	44.60	75.48%	0.00	18.96 %	0.00
	TUT1	71.12	53.61	75.37%	0.00	18.96 %	0.00
	VNR1	45.12	32.67	72.41%	0.00	18.96 %	0.00
	NGR1	55.31	37.76	68.28%	0.00	18.96 %	0.00
	TKS1	52.38	24.64	47.04%	0.00	18.96 %	0.00
	TVL1	68.94	22.09	32.04%	0.00	18.96 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	51.89	35.02	67.49%	0.00	18.96 %	0.00
	CH08	61.54	33.66	54.71%	0.00	18.96 %	0.00
	CH05	67.43	36.83	54.62%	0.00	18.96 %	0.00
	CH06	84.59	40.94	48.39%	0.00	18.96 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	68.78	50.45	73.35%	0.00	18.96 %	0.00
	CH01	64.81	33.97	52.41%	0.00	18.96 %	0.00
	CH09	52.55	23.91	45.50%	0.00	18.96 %	0.00
	CH07	65.91	28.80	43.70%	0.00	18.96 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.54	0.00%	0.00	0.00 %	0.00
	CH02	0.00	14.00	0.00%	0.00	0.00 %	0.00
	HO01	0.00	1.97	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	0.28	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	0.02	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.42	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	0.65	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)
TVP1	11.11	29.38	0.34	264.57 %	13,342.40	40.00 %	5,336.96	18.96 %	5,336.96
PAS1	4.08	10.73	0.00	263.03 %	6,678.80	40.00 %	2,671.52	18.96 %	2,671.52
KLR1	5.49	10.62	0.00	193.24 %	7,878.80	40.00 %	3,151.52	18.96 %	3,151.52

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY1	40.19	74.36	0.01	185.04 %	41,824.80	40.00 %	16,729.92	18.96 %	16,729.92
PDK1	3.33	4.50	0.00	135.16 %	3,927.90	40.00 %	1,571.16	18.96 %	1,571.16
TYR1	6.85	8.56	0.00	124.95 %	4,789.70	40.00 %	1,915.88	18.96 %	1,915.88
MSI1	3.52	4.32	0.00	122.63 %	5,875.60	40.00 %	2,350.24	18.96 %	2,350.24
TRY2	3.94	4.63	0.00	117.48 %	2,186.00	30.00 %	655.80	18.96 %	874.40
MDI1	5.97	6.90	0.00	115.54 %	7,671.60	30.00 %	2,301.48	18.96 %	3,068.64
TNJ2	8.87	10.04	0.05	113.11 %	8,035.50	30.00 %	2,410.65	18.96 %	3,214.20
PTK1	8.14	9.07	0.92	111.55 %	11,158.70	30.00 %	3,347.61	18.96 %	4,463.48
TTP1	5.20	5.70	0.00	109.54 %	4,821.40	25.00 %	1,205.35	18.96 %	1,928.56
AYR1	4.85	4.94	0.00	101.97 %	5,439.00	25.00 %	1,359.75	18.96 %	2,175.60
MVM1	9.21	9.34	0.00	101.41 %	12,630.60	25.00 %	3,157.65	18.96 %	5,052.24
NGT1	7.27	7.18	0.00	98.75 %	9,056.60	20.00 %	1,811.32	18.96 %	3,622.64
PBR2	11.84	10.86	0.21	91.79 %	9,001.80	15.00 %	1,350.27	18.96 %	2,700.54
TVR1	3.34	2.94	0.00	87.92 %	3,018.30	10.00 %	301.83	18.96 %	754.58
TVR2	8.97	7.69	0.95	85.66 %	5,958.80	10.00 %	595.88	18.96 %	1,489.70
KIK1	6.48	5.32	0.00	82.10 %	5,178.40	10.00 %	517.84	18.96 %	1,294.60
NCK1	3.85	3.11	0.00	80.89 %	3,594.00	10.00 %	359.40	18.96 %	718.80
TRY3	7.40	5.78	0.00	78.21 %	4,398.60	0.00 %		18.96 %	879.72
KRN1	3.40	2.53	0.00	74.40 %	2,119.40	0.00 %		18.96 %	317.91
APM1	3.54	2.61	0.00	73.79 %	2,690.20	0.00 %		18.96 %	403.53
ORU1	3.99	2.69	0.00	67.37 %	3,247.50	0.00 %		18.96 %	324.75
NMM1	4.96	3.23	0.00	65.13 %	5,160.80	0.00 %		18.96 %	516.08
JKM1	5.79	3.72	0.00	64.23 %	3,335.60	0.00 %		18.96 %	
KUM1	10.87	6.90	0.00	63.45 %	6,188.10	0.00 %		18.96 %	
TNJ1	13.43	7.08	0.00	52.70 %	6,024.30	0.00 %		18.96 %	
PBR1	3.98	2.01	0.00	50.40 %	2,148.90	0.00 %		18.96 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGI1	3.97	7.00	0.00	176.48 %	4,244.90	40.00 %	1,697.96	18.96 %	1,697.96
PPI1	2.18	3.59	0.00	164.52 %	6,226.00	40.00 %	2,490.40	18.96 %	2,490.40
KMR1	7.15	11.00	0.00	153.80 %	8,720.10	40.00 %	3,488.04	18.96 %	3,488.04
KMD1	3.63	4.38	0.00	120.60 %	9,723.10	40.00 %	3,889.24	18.96 %	3,889.24
SYM2	2.64	3.18	0.00	120.19 %	5,971.10	40.00 %	2,388.44	18.96 %	2,388.44
PLI1	6.00	6.65	0.00	110.84 %	6,619.40	30.00 %	1,985.82	18.96 %	2,647.76
SNR1	4.54	4.92	0.00	108.34 %	5,360.20	25.00 %	1,340.05	18.96 %	2,144.08
UMP1	3.42	3.42	0.00	100.02 %	2,586.70	20.00 %	517.34	18.96 %	1,034.68
CBE5	3.36	3.26	0.00	97.14 %	3,451.20	20.00 %	690.24	18.96 %	1,035.36
ANR1	1.34	1.24	0.00	92.46 %	2,717.80	15.00 %	407.67	18.96 %	815.34
GBM1	3.48	3.20	0.00	92.01 %	3,262.50	15.00 %	489.38	18.96 %	978.75
GDR1	3.27	2.88	0.00	88.03 %	2,481.20	10.00 %	248.12	18.96 %	620.30
DPM2	3.36	2.76	0.00	82.12 %	3,115.60	10.00 %	311.56	18.96 %	778.90
TPR3	4.06	3.32	0.00	81.89 %	5,725.70	10.00 %	572.57	18.96 %	1,431.43
CNR1	3.35	2.73	0.00	81.70 %	2,079.30	10.00 %	207.93	18.96 %	519.83
SUL1	3.14	2.47	0.00	78.77 %	4,775.70	0.00 %		18.96 %	955.14
TPR1	6.27	4.74	0.00	75.59 %	3,197.90	0.00 %		18.96 %	479.69
PDM1	2.30	1.68	0.00	73.07 %	2,516.70	0.00 %		18.96 %	377.51
CBE2	21.95	15.54	0.00	70.82 %	15,904.20	0.00 %		18.96 %	1,590.42
CBE6	5.69	3.47	0.00	61.01 %	5,148.70	0.00 %		18.96 %	
MPM1	4.27	2.57	1.49	60.27 %	5,463.90	0.00 %		18.96 %	
AVI1	3.74	2.08	0.00	55.67 %	3,667.50	0.00 %		18.96 %	
CBE1	4.56	2.41	0.00	52.88 %	3,389.70	0.00 %		18.96 %	
KGM1	2.65	1.38	0.00	51.94 %	2,144.30	0.00 %		18.96 %	
UAM1	8.29	4.11	0.00	49.65 %	3,410.90	0.00 %		18.96 %	
CBE3	1.96	0.91	0.12	46.31 %	1,573.90	0.00 %		18.96 %	
CBE4	9.06	2.35	0.00	25.91 %	2,199.50	0.00 %		18.96 %	
TPR2	8.53	1.59	1.31	18.66 %	1,435.80	0.00 %		18.96 %	
TPR4	4.02	0.68	0.00	16.96 %	1,182.90	0.00 %		18.96 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV1	2.76	4.07	0.00	147.52 %	4,219.60	40.00 %	1,687.84	18.96 %	1,687.84
MLR1	3.79	4.66	0.00	122.82 %	5,161.40	40.00 %	2,064.56	18.96 %	2,064.56
TMM1	7.29	8.55	0.01	117.20 %	8,664.10	30.00 %	2,599.23	18.96 %	3,465.64
TDI1	4.05	4.20	0.42	103.80 %	3,589.00	25.00 %	897.25	18.96 %	1,435.60
KYK1	2.85	2.81	0.00	98.52 %	4,180.00	20.00 %	836.00	18.96 %	1,672.00
SVG1	5.44	5.19	0.00	95.43 %	5,776.20	20.00 %	1,155.24	18.96 %	1,732.86
CMR1	3.43	3.11	0.45	90.83 %	2,397.80	15.00 %	359.67	18.96 %	719.34
TPT1	4.89	4.24	0.00	86.58 %	10,453.10	10.00 %	1,045.31	18.96 %	2,613.28
MPA1	5.62	4.83	0.00	85.91 %	6,979.00	10.00 %	697.90	18.96 %	1,744.75
MDU1	29.08	24.04	0.27	82.67 %	19,188.00	10.00 %	1,918.80	18.96 %	4,797.00
MDU6	10.65	8.36	0.00	78.51 %	5,687.30	0.00 %		18.96 %	1,137.46
SGP1	2.74	2.13	0.12	77.46 %	2,972.30	0.00 %		18.96 %	594.46
KKD2	5.27	4.02	0.00	76.20 %	5,099.00	0.00 %		18.96 %	764.85
DGL1	14.35	10.78	0.12	75.12 %	12,285.30	0.00 %		18.96 %	1,842.80
MNM1	3.76	2.74	0.00	72.98 %	4,715.50	0.00 %		18.96 %	471.55
MDU4	5.63	4.11	0.00	72.96 %	3,989.10	0.00 %		18.96 %	398.91
MDU2	12.47	9.09	0.00	72.92 %	8,172.50	0.00 %		18.96 %	817.25
TEN1	5.87	4.20	0.00	71.48 %	5,014.90	0.00 %		18.96 %	501.49
ADP1	3.87	2.75	0.00	70.94 %	3,338.00	0.00 %		18.96 %	333.80
NKI1	3.68	2.43	0.00	66.09 %	3,648.50	0.00 %		18.96 %	364.85
MDU5	5.01	3.22	0.00	64.22 %	5,452.00	0.00 %		18.96 %	
CBM1	5.72	3.65	0.00	63.78 %	3,963.30	0.00 %		18.96 %	
MDU3	8.82	5.39	0.82	61.11 %	5,239.10	0.00 %		18.96 %	
DKI1	7.77	4.60	0.00	59.17 %	4,073.40	0.00 %		18.96 %	
PNI1	3.51	2.06	1.40	58.64 %	1,646.80	0.00 %		18.96 %	
USL1	4.56	2.60	0.00	57.11 %	2,418.00	0.00 %		18.96 %	
BTU1	2.91	1.59	0.00	54.77 %	2,397.70	0.00 %		18.96 %	
NTM1	4.22	2.20	0.00	52.02 %	2,687.50	0.00 %		18.96 %	
PKM1	3.57	1.72	0.01	48.29 %	1,748.40	0.00 %		18.96 %	
BNR1	4.58	2.16	0.00	47.08 %	2,955.60	0.00 %		18.96 %	
KPT1	4.29	1.97	0.40	46.02 %	2,173.20	0.00 %		18.96 %	
TEN2	5.84	2.64	0.00	45.14 %	1,594.80	0.00 %		18.96 %	
KRR1	3.95	1.64	0.00	41.43 %	1,944.30	0.00 %		18.96 %	
PVI1	5.66	2.09	0.00	36.88 %	2,958.10	0.00 %		18.96 %	
ATG1	7.28	2.64	0.00	36.32 %	4,767.40	0.00 %		18.96 %	
DGL2	5.32	1.62	0.00	30.53 %	2,773.30	0.00 %		18.96 %	
ODM1	3.83	1.13	0.00	29.36 %	1,134.30	0.00 %		18.96 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VKL1	3.08	5.92	0.00	192.24 %	5,950.30	40.00 %	2,380.12	18.96 %	2,380.12
SGI1	3.15	5.66	0.00	179.82 %	6,191.20	40.00 %	2,476.48	18.96 %	2,476.48
PMP1	3.58	4.67	0.59	130.37 %	1,788.30	40.00 %	715.32	18.96 %	715.32
OML1	4.75	4.98	0.00	105.00 %	3,799.40	25.00 %	949.85	18.96 %	1,519.76
PLC1	3.32	3.21	0.00	96.42 %	1,800.60	20.00 %	360.12	18.96 %	540.18
VPD1	5.78	5.20	0.00	89.85 %	5,884.20	10.00 %	588.42	18.96 %	1,765.26
HRR1	4.17	3.52	0.00	84.35 %	1,878.20	10.00 %	187.82	18.96 %	469.55
TRM1	7.26	6.11	0.00	84.20 %	7,681.60	10.00 %	768.16	18.96 %	1,920.40
HSR1	6.41	5.16	0.00	80.54 %	5,390.20	10.00 %	539.02	18.96 %	1,078.04
MTR1	5.71	4.59	0.00	80.24 %	4,061.40	10.00 %	406.14	18.96 %	812.28
NKL2	8.47	6.41	0.00	75.68 %	9,255.40	0.00 %		18.96 %	1,388.31
APN1	4.03	3.04	0.00	75.61 %	4,973.30	0.00 %		18.96 %	746.00
BMD1	3.34	2.35	0.00	70.19 %	2,259.40	0.00 %		18.96 %	225.94
MCR1	4.55	3.15	0.00	69.18 %	5,553.50	0.00 %		18.96 %	555.35
ATU1	6.59	4.45	0.00	67.57 %	3,477.50	0.00 %		18.96 %	347.75
RSP1	4.54	3.05	0.00	67.10 %	3,154.70	0.00 %		18.96 %	315.47
KVP1	3.63	2.43	0.00	66.78 %	3,350.00	0.00 %		18.96 %	335.00
SLM1	17.43	11.52	0.00	66.11 %	6,773.10	0.00 %		18.96 %	677.31
PDR1	3.11	2.02	0.00	64.98 %	2,938.10	0.00 %		18.96 %	293.81
ERD2	8.31	5.32	0.38	64.05 %	8,128.60	0.00 %		18.96 %	
DPR2	3.80	2.35	0.00	61.87 %	2,201.30	0.00 %		18.96 %	
EPI1	4.70	2.89	0.00	61.56 %	5,066.20	0.00 %		18.96 %	
KRI1	4.45	2.65	0.00	59.62 %	1,876.40	0.00 %		18.96 %	
SLM2	5.14	3.01	0.00	58.56 %	3,006.70	0.00 %		18.96 %	
EDP1	2.25	1.25	0.00	55.65 %	1,135.80	0.00 %		18.96 %	
HSR2	10.04	5.54	0.24	55.18 %	3,161.40	0.00 %		18.96 %	
DPR1	2.88	1.47	0.00	51.12 %	2,436.00	0.00 %		18.96 %	
CMI1	2.65	1.15	0.00	43.48 %	2,290.30	0.00 %		18.96 %	
SLM3	8.07	3.16	0.00	39.14 %	3,595.50	0.00 %		18.96 %	
ERD1	7.95	2.93	0.00	36.89 %	3,590.50	0.00 %		18.96 %	
KMM1	3.37	1.01	0.00	29.84 %	2,342.00	0.00 %		18.96 %	
SGG1	2.43	0.65	0.00	26.59 %	590.30	0.00 %		18.96 %	
TCG1	4.00	1.04	0.00	25.90 %	906.70	0.00 %		18.96 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VEL2	9.13	9.87	0.00	108.12 %	10,202.20	25.00 %	2,550.55	18.96 %	4,080.88
ABR1	5.51	5.86	0.00	106.39 %	4,778.30	25.00 %	1,194.58	18.96 %	1,911.32
KPM2	16.70	16.78	0.08	100.53 %	12,821.30	25.00 %	3,205.33	18.96 %	5,128.52
ANI1	3.48	2.87	0.63	82.36 %	3,828.10	10.00 %	382.81	18.96 %	957.03
KPM1	6.18	4.87	0.44	78.87 %	5,505.50	0.00 %		18.96 %	1,101.10
BGR1	3.46	2.73	0.00	78.79 %	3,153.10	0.00 %		18.96 %	630.62
CYR1	3.62	2.77	0.55	76.56 %	3,458.00	0.00 %		18.96 %	518.70
SBR1	8.44	6.20	0.00	73.41 %	4,984.80	0.00 %		18.96 %	747.72
TRR1	9.09	6.66	0.07	73.27 %	6,406.10	0.00 %		18.96 %	960.92
VNB1	3.98	2.86	0.00	71.96 %	2,875.10	0.00 %		18.96 %	287.51
WJP1	4.65	3.22	0.00	69.14 %	3,210.60	0.00 %		18.96 %	321.06
VSI1	4.81	3.11	0.00	64.67 %	4,770.90	0.00 %		18.96 %	
PTU1	2.09	1.25	0.00	59.88 %	1,089.70	0.00 %		18.96 %	
TRL1	11.50	6.71	0.00	58.36 %	9,368.20	0.00 %		18.96 %	
TRT1	4.31	2.30	0.00	53.45 %	3,221.20	0.00 %		18.96 %	
WJD1	9.84	5.17	0.28	52.57 %	6,262.80	0.00 %		18.96 %	
VEL1	9.04	4.69	0.00	51.90 %	4,525.20	0.00 %		18.96 %	
CGM1	6.94	3.51	0.00	50.60 %	2,649.20	0.00 %		18.96 %	
AKM1	5.87	2.94	0.00	50.14 %	3,128.90	0.00 %		18.96 %	
GDM1	5.22	2.61	0.38	50.13 %	3,063.90	0.00 %		18.96 %	
ARC2	7.05	3.52	0.65	49.94 %	3,368.10	0.00 %		18.96 %	
PLR1	4.24	2.05	0.00	48.35 %	1,278.50	0.00 %		18.96 %	
UGI1	3.61	1.52	0.00	42.05 %	1,783.00	0.00 %		18.96 %	
SLG1	3.47	1.16	0.00	33.34 %	1,798.50	0.00 %		18.96 %	
CPT1	2.71	0.49	0.00	18.05 %	705.40	0.00 %		18.96 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VPM2	7.86	11.10	0.00	141.15 %	7,546.70	40.00 %	3,018.68	18.96 %	3,018.68
KML1	4.14	4.47	0.00	108.00 %	2,372.30	25.00 %	593.08	18.96 %	948.92
MKM1	4.05	4.00	0.00	98.93 %	4,295.00	20.00 %	859.00	18.96 %	1,718.00
PRT1	6.29	4.80	0.56	76.41 %	5,861.40	0.00 %		18.96 %	879.21
ULP1	7.45	5.59	0.00	75.06 %	5,682.30	0.00 %		18.96 %	852.35
KLM1	6.94	4.78	0.80	68.87 %	7,230.20	0.00 %		18.96 %	723.02
STP1	3.73	2.50	0.00	67.17 %	1,771.80	0.00 %		18.96 %	177.18
CDM1	8.67	5.74	0.00	66.22 %	4,858.30	0.00 %		18.96 %	485.83
VPM1	3.30	2.12	0.00	64.35 %	2,101.80	0.00 %		18.96 %	
TVM2	6.62	4.23	0.31	63.98 %	3,465.20	0.00 %		18.96 %	
NVL2	10.92	6.80	0.00	62.31 %	6,742.30	0.00 %		18.96 %	
CUD1	14.46	8.30	8.94	57.38 %	11,048.50	0.00 %		18.96 %	
TRK1	9.89	5.66	0.24	57.25 %	5,632.60	0.00 %		18.96 %	
POY2	12.22	6.38	0.30	52.22 %	6,447.70	0.00 %		18.96 %	
TDM1	8.24	3.91	0.00	47.48 %	2,936.20	0.00 %		18.96 %	
TVM1	4.49	2.11	0.00	47.02 %	1,350.30	0.00 %		18.96 %	
POY1	12.48	5.47	0.99	43.88 %	6,426.80	0.00 %		18.96 %	
SJI1	7.62	3.24	0.00	42.45 %	2,818.90	0.00 %		18.96 %	
KKI2	9.23	3.33	0.00	36.07 %	3,683.50	0.00 %		18.96 %	
VCM1	4.71	1.58	0.00	33.49 %	1,258.20	0.00 %		18.96 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	4.73	8.75	0.00	185.11 %	6,842.30	40.00 %	2,736.92	18.96 %	2,736.92
SKD1	3.01	4.59	0.30	152.43 %	5,842.00	40.00 %	2,336.80	18.96 %	2,336.80
PKD1	5.26	6.95	0.04	132.05 %	6,140.70	40.00 %	2,456.28	18.96 %	2,456.28
VNR2	13.75	14.90	0.00	108.40 %	17,101.90	25.00 %	4,275.48	18.96 %	6,840.76
VKM1	4.18	4.46	0.00	106.67 %	6,307.30	25.00 %	1,576.83	18.96 %	2,522.92
KYR1	3.09	3.14	0.00	101.48 %	2,700.40	25.00 %	675.10	18.96 %	1,080.16
SNL1	5.54	5.57	0.00	100.40 %	4,676.60	25.00 %	1,169.15	18.96 %	1,870.64
TKY1	6.11	5.87	0.00	96.11 %	8,777.80	20.00 %	1,755.56	18.96 %	2,633.34
MMT1	5.19	4.94	0.00	95.26 %	3,711.10	20.00 %	742.22	18.96 %	1,113.33
TKS1	9.71	7.97	0.00	82.03 %	9,876.70	10.00 %	987.67	18.96 %	2,469.18
TUT2	13.74	10.81	0.00	78.73 %	8,582.40	0.00 %		18.96 %	1,716.48
NGR1	21.39	16.47	0.69	77.00 %	12,482.90	0.00 %		18.96 %	1,872.44
PDI1	4.54	3.45	0.00	76.02 %	3,850.80	0.00 %		18.96 %	577.62
RND1	11.26	8.29	0.00	73.69 %	13,862.30	0.00 %		18.96 %	2,079.35
VLY1	9.76	7.02	0.00	71.96 %	6,151.40	0.00 %		18.96 %	615.14
COL1	2.29	1.61	0.00	70.25 %	551.80	0.00 %		18.96 %	55.18
SVK1	8.92	6.22	0.14	69.70 %	8,610.30	0.00 %		18.96 %	861.03
TUT1	36.81	25.63	0.01	69.63 %	27,522.20	0.00 %		18.96 %	2,752.22
STU2	3.73	2.41	0.00	64.53 %	3,199.10	0.00 %		18.96 %	
MAR1	10.61	6.61	0.00	62.31 %	5,353.90	0.00 %		18.96 %	
UDN1	4.15	2.48	0.00	59.83 %	2,617.50	0.00 %		18.96 %	
APK2	10.80	6.01	0.00	55.63 %	6,194.30	0.00 %		18.96 %	
TYI1	4.37	2.38	0.00	54.50 %	2,431.90	0.00 %		18.96 %	
VNR1	4.91	2.64	0.00	53.87 %	3,189.50	0.00 %		18.96 %	
TCN1	7.33	3.55	0.00	48.40 %	4,151.10	0.00 %		18.96 %	
TKS2	11.07	5.23	0.00	47.25 %	4,221.90	0.00 %		18.96 %	
APK1	6.74	2.90	0.00	42.99 %	4,392.70	0.00 %		18.96 %	
ASM1	4.03	1.64	0.00	40.80 %	2,299.40	0.00 %		18.96 %	
KVT1	23.01	9.19	0.00	39.96 %	12,864.40	0.00 %		18.96 %	
KGL1	4.54	1.80	0.00	39.63 %	1,868.40	0.00 %		18.96 %	
SGT1	6.60	2.32	0.00	35.21 %	1,198.20	0.00 %		18.96 %	
RPM1	13.31	4.44	0.00	33.33 %	6,669.90	0.00 %		18.96 %	
TVL2	3.39	1.06	0.00	31.22 %	543.40	0.00 %		18.96 %	
TVL1	47.46	11.37	0.00	23.95 %	9,198.80	0.00 %		18.96 %	
ARM1	4.30	0.99	0.00	23.10 %	729.60	0.00 %		18.96 %	
SDI1	7.15	1.23	0.00	17.19 %	1,735.30	0.00 %		18.96 %	
KSM1	5.19	0.47	0.00	8.97 %	646.60	0.00 %		18.96 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	3.63	3.38	0.80	92.92 %	1,720.50	15.00 %	258.08	18.96 %	516.15
CH35	5.11	4.56	0.16	89.29 %	3,330.50	10.00 %	333.05	18.96 %	999.15
TKM1	4.61	3.94	0.56	85.55 %	4,663.90	10.00 %	466.39	18.96 %	1,165.98
CGL1	6.33	5.17	0.00	81.70 %	4,480.30	10.00 %	448.03	18.96 %	1,120.08
GUD2	8.12	6.35	0.00	78.24 %	7,185.00	0.00 %		18.96 %	1,437.00
MC10	2.57	1.97	0.00	76.55 %	659.30	0.00 %		18.96 %	98.90
CH28	10.16	7.14	0.00	70.22 %	10,633.70	0.00 %		18.96 %	1,063.37
CH16	18.19	12.39	0.88	68.13 %	14,974.80	0.00 %		18.96 %	1,497.48
CH19	12.55	8.27	0.00	65.88 %	8,998.10	0.00 %		18.96 %	899.81
CH05	15.06	9.73	0.00	64.58 %	10,023.70	0.00 %		18.96 %	
CH22	8.18	5.25	0.00	64.25 %	7,683.80	0.00 %		18.96 %	
SKL1	5.84	3.73	0.11	63.84 %	3,688.10	0.00 %		18.96 %	
CH45	7.85	4.96	0.00	63.12 %	3,764.90	0.00 %		18.96 %	
CH38	6.91	4.35	0.00	63.01 %	5,789.90	0.00 %		18.96 %	
MRM1	8.17	4.96	0.00	60.77 %	6,004.90	0.00 %		18.96 %	
CH26	2.87	1.68	0.00	58.54 %	1,500.90	0.00 %		18.96 %	
CH48	12.20	6.60	0.16	54.05 %	7,419.00	0.00 %		18.96 %	
CH30	7.98	4.13	0.00	51.77 %	2,432.00	0.00 %		18.96 %	
CH07	13.66	6.66	0.00	48.79 %	6,646.90	0.00 %		18.96 %	
CH08	17.28	8.43	0.00	48.79 %	14,367.20	0.00 %		18.96 %	
GUD1	8.41	3.95	0.00	46.91 %	7,395.50	0.00 %		18.96 %	
MC09	1.43	0.67	0.00	46.81 %	542.50	0.00 %		18.96 %	
CH11	9.46	4.16	0.00	43.96 %	6,759.90	0.00 %		18.96 %	
KNR1	7.15	2.99	0.00	41.82 %	4,088.90	0.00 %		18.96 %	
CH40	6.85	2.85	0.00	41.67 %	1,808.50	0.00 %		18.96 %	
CH14	22.19	9.12	0.00	41.10 %	6,919.70	0.00 %		18.96 %	
AVD1	10.59	4.24	0.00	40.04 %	3,824.80	0.00 %		18.96 %	
CH39	6.71	2.25	0.00	33.50 %	3,060.90	0.00 %		18.96 %	
CH42	11.04	2.48	0.00	22.51 %	3,036.60	0.00 %		18.96 %	
CH29	2.51	0.10	0.00	3.88 %	124.20	0.00 %		18.96 %	
MC02	1.84	0.00		0.00 %	0.00	0.00 %		18.96 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC06	2.98	3.87	0.00	130.15 %	1,179.60	40.00 %	471.84	18.96 %	471.84
CH21	17.34	16.19	0.00	93.37 %	11,088.20	15.00 %	1,663.23	18.96 %	3,326.46
UKI1	5.52	4.92	0.00	89.20 %	4,680.40	10.00 %	468.04	18.96 %	1,404.12
CH44	8.11	6.71	0.00	82.80 %	7,147.00	10.00 %	714.70	18.96 %	1,786.75
CH34	11.20	8.93	0.00	79.77 %	8,692.70	0.00 %		18.96 %	1,738.54
CH18	12.76	9.54	0.00	74.77 %	12,928.20	0.00 %		18.96 %	1,939.23
GPD1	6.11	4.13	0.00	67.53 %	3,378.10	0.00 %		18.96 %	337.81
CH12	12.87	8.67	0.00	67.38 %	9,898.30	0.00 %		18.96 %	989.83
CH43	7.20	4.81	0.00	66.80 %	3,885.40	0.00 %		18.96 %	388.54
CH23	4.82	3.12	0.00	64.66 %	4,735.90	0.00 %		18.96 %	
CH33	8.04	5.03	0.00	62.61 %	8,080.20	0.00 %		18.96 %	
MC05	4.23	2.58	0.00	61.08 %	1,021.50	0.00 %		18.96 %	
CH27	3.67	2.13	0.00	58.06 %	2,052.40	0.00 %		18.96 %	
CH41	8.13	4.59	0.00	56.42 %	6,622.20	0.00 %		18.96 %	
CH20	12.56	6.39	0.00	50.85 %	5,811.60	0.00 %		18.96 %	
PON1	5.67	2.65	0.00	46.78 %	3,853.80	0.00 %		18.96 %	
CH03	23.74	10.49	0.40	44.19 %	9,462.20	0.00 %		18.96 %	
CH06	11.16	4.93	0.00	44.15 %	6,416.70	0.00 %		18.96 %	
CH31	5.35	2.25	0.00	42.13 %	2,572.10	0.00 %		18.96 %	
MJR1	10.60	4.32	0.00	40.77 %	3,094.30	0.00 %		18.96 %	
CH09	10.39	3.60	0.75	34.64 %	4,619.00	0.00 %		18.96 %	
CH46	5.05	1.71	0.00	33.82 %	1,087.90	0.00 %		18.96 %	
MC08	1.75	0.57	0.00	32.71 %	190.70	0.00 %		18.96 %	
CH32	1.84	0.59	0.00	31.97 %	1,134.00	0.00 %		18.96 %	
CH17	5.20	1.64	3.32	31.52 %	1,244.20	0.00 %		18.96 %	
CH36	6.12	1.82	0.00	29.80 %	3,484.60	0.00 %		18.96 %	
CH15	28.22	8.27	0.67	29.29 %	7,471.90	0.00 %		18.96 %	
CH24	10.52	2.65	0.10	25.23 %	2,876.40	0.00 %		18.96 %	
CH01	0.90	0.00		0.00 %	0.00	0.00 %		18.96 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	0.38	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	1.86	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.11	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	0.65	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	0.28	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	0.42	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	13.62	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	0.54	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	0.02	0.00	0.00 %	0.00	0.00 %		0.00 %	