

Accu.Target 3,224.45 L	Sales 3,154.79 L	Achieved % 97.84 %	HO Budget+ % 0.00 %	Total Com. 31.27 L
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Note : Sales Period is From :01-Aug-2025 To :03-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	298.37	347.05	116.31 %	0.00	0.00 %	0.00
WEST-01	239.60	252.76	105.49 %	0.00	0.00 %	0.00
SOUTH-03	384.21	402.54	104.77 %	24,000.00	0.00 %	24,000.00
NORTH ARCOT	244.95	248.77	101.56 %	12,000.00	0.00 %	12,000.00
TRICHY-01	368.09	360.65	97.98 %	0.00	0.00 %	0.00
SOUTH-01	538.37	507.37	94.24 %	0.00	0.00 %	0.00
CHENNAI-01	477.04	449.11	94.14 %	12,000.00	0.00 %	12,000.00
CHENNAI-02	412.01	355.71	86.34 %	0.00	0.00 %	0.00
SOUTH ARCOT	238.59	192.31	80.60 %	0.00	0.00 %	0.00
KL-SOUTH	23.22	18.44	79.41 %	0.00	0.00 %	0.00
OTHERS	0.00	20.07	0.00 %	0.00	0.00 %	0.00
Total	3,224.45	3,154.79	97.84 %		0.00 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	63.69	88.19	138.49%	0.00	0.00 %	0.00
	ERD1	80.21	89.17	111.18%	0.00	0.00 %	0.00
	MTR1	66.12	73.05	110.48%	0.00	0.00 %	0.00
	SLM1	88.35	96.63	109.37%	0.00	0.00 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	27.12	42.47	156.61%	0.00	0.00 %	0.00
	PLI1	34.13	46.19	135.33%	0.00	0.00 %	0.00
	TPR1	28.05	33.52	119.48%	0.00	0.00 %	0.00
	UAM1	44.48	42.46	95.46%	0.00	0.00 %	0.00
	CBE1	105.82	88.13	83.28%	0.00	0.00 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	110.84	127.83	115.33%	20,000.00	0.00 %	20,000.00
	KRR1	14.41	16.46	114.22%	0.00	0.00 %	0.00
	KKD2	79.71	80.06	100.45%	0.00	0.00 %	0.00
	DGL1	117.35	117.48	100.11%	15,000.00	0.00 %	15,000.00
	SVG1	61.91	60.71	98.05%	0.00	0.00 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	84.46	93.09	110.22%	0.00	0.00 %	0.00
	NA01	86.30	88.30	102.31%	0.00	0.00 %	0.00
	NA03	74.18	67.38	90.83%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	78.09	91.77	117.52%	0.00	0.00 %	0.00
	KUM1	78.93	78.45	99.39%	0.00	0.00 %	0.00
	TRY1	140.79	136.83	97.19%	7,500.00	0.00 %	7,500.00
	PTK1	70.28	53.59	76.26%	0.00	0.00 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	84.77	99.41	117.28%	0.00	0.00 %	0.00
	TVL1	88.88	89.52	100.72%	0.00	0.00 %	0.00
	VNR1	63.23	63.48	100.39%	0.00	0.00 %	0.00
	TKS1	78.15	76.44	97.80%	0.00	0.00 %	0.00
	TUT1	122.55	113.25	92.41%	7,500.00	0.00 %	7,500.00
	NGR1	100.79	65.28	64.76%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	90.95	89.91	98.86%	0.00	0.00 %	0.00
	CH08	106.25	104.23	98.09%	7,500.00	0.00 %	7,500.00
	CH06	157.37	144.59	91.88%	7,500.00	0.00 %	7,500.00
	CH05	122.47	110.38	90.13%	7,500.00	0.00 %	7,500.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	114.28	104.40	91.35%	7,500.00	0.00 %	7,500.00
	CH07	105.29	90.53	85.98%	0.00	0.00 %	0.00
	CH01	105.50	88.24	83.64%	0.00	0.00 %	0.00
	CH09	86.93	72.54	83.45%	0.00	0.00 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	85.53	72.08	84.28%	0.00	0.00 %	0.00
	SA03	70.97	55.94	78.82%	0.00	0.00 %	0.00
	SA01	82.10	64.29	78.31%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	23.22	18.44	79.41%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH02	0.00	9.82	0.00%	0.00	0.00 %	0.00
	HO01	0.00	10.26	0.00%	0.00	0.00 %	0.00

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	4.80	15.94	0.00	332.37 %	14,058.30	40.00 %	5,623.32	0.00 %	5,623.32
KRI1	8.90	13.88	0.00	156.03 %	11,496.40	40.00 %	4,598.56	0.00 %	4,598.56
TRM1	10.13	14.63	0.00	144.41 %	13,632.20	40.00 %	5,452.88	0.00 %	5,452.88
VPD1	9.21	13.26	0.00	144.00 %	15,269.40	40.00 %	6,107.76	0.00 %	6,107.76
ATU1	11.15	15.25	0.00	136.83 %	14,605.50	40.00 %	5,842.20	0.00 %	5,842.20
BMD1	6.87	9.27	0.00	134.80 %	7,893.70	40.00 %	3,157.48	0.00 %	3,157.48
MCR1	9.05	11.98	0.00	132.43 %	13,664.30	40.00 %	5,465.72	0.00 %	5,465.72
VKL1	5.41	6.89	0.00	127.19 %	8,027.50	40.00 %	3,211.00	0.00 %	3,211.00
TCG1	5.13	6.42	0.00	125.11 %	3,796.90	40.00 %	1,518.76	0.00 %	1,518.76
NKL2	11.56	14.46	-0.27	125.08 %	15,602.90	40.00 %	6,241.16	0.00 %	6,241.16
PMP1	6.53	8.10	0.00	124.00 %	8,184.10	40.00 %	3,273.64	0.00 %	3,273.64
HRR1	6.85	8.38	0.53	122.32 %	4,720.60	40.00 %	1,888.24	0.00 %	1,888.24
CMI1	3.95	4.77	0.00	120.84 %	8,644.90	40.00 %	3,457.96	0.00 %	3,457.96
HSR2	18.03	21.63	0.07	119.95 %	14,895.10	30.00 %	4,468.53	0.00 %	4,468.53
SLM1	26.04	31.18	0.00	119.77 %	18,985.60	30.00 %	5,695.68	0.00 %	5,695.68
RSP1	7.33	8.69	0.00	118.56 %	10,942.80	30.00 %	3,282.84	0.00 %	3,282.84
ERD2	15.60	18.37	0.00	117.71 %	21,915.70	30.00 %	6,574.71	0.00 %	6,574.71
KVP1	5.45	6.29	-0.02	115.39 %	5,812.50	30.00 %	1,743.75	0.00 %	1,743.75
HSR1	13.74	15.50	-0.16	112.79 %	18,727.60	30.00 %	5,618.28	0.00 %	5,618.28
PDR1	4.19	4.72	0.00	112.65 %	6,178.50	30.00 %	1,853.55	0.00 %	1,853.55
PLC1	6.23	6.85	0.00	109.93 %	7,717.50	25.00 %	1,929.38	0.00 %	1,929.38
DPR2	6.36	6.79	0.00	106.81 %	4,532.90	25.00 %	1,133.23	0.00 %	1,133.23
OML1	8.90	9.26	0.00	103.95 %	8,405.30	25.00 %	2,101.33	0.00 %	2,101.33
KMM1	6.46	6.20	0.00	95.96 %	7,300.90	20.00 %	1,460.18	0.00 %	1,460.18
EPI1	7.72	7.25	-0.13	93.86 %	7,293.90	15.00 %	1,094.09	0.00 %	1,094.09
ERD1	17.35	15.97	0.00	92.02 %	11,614.60	15.00 %	1,742.19	0.00 %	1,742.19
SLM3	14.13	12.66	0.09	89.60 %	10,519.70	10.00 %	1,051.97	0.00 %	1,051.97
SLM2	7.91	7.06	0.00	89.27 %	5,664.80	10.00 %	566.48	0.00 %	566.48
DPR1	5.03	4.37	0.00	86.95 %	4,015.90	10.00 %	401.59	0.00 %	401.59
APN1	7.23	6.08	0.00	84.10 %	7,723.50	10.00 %	772.35	0.00 %	772.35
SGG1	3.23	2.70	0.00	83.71 %	2,900.10	10.00 %	290.01	0.00 %	290.01
EDP1	4.97	3.89	0.00	78.17 %	2,735.90	0.00 %		0.00 %	
MTR1	12.93	8.37	0.00	64.77 %	7,604.20	0.00 %		0.00 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	3.68	8.57	0.00	232.60 %	11,977.30	40.00 %	4,790.92	0.00 %	4,790.92
DPM2	5.79	13.06	0.22	225.45 %	13,177.60	40.00 %	5,271.04	0.00 %	5,271.04
AVI1	5.85	9.59	0.13	164.07 %	7,894.20	40.00 %	3,157.68	0.00 %	3,157.68
KGM1	4.07	6.48	0.30	159.34 %	6,128.40	40.00 %	2,451.36	0.00 %	2,451.36
PDM1	3.80	5.82	0.00	153.15 %	7,167.20	40.00 %	2,866.88	0.00 %	2,866.88
GBM1	5.20	7.91	0.00	152.02 %	4,540.20	40.00 %	1,816.08	0.00 %	1,816.08
SYM2	5.56	8.44	0.00	151.77 %	6,954.50	40.00 %	2,781.80	0.00 %	2,781.80
TPR3	5.01	6.77	-0.49	135.11 %	12,978.70	40.00 %	5,191.48	0.00 %	5,191.48
CBE6	7.26	8.98	0.00	123.72 %	10,901.20	40.00 %	4,360.48	0.00 %	4,360.48
TPR4	4.94	6.09	0.05	123.18 %	6,160.90	40.00 %	2,464.36	0.00 %	2,464.36
TPR1	10.69	12.68	0.00	118.59 %	15,324.50	30.00 %	4,597.35	0.00 %	4,597.35
TPR2	12.35	14.06	0.00	113.90 %	11,270.40	30.00 %	3,381.12	0.00 %	3,381.12
KMD1	3.98	4.48	0.00	112.53 %	8,501.00	30.00 %	2,550.30	0.00 %	2,550.30
SUL1	6.42	7.16	0.24	111.45 %	8,449.70	30.00 %	2,534.91	0.00 %	2,534.91
SNR1	10.37	11.32	0.00	109.17 %	13,903.20	25.00 %	3,475.80	0.00 %	3,475.80
KGI1	6.79	7.40	0.00	108.94 %	5,623.80	25.00 %	1,405.95	0.00 %	1,405.95
UMP1	7.47	8.13	0.00	108.79 %	4,468.70	25.00 %	1,117.18	0.00 %	1,117.18
MPM1	7.19	7.71	0.48	107.22 %	10,197.10	25.00 %	2,549.28	0.00 %	2,549.28
ANR1	1.89	1.88	2.19	99.59 %	3,600.50	20.00 %	720.10	0.00 %	720.10
PLI1	13.00	12.70	0.00	97.69 %	12,203.70	20.00 %	2,440.74	0.00 %	2,440.74
GDR1	5.49	5.14	-0.34	93.62 %	3,415.90	15.00 %	512.39	0.00 %	512.39
UAM1	15.10	12.83	0.00	85.00 %	15,157.80	10.00 %	1,515.78	0.00 %	1,515.78
CNR1	5.93	4.90	0.00	82.64 %	5,699.20	10.00 %	569.92	0.00 %	569.92
KMR1	16.75	13.66	-0.27	81.58 %	13,159.70	10.00 %	1,315.97	0.00 %	1,315.97
CBE2	40.01	30.23	0.00	75.54 %	26,230.00	0.00 %		0.00 %	
CBE1	7.63	5.62	0.00	73.68 %	8,216.70	0.00 %		0.00 %	
CBE4	12.75	8.60	-0.21	67.44 %	13,261.60	0.00 %		0.00 %	
CBE3	4.63	2.56	0.00	55.28 %	2,539.70	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)
SGP1	7.25	12.65	0.00	174.35 %	38,465.60	40.00 %	15,386.24	0.00 %	15,386.24
MDU6	16.47	26.88	0.00	163.24 %	20,841.30	40.00 %	8,336.52	0.00 %	8,336.52
DKI1	9.24	14.62	0.00	158.26 %	21,572.20	40.00 %	8,628.88	0.00 %	8,628.88
KRR1	8.29	12.32	0.00	148.55 %	23,818.40	40.00 %	9,527.36	0.00 %	9,527.36
TEN2	7.74	11.36	0.05	146.80 %	9,068.00	40.00 %	3,627.20	0.00 %	3,627.20
TEN1	11.07	15.98	0.00	144.35 %	11,758.90	40.00 %	4,703.56	0.00 %	4,703.56
CBM1	11.29	15.86	0.00	140.45 %	16,563.30	40.00 %	6,625.32	0.00 %	6,625.32
SVG1	8.25	10.83	0.00	131.19 %	20,122.60	40.00 %	8,049.04	0.00 %	8,049.04
NKI1	5.72	7.07	-0.20	123.66 %	7,297.20	40.00 %	2,918.88	0.00 %	2,918.88
TMM1	12.51	15.46	-1.08	123.58 %	10,968.60	40.00 %	4,387.44	0.00 %	4,387.44
MNM1	5.68	6.69	0.17	117.74 %	9,031.50	30.00 %	2,709.45	0.00 %	2,709.45
ADP1	6.48	7.61	0.00	117.49 %	8,233.40	30.00 %	2,470.02	0.00 %	2,470.02
TPT1	9.11	10.29	-0.01	112.94 %	17,683.00	30.00 %	5,304.90	0.00 %	5,304.90
PNI1	4.89	5.38	1.32	110.10 %	5,106.60	30.00 %	1,531.98	0.00 %	1,531.98
KPT1	6.92	7.57	-0.20	109.39 %	9,074.30	25.00 %	2,268.58	0.00 %	2,268.58
DGL2	7.26	7.93	0.00	109.30 %	8,494.30	25.00 %	2,123.58	0.00 %	2,123.58
MDU2	20.99	22.81	-0.14	108.69 %	22,971.10	25.00 %	5,742.78	0.00 %	5,742.78
MPA1	9.82	10.30	0.00	104.90 %	14,047.60	25.00 %	3,511.90	0.00 %	3,511.90
PVI1	8.72	9.14	0.71	104.84 %	10,516.40	25.00 %	2,629.10	0.00 %	2,629.10
CMR1	5.78	6.01	0.00	104.04 %	4,430.60	25.00 %	1,107.65	0.00 %	1,107.65
PNV1	4.67	4.79	0.00	102.55 %	4,273.30	25.00 %	1,068.33	0.00 %	1,068.33
MDU1	53.25	53.68	0.06	100.81 %	37,415.50	25.00 %	9,353.88	0.00 %	9,353.88
DGL1	25.28	25.48	0.03	100.79 %	24,616.20	25.00 %	6,154.05	0.00 %	6,154.05
BNR1	7.12	7.07	0.14	99.30 %	7,421.60	20.00 %	1,484.32	0.00 %	1,484.32
TDI1	7.06	6.74	0.00	95.48 %	9,936.40	20.00 %	1,987.28	0.00 %	1,987.28
MDU5	10.07	9.07	0.00	90.09 %	11,370.30	10.00 %	1,137.03	0.00 %	1,137.03
BTU1	4.70	4.08	0.00	86.96 %	5,364.50	10.00 %	536.45	0.00 %	536.45
PKM1	4.86	4.12	0.00	84.72 %	4,968.60	10.00 %	496.86	0.00 %	496.86
NTM1	6.78	5.64	-0.20	83.11 %	4,113.70	10.00 %	411.37	0.00 %	411.37
USL1	10.73	7.51	0.00	69.99 %	8,284.20	0.00 %		0.00 %	
KKD2	11.60	7.96	0.00	68.60 %	9,504.10	0.00 %		0.00 %	
ODM1	6.12	4.14	0.00	67.66 %	5,046.90	0.00 %		0.00 %	
MDU4	10.73	6.85	0.00	63.84 %	5,951.80	0.00 %		0.00 %	
MDU3	13.18	7.40	2.14	56.15 %	5,816.10	0.00 %		0.00 %	
MLR1	8.22	4.06	0.00	49.43 %	6,330.70	0.00 %		0.00 %	
ATG1	16.38	7.20	0.00	43.96 %	6,959.80	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
WJP1	7.84	12.82	0.00	163.59 %	14,678.60	40.00 %	5,871.44	0.00 %	5,871.44
TRR1	15.05	24.38	0.00	162.04 %	18,924.10	40.00 %	7,569.64	0.00 %	7,569.64
AKM1	11.22	16.06	-0.23	143.18 %	16,756.20	40.00 %	6,702.48	0.00 %	6,702.48
VNB1	6.39	8.44	0.51	132.06 %	5,104.50	40.00 %	2,041.80	0.00 %	2,041.80
TRL1	17.09	21.69	0.16	126.94 %	19,619.10	40.00 %	7,847.64	0.00 %	7,847.64
CPT1	5.10	6.37	-0.09	124.81 %	7,521.20	40.00 %	3,008.48	0.00 %	3,008.48
GDM1	7.72	9.19	0.00	119.09 %	5,932.50	30.00 %	1,779.75	0.00 %	1,779.75
VEL2	17.24	19.51	0.10	113.22 %	22,670.20	30.00 %	6,801.06	0.00 %	6,801.06
BGR1	4.41	4.96	0.00	112.45 %	6,862.50	30.00 %	2,058.75	0.00 %	2,058.75
ABR1	9.86	10.83	-0.03	109.80 %	10,372.80	25.00 %	2,593.20	0.00 %	2,593.20
KPM1	8.85	8.94	0.00	101.02 %	7,272.70	25.00 %	1,818.18	0.00 %	1,818.18
ANI1	4.99	4.90	0.00	98.24 %	4,254.00	20.00 %	850.80	0.00 %	850.80
CGM1	8.54	8.21	0.00	96.16 %	5,505.90	20.00 %	1,101.18	0.00 %	1,101.18
KPM2	28.26	25.61	-0.03	90.63 %	16,195.60	15.00 %	2,429.34	0.00 %	2,429.34
WJD1	10.33	9.30	0.00	90.05 %	9,079.10	10.00 %	907.91	0.00 %	907.91
SLG1	5.87	5.16	0.00	88.00 %	5,115.60	10.00 %	511.56	0.00 %	511.56
ARC2	7.88	6.41	0.00	81.34 %	8,270.50	10.00 %	827.05	0.00 %	827.05
PTU1	3.67	2.84	0.00	77.39 %	3,091.20	0.00 %		0.00 %	
UGI1	6.61	5.03	0.00	76.11 %	4,436.80	0.00 %		0.00 %	
PLR1	5.02	3.82	0.00	75.99 %	2,601.00	0.00 %		0.00 %	
VSI1	9.70	6.79	0.03	70.05 %	9,511.20	0.00 %		0.00 %	
SBR1	13.35	9.25	1.30	69.26 %	11,106.40	0.00 %		0.00 %	
TRT1	8.37	5.28	0.00	63.03 %	5,408.80	0.00 %		0.00 %	
CYR1	6.95	4.26	0.00	61.30 %	4,736.60	0.00 %		0.00 %	
VEL1	14.65	8.70	0.00	59.43 %	12,004.70	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	5.91	9.34	0.00	158.12 %	8,725.20	40.00 %	3,490.08	0.00 %	3,490.08
TRY3	9.38	13.14	-0.57	140.20 %	11,140.10	40.00 %	4,456.04	0.00 %	4,456.04
TNJ1	24.29	33.88	0.01	139.47 %	24,320.50	40.00 %	9,728.20	0.00 %	9,728.20
PDK1	6.19	7.92	0.07	127.86 %	7,070.20	40.00 %	2,828.08	0.00 %	2,828.08
MSI1	8.07	10.27	0.00	127.32 %	9,879.40	40.00 %	3,951.76	0.00 %	3,951.76
PBR2	22.81	28.46	-0.57	124.77 %	21,018.70	40.00 %	8,407.48	0.00 %	8,407.48
TYR1	13.55	16.40	0.00	121.11 %	15,680.60	40.00 %	6,272.24	0.00 %	6,272.24
TNJ2	17.90	19.85	-0.01	110.87 %	20,172.70	30.00 %	6,051.81	0.00 %	6,051.81
AYR1	7.89	8.65	0.00	109.60 %	7,503.40	25.00 %	1,875.85	0.00 %	1,875.85
KRN1	5.65	6.04	-0.35	106.90 %	6,966.20	25.00 %	1,741.55	0.00 %	1,741.55
NCK1	4.58	4.87	0.00	106.42 %	4,030.80	25.00 %	1,007.70	0.00 %	1,007.70
MVM1	18.32	19.11	0.00	104.29 %	22,888.00	25.00 %	5,722.00	0.00 %	5,722.00
JKM1	10.81	11.07	0.30	102.44 %	10,321.60	25.00 %	2,580.40	0.00 %	2,580.40
KIK1	8.90	8.78	-2.30	98.61 %	6,586.80	20.00 %	1,317.36	0.00 %	1,317.36
ORU1	7.27	6.66	0.00	91.71 %	10,366.60	15.00 %	1,554.99	0.00 %	1,554.99
TVR2	15.36	13.89	-0.05	90.48 %	10,430.10	15.00 %	1,564.52	0.00 %	1,564.52
NMM1	7.93	6.80	0.00	85.74 %	8,278.20	10.00 %	827.82	0.00 %	827.82
MDI1	15.90	13.41	0.09	84.37 %	12,839.60	10.00 %	1,283.96	0.00 %	1,283.96
KUM1	23.96	20.16	0.15	84.14 %	18,947.60	10.00 %	1,894.76	0.00 %	1,894.76
TTP1	10.08	8.42	0.45	83.53 %	6,869.20	10.00 %	686.92	0.00 %	686.92
PBR1	7.26	5.85	0.00	80.61 %	3,638.10	10.00 %	363.81	0.00 %	363.81
TRY1	70.41	56.47	0.07	80.21 %	38,956.50	10.00 %	3,895.65	0.00 %	3,895.65
NGT1	13.44	9.85	-0.08	73.27 %	8,083.20	0.00 %		0.00 %	
PTK1	17.07	11.65	0.49	68.27 %	11,261.20	0.00 %		0.00 %	
TRY2	9.32	6.22	0.00	66.76 %	5,923.60	0.00 %		0.00 %	
APM1	5.86	3.46	0.24	59.02 %	5,891.30	0.00 %		0.00 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
STU2	5.48	8.85	0.00	161.66 %	5,997.30	40.00 %	2,398.92	0.00 %	2,398.92
PKD1	10.64	16.74	0.00	157.33 %	13,803.50	40.00 %	5,521.40	0.00 %	5,521.40
KVT1	25.24	36.03	0.00	142.76 %	52,230.10	40.00 %	20,892.04	0.00 %	20,892.04
KYR1	6.08	7.83	0.33	128.85 %	6,676.20	40.00 %	2,670.48	0.00 %	2,670.48
VNR1	6.86	8.58	0.00	125.16 %	5,978.00	40.00 %	2,391.20	0.00 %	2,391.20
APK1	12.14	15.15	0.00	124.81 %	19,002.00	40.00 %	7,600.80	0.00 %	7,600.80
TUT2	22.13	25.53	0.09	115.36 %	17,661.30	30.00 %	5,298.39	0.00 %	5,298.39
TCN1	13.24	14.93	-0.02	112.73 %	20,513.10	30.00 %	6,153.93	0.00 %	6,153.93
RPM1	20.83	23.35	-0.24	112.13 %	23,896.20	30.00 %	7,168.86	0.00 %	7,168.86
ASM1	7.08	7.90	0.00	111.56 %	9,326.90	30.00 %	2,798.07	0.00 %	2,798.07
SVK1	16.45	18.34	-0.11	111.44 %	17,030.70	30.00 %	5,109.21	0.00 %	5,109.21
PDI1	7.71	8.32	0.00	107.83 %	7,378.60	25.00 %	1,844.65	0.00 %	1,844.65
KGL1	7.10	7.57	0.00	106.67 %	5,141.40	25.00 %	1,285.35	0.00 %	1,285.35
TVL1	51.97	53.94	0.18	103.78 %	48,725.00	25.00 %	12,181.25	0.00 %	12,181.25
TKS2	17.88	18.50	-0.03	103.48 %	16,123.80	25.00 %	4,030.95	0.00 %	4,030.95
VLY1	18.25	18.79	0.00	102.97 %	14,615.70	25.00 %	3,653.93	0.00 %	3,653.93
TKS1	15.99	15.58	0.08	97.41 %	15,074.50	20.00 %	3,014.90	0.00 %	3,014.90
TUT1	58.63	55.37	0.02	94.43 %	70,187.20	15.00 %	10,528.08	0.00 %	10,528.08
SNL1	10.59	9.81	0.00	92.71 %	7,189.10	15.00 %	1,078.37	0.00 %	1,078.37
ARM1	5.12	4.72	-0.08	92.27 %	3,517.60	15.00 %	527.64	0.00 %	527.64
UDN1	6.69	5.99	-0.11	89.47 %	4,819.30	10.00 %	481.93	0.00 %	481.93
RND1	15.93	13.52	0.00	84.87 %	14,763.70	10.00 %	1,476.37	0.00 %	1,476.37
VNR2	27.78	21.41	0.00	77.07 %	25,156.90	0.00 %		0.00 %	
TKY1	9.08	6.80	0.00	74.88 %	7,160.80	0.00 %		0.00 %	
COL1	4.30	3.05	0.00	70.87 %	3,584.00	0.00 %		0.00 %	
SDI1	10.11	7.01	0.00	69.31 %	5,353.20	0.00 %		0.00 %	
SGT1	5.63	3.68	0.00	65.32 %	2,416.80	0.00 %		0.00 %	
TVL2	6.45	4.17	1.03	64.59 %	2,185.90	0.00 %		0.00 %	
TYI1	13.18	8.37	0.00	63.50 %	13,015.10	0.00 %		0.00 %	
NGR1	46.31	28.98	0.21	62.58 %	18,934.90	0.00 %		0.00 %	
VKM1	10.83	6.63	0.00	61.27 %	10,282.70	0.00 %		0.00 %	
MAR1	19.31	11.49	0.00	59.50 %	9,879.00	0.00 %		0.00 %	
KSM1	4.63	2.48	0.00	53.56 %	1,505.60	0.00 %		0.00 %	
MMT1	10.06	4.90	-0.07	48.75 %	5,614.90	0.00 %		0.00 %	
ERL1	8.68	3.07	1.25	35.32 %	3,573.30	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)
CH48	18.23	25.69	0.08	140.92 %	55,049.20	40.00 %	22,019.68	0.00 %	22,019.68
TKM1	7.40	9.99	0.00	134.98 %	10,571.30	40.00 %	4,228.52	0.00 %	4,228.52
CH11	16.84	21.56	0.00	128.06 %	15,176.30	40.00 %	6,070.52	0.00 %	6,070.52
CH28	16.83	21.15	0.00	125.68 %	28,393.20	40.00 %	11,357.28	0.00 %	11,357.28
MC10	5.15	6.41	0.00	124.52 %	4,056.00	40.00 %	1,622.40	0.00 %	1,622.40
MRM1	11.56	14.25	-0.17	123.27 %	19,365.00	40.00 %	7,746.00	0.00 %	7,746.00
CH08	28.87	33.50	0.00	116.03 %	46,677.80	30.00 %	14,003.34	0.00 %	14,003.34
GUD2	13.03	14.85	0.00	113.96 %	14,242.90	30.00 %	4,272.87	0.00 %	4,272.87
CH45	13.82	15.54	0.00	112.46 %	16,687.60	30.00 %	5,006.28	0.00 %	5,006.28
KNR1	11.21	12.54	0.00	111.83 %	12,980.70	30.00 %	3,894.21	0.00 %	3,894.21
CH05	28.10	30.93	0.00	110.07 %	28,978.60	30.00 %	8,693.58	0.00 %	8,693.58
CH39	11.39	11.57	0.00	101.59 %	14,525.50	25.00 %	3,631.38	0.00 %	3,631.38
CH35	11.38	11.13	0.05	97.78 %	10,682.60	20.00 %	2,136.52	0.00 %	2,136.52
CH14	34.00	30.77	0.24	90.50 %	30,807.60	15.00 %	4,621.14	0.00 %	4,621.14
CH38	11.18	10.02	0.00	89.65 %	13,351.10	10.00 %	1,335.11	0.00 %	1,335.11
CH37	5.85	5.12	0.00	87.53 %	4,563.20	10.00 %	456.32	0.00 %	456.32
CH42	25.63	22.42	0.00	87.47 %	24,136.60	10.00 %	2,413.66	0.00 %	2,413.66
AVD1	18.45	15.89	0.20	86.16 %	13,254.70	10.00 %	1,325.47	0.00 %	1,325.47
CH19	23.17	19.74	-0.12	85.18 %	24,067.80	10.00 %	2,406.78	0.00 %	2,406.78
GUD1	14.78	11.98	0.44	81.04 %	16,691.10	10.00 %	1,669.11	0.00 %	1,669.11
SKL1	11.08	8.63	0.00	77.87 %	14,534.80	0.00 %		0.00 %	
CH22	16.97	13.13	0.00	77.41 %	15,574.40	0.00 %		0.00 %	
CH07	24.22	18.47	0.00	76.23 %	19,559.90	0.00 %		0.00 %	
CH16	33.39	25.11	0.00	75.20 %	25,602.90	0.00 %		0.00 %	
CH30	19.29	13.88	0.00	71.94 %	9,886.30	0.00 %		0.00 %	
CH40	12.24	8.12	0.00	66.36 %	3,772.10	0.00 %		0.00 %	
MC09	3.32	2.14	0.00	64.45 %	1,042.00	0.00 %		0.00 %	
CGL1	14.11	8.25	0.00	58.46 %	6,851.70	0.00 %		0.00 %	
CH26	5.41	2.67	0.03	49.36 %	2,878.50	0.00 %		0.00 %	
CH29	5.85	2.58	0.00	44.05 %	2,826.80	0.00 %		0.00 %	
MC02	4.29	1.09	0.00	25.35 %	343.00	0.00 %		0.00 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	4.97	9.85	0.00	198.41 %	9,582.10	40.00 %	3,832.84	0.00 %	3,832.84
CH06	16.73	22.61	0.00	135.12 %	17,647.70	40.00 %	7,059.08	0.00 %	7,059.08
PON1	9.19	11.58	0.00	126.00 %	10,566.10	40.00 %	4,226.44	0.00 %	4,226.44
UKI1	8.64	10.16	0.01	117.55 %	11,265.80	30.00 %	3,379.74	0.00 %	3,379.74
CH34	16.93	17.61	0.00	104.02 %	14,214.70	25.00 %	3,553.68	0.00 %	3,553.68
CH41	13.25	13.28	0.42	100.30 %	14,550.70	25.00 %	3,637.68	0.00 %	3,637.68
CH44	12.56	12.20	0.00	97.11 %	12,655.90	20.00 %	2,531.18	0.00 %	2,531.18
CH03	39.72	37.37	0.00	94.08 %	40,957.70	15.00 %	6,143.66	0.00 %	6,143.66
CH17	8.96	8.38	0.00	93.56 %	9,827.80	15.00 %	1,474.17	0.00 %	1,474.17
CH18	21.80	19.80	0.06	90.83 %	19,875.10	15.00 %	2,981.27	0.00 %	2,981.27
CH43	11.73	10.45	0.00	89.06 %	10,455.70	10.00 %	1,045.57	0.00 %	1,045.57
CH12	21.02	18.20	0.00	86.58 %	17,633.50	10.00 %	1,763.35	0.00 %	1,763.35
MJR1	18.09	15.48	0.00	85.54 %	11,970.90	10.00 %	1,197.09	0.00 %	1,197.09
CH31	6.30	5.22	0.00	82.89 %	4,848.10	10.00 %	484.81	0.00 %	484.81
CH33	15.33	12.19	0.02	79.49 %	14,866.50	0.00 %		0.00 %	
CH15	44.67	34.93	0.00	78.20 %	30,782.10	0.00 %		0.00 %	
MC05	5.91	4.59	0.00	77.64 %	2,118.80	0.00 %		0.00 %	
CH09	17.21	13.36	0.00	77.61 %	10,847.60	0.00 %		0.00 %	
CH21	29.09	22.38	0.00	76.94 %	19,289.40	0.00 %		0.00 %	
GPD1	13.87	10.41	0.00	75.04 %	7,120.80	0.00 %		0.00 %	
MC06	4.41	3.27	0.00	74.14 %	3,023.20	0.00 %		0.00 %	
CH24	16.98	11.80	0.00	69.47 %	12,765.60	0.00 %		0.00 %	
CH20	22.33	14.11	0.00	63.21 %	10,684.60	0.00 %		0.00 %	
CH32	3.70	2.33	0.17	62.96 %	2,374.20	0.00 %		0.00 %	
CH36	7.34	4.59	0.00	62.45 %	4,883.20	0.00 %		0.00 %	
CH46	9.03	5.06	1.71	56.03 %	6,993.40	0.00 %		0.00 %	
CH23	8.10	4.07	0.00	50.24 %	3,525.50	0.00 %		0.00 %	
MC08	2.03	0.26	0.00	12.57 %	92.00	0.00 %		0.00 %	
CH01	2.12	0.20	0.00	9.36 %	328.00	0.00 %		0.00 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKI2	15.30	18.81	0.00	122.98 %	14,001.30	40.00 %	5,600.52	0.00 %	5,600.52
KML1	6.05	6.95	0.00	114.96 %	5,665.40	30.00 %	1,699.62	0.00 %	1,699.62
VPM1	4.99	5.10	0.00	102.20 %	3,144.10	25.00 %	786.03	0.00 %	786.03
POY1	20.26	19.53	-0.22	96.41 %	22,373.50	20.00 %	4,474.70	0.00 %	4,474.70
TRK1	13.41	12.90	0.40	96.25 %	15,536.90	20.00 %	3,107.38	0.00 %	3,107.38
ULP1	12.73	11.68	0.00	91.81 %	9,483.40	15.00 %	1,422.51	0.00 %	1,422.51
CUD1	25.02	21.91	0.00	87.57 %	20,951.30	10.00 %	2,095.13	0.00 %	2,095.13
VPM2	12.00	10.44	0.00	86.99 %	7,017.20	10.00 %	701.72	0.00 %	701.72
KLM1	12.83	10.61	0.00	82.72 %	12,467.60	10.00 %	1,246.76	0.00 %	1,246.76
MKM1	5.90	4.53	0.00	76.84 %	3,909.80	0.00 %		0.00 %	
SJI1	11.36	8.46	0.17	74.45 %	4,311.20	0.00 %		0.00 %	
STP1	5.73	4.24	0.00	73.94 %	4,352.10	0.00 %		0.00 %	
TVM2	10.50	7.56	0.00	72.07 %	5,040.80	0.00 %		0.00 %	
CDM1	14.67	10.57	0.10	72.07 %	7,946.80	0.00 %		0.00 %	
NVL2	13.19	9.15	0.00	69.40 %	6,316.40	0.00 %		0.00 %	
VCM1	7.91	5.22	0.00	65.97 %	4,143.90	0.00 %		0.00 %	
TDM1	10.34	6.61	0.00	63.93 %	4,750.40	0.00 %		0.00 %	
TVM1	8.38	4.86	3.19	58.05 %	2,651.20	0.00 %		0.00 %	
PRT1	9.96	5.45	0.00	54.78 %	4,558.30	0.00 %		0.00 %	
POY2	18.09	7.71	0.00	42.60 %	8,028.30	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	17.50	15.81	0.94	90.30 %	9,773.40	15.00 %	1,466.01	0.00 %	1,466.01
PAS1	5.72	2.63	0.00	46.05 %	2,507.70	0.00 %		0.00 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	9.82	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	10.21	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.04	0.00	0.00 %	0.00	0.00 %		0.00 %	