

Accu.Target
2,905.54 L

Sales
1,980.64 L

Achieved %
68.17 %

HO Budget+ %
21.83 %

Total Com.
20.29 L

Note : Sales Period is From :01-Sep-2025 To :03-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	31.02	74.03	238.65 %	0.00	21.83 %	0.00
TRICHY-01	298.77	285.73	95.63 %	0.00	21.83 %	0.00
WEST-01	213.23	151.43	71.02 %	0.00	21.83 %	0.00
SOUTH-03	336.53	233.46	69.37 %	0.00	21.83 %	0.00
WEST-02	259.43	178.79	68.92 %	0.00	21.83 %	0.00
SOUTH ARCOT	229.97	144.65	62.90 %	0.00	21.83 %	0.00
SOUTH-01	527.94	327.62	62.06 %	0.00	21.83 %	0.00
NORTH ARCOT	232.39	143.76	61.86 %	0.00	21.83 %	0.00
CHENNAI-01	398.17	216.27	54.31 %	0.00	21.83 %	0.00
CHENNAI-02	378.09	205.33	54.31 %	0.00	21.83 %	0.00
OTHERS	0.00	19.58	0.00 %	0.00	0.00 %	0.00
Total	2,905.54	1,980.64	68.17 %		21.83 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	31.02	74.03	238.65%	0.00	21.83 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	116.58	137.09	117.59%	20,000.00	21.83 %	40,000.00
	PTK1	52.61	46.77	88.91%	0.00	21.83 %	0.00
	TNJ1	66.53	54.29	81.61%	0.00	21.83 %	0.00
	KUM1	63.06	47.57	75.45%	0.00	21.83 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	40.14	32.93	82.04%	0.00	21.83 %	0.00
	TPR4	26.11	21.36	81.81%	0.00	21.83 %	0.00
	PLI1	26.60	21.10	79.35%	0.00	21.83 %	0.00
	CBE1	92.09	61.92	67.23%	0.00	21.83 %	0.00
	TPR1	28.29	14.11	49.89%	0.00	21.83 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	57.58	45.76	79.47%	0.00	21.83 %	0.00
	MDU2	100.32	70.10	69.88%	0.00	21.83 %	0.00
	DGL1	100.66	69.52	69.07%	0.00	21.83 %	0.00
	KKD2	66.29	43.28	65.29%	0.00	21.83 %	0.00
	KRR1	11.68	4.80	41.10%	0.00	21.83 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	51.86	41.56	80.13%	0.00	21.83 %	0.00
	MTR1	54.69	42.77	78.20%	0.00	21.83 %	0.00
	SLM1	80.98	51.34	63.40%	0.00	21.83 %	0.00
	ERD1	71.89	43.12	59.98%	0.00	21.83 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	72.04	46.35	64.35%	0.00	21.83 %	0.00
	SA01	75.23	47.60	63.27%	0.00	21.83 %	0.00
	SA02	82.71	50.70	61.30%	0.00	21.83 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	106.68	81.25	76.17%	0.00	21.83 %	0.00
	NGR1	82.96	60.62	73.08%	0.00	21.83 %	0.00
	KVT1	88.64	64.26	72.50%	0.00	21.83 %	0.00
	VNR1	67.68	46.88	69.27%	0.00	21.83 %	0.00
	TKS1	78.56	38.41	48.89%	0.00	21.83 %	0.00
	TVL1	103.42	36.18	34.98%	0.00	21.83 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	86.08	57.61	66.93%	0.00	21.83 %	0.00
	NA02	79.71	49.87	62.57%	0.00	21.83 %	0.00
	NA03	66.60	36.28	54.47%	0.00	21.83 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	77.84	48.33	62.09%	0.00	21.83 %	0.00
	CH05	101.15	56.34	55.71%	0.00	21.83 %	0.00
	CH08	92.31	50.23	54.42%	0.00	21.83 %	0.00
	CH06	126.88	61.36	48.36%	0.00	21.83 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	103.18	66.90	64.84%	0.00	21.83 %	0.00
	CH01	97.22	54.74	56.31%	0.00	21.83 %	0.00
	CH07	98.86	47.64	48.19%	0.00	21.83 %	0.00
	CH09	78.83	36.05	45.72%	0.00	21.83 %	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	15.70	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	16.66	42.96	0.46	257.90 %	20,481.50	40.00 %	8,192.60	21.83 %	8,192.60
PAS1	6.12	15.44	0.00	252.39 %	9,589.50	40.00 %	3,835.80	21.83 %	3,835.80
KLR1	8.24	15.62	0.00	189.52 %	13,350.50	40.00 %	5,340.20	21.83 %	5,340.20

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	5.00	7.99	0.00	159.96 %	7,350.70	40.00 %	2,940.28	21.83 %	2,940.28
TRY1	60.28	85.41	0.01	141.69 %	52,718.10	40.00 %	21,087.24	21.83 %	21,087.24
TYR1	10.28	14.28	0.00	138.87 %	7,843.90	40.00 %	3,137.56	21.83 %	3,137.56
TRY2	5.91	6.46	0.00	109.34 %	3,084.50	25.00 %	771.13	21.83 %	1,233.80
ORU1	5.98	6.47	0.00	108.15 %	6,903.70	25.00 %	1,725.93	21.83 %	2,761.48
MSI1	5.28	5.64	0.00	106.74 %	7,932.40	25.00 %	1,983.10	21.83 %	3,172.96
MDI1	8.95	9.43	0.00	105.30 %	11,342.80	25.00 %	2,835.70	21.83 %	4,537.12
TNJ2	13.31	13.41	0.04	100.77 %	11,196.40	25.00 %	2,799.10	21.83 %	4,478.56
MVM1	13.81	13.57	0.00	98.23 %	18,795.60	20.00 %	3,759.12	21.83 %	7,518.24
PTK1	12.20	11.80	0.71	96.68 %	14,356.60	20.00 %	2,871.32	21.83 %	5,742.64
NGT1	10.91	10.11	0.00	92.68 %	12,575.00	15.00 %	1,886.25	21.83 %	3,772.50
TTP1	7.80	7.20	0.00	92.33 %	7,053.50	15.00 %	1,058.03	21.83 %	2,116.05
AYR1	7.27	6.44	0.00	88.57 %	6,755.60	10.00 %	675.56	21.83 %	2,026.68
PBR2	17.76	15.29	0.15	86.14 %	12,342.70	10.00 %	1,234.27	21.83 %	3,702.81
TVR2	13.46	11.02	0.66	81.85 %	8,365.60	10.00 %	836.56	21.83 %	2,091.40
TVR1	5.01	4.06	0.00	81.04 %	4,713.40	10.00 %	471.34	21.83 %	1,178.35
APM1	5.30	3.84	0.00	72.42 %	4,473.60	0.00 %		21.83 %	671.04
KRN1	5.10	3.60	0.00	70.58 %	3,247.90	0.00 %		21.83 %	487.19
NCK1	5.78	4.06	0.00	70.37 %	4,907.30	0.00 %		21.83 %	490.73
TRY3	11.10	7.13	0.00	64.22 %	5,692.70	0.00 %		21.83 %	569.27
KUM1	16.31	9.89	0.00	60.65 %	10,557.70	0.00 %		21.83 %	
NMM1	7.43	4.39	0.00	59.03 %	6,984.40	0.00 %		21.83 %	
KIK1	9.72	5.64	0.00	58.06 %	5,718.80	0.00 %		21.83 %	
JKM1	8.69	4.97	1.02	57.25 %	5,316.60	0.00 %		21.83 %	
TNJ1	20.14	10.73	0.00	53.26 %	8,984.50	0.00 %		21.83 %	
PBR1	5.97	2.87	0.00	48.13 %	3,360.60	0.00 %		21.83 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	3.27	5.81	0.00	177.60 %	8,029.70	40.00 %	3,211.88	21.83 %	3,211.88
KGI1	5.95	7.71	0.00	129.51 %	4,911.20	40.00 %	1,964.48	21.83 %	1,964.48
KMR1	10.73	13.39	0.00	124.83 %	11,725.80	40.00 %	4,690.32	21.83 %	4,690.32
SYM2	3.97	4.68	0.00	118.09 %	8,096.50	30.00 %	2,428.95	21.83 %	3,238.60
KMD1	5.44	6.10	0.00	112.03 %	13,084.60	30.00 %	3,925.38	21.83 %	5,233.84
SNR1	6.81	7.38	0.00	108.35 %	7,587.90	25.00 %	1,896.98	21.83 %	3,035.16
GDR1	4.90	4.49	0.00	91.66 %	4,482.30	15.00 %	672.35	21.83 %	1,344.69
UMP1	5.13	4.50	0.00	87.80 %	3,703.10	10.00 %	370.31	21.83 %	1,110.93
TPR3	6.09	5.26	0.00	86.40 %	9,414.60	10.00 %	941.46	21.83 %	2,824.38
ANR1	2.01	1.70	0.00	84.97 %	2,935.40	10.00 %	293.54	21.83 %	733.85
PLI1	9.00	7.64	0.00	84.84 %	7,885.60	10.00 %	788.56	21.83 %	1,971.40
GBM1	5.22	4.07	0.00	78.02 %	4,666.60	0.00 %		21.83 %	933.32
CBE5	5.04	3.81	0.00	75.70 %	4,283.80	0.00 %		21.83 %	856.76
PDM1	3.45	2.59	0.00	75.23 %	3,753.20	0.00 %		21.83 %	750.64
SUL1	4.71	3.40	0.00	72.22 %	5,982.90	0.00 %		21.83 %	897.44
MPM1	6.40	4.60	0.83	71.85 %	7,375.80	0.00 %		21.83 %	1,106.37
KGM1	3.97	2.81	0.00	70.84 %	4,971.70	0.00 %		21.83 %	745.76
DPM2	5.04	3.55	0.00	70.48 %	3,849.90	0.00 %		21.83 %	577.49
CNR1	5.02	3.48	0.00	69.32 %	3,496.70	0.00 %		21.83 %	349.67
AVI1	5.61	3.76	0.75	67.02 %	5,414.50	0.00 %		21.83 %	541.45
TPR1	9.40	6.29	0.00	66.95 %	4,618.20	0.00 %		21.83 %	461.82
CBE2	32.93	21.45	0.00	65.16 %	25,026.10	0.00 %		21.83 %	2,502.61
CBE6	8.53	5.00	0.00	58.57 %	8,677.70	0.00 %		21.83 %	
CBE3	2.94	1.56	0.07	52.99 %	1,937.80	0.00 %		21.83 %	
UAM1	12.43	6.56	0.00	52.77 %	5,431.20	0.00 %		21.83 %	
CBE1	6.83	3.05	0.00	44.68 %	4,339.30	0.00 %		21.83 %	
TPR4	6.04	1.33	0.00	22.05 %	2,755.50	0.00 %		21.83 %	
CBE4	13.59	2.88	1.00	21.20 %	3,094.70	0.00 %		21.83 %	
TPR2	12.80	2.56	0.82	19.98 %	2,627.20	0.00 %		21.83 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KYK1	4.28	5.48	0.00	128.10 %	7,430.50	40.00 %	2,972.20	21.83 %	2,972.20
PNV1	4.14	5.03	0.00	121.48 %	5,483.90	40.00 %	2,193.56	21.83 %	2,193.56
MLR1	5.69	6.21	0.00	109.11 %	6,897.30	25.00 %	1,724.33	21.83 %	2,758.92
TMM1	10.94	11.15	0.01	101.97 %	10,692.20	25.00 %	2,673.05	21.83 %	4,276.88
SVG1	8.16	7.71	0.00	94.41 %	7,555.40	15.00 %	1,133.31	21.83 %	3,022.16
TDI1	6.08	5.47	0.32	89.96 %	5,859.60	10.00 %	585.96	21.83 %	1,757.88
TPT1	7.34	6.44	0.00	87.72 %	15,057.00	10.00 %	1,505.70	21.83 %	4,517.10
DGL1	21.52	17.33	0.07	80.54 %	17,349.00	10.00 %	1,734.90	21.83 %	4,337.25
MDU2	18.70	14.65	0.00	78.37 %	13,756.70	0.00 %		21.83 %	3,439.18
TEN1	8.81	6.69	0.00	75.97 %	7,034.60	0.00 %		21.83 %	1,406.92
CMR1	5.14	3.90	0.36	75.87 %	3,010.10	0.00 %		21.83 %	602.02
MDU1	43.62	32.59	0.28	74.71 %	25,564.40	0.00 %		21.83 %	5,112.88
SGP1	4.12	3.03	1.99	73.64 %	4,460.90	0.00 %		21.83 %	669.14
MDU6	15.98	11.76	0.00	73.60 %	9,261.90	0.00 %		21.83 %	1,389.29
ADP1	5.81	4.26	0.00	73.33 %	4,657.10	0.00 %		21.83 %	698.57
MPA1	8.43	6.01	0.00	71.33 %	8,185.90	0.00 %		21.83 %	1,227.89
KKD2	7.91	5.60	0.00	70.81 %	7,371.40	0.00 %		21.83 %	1,105.71
TEN2	8.76	5.87	0.00	67.04 %	3,508.10	0.00 %		21.83 %	350.81
USL1	6.84	4.44	0.70	64.93 %	4,597.40	0.00 %		21.83 %	459.74
MDU4	8.45	5.48	0.00	64.80 %	4,981.20	0.00 %		21.83 %	498.12
MDU5	7.51	4.73	0.00	62.91 %	7,967.00	0.00 %		21.83 %	796.70
CBM1	8.59	5.36	0.00	62.40 %	5,706.00	0.00 %		21.83 %	
DKI1	11.65	7.07	0.00	60.70 %	7,600.20	0.00 %		21.83 %	
MDU3	13.23	8.02	0.55	60.59 %	7,456.30	0.00 %		21.83 %	
BNR1	6.87	4.12	2.03	59.95 %	5,162.80	0.00 %		21.83 %	
NKI1	5.52	3.20	0.00	58.01 %	4,521.40	0.00 %		21.83 %	
MNM1	5.64	3.17	0.00	56.13 %	5,391.20	0.00 %		21.83 %	
KPT1	6.44	3.58	0.22	55.69 %	3,983.50	0.00 %		21.83 %	
PNI1	5.27	2.79	1.04	52.98 %	2,297.30	0.00 %		21.83 %	
NTM1	6.33	3.24	0.00	51.21 %	3,579.50	0.00 %		21.83 %	
KRR1	5.93	2.57	0.06	43.41 %	3,462.40	0.00 %		21.83 %	
PKM1	5.35	2.19	0.01	40.99 %	2,452.30	0.00 %		21.83 %	
BTU1	4.36	1.79	0.85	40.97 %	2,934.90	0.00 %		21.83 %	
ATG1	10.92	4.34	0.00	39.69 %	7,491.20	0.00 %		21.83 %	
ODM1	5.75	2.23	0.00	38.73 %	2,432.80	0.00 %		21.83 %	
PVI1	8.49	3.14	0.00	36.97 %	5,187.90	0.00 %		21.83 %	
DGL2	7.97	2.83	0.00	35.48 %	4,255.80	0.00 %		21.83 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VKL1	4.62	6.33	0.00	136.88 %	6,763.20	40.00 %	2,705.28	21.83 %	2,705.28
SGI1	4.72	6.42	0.00	136.13 %	7,225.40	40.00 %	2,890.16	21.83 %	2,890.16
PMP1	5.37	6.41	0.43	119.42 %	3,440.40	30.00 %	1,032.12	21.83 %	1,376.16
OML1	7.12	8.31	0.00	116.73 %	9,199.00	30.00 %	2,759.70	21.83 %	3,679.60
HRR1	6.26	7.03	0.00	112.45 %	3,737.00	30.00 %	1,121.10	21.83 %	1,494.80
PLC1	4.99	4.77	0.56	95.59 %	2,573.80	20.00 %	514.76	21.83 %	1,029.52
HSR1	9.61	8.38	0.00	87.22 %	7,589.60	10.00 %	758.96	21.83 %	2,276.88
APN1	6.04	5.18	0.00	85.69 %	8,241.60	10.00 %	824.16	21.83 %	2,060.40
VPD1	8.67	7.18	0.00	82.77 %	9,108.00	10.00 %	910.80	21.83 %	2,277.00
TRM1	10.89	8.86	0.00	81.36 %	10,411.40	10.00 %	1,041.14	21.83 %	2,602.85
ATU1	9.88	7.20	0.00	72.91 %	5,612.30	0.00 %		21.83 %	841.85
NKL2	12.71	9.19	0.00	72.30 %	13,310.90	0.00 %		21.83 %	1,996.64
BMD1	5.02	3.60	0.00	71.85 %	3,320.40	0.00 %		21.83 %	498.06
ERD2	12.46	8.76	0.23	70.28 %	11,330.80	0.00 %		21.83 %	1,133.08
SLM1	26.15	17.66	0.00	67.56 %	13,900.70	0.00 %		21.83 %	1,390.07
KVP1	5.45	3.60	0.00	66.02 %	5,583.90	0.00 %		21.83 %	558.39
KRI1	6.67	4.28	0.00	64.16 %	3,284.90	0.00 %		21.83 %	328.49
MTR1	8.57	5.38	0.00	62.74 %	5,337.70	0.00 %		21.83 %	533.77
PDR1	4.67	2.88	0.00	61.66 %	4,136.20	0.00 %		21.83 %	
MCR1	6.82	4.18	0.00	61.33 %	7,232.00	0.00 %		21.83 %	
RSP1	6.82	4.08	0.00	59.80 %	5,136.10	0.00 %		21.83 %	
EPI1	7.05	4.17	0.00	59.13 %	6,973.50	0.00 %		21.83 %	
EDP1	3.37	1.97	0.00	58.31 %	1,693.50	0.00 %		21.83 %	
DPR2	5.70	3.14	0.00	55.12 %	3,562.80	0.00 %		21.83 %	
DPR1	4.33	2.26	0.00	52.30 %	3,308.80	0.00 %		21.83 %	
HSR2	15.06	7.70	0.17	51.12 %	5,314.40	0.00 %		21.83 %	
TCG1	6.00	3.00	0.00	49.95 %	2,744.20	0.00 %		21.83 %	
SLM2	7.72	3.53	0.00	45.75 %	3,650.60	0.00 %		21.83 %	
ERD1	11.93	4.58	0.00	38.42 %	5,502.40	0.00 %		21.83 %	
SLM3	12.11	4.46	0.00	36.81 %	5,806.80	0.00 %		21.83 %	
SGG1	3.64	1.33	0.00	36.43 %	1,209.90	0.00 %		21.83 %	
KMM1	5.06	1.80	2.11	35.56 %	3,269.40	0.00 %		21.83 %	
CMI1	3.98	1.18	0.00	29.79 %	2,492.30	0.00 %		21.83 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VPM2	11.79	14.05	0.00	119.15 %	10,287.30	30.00 %	3,086.19	21.83 %	4,114.92
ULP1	11.18	11.45	0.00	102.41 %	8,400.60	25.00 %	2,100.15	21.83 %	3,360.24
MKM1	6.07	5.55	0.00	91.50 %	5,803.60	15.00 %	870.54	21.83 %	1,741.08
KML1	6.21	5.58	0.00	89.87 %	3,557.90	10.00 %	355.79	21.83 %	1,067.37
VPM1	4.95	4.25	0.00	85.80 %	5,896.60	10.00 %	589.66	21.83 %	1,474.15
KLM1	10.41	8.64	0.44	82.98 %	10,684.70	10.00 %	1,068.47	21.83 %	2,671.18
PRT1	9.43	6.60	0.44	69.92 %	6,644.30	0.00 %		21.83 %	664.43
CDM1	13.01	8.64	0.00	66.43 %	6,920.60	0.00 %		21.83 %	692.06
CUD1	21.70	14.16	5.24	65.28 %	17,419.90	0.00 %		21.83 %	1,741.99
TRK1	14.83	8.72	0.15	58.83 %	12,050.20	0.00 %		21.83 %	
TVM1	6.74	3.79	0.00	56.25 %	1,951.30	0.00 %		21.83 %	
POY1	18.72	10.14	0.54	54.18 %	13,515.30	0.00 %		21.83 %	
POY2	18.34	9.10	0.21	49.65 %	10,056.20	0.00 %		21.83 %	
NVL2	16.37	8.09	0.00	49.44 %	7,798.30	0.00 %		21.83 %	
TDM1	12.36	6.10	0.00	49.36 %	4,340.70	0.00 %		21.83 %	
TVM2	9.93	4.77	0.28	48.10 %	4,236.30	0.00 %		21.83 %	
STP1	5.59	2.64	0.00	47.15 %	1,874.20	0.00 %		21.83 %	
KKI2	13.84	5.69	0.00	41.13 %	5,540.20	0.00 %		21.83 %	
SJI1	11.44	4.66	0.00	40.78 %	4,316.80	0.00 %		21.83 %	
VCM1	7.07	2.01	0.00	28.43 %	1,659.90	0.00 %		21.83 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	7.09	11.10	0.00	156.52 %	11,116.20	40.00 %	4,446.48	21.83 %	4,446.48
SKD1	4.52	6.68	0.21	147.77 %	9,190.60	40.00 %	3,676.24	21.83 %	3,676.24
PKD1	7.89	10.47	0.03	132.68 %	11,439.00	40.00 %	4,575.60	21.83 %	4,575.60
MMT1	7.78	7.91	0.00	101.64 %	6,356.80	25.00 %	1,589.20	21.83 %	2,542.72
PDI1	6.81	6.43	0.25	94.42 %	7,024.10	15.00 %	1,053.62	21.83 %	2,809.64
VNR2	20.62	19.44	0.27	94.24 %	23,054.10	15.00 %	3,458.12	21.83 %	9,221.64
TKY1	9.16	8.49	0.00	92.69 %	12,234.80	15.00 %	1,835.22	21.83 %	3,670.44
VKM1	6.28	5.73	0.00	91.21 %	8,914.40	15.00 %	1,337.16	21.83 %	2,674.32
TYI1	6.55	5.90	0.00	90.09 %	7,288.40	10.00 %	728.84	21.83 %	2,186.52
SNL1	8.32	7.26	0.00	87.35 %	5,823.20	10.00 %	582.32	21.83 %	1,746.96
NGR1	32.09	27.38	0.41	85.31 %	20,553.80	10.00 %	2,055.38	21.83 %	5,138.45
VLY1	14.64	12.29	0.00	83.95 %	10,596.90	10.00 %	1,059.69	21.83 %	2,649.23
KYR1	4.64	3.84	1.90	82.83 %	3,661.30	10.00 %	366.13	21.83 %	915.33
TUT2	20.60	16.33	0.00	79.26 %	14,167.50	0.00 %		21.83 %	3,541.88
VNR1	7.36	5.77	0.00	78.36 %	7,877.90	0.00 %		21.83 %	1,969.48
TKS1	14.57	11.37	0.18	78.01 %	14,668.50	0.00 %		21.83 %	2,933.70
COL1	3.43	2.49	0.00	72.48 %	1,475.10	0.00 %		21.83 %	221.27
MAR1	15.91	11.10	0.00	69.79 %	8,795.80	0.00 %		21.83 %	879.58
RND1	16.88	11.61	0.24	68.79 %	18,426.30	0.00 %		21.83 %	1,842.63
UDN1	6.22	4.28	0.00	68.70 %	4,577.70	0.00 %		21.83 %	457.77
STU2	5.60	3.80	0.00	67.95 %	4,483.00	0.00 %		21.83 %	448.30
TUT1	55.22	37.16	0.01	67.30 %	43,163.80	0.00 %		21.83 %	4,316.38
SVK1	13.38	8.97	0.10	67.04 %	11,858.70	0.00 %		21.83 %	1,185.87
TCN1	10.99	6.49	0.00	59.00 %	6,362.60	0.00 %		21.83 %	
TKS2	16.60	9.28	0.00	55.87 %	8,144.90	0.00 %		21.83 %	
APK2	16.20	8.13	0.00	50.22 %	7,939.50	0.00 %		21.83 %	
APK1	10.12	4.57	0.00	45.22 %	7,232.10	0.00 %		21.83 %	
KVT1	34.52	14.87	0.23	43.07 %	20,419.50	0.00 %		21.83 %	
ARM1	6.44	2.40	0.00	37.17 %	2,382.50	0.00 %		21.83 %	
KGL1	6.81	2.49	0.00	36.64 %	2,361.00	0.00 %		21.83 %	
TVL2	5.09	1.82	0.75	35.73 %	839.30	0.00 %		21.83 %	
ASM1	6.05	2.10	0.00	34.82 %	3,050.40	0.00 %		21.83 %	
SGT1	9.90	3.16	0.00	31.97 %	1,746.50	0.00 %		21.83 %	
RPM1	19.96	6.24	0.00	31.26 %	9,160.30	0.00 %		21.83 %	
TVL1	71.19	17.57	0.00	24.68 %	14,812.20	0.00 %		21.83 %	
SDI1	10.72	1.94	0.00	18.05 %	2,759.90	0.00 %		21.83 %	
KSM1	7.78	0.76	0.00	9.82 %	893.90	0.00 %		21.83 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ABR1	8.26	8.07	0.00	97.65 %	6,131.10	20.00 %	1,226.22	21.83 %	2,452.44
KPM2	25.04	22.32	0.06	89.13 %	16,224.10	10.00 %	1,622.41	21.83 %	4,867.23
ANI1	5.23	4.25	0.43	81.36 %	5,272.80	10.00 %	527.28	21.83 %	1,318.20
VEL2	13.70	11.13	0.00	81.22 %	11,505.00	10.00 %	1,150.50	21.83 %	2,876.25
BGR1	5.20	4.21	0.00	81.07 %	5,574.80	10.00 %	557.48	21.83 %	1,393.70
KPM1	9.27	7.35	0.29	79.27 %	7,472.70	0.00 %		21.83 %	1,868.18
SBR1	12.66	9.77	0.00	77.18 %	10,611.50	0.00 %		21.83 %	2,122.30
VNB1	5.97	4.06	0.00	68.01 %	3,983.30	0.00 %		21.83 %	398.33
TRR1	13.63	9.03	0.05	66.26 %	8,389.70	0.00 %		21.83 %	838.97
CYR1	5.43	3.38	0.45	62.26 %	3,988.80	0.00 %		21.83 %	
WJP1	6.98	3.80	0.00	54.48 %	3,643.20	0.00 %		21.83 %	
TRL1	17.25	9.24	0.00	53.55 %	13,023.50	0.00 %		21.83 %	
ARC2	10.57	5.65	0.40	53.47 %	5,862.70	0.00 %		21.83 %	
VSI1	7.22	3.78	0.00	52.43 %	5,183.70	0.00 %		21.83 %	
VEL1	13.56	7.05	0.00	52.01 %	7,269.90	0.00 %		21.83 %	
WJD1	14.76	7.65	0.19	51.86 %	9,799.40	0.00 %		21.83 %	
PTU1	3.14	1.56	0.00	49.67 %	1,154.10	0.00 %		21.83 %	
GDM1	7.82	3.55	0.28	45.35 %	4,422.20	0.00 %		21.83 %	
PLR1	6.36	2.82	0.00	44.32 %	2,023.00	0.00 %		21.83 %	
TRT1	6.46	2.65	0.00	40.99 %	3,609.70	0.00 %		21.83 %	
CGM1	10.41	4.17	0.00	40.05 %	3,151.10	0.00 %		21.83 %	
AKM1	8.80	3.20	0.00	36.34 %	3,443.90	0.00 %		21.83 %	
UGI1	5.41	1.96	0.00	36.17 %	2,520.30	0.00 %		21.83 %	
SLG1	5.21	1.78	0.00	34.09 %	2,923.40	0.00 %		21.83 %	
CPT1	4.06	1.34	0.00	32.90 %	1,851.20	0.00 %		21.83 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH35	7.66	8.60	0.08	112.17 %	8,312.90	30.00 %	2,493.87	21.83 %	3,325.16
TKM1	6.91	5.96	0.37	86.32 %	6,935.60	10.00 %	693.56	21.83 %	2,080.68
CH37	5.45	4.17	0.65	76.49 %	2,682.00	0.00 %		21.83 %	536.40
MC10	3.85	2.81	0.00	72.99 %	918.30	0.00 %		21.83 %	137.75
CH22	12.27	8.75	0.00	71.34 %	10,436.50	0.00 %		21.83 %	1,565.48
CH28	15.25	10.81	0.00	70.88 %	15,524.50	0.00 %		21.83 %	2,328.68
CGL1	9.49	6.50	0.00	68.50 %	5,426.00	0.00 %		21.83 %	542.60
GUD2	12.18	8.31	0.00	68.24 %	8,804.50	0.00 %		21.83 %	880.45
CH42	16.56	10.65	0.02	64.32 %	11,018.20	0.00 %		21.83 %	1,101.82
CH38	10.36	6.63	0.00	64.01 %	8,110.90	0.00 %		21.83 %	811.09
CH45	11.78	7.29	0.00	61.93 %	5,578.60	0.00 %		21.83 %	
CH16	27.28	16.35	0.67	59.92 %	20,343.60	0.00 %		21.83 %	
MRM1	12.25	7.15	0.00	58.40 %	7,822.30	0.00 %		21.83 %	
CH19	18.83	10.91	0.00	57.93 %	13,683.70	0.00 %		21.83 %	
CH48	18.30	10.17	0.10	55.57 %	11,751.90	0.00 %		21.83 %	
CH05	22.59	12.35	0.00	54.68 %	12,400.40	0.00 %		21.83 %	
CH14	33.29	17.68	0.00	53.12 %	16,181.70	0.00 %		21.83 %	
CH30	11.97	6.33	0.00	52.88 %	4,437.70	0.00 %		21.83 %	
GUD1	12.62	6.33	0.00	50.19 %	12,841.50	0.00 %		21.83 %	
SKL1	8.76	3.97	0.73	45.25 %	4,182.80	0.00 %		21.83 %	
CH26	4.30	1.93	0.00	44.76 %	2,102.90	0.00 %		21.83 %	
CH07	20.49	9.00	0.00	43.94 %	9,347.20	0.00 %		21.83 %	
CH08	25.92	11.20	0.00	43.21 %	18,262.70	0.00 %		21.83 %	
MC09	2.14	0.80	0.00	37.26 %	625.80	0.00 %		21.83 %	
CH11	14.19	5.28	0.66	37.23 %	9,050.90	0.00 %		21.83 %	
KNR1	10.73	3.93	0.00	36.63 %	5,014.90	0.00 %		21.83 %	
CH39	10.06	3.62	0.00	35.99 %	4,083.20	0.00 %		21.83 %	
AVD1	15.89	5.29	0.00	33.31 %	5,642.80	0.00 %		21.83 %	
CH40	10.27	2.88	0.00	28.03 %	1,853.50	0.00 %		21.83 %	
CH29	3.76	0.47	0.00	12.53 %	1,032.80	0.00 %		21.83 %	
MC02	2.77	0.14	0.00	5.01 %	112.60	0.00 %		21.83 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC06	4.47	4.08	0.00	91.40 %	1,442.10	15.00 %	216.32	21.83 %	432.63
CH21	26.02	20.22	0.00	77.72 %	14,493.90	0.00 %		21.83 %	2,898.78
CH18	19.14	14.54	0.00	75.96 %	19,106.00	0.00 %		21.83 %	3,821.20
UKI1	8.28	6.25	0.00	75.50 %	6,376.30	0.00 %		21.83 %	1,275.26
CH44	12.16	8.86	0.00	72.83 %	9,702.20	0.00 %		21.83 %	1,455.33
CH34	16.80	11.52	0.00	68.60 %	13,414.40	0.00 %		21.83 %	1,341.44
MC08	2.62	1.72	0.00	65.51 %	419.70	0.00 %		21.83 %	41.97
CH12	19.31	12.44	0.00	64.44 %	12,828.50	0.00 %		21.83 %	1,282.85
MC05	6.35	3.79	0.00	59.74 %	1,455.10	0.00 %		21.83 %	
CH43	10.81	6.44	0.00	59.64 %	6,365.10	0.00 %		21.83 %	
GPD1	9.17	5.28	0.00	57.58 %	4,602.80	0.00 %		21.83 %	
CH03	35.61	20.02	0.21	56.23 %	18,048.60	0.00 %		21.83 %	
CH20	18.84	10.21	0.00	54.17 %	8,017.40	0.00 %		21.83 %	
CH23	7.24	3.91	0.00	53.99 %	5,802.60	0.00 %		21.83 %	
CH33	12.06	6.24	0.00	51.75 %	11,443.30	0.00 %		21.83 %	
CH32	2.76	1.40	0.00	50.89 %	1,332.40	0.00 %		21.83 %	
CH41	12.20	6.13	0.00	50.22 %	9,718.80	0.00 %		21.83 %	
CH06	16.74	8.02	0.00	47.88 %	9,760.10	0.00 %		21.83 %	
MJR1	15.90	7.19	0.00	45.23 %	6,186.20	0.00 %		21.83 %	
PON1	8.51	3.79	0.00	44.50 %	5,190.00	0.00 %		21.83 %	
CH27	5.51	2.44	0.00	44.30 %	2,267.80	0.00 %		21.83 %	
CH24	15.78	6.44	0.04	40.84 %	5,925.90	0.00 %		21.83 %	
CH15	42.33	16.43	0.34	38.82 %	15,174.50	0.00 %		21.83 %	
CH46	7.58	2.90	0.00	38.26 %	1,796.90	0.00 %		21.83 %	
CH09	15.58	5.87	0.46	37.64 %	7,099.40	0.00 %		21.83 %	
CH17	7.80	2.93	1.86	37.51 %	2,634.30	0.00 %		21.83 %	
CH31	8.03	2.82	0.00	35.09 %	3,825.90	0.00 %		21.83 %	
CH36	9.17	3.11	0.00	33.87 %	5,085.40	0.00 %		21.83 %	
CH01	1.35	0.35	0.00	25.81 %	174.00	0.00 %		21.83 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	2.02	0.00	0.00 %	1,500.00	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	13.67	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 %	