

Accu.Target 5,374.08 L	Sales 4,796.05 L	Achieved % 89.24 %	HO Budget+ % 0.76 %	Total Com. 47.00 L
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Note : Sales Period is From :01-Aug-2025 To :05-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	399.33	479.07	119.97 %	0.00	0.76 %	0.00
WEST-02	497.28	508.57	102.27 %	0.00	0.76 %	0.00
NORTH ARCOT	408.24	364.31	89.24 %	0.00	0.76 %	0.00
SOUTH-03	640.36	568.34	88.75 %	0.00	0.76 %	0.00
TRICHY-01	613.48	532.28	86.76 %	0.00	0.76 %	0.00
SOUTH-01	897.29	724.46	80.74 %	0.00	0.76 %	0.00
CHENNAI-01	795.07	633.25	79.65 %	0.00	0.76 %	0.00
SOUTH ARCOT	397.65	311.42	78.31 %	0.00	0.76 %	0.00
CHENNAI-02	686.68	518.82	75.56 %	0.00	0.76 %	0.00
KL-SOUTH	38.70	27.43	70.88 %	0.00	0.76 %	0.00
OTHERS	0.00	128.10	0.00 %	0.00	0.00 %	0.00
Total	5,374.08	4,796.05	89.24 %		0.76 %	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	45.20	59.78	132.26%	0.00	0.76 %	0.00
	CBE1	176.37	232.51	131.83%	80,000.00	0.76 %	80,000.00
	UAM1	74.13	80.85	109.07%	0.00	0.76 %	0.00
	PLI1	56.88	59.06	103.84%	0.00	0.76 %	0.00
	TPR1	46.75	46.86	100.23%	0.00	0.76 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	106.14	122.23	115.16%	20,000.00	0.76 %	20,000.00
	MTR1	110.21	115.22	104.54%	15,000.00	0.76 %	15,000.00
	ERD1	133.68	132.96	99.47%	7,500.00	0.76 %	15,000.00
	SLM1	147.26	138.16	93.82%	7,500.00	0.76 %	7,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	140.77	138.45	98.35%	7,500.00	0.76 %	7,500.00
	NA01	143.84	126.90	88.22%	0.00	0.76 %	0.00
	NA03	123.63	98.97	80.05%	0.00	0.76 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	184.73	178.55	96.65%	7,500.00	0.76 %	7,500.00
	KRR1	24.02	21.01	87.47%	0.00	0.76 %	0.00
	SVG1	103.19	89.87	87.09%	0.00	0.76 %	0.00
	DGL1	195.58	167.50	85.65%	0.00	0.76 %	0.00
	KKD2	132.84	111.41	83.87%	0.00	0.76 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	130.16	133.73	102.75%	15,000.00	0.76 %	15,000.00
	KUM1	131.55	119.34	90.71%	7,500.00	0.76 %	7,500.00
	TRY1	234.64	193.81	82.60%	0.00	0.76 %	0.00
	PTK1	117.13	85.40	72.91%	0.00	0.76 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	141.28	139.40	98.67%	7,500.00	0.76 %	7,500.00
	TVL1	148.13	127.35	85.97%	0.00	0.76 %	0.00
	TKS1	130.26	110.91	85.14%	0.00	0.76 %	0.00
	VNR1	105.39	83.57	79.30%	0.00	0.76 %	0.00
	TUT1	204.25	158.65	77.67%	0.00	0.76 %	0.00
	NGR1	167.99	104.58	62.26%	0.00	0.76 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	262.29	212.27	80.93%	0.00	0.76 %	0.00
	CH08	177.09	142.59	80.52%	0.00	0.76 %	0.00
	CH05	204.11	159.81	78.30%	0.00	0.76 %	0.00
	CH03	151.58	118.59	78.24%	0.00	0.76 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	142.54	114.84	80.57%	0.00	0.76 %	0.00
	SA03	118.29	94.51	79.90%	0.00	0.76 %	0.00
	SA01	136.83	102.06	74.59%	0.00	0.76 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	190.47	148.50	77.96%	0.00	0.76 %	0.00
	CH07	175.49	134.66	76.74%	0.00	0.76 %	0.00
	CH09	144.88	108.71	75.04%	0.00	0.76 %	0.00
	CH01	175.84	126.95	72.20%	0.00	0.76 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	38.70	27.43	70.88%	0.00	0.76 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.46	0.00%	0.00	0.00 %	0.00
	CH02	0.00	55.28	0.00%	0.00	0.00 %	0.00
	HO01	0.00	66.94	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	1.66	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.32	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	0.73	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.70	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	2.02	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	27.91	72.48	-0.81	259.66 %	77,650.60	40.00 %	31,060.24	0.76 %	31,060.24
PPI1	6.14	11.61	0.00	189.20 %	15,332.60	40.00 %	6,133.04	0.76 %	6,133.04
DPM2	9.65	16.81	0.17	174.18 %	17,477.50	40.00 %	6,991.00	0.76 %	6,991.00
CBE6	12.10	18.39	0.00	151.97 %	18,371.00	40.00 %	7,348.40	0.76 %	7,348.40
KMD1	6.64	9.73	0.00	146.60 %	17,088.70	40.00 %	6,835.48	0.76 %	6,835.48
AVI1	9.74	14.14	0.23	145.12 %	12,533.40	40.00 %	5,013.36	0.76 %	5,013.36
ANR1	3.14	4.23	0.97	134.62 %	6,268.10	40.00 %	2,507.24	0.76 %	2,507.24
SUL1	10.70	13.73	0.09	128.30 %	18,910.70	40.00 %	7,564.28	0.76 %	7,564.28
GBM1	8.67	10.77	0.00	124.12 %	6,768.80	40.00 %	2,707.52	0.76 %	2,707.52
SYM2	9.26	11.48	0.00	123.92 %	10,288.70	40.00 %	4,115.48	0.76 %	4,115.48
KGI1	11.32	13.55	0.00	119.70 %	10,762.70	30.00 %	3,228.81	0.76 %	4,305.08
TPR3	8.35	9.89	-0.33	118.38 %	18,325.50	30.00 %	5,497.65	0.76 %	5,497.65
CBE2	66.69	78.12	-0.07	117.13 %	62,542.20	30.00 %	18,762.66	0.76 %	18,762.66
GDR1	9.15	10.62	-0.16	115.97 %	7,998.20	30.00 %	2,399.46	0.76 %	2,399.46
CBE1	12.72	14.24	-0.67	111.99 %	16,936.70	30.00 %	5,081.01	0.76 %	5,081.01
PDM1	6.34	7.03	0.00	110.97 %	8,387.80	30.00 %	2,516.34	0.76 %	2,516.34
KGM1	6.78	7.47	0.26	110.26 %	7,950.80	30.00 %	2,385.24	0.76 %	2,385.24
CNR1	9.88	10.41	0.00	105.35 %	10,607.40	25.00 %	2,651.85	0.76 %	2,651.85
CBE3	7.72	7.83	-0.67	101.47 %	7,766.50	25.00 %	1,941.63	0.76 %	1,941.63
MPM1	11.98	12.13	0.30	101.30 %	15,796.70	25.00 %	3,949.18	0.76 %	3,949.18
TPR2	20.58	20.42	0.27	99.25 %	17,689.30	20.00 %	3,537.86	0.76 %	3,537.86
UAM1	25.16	24.41	0.00	97.03 %	24,881.00	20.00 %	4,976.20	0.76 %	4,976.20
TPR1	17.82	16.55	0.00	92.85 %	20,439.30	15.00 %	3,065.90	0.76 %	3,065.90
TPR4	8.24	7.55	1.30	91.67 %	6,883.40	15.00 %	1,032.51	0.76 %	1,032.51
UMP1	12.45	10.52	0.00	84.47 %	6,474.80	10.00 %	647.48	0.76 %	647.48
PLI1	21.66	17.23	0.00	79.53 %	17,346.50	0.00 %		0.76 %	1,734.65
SNR1	17.28	13.53	0.00	78.33 %	17,642.00	0.00 %		0.76 %	
CBE4	21.24	14.18	-0.12	66.75 %	22,458.40	0.00 %		0.76 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	7.99	20.62	0.00	257.93 %	19,697.80	40.00 %	7,879.12	0.76 %	7,879.12
VPD1	15.34	20.56	0.00	134.02 %	25,853.80	40.00 %	10,341.52	0.76 %	10,341.52
KRI1	14.83	19.77	0.00	133.34 %	15,729.20	40.00 %	6,291.68	0.76 %	6,291.68
HRR1	11.42	14.82	0.30	129.84 %	10,368.10	40.00 %	4,147.24	0.76 %	4,147.24
ATU1	18.58	23.21	0.00	124.92 %	21,546.50	40.00 %	8,618.60	0.76 %	8,618.60
TRM1	16.89	20.79	0.00	123.09 %	20,786.30	40.00 %	8,314.52	0.76 %	8,314.52
TCG1	8.55	10.27	0.00	120.06 %	7,011.40	40.00 %	2,804.56	0.76 %	2,804.56
RSP1	12.21	14.61	-0.09	119.64 %	21,402.50	30.00 %	6,420.75	0.76 %	8,561.00
NKL2	19.26	22.88	-0.19	118.78 %	24,451.60	30.00 %	7,335.48	0.76 %	7,335.48
MCR1	15.08	17.24	0.00	114.30 %	19,267.10	30.00 %	5,780.13	0.76 %	5,780.13
PMP1	10.88	11.92	0.00	109.50 %	11,713.90	25.00 %	2,928.48	0.76 %	3,514.17
VKL1	9.02	9.88	0.00	109.45 %	11,850.10	25.00 %	2,962.53	0.76 %	3,555.03
CMI1	6.58	7.18	0.00	109.23 %	10,860.40	25.00 %	2,715.10	0.76 %	3,258.12
KVP1	9.09	9.60	-0.01	105.63 %	8,926.80	25.00 %	2,231.70	0.76 %	2,231.70
BMD1	11.46	11.86	0.00	103.48 %	11,353.40	25.00 %	2,838.35	0.76 %	2,838.35
PLC1	10.39	10.64	0.00	102.39 %	13,456.40	25.00 %	3,364.10	0.76 %	3,364.10
ERD2	26.01	26.16	0.14	100.60 %	32,305.00	25.00 %	8,076.25	0.76 %	8,076.25
OML1	14.84	14.88	0.00	100.29 %	15,020.30	25.00 %	3,755.08	0.76 %	3,755.08
PDR1	6.98	6.62	0.00	94.83 %	10,926.10	15.00 %	1,638.92	0.76 %	2,185.22
HSR2	30.05	28.44	-0.04	94.63 %	21,924.60	15.00 %	3,288.69	0.76 %	4,384.92
DPR2	10.60	9.98	0.00	94.14 %	7,836.40	15.00 %	1,175.46	0.76 %	1,175.46
HSR1	22.91	21.25	-0.11	92.76 %	25,178.50	15.00 %	3,776.78	0.76 %	3,776.78
DPR1	8.38	7.72	0.07	92.06 %	7,786.10	15.00 %	1,167.92	0.76 %	1,167.92
SLM2	13.19	11.85	0.00	89.86 %	9,361.80	10.00 %	936.18	0.76 %	1,404.27
SLM1	43.39	38.06	0.00	87.70 %	25,681.50	10.00 %	2,568.15	0.76 %	2,568.15
EPI1	12.87	10.84	-0.09	84.24 %	11,685.00	10.00 %	1,168.50	0.76 %	1,168.50
MTR1	21.54	17.93	0.00	83.25 %	18,304.90	10.00 %	1,830.49	0.76 %	1,830.49
SGG1	5.38	4.39	0.00	81.68 %	4,377.90	10.00 %	437.79	0.76 %	437.79
SLM3	23.54	19.02	0.06	80.80 %	16,176.20	10.00 %	1,617.62	0.76 %	1,617.62
ERD1	28.92	22.86	0.00	79.06 %	19,316.50	0.00 %		0.76 %	
KMM1	10.76	8.10	-0.09	75.32 %	8,856.30	0.00 %		0.76 %	
EDP1	8.29	6.21	0.00	74.90 %	4,424.70	0.00 %		0.76 %	
APN1	12.05	8.40	0.00	69.74 %	12,014.40	0.00 %		0.76 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRR1	25.08	34.23	0.00	136.48 %	29,687.40	40.00 %	11,874.96	0.76 %	11,874.96
WJP1	13.06	16.55	0.00	126.76 %	18,384.20	40.00 %	7,353.68	0.76 %	7,353.68
VNB1	10.65	13.21	0.33	123.96 %	11,136.10	40.00 %	4,454.44	0.76 %	4,454.44
AKM1	18.70	22.36	-0.16	119.58 %	24,408.40	30.00 %	7,322.52	0.76 %	9,763.36
CPT1	8.50	9.54	-0.05	112.19 %	10,898.80	30.00 %	3,269.64	0.76 %	3,269.64
GDM1	12.86	14.33	0.00	111.37 %	9,949.70	30.00 %	2,984.91	0.76 %	2,984.91
BGR1	7.36	7.97	0.00	108.31 %	10,102.60	25.00 %	2,525.65	0.76 %	2,525.65
ANI1	8.31	8.35	0.00	100.50 %	7,402.70	25.00 %	1,850.68	0.76 %	1,850.68
KPM1	14.75	14.60	0.00	98.94 %	11,614.30	20.00 %	2,322.86	0.76 %	2,322.86
VEL2	28.73	27.96	-0.30	97.33 %	29,964.70	20.00 %	5,992.94	0.76 %	5,992.94
CGM1	14.24	12.93	0.00	90.83 %	9,532.20	15.00 %	1,429.83	0.76 %	1,429.83
TRL1	28.48	25.22	0.14	88.54 %	22,086.60	10.00 %	2,208.66	0.76 %	2,208.66
WJD1	17.21	14.25	0.00	82.81 %	15,878.60	10.00 %	1,587.86	0.76 %	1,587.86
SLG1	9.78	8.06	0.00	82.35 %	7,981.10	10.00 %	798.11	0.76 %	798.11
ABR1	16.43	13.13	-0.03	79.89 %	13,085.70	0.00 %		0.76 %	1,308.57
ARC2	13.13	10.32	0.00	78.63 %	12,636.90	0.00 %		0.76 %	
PLR1	8.37	6.33	0.00	75.58 %	4,476.10	0.00 %		0.76 %	
VSI1	16.16	11.65	0.74	72.05 %	17,841.80	0.00 %		0.76 %	
KPM2	47.09	33.84	-0.02	71.86 %	23,113.30	0.00 %		0.76 %	
PTU1	6.12	4.36	0.00	71.32 %	4,220.20	0.00 %		0.76 %	
UGI1	11.02	7.86	0.26	71.31 %	6,667.50	0.00 %		0.76 %	
SBR1	22.25	15.08	0.80	67.75 %	18,875.70	0.00 %		0.76 %	
VEL1	24.41	16.34	0.00	66.95 %	20,484.60	0.00 %		0.76 %	
TRT1	13.96	9.25	0.09	66.25 %	8,782.30	0.00 %		0.76 %	
CYR1	11.58	6.61	0.00	57.09 %	6,761.60	0.00 %		0.76 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SVG1	13.75	19.28	0.00	140.19 %	26,205.90	40.00 %	10,482.36	0.76 %	10,482.36
SGP1	12.09	15.71	0.08	129.91 %	42,146.10	40.00 %	16,858.44	0.76 %	16,858.44
DKI1	15.39	18.97	0.00	123.27 %	29,250.60	40.00 %	11,700.24	0.76 %	11,700.24
MDU6	27.45	33.79	0.05	123.11 %	27,034.50	40.00 %	10,813.80	0.76 %	10,813.80
CBM1	18.82	21.42	0.00	113.85 %	22,082.90	30.00 %	6,624.87	0.76 %	6,624.87
TEN2	12.90	14.61	0.04	113.26 %	10,954.10	30.00 %	3,286.23	0.76 %	3,286.23
TEN1	18.45	20.02	0.00	108.51 %	15,808.80	25.00 %	3,952.20	0.76 %	3,952.20
ADP1	10.80	11.41	0.00	105.67 %	12,070.10	25.00 %	3,017.53	0.76 %	3,017.53
NKI1	9.53	9.92	-0.15	104.08 %	10,802.00	25.00 %	2,700.50	0.76 %	2,700.50
KRR1	13.82	14.19	0.00	102.68 %	25,471.70	25.00 %	6,367.93	0.76 %	6,367.93
MDU2	34.98	34.67	-0.04	99.14 %	32,710.30	20.00 %	6,542.06	0.76 %	6,542.06
KPT1	11.53	11.29	-0.14	97.92 %	12,224.40	20.00 %	2,444.88	0.76 %	2,444.88
PKM1	8.10	7.91	0.04	97.54 %	7,955.20	20.00 %	1,591.04	0.76 %	1,591.04
PNI1	8.15	7.94	0.90	97.46 %	7,276.70	20.00 %	1,455.34	0.76 %	1,455.34
TMM1	20.85	19.85	-0.84	95.18 %	14,771.10	20.00 %	2,954.22	0.76 %	2,954.22
MNM1	9.47	8.45	0.13	89.25 %	11,777.70	10.00 %	1,177.77	0.76 %	1,177.77
MDU1	88.75	78.81	0.05	88.80 %	54,797.90	10.00 %	5,479.79	0.76 %	5,479.79
TPT1	15.18	13.40	-0.01	88.25 %	23,107.00	10.00 %	2,310.70	0.76 %	2,310.70
DGL1	42.13	37.06	0.24	87.98 %	33,953.60	10.00 %	3,395.36	0.76 %	3,395.36
PVI1	14.53	12.44	0.52	85.61 %	16,653.60	10.00 %	1,665.36	0.76 %	1,665.36
DGL2	12.09	10.25	0.00	84.72 %	11,594.10	10.00 %	1,159.41	0.76 %	1,159.41
BNR1	11.87	10.02	0.10	84.44 %	12,156.50	10.00 %	1,215.65	0.76 %	1,215.65
MPA1	16.36	13.81	0.00	84.38 %	18,748.00	10.00 %	1,874.80	0.76 %	1,874.80
CMR1	9.63	7.87	0.00	81.69 %	5,586.00	10.00 %	558.60	0.76 %	558.60
PNV1	7.78	6.33	0.00	81.35 %	5,876.20	10.00 %	587.62	0.76 %	587.62
BTU1	7.83	6.06	0.00	77.43 %	8,006.60	0.00 %		0.76 %	
TDI1	11.76	8.89	0.00	75.58 %	13,301.70	0.00 %		0.76 %	
MDU5	16.79	12.42	0.00	74.00 %	17,623.70	0.00 %		0.76 %	
KKD2	19.33	14.18	0.00	73.33 %	15,010.30	0.00 %		0.76 %	
ODM1	10.19	6.82	0.00	66.86 %	8,438.70	0.00 %		0.76 %	
MDU4	17.88	11.79	0.00	65.94 %	10,769.00	0.00 %		0.76 %	
NTM1	11.31	7.22	-0.16	63.87 %	5,116.30	0.00 %		0.76 %	
MDU3	21.96	12.94	1.38	58.92 %	8,959.90	0.00 %		0.76 %	
USL1	17.88	9.76	0.00	54.60 %	10,076.30	0.00 %		0.76 %	
ATG1	27.31	13.05	0.23	47.78 %	18,177.70	0.00 %		0.76 %	
MLR1	13.70	5.80	0.00	42.32 %	7,986.90	0.00 %		0.76 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	9.85	13.62	0.00	138.28 %	11,583.80	40.00 %	4,633.52	0.76 %	4,633.52
TNJ1	40.48	46.19	0.00	114.09 %	34,848.30	30.00 %	10,454.49	0.76 %	10,454.49
KIK1	14.84	16.68	-1.25	112.41 %	15,831.50	30.00 %	4,749.45	0.76 %	4,749.45
PBR2	38.02	42.53	-0.38	111.86 %	35,128.70	30.00 %	10,538.61	0.76 %	10,538.61
PDK1	10.32	11.44	0.05	110.80 %	10,207.10	30.00 %	3,062.13	0.76 %	3,062.13
TYR1	22.58	24.21	0.00	107.23 %	21,824.80	25.00 %	5,456.20	0.76 %	5,456.20
TRY3	15.63	16.35	-0.46	104.66 %	14,156.10	25.00 %	3,539.03	0.76 %	3,539.03
MSI1	13.45	13.69	0.00	101.83 %	13,114.30	25.00 %	3,278.58	0.76 %	3,278.58
NCK1	7.63	7.52	0.00	98.51 %	6,114.40	20.00 %	1,222.88	0.76 %	1,222.88
AYR1	13.15	12.95	0.00	98.44 %	10,263.30	20.00 %	2,052.66	0.76 %	2,052.66
MVM1	30.54	29.99	0.00	98.20 %	37,283.00	20.00 %	7,456.60	0.76 %	7,456.60
KRN1	9.41	8.92	-0.23	94.78 %	11,013.80	15.00 %	1,652.07	0.76 %	2,202.76
TNJ2	29.84	27.51	-0.01	92.19 %	28,361.80	15.00 %	4,254.27	0.76 %	4,254.27
TVR2	25.59	22.35	-0.03	87.35 %	18,490.20	10.00 %	1,849.02	0.76 %	1,849.02
PBR1	12.10	10.57	0.00	87.34 %	7,783.30	10.00 %	778.33	0.76 %	778.33
JKM1	18.01	15.71	0.21	87.23 %	15,906.40	10.00 %	1,590.64	0.76 %	1,590.64
ORU1	12.11	10.05	0.00	83.03 %	15,017.10	10.00 %	1,501.71	0.76 %	1,501.71
TTP1	16.80	13.88	0.27	82.61 %	11,523.10	10.00 %	1,152.31	0.76 %	1,152.31
NMM1	13.22	10.48	0.00	79.28 %	13,746.60	0.00 %		0.76 %	
KUM1	39.93	30.15	0.12	75.49 %	29,205.20	0.00 %		0.76 %	
APM1	9.76	7.16	0.68	73.39 %	9,534.70	0.00 %		0.76 %	
MDI1	26.50	19.40	0.06	73.21 %	21,331.00	0.00 %		0.76 %	
PTK1	28.45	20.19	0.29	70.97 %	21,876.10	0.00 %		0.76 %	
TRY1	117.35	79.11	0.05	67.41 %	57,955.30	0.00 %		0.76 %	
NGT1	22.40	14.29	-0.06	63.78 %	13,076.50	0.00 %		0.76 %	
TRY2	15.53	7.35	0.00	47.31 %	7,644.40	0.00 %		0.76 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
STU2	9.13	12.22	1.00	133.95 %	7,391.30	40.00 %	2,956.52	0.76 %	2,956.52
PKD1	17.73	22.30	0.00	125.75 %	21,272.80	40.00 %	8,509.12	0.76 %	8,509.12
KVT1	42.06	50.10	0.01	119.12 %	68,212.80	30.00 %	20,463.84	0.76 %	27,285.12
KGL1	11.84	14.00	0.38	118.29 %	13,028.50	30.00 %	3,908.55	0.76 %	3,908.55
KYR1	10.13	11.58	0.23	114.36 %	11,431.80	30.00 %	3,429.54	0.76 %	3,429.54
APK1	20.23	20.39	0.00	100.78 %	27,351.90	25.00 %	6,837.98	0.76 %	6,837.98
VNR1	11.43	11.34	0.00	99.21 %	9,870.30	20.00 %	1,974.06	0.76 %	1,974.06
PDI1	12.85	12.64	0.00	98.32 %	12,182.50	20.00 %	2,436.50	0.76 %	2,436.50
TCN1	22.07	21.30	-0.01	96.51 %	26,773.40	20.00 %	5,354.68	0.76 %	5,354.68
TUT2	36.89	35.30	0.24	95.70 %	26,399.30	20.00 %	5,279.86	0.76 %	5,279.86
TKS1	26.65	25.25	0.11	94.73 %	26,958.30	15.00 %	4,043.75	0.76 %	5,391.66
TKS2	29.80	27.87	0.57	93.51 %	24,584.30	15.00 %	3,687.65	0.76 %	3,687.65
TVL1	86.62	80.81	0.12	93.29 %	73,091.30	15.00 %	10,963.70	0.76 %	10,963.70
SVK1	27.42	25.57	-0.08	93.26 %	22,993.10	15.00 %	3,448.97	0.76 %	3,448.97
ASM1	11.80	10.86	0.00	92.08 %	14,259.80	15.00 %	2,138.97	0.76 %	2,138.97
RPM1	34.71	29.26	-0.19	84.29 %	28,366.80	10.00 %	2,836.68	0.76 %	2,836.68
VLY1	30.42	23.94	0.24	78.71 %	17,980.60	0.00 %		0.76 %	
TUT1	97.72	76.58	0.03	78.36 %	95,327.20	0.00 %		0.76 %	
SNL1	17.64	13.68	0.00	77.56 %	10,221.70	0.00 %		0.76 %	
RND1	26.54	20.46	0.72	77.09 %	23,427.70	0.00 %		0.76 %	
KSM1	7.72	5.90	0.00	76.35 %	4,906.30	0.00 %		0.76 %	
UDN1	11.15	8.38	0.01	75.16 %	5,828.00	0.00 %		0.76 %	
TKY1	15.13	10.89	0.00	72.02 %	12,313.60	0.00 %		0.76 %	
ARM1	8.53	5.74	-0.07	67.25 %	4,668.20	0.00 %		0.76 %	
SDI1	16.86	10.29	0.24	61.05 %	8,346.70	0.00 %		0.76 %	
COL1	7.16	4.30	0.00	60.09 %	5,034.40	0.00 %		0.76 %	
SGT1	9.38	5.61	0.00	59.73 %	3,439.90	0.00 %		0.76 %	
TYI1	21.96	12.91	0.00	58.79 %	19,136.60	0.00 %		0.76 %	
MAR1	32.19	18.60	0.04	57.79 %	16,507.20	0.00 %		0.76 %	
VNR2	46.30	26.27	0.00	56.73 %	31,409.10	0.00 %		0.76 %	
NGR1	77.19	43.41	0.34	56.24 %	27,068.70	0.00 %		0.76 %	
TVL2	10.76	5.99	0.72	55.71 %	3,353.10	0.00 %		0.76 %	
VKM1	18.04	9.04	0.00	50.12 %	16,212.30	0.00 %		0.76 %	
MMT1	16.76	7.48	-0.04	44.63 %	8,170.30	0.00 %		0.76 %	
ERL1	14.46	4.18	0.92	28.93 %	4,514.80	0.00 %		0.76 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH11	28.06	40.67	0.25	144.92 %	25,669.90	40.00 %	10,267.96	0.76 %	10,267.96
CH48	30.38	34.77	0.12	114.44 %	66,054.60	30.00 %	19,816.38	0.76 %	19,816.38
TKM1	12.34	13.89	0.02	112.59 %	14,436.20	30.00 %	4,330.86	0.76 %	4,330.86
MRM1	19.26	19.90	0.09	103.30 %	25,403.10	25.00 %	6,350.78	0.76 %	6,350.78
CH28	28.05	28.37	0.00	101.15 %	38,804.40	25.00 %	9,701.10	0.76 %	9,701.10
GUD2	21.72	19.94	0.00	91.81 %	18,409.90	15.00 %	2,761.49	0.76 %	2,761.49
CH08	48.12	43.46	0.15	90.32 %	63,507.40	15.00 %	9,526.11	0.76 %	9,526.11
CH05	46.83	41.22	0.13	88.04 %	36,243.70	10.00 %	3,624.37	0.76 %	3,624.37
AVD1	30.74	26.37	0.12	85.79 %	20,175.40	10.00 %	2,017.54	0.76 %	2,017.54
MC10	8.58	7.35	0.00	85.61 %	4,811.20	10.00 %	481.12	0.76 %	481.12
CH19	38.62	31.77	0.02	82.26 %	37,043.80	10.00 %	3,704.38	0.76 %	3,704.38
KNR1	18.69	15.00	0.06	80.27 %	16,130.20	10.00 %	1,613.02	0.76 %	1,613.02
CH38	18.63	14.79	0.00	79.40 %	22,374.80	0.00 %		0.76 %	
CH35	18.97	14.54	0.04	76.65 %	13,396.00	0.00 %		0.76 %	
CH37	9.75	7.47	0.00	76.60 %	6,961.80	0.00 %		0.76 %	
CH39	18.98	14.53	0.36	76.58 %	18,773.70	0.00 %		0.76 %	
CH14	56.66	43.26	0.60	76.35 %	43,425.30	0.00 %		0.76 %	
CH16	55.65	40.47	0.09	72.73 %	42,254.40	0.00 %		0.76 %	
CH30	32.15	22.68	0.00	70.55 %	15,296.80	0.00 %		0.76 %	
CH45	23.04	15.83	0.00	68.71 %	17,031.60	0.00 %		0.76 %	
CH22	28.28	19.10	0.07	67.55 %	20,720.00	0.00 %		0.76 %	
MC09	5.53	3.70	0.00	66.86 %	2,475.70	0.00 %		0.76 %	
SKL1	18.47	11.90	0.78	64.42 %	20,812.30	0.00 %		0.76 %	
CH42	42.72	27.06	0.21	63.34 %	29,038.90	0.00 %		0.76 %	
CGL1	23.52	14.90	0.55	63.33 %	16,481.10	0.00 %		0.76 %	
CH07	40.37	24.87	0.53	61.59 %	27,350.30	0.00 %		0.76 %	
GUD1	24.64	14.88	0.35	60.40 %	21,893.40	0.00 %		0.76 %	
CH40	20.40	11.14	0.00	54.62 %	5,095.40	0.00 %		0.76 %	
CH26	9.01	4.26	0.02	47.30 %	5,101.50	0.00 %		0.76 %	
CH29	9.76	3.18	3.39	32.58 %	3,571.30	0.00 %		0.76 %	
MC02	7.16	1.99	0.00	27.77 %	1,001.00	0.00 %		0.76 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	10.08	11.54	0.00	114.44 %	9,045.80	30.00 %	2,713.74	0.76 %	2,713.74
KKI2	25.50	28.56	0.00	112.03 %	20,518.00	30.00 %	6,155.40	0.76 %	6,155.40
TRK1	22.34	23.88	0.22	106.89 %	24,262.70	25.00 %	6,065.68	0.76 %	6,065.68
ULP1	21.21	20.07	0.00	94.64 %	18,124.00	15.00 %	2,718.60	0.76 %	3,624.80
VPM1	8.31	7.82	0.48	94.09 %	4,835.90	15.00 %	725.39	0.76 %	725.39
POY1	33.77	30.72	0.13	90.96 %	36,472.60	15.00 %	5,470.89	0.76 %	5,470.89
CUD1	41.70	37.37	0.11	89.64 %	37,811.60	10.00 %	3,781.16	0.76 %	5,671.74
VPM2	20.01	17.86	0.00	89.27 %	13,597.60	10.00 %	1,359.76	0.76 %	1,359.76
VCM1	13.19	10.24	0.00	77.68 %	8,848.20	0.00 %		0.76 %	
SJI1	18.93	14.24	0.10	75.21 %	8,054.70	0.00 %		0.76 %	
CDM1	24.44	17.42	0.06	71.27 %	14,129.40	0.00 %		0.76 %	
MKM1	9.83	7.00	0.00	71.20 %	6,642.00	0.00 %		0.76 %	
TVM2	17.49	12.24	0.00	69.96 %	7,077.40	0.00 %		0.76 %	
KLM1	21.39	14.88	0.20	69.56 %	19,126.20	0.00 %		0.76 %	
NVL2	21.98	14.10	-0.02	64.13 %	11,241.20	0.00 %		0.76 %	
STP1	9.55	5.94	0.00	62.21 %	6,286.50	0.00 %		0.76 %	
TDM1	17.24	10.52	0.08	61.02 %	8,371.70	0.00 %		0.76 %	
TVM1	13.97	7.96	1.95	56.99 %	5,087.90	0.00 %		0.76 %	
PRT1	16.60	6.97	0.34	41.98 %	6,390.70	0.00 %		0.76 %	
POY2	30.15	12.10	0.00	40.12 %	12,050.80	0.00 %		0.76 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	8.28	11.35	0.30	137.12 %	12,023.40	40.00 %	4,809.36	0.76 %	4,809.36
CH06	27.88	32.79	0.03	117.59 %	32,294.80	30.00 %	9,688.44	0.76 %	9,688.44
UKI1	14.41	14.44	0.36	100.24 %	14,307.60	25.00 %	3,576.90	0.76 %	3,576.90
CH34	28.22	25.45	0.16	90.20 %	21,048.90	15.00 %	3,157.34	0.76 %	3,157.34
CH41	22.08	19.85	0.43	89.91 %	21,731.60	10.00 %	2,173.16	0.76 %	3,259.74
PON1	15.31	13.06	0.28	85.30 %	11,820.30	10.00 %	1,182.03	0.76 %	1,182.03
CH12	35.03	29.39	0.08	83.90 %	30,260.60	10.00 %	3,026.06	0.76 %	3,026.06
CH15	74.45	59.92	0.32	80.47 %	54,860.50	10.00 %	5,486.05	0.76 %	5,486.05
CH18	36.33	28.54	0.34	78.56 %	31,941.90	0.00 %		0.76 %	
MC06	7.35	5.70	0.00	77.55 %	4,073.40	0.00 %		0.76 %	
CH44	20.93	15.98	0.00	76.37 %	17,912.30	0.00 %		0.76 %	
CH03	66.20	50.49	0.18	76.27 %	53,544.60	0.00 %		0.76 %	
CH21	48.48	36.85	0.00	76.01 %	29,758.80	0.00 %		0.76 %	
CH31	10.50	7.94	0.00	75.65 %	7,844.20	0.00 %		0.76 %	
CH33	25.55	18.79	0.19	73.55 %	22,475.70	0.00 %		0.76 %	
MJR1	30.15	21.51	0.10	71.33 %	16,909.10	0.00 %		0.76 %	
CH43	19.55	13.91	0.00	71.14 %	12,977.70	0.00 %		0.76 %	
CH17	14.93	9.97	0.95	66.80 %	12,763.50	0.00 %		0.76 %	
CH09	28.68	18.80	0.00	65.56 %	16,840.90	0.00 %		0.76 %	
GPD1	23.11	14.91	0.00	64.50 %	11,302.30	0.00 %		0.76 %	
MC05	9.85	6.29	0.00	63.79 %	2,723.00	0.00 %		0.76 %	
CH32	6.17	3.81	0.10	61.64 %	4,059.10	0.00 %		0.76 %	
CH20	37.22	22.80	0.22	61.27 %	18,656.30	0.00 %		0.76 %	
CH24	28.30	16.09	0.37	56.86 %	17,807.10	0.00 %		0.76 %	
CH36	12.24	6.76	-1.93	55.25 %	6,708.20	0.00 %		0.76 %	
CH46	15.05	7.59	2.40	50.43 %	9,568.30	0.00 %		0.76 %	
CH23	13.50	4.89	0.28	36.22 %	3,925.70	0.00 %		0.76 %	
MC08	3.38	0.54	0.00	15.81 %	211.00	0.00 %		0.76 %	
CH01	3.53	0.41	0.00	11.49 %	432.00	0.00 %		0.76 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	29.17	21.76	0.68	74.60 %	14,948.90	0.00 %		0.76 %	
PAS1	9.53	5.67	0.00	59.50 %	4,292.00	0.00 %		0.76 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	49.30	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	66.89	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	2.02	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	1.66	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	0.70	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	5.98	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.32	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	0.46	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	0.73	0.00	0.00 %	0.00	0.00 %		0.00 %	