

Accu.Target
4,299.27 L

Sales
4,143.24 L

Achieved %
96.37 %

HO Budget+ %
0.00 %

Total Com.
41.07 L

Note : Sales Period is From :01-Aug-2025 To :04-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	319.47	423.84	132.67 %	0.00	0.00 %	0.00
WEST-02	397.83	439.07	110.37 %	0.00	0.00 %	0.00
SOUTH-03	512.28	507.89	99.14 %	15,000.00	0.00 %	15,000.00
TRICHY-01	490.79	467.95	95.35 %	0.00	0.00 %	0.00
NORTH ARCOT	326.59	305.22	93.46 %	9,000.00	0.00 %	9,000.00
CHENNAI-01	636.05	560.59	88.14 %	0.00	0.00 %	0.00
SOUTH-01	717.83	631.49	87.97 %	0.00	0.00 %	0.00
SOUTH ARCOT	318.12	263.50	82.83 %	0.00	0.00 %	0.00
CHENNAI-02	549.34	450.51	82.01 %	0.00	0.00 %	0.00
KL-SOUTH	30.96	23.32	75.33 %	0.00	0.00 %	0.00
OTHERS	0.00	69.85	0.00 %	0.00	0.00 %	0.00
Total	4,299.27	4,143.24	96.37 %		0.00 %	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	36.16	54.73	151.36%	0.00	0.00 %	0.00
	CBE1	141.09	201.91	143.10%	80,000.00	0.00 %	80,000.00
	PLI1	45.51	54.67	120.14%	0.00	0.00 %	0.00
	UAM1	59.31	69.88	117.83%	0.00	0.00 %	0.00
	TPR1	37.40	42.66	114.05%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	84.91	106.65	125.60%	30,000.00	0.00 %	30,000.00
	MTR1	88.17	95.36	108.15%	0.00	0.00 %	0.00
	ERD1	106.94	114.86	107.40%	15,000.00	0.00 %	15,000.00
	SLM1	117.81	122.20	103.73%	15,000.00	0.00 %	15,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	147.79	159.63	108.02%	15,000.00	0.00 %	15,000.00
	KRR1	19.21	19.45	101.22%	0.00	0.00 %	0.00
	DGL1	156.46	150.16	95.97%	7,500.00	0.00 %	7,500.00
	KKD2	106.27	101.02	95.06%	7,500.00	0.00 %	7,500.00
	SVG1	82.55	77.63	94.04%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	104.12	117.57	112.91%	20,000.00	0.00 %	20,000.00
	KUM1	105.24	105.99	100.71%	15,000.00	0.00 %	15,000.00
	TRY1	187.72	170.22	90.68%	7,500.00	0.00 %	7,500.00
	PTK1	93.70	74.17	79.15%	0.00	0.00 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	112.62	113.59	100.87%	15,000.00	0.00 %	15,000.00
	NA01	115.07	108.07	93.91%	7,500.00	0.00 %	7,500.00
	NA03	98.91	83.56	84.49%	0.00	0.00 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	141.67	129.52	91.42%	7,500.00	0.00 %	7,500.00
	CH06	209.83	185.55	88.43%	0.00	0.00 %	0.00
	CH03	121.26	105.67	87.14%	0.00	0.00 %	0.00
	CH05	163.29	139.85	85.64%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	113.02	122.29	108.21%	15,000.00	0.00 %	15,000.00
	TVL1	118.50	111.81	94.35%	7,500.00	0.00 %	7,500.00
	TKS1	104.21	94.26	90.46%	0.00	0.00 %	0.00
	VNR1	84.31	76.11	90.28%	0.00	0.00 %	0.00
	TUT1	163.40	141.00	86.29%	0.00	0.00 %	0.00
	NGR1	134.39	86.00	63.99%	0.00	0.00 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	114.03	99.17	86.97%	0.00	0.00 %	0.00
	SA03	94.63	77.42	81.81%	0.00	0.00 %	0.00
	SA01	109.46	86.91	79.40%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	140.39	120.07	85.53%	0.00	0.00 %	0.00
	CH04	152.38	129.04	84.68%	0.00	0.00 %	0.00
	CH09	115.90	92.56	79.86%	0.00	0.00 %	0.00
	CH01	140.67	108.84	77.37%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	30.96	23.32	75.33%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.05	0.00%	0.00	0.00 %	0.00
	CH02	0.00	53.27	0.00%	0.00	0.00 %	0.00
	HO01	0.00	12.16	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	1.32	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	0.67	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.58	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	1.79	0.00%	0.00	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)
KMR1	22.33	59.44	-0.99	266.16 %	67,129.60	40.00 %	26,851.84	0.00 %	26,851.84
PPI1	4.91	9.93	0.00	202.27 %	13,782.30	40.00 %	5,512.92	0.00 %	5,512.92
DPM2	7.72	15.25	0.19	197.53 %	15,487.80	40.00 %	6,195.12	0.00 %	6,195.12
CBE6	9.68	16.97	0.00	175.25 %	17,009.80	40.00 %	6,803.92	0.00 %	6,803.92
AVI1	7.79	13.62	0.24	174.70 %	11,857.20	40.00 %	4,742.88	0.00 %	4,742.88
KMD1	5.31	8.21	0.00	154.51 %	14,362.20	40.00 %	5,744.88	0.00 %	5,744.88
GBM1	6.94	9.99	0.00	143.93 %	6,268.20	40.00 %	2,507.28	0.00 %	2,507.28
SYM2	7.41	10.65	0.00	143.66 %	9,171.10	40.00 %	3,668.44	0.00 %	3,668.44
SUL1	8.56	12.24	0.10	142.92 %	16,060.10	40.00 %	6,424.04	0.00 %	6,424.04
TPR3	6.68	9.25	-0.36	138.35 %	16,516.50	40.00 %	6,606.60	0.00 %	6,606.60
KGI1	9.05	12.31	0.00	135.94 %	9,615.70	40.00 %	3,846.28	0.00 %	3,846.28
PDM1	5.07	6.76	0.00	133.29 %	7,825.50	40.00 %	3,130.20	0.00 %	3,130.20
KGM1	5.42	7.21	0.27	132.97 %	7,489.40	40.00 %	2,995.76	0.00 %	2,995.76
CBE1	10.17	13.38	-0.72	131.53 %	15,097.60	40.00 %	6,039.04	0.00 %	6,039.04
CBE2	53.35	68.21	-0.08	127.86 %	53,978.10	40.00 %	21,591.24	0.00 %	21,591.24
ANR1	2.51	3.16	1.30	125.75 %	5,685.70	40.00 %	2,274.28	0.00 %	2,274.28
MPM1	9.58	11.53	0.32	120.33 %	14,721.10	40.00 %	5,888.44	0.00 %	5,888.44
GDR1	7.32	8.38	-0.21	114.47 %	6,176.70	30.00 %	1,853.01	0.00 %	1,853.01
TPR4	6.59	7.38	0.04	112.06 %	6,780.10	30.00 %	2,034.03	0.00 %	2,034.03
CNR1	7.91	8.64	0.00	109.33 %	9,394.80	25.00 %	2,348.70	0.00 %	2,348.70
TPR2	16.46	17.98	0.00	109.22 %	16,038.70	25.00 %	4,009.68	0.00 %	4,009.68
TPR1	14.26	15.43	0.00	108.22 %	19,479.70	25.00 %	4,869.93	0.00 %	4,869.93
UAM1	20.13	20.81	0.00	103.39 %	22,996.60	25.00 %	5,749.15	0.00 %	5,749.15
CBE3	6.17	6.03	-0.99	97.60 %	5,776.20	20.00 %	1,155.24	0.00 %	1,155.24
UMP1	9.96	9.64	0.00	96.80 %	5,927.90	20.00 %	1,185.58	0.00 %	1,185.58
SNR1	13.82	13.02	0.00	94.22 %	17,161.80	15.00 %	2,574.27	0.00 %	2,574.27
PLI1	17.33	15.80	0.00	91.20 %	15,061.20	15.00 %	2,259.18	0.00 %	2,259.18
CBE4	16.99	12.62	-0.14	74.25 %	19,860.80	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	6.39	19.91	0.00	311.36 %	18,684.40	40.00 %	7,473.76	0.00 %	7,473.76
VPD1	12.27	19.11	0.00	155.71 %	23,224.80	40.00 %	9,289.92	0.00 %	9,289.92
KRI1	11.86	16.75	0.00	141.21 %	13,581.30	40.00 %	5,432.52	0.00 %	5,432.52
ATU1	14.86	20.79	0.00	139.84 %	19,000.60	40.00 %	7,600.24	0.00 %	7,600.24
TRM1	13.51	18.54	0.00	137.25 %	17,323.60	40.00 %	6,929.44	0.00 %	6,929.44
NKL2	15.41	20.29	-0.19	131.69 %	21,898.50	40.00 %	8,759.40	0.00 %	8,759.40
TCG1	6.84	8.55	0.00	124.91 %	4,999.80	40.00 %	1,999.92	0.00 %	1,999.92
MCR1	12.06	15.07	0.00	124.89 %	17,089.90	40.00 %	6,835.96	0.00 %	6,835.96
RSP1	9.77	12.04	-0.29	123.23 %	17,755.00	40.00 %	7,102.00	0.00 %	7,102.00
HRR1	9.13	11.17	0.40	122.27 %	8,245.10	40.00 %	3,298.04	0.00 %	3,298.04
PMP1	8.71	10.31	0.00	118.48 %	10,028.80	30.00 %	3,008.64	0.00 %	3,008.64
VKL1	7.22	8.55	0.00	118.48 %	11,097.10	30.00 %	3,329.13	0.00 %	3,329.13
BMD1	9.17	10.59	0.00	115.57 %	9,772.10	30.00 %	2,931.63	0.00 %	2,931.63
ERD2	20.81	23.10	0.00	111.02 %	27,350.60	30.00 %	8,205.18	0.00 %	8,205.18
OML1	11.87	12.72	0.00	107.17 %	12,933.00	25.00 %	3,233.25	0.00 %	3,233.25
HSR1	18.33	19.46	-0.12	106.16 %	23,880.90	25.00 %	5,970.23	0.00 %	5,970.23
PDR1	5.58	5.91	0.00	105.79 %	9,453.90	25.00 %	2,363.48	0.00 %	2,363.48
DPR2	8.48	8.94	0.00	105.44 %	6,884.60	25.00 %	1,721.15	0.00 %	1,721.15
PLC1	8.31	8.62	0.00	103.77 %	10,545.10	25.00 %	2,636.28	0.00 %	2,636.28
CMI1	5.26	5.43	0.00	103.17 %	9,595.10	25.00 %	2,398.78	0.00 %	2,398.78
HSR2	24.04	24.49	-0.05	101.85 %	18,254.30	25.00 %	4,563.58	0.00 %	4,563.58
SLM1	34.71	35.26	0.00	101.57 %	22,922.10	25.00 %	5,730.53	0.00 %	5,730.53
DPR1	6.70	6.63	0.00	98.96 %	6,666.80	20.00 %	1,333.36	0.00 %	1,333.36
KVP1	7.27	7.11	-0.02	97.80 %	6,600.30	20.00 %	1,320.06	0.00 %	1,320.06
SLM2	10.55	9.99	0.00	94.71 %	7,751.00	15.00 %	1,162.65	0.00 %	1,162.65
KMM1	8.61	7.82	-0.18	90.86 %	8,801.50	15.00 %	1,320.23	0.00 %	1,320.23
EPI1	10.30	9.32	-0.10	90.57 %	10,026.30	15.00 %	1,503.95	0.00 %	1,503.95
ERD1	23.14	19.80	0.00	85.57 %	15,002.30	10.00 %	1,500.23	0.00 %	1,500.23
SLM3	18.83	15.61	0.07	82.88 %	13,253.30	10.00 %	1,325.33	0.00 %	1,325.33
EDP1	6.63	5.27	0.00	79.51 %	3,978.70	0.00 %		0.00 %	
SGG1	4.30	3.37	0.00	78.36 %	3,651.10	0.00 %		0.00 %	
APN1	9.64	6.84	0.00	70.95 %	8,980.70	0.00 %		0.00 %	
MTR1	17.23	11.68	0.00	67.79 %	13,109.60	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	9.67	14.65	0.00	151.46 %	40,716.40	40.00 %	16,286.56	0.00 %	16,286.56
DKI1	12.31	18.02	0.00	146.32 %	27,547.90	40.00 %	11,019.16	0.00 %	11,019.16
MDU6	21.96	30.67	0.00	139.70 %	24,354.60	40.00 %	9,741.84	0.00 %	9,741.84
TEN2	10.32	13.85	0.04	134.21 %	10,575.40	40.00 %	4,230.16	0.00 %	4,230.16
SVG1	11.00	14.51	0.00	131.92 %	24,387.40	40.00 %	9,754.96	0.00 %	9,754.96
TEN1	14.76	18.64	0.00	126.26 %	14,706.50	40.00 %	5,882.60	0.00 %	5,882.60
KRR1	11.06	13.86	0.00	125.35 %	25,053.30	40.00 %	10,021.32	0.00 %	10,021.32
CBM1	15.05	18.75	0.00	124.52 %	19,865.60	40.00 %	7,946.24	0.00 %	7,946.24
ADP1	8.64	10.17	0.00	117.77 %	10,731.90	30.00 %	3,219.57	0.00 %	3,219.57
KPT1	9.23	10.71	-0.14	116.09 %	11,502.90	30.00 %	3,450.87	0.00 %	3,450.87
NKI1	7.63	8.85	-0.16	116.03 %	9,590.40	30.00 %	2,877.12	0.00 %	2,877.12
MDU2	27.98	30.32	-0.10	108.36 %	29,143.60	25.00 %	7,285.90	0.00 %	7,285.90
PNI1	6.52	7.06	1.01	108.27 %	6,827.90	25.00 %	1,706.98	0.00 %	1,706.98
TMM1	16.68	17.63	-0.95	105.68 %	12,496.90	25.00 %	3,124.23	0.00 %	3,124.23
TPT1	12.15	12.27	-0.01	101.05 %	21,130.70	25.00 %	5,282.68	0.00 %	5,282.68
PKM1	6.48	6.55	0.00	101.04 %	6,611.60	25.00 %	1,652.90	0.00 %	1,652.90
MDU1	71.00	71.49	0.04	100.69 %	50,942.80	25.00 %	12,735.70	0.00 %	12,735.70
DGL1	33.70	33.03	0.27	98.01 %	31,028.10	20.00 %	6,205.62	0.00 %	6,205.62
PNV1	6.23	6.07	0.00	97.43 %	5,436.00	20.00 %	1,087.20	0.00 %	1,087.20
MNM1	7.57	7.33	0.15	96.83 %	10,027.30	20.00 %	2,005.46	0.00 %	2,005.46
PVI1	11.62	10.96	0.59	94.32 %	13,463.70	15.00 %	2,019.56	0.00 %	2,019.56
CMR1	7.71	7.22	0.00	93.68 %	5,104.50	15.00 %	765.68	0.00 %	765.68
DGL2	9.67	9.01	0.00	93.08 %	10,225.70	15.00 %	1,533.86	0.00 %	1,533.86
BNR1	9.50	8.68	0.12	91.40 %	10,443.10	15.00 %	1,566.47	0.00 %	1,566.47
MPA1	13.09	11.87	0.00	90.67 %	16,331.30	15.00 %	2,449.70	0.00 %	2,449.70
TDI1	9.41	8.47	0.00	90.06 %	12,738.90	10.00 %	1,273.89	0.00 %	1,273.89
MDU5	13.43	11.26	0.00	83.85 %	15,267.90	10.00 %	1,526.79	0.00 %	1,526.79
BTU1	6.26	5.20	0.00	83.11 %	6,986.50	10.00 %	698.65	0.00 %	698.65
MDU4	14.30	11.06	0.00	77.32 %	9,796.20	0.00 %		0.00 %	
KKD2	15.46	11.85	0.00	76.66 %	12,025.90	0.00 %		0.00 %	
NTM1	9.05	6.44	-0.18	71.23 %	4,746.80	0.00 %		0.00 %	
ODM1	8.15	5.59	0.00	68.51 %	6,873.20	0.00 %		0.00 %	
USL1	14.30	8.76	0.00	61.23 %	9,219.60	0.00 %		0.00 %	
MDU3	17.57	10.28	1.73	58.50 %	7,547.90	0.00 %		0.00 %	
ATG1	21.85	11.39	0.00	52.16 %	14,681.30	0.00 %		0.00 %	
MLR1	10.96	5.41	0.00	49.39 %	8,267.10	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	7.88	11.60	0.00	147.26 %	11,104.40	40.00 %	4,441.76	0.00 %	4,441.76
TNJ1	32.39	42.31	0.00	130.65 %	31,904.80	40.00 %	12,761.92	0.00 %	12,761.92
TRY3	12.50	15.68	-0.48	125.42 %	13,446.00	40.00 %	5,378.40	0.00 %	5,378.40
PBR2	30.42	36.72	-0.44	120.73 %	30,211.50	40.00 %	12,084.60	0.00 %	12,084.60
KIK1	11.87	14.31	-1.49	120.56 %	12,667.40	40.00 %	5,066.96	0.00 %	5,066.96
TYR1	18.06	21.61	0.00	119.64 %	19,714.00	30.00 %	5,914.20	0.00 %	5,914.20
PDK1	8.26	9.82	0.06	118.94 %	8,925.40	30.00 %	2,677.62	0.00 %	2,677.62
MSI1	10.76	12.63	0.00	117.37 %	11,939.30	30.00 %	3,581.79	0.00 %	3,581.79
MVM1	24.43	27.18	0.00	111.24 %	33,361.10	30.00 %	10,008.33	0.00 %	10,008.33
NCK1	6.10	6.44	0.00	105.44 %	5,496.10	25.00 %	1,374.03	0.00 %	1,374.03
TNJ2	23.87	24.37	-0.01	102.07 %	26,430.80	25.00 %	6,607.70	0.00 %	6,607.70
JKM1	14.41	14.50	0.23	100.59 %	14,077.40	25.00 %	3,519.35	0.00 %	3,519.35
KRN1	7.53	7.52	-0.28	99.85 %	9,146.40	20.00 %	1,829.28	0.00 %	1,829.28
AYR1	10.52	10.45	0.00	99.34 %	8,775.10	20.00 %	1,755.02	0.00 %	1,755.02
TTP1	13.44	12.54	0.30	93.28 %	10,192.90	15.00 %	1,528.94	0.00 %	1,528.94
TVR2	20.47	18.99	-0.04	92.75 %	13,954.90	15.00 %	2,093.24	0.00 %	2,093.24
ORU1	9.69	8.79	0.00	90.71 %	13,041.20	15.00 %	1,956.18	0.00 %	1,956.18
KUM1	31.95	27.29	0.13	85.42 %	26,925.30	10.00 %	2,692.53	0.00 %	2,692.53
NMM1	10.57	8.76	0.00	82.85 %	11,330.80	10.00 %	1,133.08	0.00 %	1,133.08
MDI1	21.20	17.24	0.07	81.33 %	18,769.20	10.00 %	1,876.92	0.00 %	1,876.92
PBR1	9.68	7.79	0.00	80.44 %	5,809.70	10.00 %	580.97	0.00 %	580.97
PTK1	22.76	17.57	0.33	77.20 %	19,530.10	0.00 %		0.00 %	
TRY1	93.88	69.02	0.06	73.51 %	48,436.30	0.00 %		0.00 %	
NGT1	17.92	12.75	-0.06	71.14 %	12,008.90	0.00 %		0.00 %	
APM1	7.81	5.31	0.92	68.03 %	8,132.90	0.00 %		0.00 %	
TRY2	12.42	6.79	0.00	54.63 %	6,494.60	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	10.45	15.15	0.00	144.97 %	16,637.00	40.00 %	6,654.80	0.00 %	6,654.80
TRR1	20.06	28.87	0.00	143.89 %	24,164.10	40.00 %	9,665.64	0.00 %	9,665.64
AKM1	14.96	19.96	-0.18	133.44 %	21,666.40	40.00 %	8,666.56	0.00 %	8,666.56
VNB1	8.52	10.81	0.40	126.88 %	7,364.90	40.00 %	2,945.96	0.00 %	2,945.96
CPT1	6.80	8.40	-0.06	123.48 %	9,910.50	40.00 %	3,964.20	0.00 %	3,964.20
TRL1	22.78	23.99	0.15	105.28 %	21,880.10	25.00 %	5,470.03	0.00 %	5,470.03
KPM1	11.80	12.41	0.00	105.13 %	9,667.00	25.00 %	2,416.75	0.00 %	2,416.75
ANI1	6.65	6.91	0.00	103.95 %	6,524.80	25.00 %	1,631.20	0.00 %	1,631.20
VEL2	22.98	23.44	-0.36	101.99 %	26,279.70	25.00 %	6,569.93	0.00 %	6,569.93
GDM1	10.29	10.37	0.00	100.79 %	7,293.30	25.00 %	1,823.33	0.00 %	1,823.33
BGR1	5.89	5.92	0.00	100.62 %	8,084.60	25.00 %	2,021.15	0.00 %	2,021.15
CGM1	11.39	10.70	0.00	93.97 %	7,831.30	15.00 %	1,174.70	0.00 %	1,174.70
ABR1	13.15	12.23	-0.03	93.02 %	11,132.80	15.00 %	1,669.92	0.00 %	1,669.92
WJD1	13.77	11.97	0.00	86.94 %	12,986.30	10.00 %	1,298.63	0.00 %	1,298.63
SLG1	7.83	6.69	0.00	85.43 %	6,683.40	10.00 %	668.34	0.00 %	668.34
ARC2	10.50	8.47	0.00	80.62 %	10,035.70	10.00 %	1,003.57	0.00 %	1,003.57
PTU1	4.89	3.67	0.00	75.04 %	3,474.90	0.00 %		0.00 %	
PLR1	6.70	4.89	0.00	72.96 %	3,670.10	0.00 %		0.00 %	
KPM2	37.67	27.10	-0.02	71.93 %	18,045.30	0.00 %		0.00 %	
UGI1	8.81	6.25	0.33	70.96 %	5,380.00	0.00 %		0.00 %	
TRT1	11.17	7.75	0.11	69.38 %	7,519.60	0.00 %		0.00 %	
SBR1	17.80	12.33	0.97	69.27 %	16,794.60	0.00 %		0.00 %	
VSI1	12.93	8.56	0.41	66.22 %	14,088.90	0.00 %		0.00 %	
CYR1	9.27	6.10	0.00	65.85 %	6,401.60	0.00 %		0.00 %	
VEL1	19.53	12.28	0.00	62.90 %	17,013.30	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)
CH11	22.45	37.59	0.00	167.45 %	22,708.20	40.00 %	9,083.28	0.00 %	9,083.28
TKM1	9.87	12.68	0.02	128.46 %	13,339.10	40.00 %	5,335.64	0.00 %	5,335.64
CH48	24.31	30.90	0.07	127.12 %	61,472.10	40.00 %	24,588.84	0.00 %	24,588.84
CH28	22.44	25.83	0.00	115.11 %	35,121.60	30.00 %	10,536.48	0.00 %	10,536.48
MRM1	15.41	16.59	-0.14	107.67 %	21,712.40	25.00 %	5,428.10	0.00 %	5,428.10
CH08	38.49	39.82	0.00	103.44 %	57,934.90	25.00 %	14,483.73	0.00 %	14,483.73
GUD2	17.38	17.64	0.00	101.49 %	16,454.80	25.00 %	4,113.70	0.00 %	4,113.70
MC10	6.87	6.96	0.00	101.35 %	4,613.40	25.00 %	1,153.35	0.00 %	1,153.35
CH05	37.46	37.30	0.00	99.58 %	33,987.30	20.00 %	6,797.46	0.00 %	6,797.46
KNR1	14.95	14.42	0.00	96.44 %	15,189.50	20.00 %	3,037.90	0.00 %	3,037.90
CH38	14.90	14.02	0.00	94.08 %	21,164.20	15.00 %	3,174.63	0.00 %	3,174.63
CH14	45.33	41.03	0.13	90.51 %	36,365.40	15.00 %	5,454.81	0.00 %	5,454.81
CH39	15.18	13.68	0.38	90.13 %	17,533.40	15.00 %	2,630.01	0.00 %	2,630.01
CH35	15.18	13.60	0.04	89.59 %	12,558.60	10.00 %	1,255.86	0.00 %	1,255.86
AVD1	24.59	21.31	0.15	86.64 %	17,384.80	10.00 %	1,738.48	0.00 %	1,738.48
CH45	18.43	15.83	0.00	85.88 %	16,898.40	10.00 %	1,689.84	0.00 %	1,689.84
CH19	30.90	24.71	0.01	79.97 %	30,348.60	0.00 %		0.00 %	
CH37	7.80	6.13	0.00	78.54 %	6,024.40	0.00 %		0.00 %	
CH22	22.62	17.36	0.07	76.71 %	18,629.60	0.00 %		0.00 %	
SKL1	14.78	11.26	0.00	76.21 %	20,020.40	0.00 %		0.00 %	
CH42	34.17	25.57	0.00	74.82 %	28,077.10	0.00 %		0.00 %	
CH16	44.52	33.07	0.10	74.29 %	32,604.80	0.00 %		0.00 %	
GUD1	19.71	14.11	0.37	71.58 %	20,571.40	0.00 %		0.00 %	
CH07	32.30	22.52	0.00	69.73 %	24,183.60	0.00 %		0.00 %	
CH30	25.72	16.94	0.00	65.85 %	12,999.20	0.00 %		0.00 %	
MC09	4.42	2.80	0.00	63.26 %	1,940.70	0.00 %		0.00 %	
CGL1	18.82	10.60	0.00	56.34 %	10,256.20	0.00 %		0.00 %	
CH40	16.32	8.48	0.00	51.98 %	3,955.10	0.00 %		0.00 %	
CH26	7.21	3.55	0.02	49.26 %	3,930.00	0.00 %		0.00 %	
CH29	7.81	2.63	4.10	33.71 %	3,038.90	0.00 %		0.00 %	
MC02	5.73	1.68	0.00	29.29 %	757.40	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)
PKD1	14.19	20.48	0.00	144.33 %	19,322.00	40.00 %	7,728.80	0.00 %	7,728.80
STU2	7.30	10.21	1.20	139.79 %	6,782.20	40.00 %	2,712.88	0.00 %	2,712.88
KVT1	33.65	43.85	0.02	130.31 %	60,432.30	40.00 %	24,172.92	0.00 %	24,172.92
KYR1	8.10	10.22	0.26	126.09 %	9,499.60	40.00 %	3,799.84	0.00 %	3,799.84
KGL1	9.47	11.89	0.45	125.59 %	10,318.00	40.00 %	4,127.20	0.00 %	4,127.20
VNR1	9.14	10.45	0.00	114.38 %	8,431.60	30.00 %	2,529.48	0.00 %	2,529.48
APK1	16.19	17.75	0.00	109.68 %	22,720.50	25.00 %	5,680.13	0.00 %	5,680.13
TUT2	29.51	31.97	0.08	108.35 %	23,157.40	25.00 %	5,789.35	0.00 %	5,789.35
ASM1	9.44	9.95	0.00	105.43 %	13,402.60	25.00 %	3,350.65	0.00 %	3,350.65
SVK1	21.94	23.09	-0.09	105.25 %	20,185.60	25.00 %	5,046.40	0.00 %	5,046.40
TCN1	17.66	18.17	-0.02	102.94 %	23,371.90	25.00 %	5,842.98	0.00 %	5,842.98
PDI1	10.28	10.55	0.00	102.57 %	9,056.60	25.00 %	2,264.15	0.00 %	2,264.15
TKS2	23.84	24.01	0.66	100.70 %	21,810.50	25.00 %	5,452.63	0.00 %	5,452.63
TVL1	69.30	68.47	0.14	98.80 %	60,508.60	20.00 %	12,101.72	0.00 %	12,101.72
TKS1	21.32	20.50	0.06	96.15 %	21,073.60	20.00 %	4,214.72	0.00 %	4,214.72
RPM1	27.77	26.29	-0.21	94.66 %	26,260.30	15.00 %	3,939.05	0.00 %	3,939.05
VLY1	24.33	22.95	0.25	94.33 %	16,831.70	15.00 %	2,524.76	0.00 %	2,524.76
TUT1	78.18	68.90	0.01	88.14 %	87,304.00	10.00 %	8,730.40	0.00 %	8,730.40
RND1	21.23	18.06	0.00	85.06 %	20,823.80	10.00 %	2,082.38	0.00 %	2,082.38
SNL1	14.11	11.63	0.00	82.40 %	8,482.80	10.00 %	848.28	0.00 %	848.28
TKY1	12.10	9.68	0.00	80.02 %	10,888.30	0.00 %		0.00 %	
UDN1	8.92	6.69	0.97	75.04 %	5,030.50	0.00 %		0.00 %	
KSM1	6.18	4.46	0.00	72.20 %	3,589.20	0.00 %		0.00 %	
ARM1	6.83	4.90	-0.08	71.71 %	3,806.20	0.00 %		0.00 %	
VNR2	37.04	24.82	0.00	66.99 %	29,406.60	0.00 %		0.00 %	
TYI1	17.57	11.66	0.00	66.35 %	16,909.20	0.00 %		0.00 %	
TVL2	8.61	5.54	0.77	64.42 %	2,924.10	0.00 %		0.00 %	
COL1	5.73	3.59	0.00	62.55 %	3,984.40	0.00 %		0.00 %	
SDI1	13.49	8.41	0.29	62.34 %	7,041.20	0.00 %		0.00 %	
SGT1	7.51	4.52	0.00	60.16 %	3,013.40	0.00 %		0.00 %	
MAR1	25.75	15.14	0.05	58.81 %	12,720.60	0.00 %		0.00 %	
NGR1	61.75	35.50	0.17	57.49 %	23,638.60	0.00 %		0.00 %	
VKM1	14.43	7.86	0.00	54.45 %	13,796.40	0.00 %		0.00 %	
MMT1	13.41	5.74	-0.06	42.77 %	7,278.50	0.00 %		0.00 %	
ERL1	11.57	3.60	1.06	31.13 %	4,117.30	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)
KML1	8.07	10.08	0.00	124.96 %	8,091.10	40.00 %	3,236.44	0.00 %	3,236.44
KKI2	20.40	24.69	0.00	121.04 %	18,282.90	40.00 %	7,313.16	0.00 %	7,313.16
TRK1	17.87	18.39	0.28	102.92 %	20,288.00	25.00 %	5,072.00	0.00 %	5,072.00
ULP1	16.97	17.10	0.00	100.78 %	15,007.70	25.00 %	3,751.93	0.00 %	3,751.93
POY1	27.01	26.23	0.15	97.10 %	30,497.10	20.00 %	6,099.42	0.00 %	6,099.42
VPM1	6.65	6.29	0.60	94.56 %	3,662.60	15.00 %	549.39	0.00 %	549.39
CUD1	33.36	31.21	0.13	93.57 %	32,214.50	15.00 %	4,832.18	0.00 %	4,832.18
VPM2	16.01	13.51	0.00	84.39 %	9,220.40	10.00 %	922.04	0.00 %	922.04
SJI1	15.15	12.59	0.11	83.10 %	7,136.70	10.00 %	713.67	0.00 %	713.67
VCM1	10.55	8.57	0.00	81.18 %	7,849.30	10.00 %	784.93	0.00 %	784.93
MKM1	7.86	5.99	0.00	76.23 %	4,687.20	0.00 %		0.00 %	
KLM1	17.11	12.85	0.00	75.12 %	15,449.80	0.00 %		0.00 %	
CDM1	19.55	14.60	0.07	74.67 %	11,881.20	0.00 %		0.00 %	
STP1	7.64	5.56	0.00	72.84 %	5,590.40	0.00 %		0.00 %	
TVM2	13.99	10.00	0.00	71.46 %	6,092.70	0.00 %		0.00 %	
NVL2	17.59	12.19	0.00	69.29 %	8,983.90	0.00 %		0.00 %	
TVM1	11.17	7.50	2.07	67.11 %	4,803.20	0.00 %		0.00 %	
TDM1	13.79	9.15	0.09	66.34 %	7,381.10	0.00 %		0.00 %	
PRT1	13.28	6.39	0.37	48.12 %	5,591.20	0.00 %		0.00 %	
POY2	24.12	10.62	0.00	44.04 %	10,324.70	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	6.62	10.94	0.00	165.23 %	10,293.10	40.00 %	4,117.24	0.00 %	4,117.24
CH06	22.31	29.25	0.00	131.13 %	26,584.80	40.00 %	10,633.92	0.00 %	10,633.92
UKI1	11.53	13.30	0.00	115.35 %	13,881.70	30.00 %	4,164.51	0.00 %	4,164.51
PON1	12.25	12.79	0.00	104.39 %	11,774.00	25.00 %	2,943.50	0.00 %	2,943.50
CH34	22.57	22.29	0.00	98.72 %	21,302.70	20.00 %	4,260.54	0.00 %	4,260.54
CH41	17.66	17.00	0.33	96.28 %	17,884.00	20.00 %	3,576.80	0.00 %	3,576.80
CH18	29.07	26.11	0.21	89.84 %	29,209.60	10.00 %	2,920.96	0.00 %	2,920.96
CH15	59.56	51.81	0.00	86.98 %	44,947.50	10.00 %	4,494.75	0.00 %	4,494.75
CH44	16.74	14.55	0.00	86.90 %	15,393.00	10.00 %	1,539.30	0.00 %	1,539.30
CH12	28.02	24.25	0.05	86.52 %	25,219.70	10.00 %	2,521.97	0.00 %	2,521.97
CH03	52.96	43.24	0.11	81.64 %	45,831.80	10.00 %	4,583.18	0.00 %	4,583.18
CH33	20.44	16.31	0.02	79.77 %	18,839.70	0.00 %		0.00 %	
CH43	15.64	12.45	0.00	79.57 %	11,960.20	0.00 %		0.00 %	
MJR1	24.12	18.92	0.00	78.43 %	14,391.80	0.00 %		0.00 %	
CH17	11.94	9.35	0.66	78.27 %	10,950.80	0.00 %		0.00 %	
CH31	8.40	6.29	0.00	74.86 %	6,199.70	0.00 %		0.00 %	
CH21	38.79	28.63	0.00	73.81 %	24,039.50	0.00 %		0.00 %	
GPD1	18.49	13.49	0.00	72.96 %	10,283.50	0.00 %		0.00 %	
MC06	5.88	4.20	0.00	71.41 %	3,475.10	0.00 %		0.00 %	
CH09	22.94	16.18	0.00	70.52 %	13,362.40	0.00 %		0.00 %	
CH32	4.94	3.27	0.12	66.23 %	3,180.60	0.00 %		0.00 %	
CH24	22.64	14.86	0.27	65.65 %	16,643.80	0.00 %		0.00 %	
MC05	7.88	5.08	0.00	64.46 %	2,309.30	0.00 %		0.00 %	
CH20	29.77	18.24	0.00	61.25 %	14,117.80	0.00 %		0.00 %	
CH36	9.79	5.74	-2.28	58.62 %	5,460.40	0.00 %		0.00 %	
CH46	12.04	6.30	2.89	52.34 %	8,286.30	0.00 %		0.00 %	
CH23	10.80	4.87	0.00	45.11 %	3,898.50	0.00 %		0.00 %	
MC08	2.71	0.42	0.00	15.45 %	188.00	0.00 %		0.00 %	
CH01	2.82	0.41	0.00	14.37 %	432.00	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	23.34	19.82	0.75	84.95 %	12,694.90	10.00 %	1,269.49	0.00 %	1,269.49
PAS1	7.63	3.50	0.00	45.89 %	3,137.80	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	47.44	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	12.12	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 %	
S2SD	0.00	1.79	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	1.32	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	0.58	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	5.83	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	0.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	0.67	0.00	0.00 %	0.00	0.00 %		0.00 %	