

Accu.Target 6,448.90 L	Sales 5,384.97 L	Achieved % 83.50 %	HO Budget+ % 6.50 %	Total Com. 53.41 L
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Note : Sales Period is From :01-Aug-2025 To :06-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	479.20	519.56	108.42 %	0.00	6.50 %	0.00
WEST-02	596.74	560.58	93.94 %	0.00	6.50 %	0.00
NORTH ARCOT	489.89	427.49	87.26 %	0.00	6.50 %	12,000.00
SOUTH-03	768.43	634.53	82.58 %	0.00	6.50 %	0.00
TRICHY-01	736.18	600.16	81.52 %	0.00	6.50 %	0.00
CHENNAI-01	954.08	722.01	75.68 %	0.00	6.50 %	0.00
SOUTH-01	1,076.74	813.76	75.58 %	0.00	6.50 %	0.00
SOUTH ARCOT	477.18	358.51	75.13 %	0.00	6.50 %	0.00
CHENNAI-02	824.01	584.31	70.91 %	0.00	6.50 %	0.00
KL-SOUTH	46.45	31.01	66.76 %	0.00	6.50 %	0.00
OTHERS	0.00	133.05	0.00 %	0.00	0.00 %	0.00
Total	6,448.90	5,384.97	83.50 %		6.50 %	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	54.24	64.22	118.41%	0.00	6.50 %	0.00
	CBE1	211.64	248.43	117.38%	40,000.00	6.50 %	60,000.00
	UAM1	88.96	91.34	102.68%	0.00	6.50 %	0.00
	PLI1	68.26	64.38	94.32%	0.00	6.50 %	0.00
	TPR1	56.10	51.19	91.23%	0.00	6.50 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	127.37	133.18	104.56%	15,000.00	6.50 %	20,000.00
	MTR1	132.25	130.94	99.01%	7,500.00	6.50 %	15,000.00
	ERD1	160.41	144.58	90.13%	7,500.00	6.50 %	7,500.00
	SLM1	176.71	151.88	85.95%	0.00	6.50 %	7,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	168.92	159.63	94.50%	7,500.00	6.50 %	15,000.00
	NA01	172.61	153.71	89.05%	0.00	6.50 %	7,500.00
	NA03	148.36	114.14	76.94%	0.00	6.50 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	221.68	196.64	88.71%	0.00	6.50 %	7,500.00
	SVG1	123.83	101.09	81.64%	0.00	6.50 %	0.00
	KKD2	159.41	128.30	80.48%	0.00	6.50 %	0.00
	KRR1	28.82	22.91	79.50%	0.00	6.50 %	0.00
	DGL1	234.69	185.59	79.08%	0.00	6.50 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	156.19	152.84	97.86%	7,500.00	6.50 %	15,000.00
	KUM1	157.86	133.41	84.51%	0.00	6.50 %	7,500.00
	TRY1	281.57	218.53	77.61%	0.00	6.50 %	0.00
	PTK1	140.55	95.38	67.86%	0.00	6.50 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	181.89	139.61	76.76%	0.00	6.50 %	0.00
	CH06	314.75	240.42	76.39%	0.00	6.50 %	0.00
	CH08	212.51	162.14	76.30%	0.00	6.50 %	0.00
	CH05	244.94	179.83	73.42%	0.00	6.50 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	169.53	151.50	89.36%	0.00	6.50 %	7,500.00
	TKS1	156.31	125.82	80.49%	0.00	6.50 %	0.00
	TVL1	177.75	137.90	77.58%	0.00	6.50 %	0.00
	TUT1	245.10	186.30	76.01%	0.00	6.50 %	0.00
	VNR1	126.46	92.71	73.31%	0.00	6.50 %	0.00
	NGR1	201.58	119.54	59.30%	0.00	6.50 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	171.05	132.08	77.22%	0.00	6.50 %	0.00
	SA03	141.94	109.11	76.87%	0.00	6.50 %	0.00
	SA01	164.19	117.31	71.45%	0.00	6.50 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	228.57	166.72	72.94%	0.00	6.50 %	0.00
	CH07	210.58	153.06	72.68%	0.00	6.50 %	0.00
	CH09	173.85	122.83	70.65%	0.00	6.50 %	0.00
	CH01	211.01	141.71	67.16%	0.00	6.50 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	46.45	31.01	66.76%	0.00	6.50 %	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	58.62	0.00%	0.00	0.00 %	0.00
	HO01	0.00	68.39	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	0.88	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	33.50	75.99	-0.78	226.87 %	79,685.90	40.00 %	31,874.36	6.50 %	31,874.36
PPI1	7.36	12.69	0.00	172.28 %	17,705.30	40.00 %	7,082.12	6.50 %	7,082.12
DPM2	11.58	17.33	0.17	149.66 %	18,082.80	40.00 %	7,233.12	6.50 %	7,233.12
KMD1	7.97	11.16	0.00	140.05 %	19,100.00	40.00 %	7,640.00	6.50 %	7,640.00
CBE6	14.52	19.09	0.22	131.49 %	19,601.40	40.00 %	7,840.56	6.50 %	7,840.56
AVI1	11.69	15.28	0.21	130.68 %	13,744.10	40.00 %	5,497.64	6.50 %	5,497.64
ANR1	3.77	4.69	0.88	124.33 %	7,250.10	40.00 %	2,900.04	6.50 %	2,900.04
SUL1	12.85	15.93	0.08	124.04 %	22,937.50	40.00 %	9,175.00	6.50 %	9,175.00
GDR1	10.98	12.58	-0.14	114.58 %	9,080.30	30.00 %	2,724.09	6.50 %	3,632.12
KGI1	13.58	15.50	0.00	114.09 %	13,217.00	30.00 %	3,965.10	6.50 %	5,286.80
KGM1	8.13	9.10	0.22	111.88 %	10,419.60	30.00 %	3,125.88	6.50 %	3,125.88
SYM2	11.12	12.28	0.00	110.46 %	11,428.50	30.00 %	3,428.55	6.50 %	3,428.55
GBM1	10.41	11.03	0.13	105.94 %	6,983.70	25.00 %	1,745.93	6.50 %	2,095.11
TPR3	10.03	10.58	-0.31	105.49 %	19,101.90	25.00 %	4,775.48	6.50 %	5,730.57
CBE2	80.03	82.98	-0.06	103.69 %	69,836.90	25.00 %	17,459.23	6.50 %	20,951.07
PDM1	7.61	7.78	0.00	102.32 %	9,655.50	25.00 %	2,413.88	6.50 %	2,413.88
CNR1	11.86	11.84	0.00	99.81 %	11,387.30	20.00 %	2,277.46	6.50 %	2,846.83
CBE1	15.26	15.20	-0.63	99.60 %	18,049.10	20.00 %	3,609.82	6.50 %	4,512.28
MPM1	14.37	14.07	0.26	97.92 %	18,705.90	20.00 %	3,741.18	6.50 %	4,676.48
CBE3	9.26	9.02	-0.59	97.36 %	8,751.30	20.00 %	1,750.26	6.50 %	2,187.83
TPR2	24.69	22.22	0.25	90.01 %	19,660.20	10.00 %	1,966.02	6.50 %	3,932.04
UAM1	30.20	26.19	0.12	86.74 %	26,192.80	10.00 %	2,619.28	6.50 %	3,928.92
TPR1	21.39	18.39	0.00	85.97 %	22,380.00	10.00 %	2,238.00	6.50 %	3,357.00
TPR4	9.88	8.26	1.19	83.58 %	7,671.90	10.00 %	767.19	6.50 %	767.19
UMP1	14.94	11.75	0.00	78.65 %	7,648.20	0.00 %		6.50 %	764.82
PLI1	25.99	18.41	0.00	70.84 %	18,853.10	0.00 %		6.50 %	
SNR1	20.73	14.53	0.00	70.08 %	19,718.70	0.00 %		6.50 %	
CBE4	25.49	15.68	-0.11	61.52 %	24,753.30	0.00 %		6.50 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	9.59	21.66	0.00	225.83 %	21,466.10	40.00 %	8,586.44	6.50 %	8,586.44
HRR1	13.70	16.91	0.26	123.39 %	11,689.60	40.00 %	4,675.84	6.50 %	4,675.84
KRI1	17.79	21.68	0.00	121.82 %	18,729.10	40.00 %	7,491.64	6.50 %	7,491.64
VPD1	18.41	21.42	0.00	116.34 %	27,359.60	30.00 %	8,207.88	6.50 %	10,943.84
TRM1	20.26	23.29	0.00	114.91 %	22,385.20	30.00 %	6,715.56	6.50 %	8,954.08
NKL2	23.12	26.16	-0.16	113.15 %	29,649.70	30.00 %	8,894.91	6.50 %	11,859.88
ATU1	22.30	24.73	0.00	110.92 %	22,985.80	30.00 %	6,895.74	6.50 %	6,895.74
RSP1	14.65	16.24	-0.08	110.82 %	23,227.50	30.00 %	6,968.25	6.50 %	6,968.25
PMP1	13.06	14.11	0.00	108.02 %	13,185.90	25.00 %	3,296.48	6.50 %	3,955.77
TCG1	10.26	11.07	0.00	107.88 %	7,314.10	25.00 %	1,828.53	6.50 %	2,194.23
OML1	17.81	18.24	0.00	102.40 %	17,473.30	25.00 %	4,368.33	6.50 %	4,368.33
PLC1	12.47	12.73	0.00	102.09 %	15,650.70	25.00 %	3,912.68	6.50 %	3,912.68
MCR1	18.10	18.40	0.00	101.66 %	20,973.60	25.00 %	5,243.40	6.50 %	5,243.40
VKL1	10.83	10.98	0.00	101.37 %	13,038.00	25.00 %	3,259.50	6.50 %	3,259.50
BMD1	13.75	13.78	0.00	100.24 %	13,648.70	25.00 %	3,412.18	6.50 %	3,412.18
KVP1	10.90	10.49	-0.01	96.20 %	9,848.70	20.00 %	1,969.74	6.50 %	2,462.18
CMI1	7.89	7.58	0.00	96.00 %	11,674.40	20.00 %	2,334.88	6.50 %	2,918.60
ERD2	31.21	28.36	0.18	90.87 %	34,532.50	15.00 %	5,179.88	6.50 %	6,906.50
DPR1	10.06	8.49	0.07	84.43 %	8,429.70	10.00 %	842.97	6.50 %	1,264.46
HSR2	36.07	30.25	-0.04	83.87 %	24,327.50	10.00 %	2,432.75	6.50 %	2,432.75
PDR1	8.38	7.01	0.00	83.71 %	11,579.80	10.00 %	1,157.98	6.50 %	1,157.98
DPR2	12.72	10.60	0.00	83.31 %	8,726.30	10.00 %	872.63	6.50 %	872.63
MTR1	25.85	21.24	0.00	82.17 %	20,995.60	10.00 %	2,099.56	6.50 %	2,099.56
SLM1	52.07	42.42	0.00	81.47 %	29,651.60	10.00 %	2,965.16	6.50 %	2,965.16
SLM2	15.83	12.87	0.19	81.33 %	10,934.50	10.00 %	1,093.45	6.50 %	1,093.45
HSR1	27.49	22.27	-0.11	81.01 %	26,370.40	10.00 %	2,637.04	6.50 %	2,637.04
EPI1	15.44	12.07	-0.08	78.19 %	13,452.50	0.00 %		6.50 %	1,345.25
EDP1	9.95	7.59	0.00	76.25 %	5,280.30	0.00 %		6.50 %	528.03
SLM3	28.25	20.96	0.05	74.21 %	18,086.60	0.00 %		6.50 %	
SGG1	6.45	4.77	0.00	73.88 %	5,152.60	0.00 %		6.50 %	
ERD1	34.70	24.11	0.29	69.48 %	20,710.70	0.00 %		6.50 %	
APN1	14.46	9.81	0.00	67.83 %	14,083.90	0.00 %		6.50 %	
KMM1	12.91	8.30	0.09	64.30 %	9,509.40	0.00 %		6.50 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRR1	30.09	38.34	0.11	127.41 %	32,453.10	40.00 %	12,981.24	6.50 %	12,981.24
WJP1	15.67	19.02	0.00	121.38 %	22,506.60	40.00 %	9,002.64	6.50 %	9,002.64
AKM1	22.44	26.70	-0.09	118.98 %	29,280.10	30.00 %	8,784.03	6.50 %	11,712.04
VNB1	12.78	14.48	0.30	113.26 %	12,749.10	30.00 %	3,824.73	6.50 %	5,099.64
GDM1	15.44	16.62	0.00	107.64 %	11,997.70	25.00 %	2,999.43	6.50 %	3,599.31
BGR1	8.83	8.96	0.00	101.45 %	11,364.00	25.00 %	2,841.00	6.50 %	2,841.00
ANI1	9.97	10.07	0.00	101.03 %	8,774.80	25.00 %	2,193.70	6.50 %	2,193.70
CPT1	10.20	10.30	-0.05	100.99 %	12,186.80	25.00 %	3,046.70	6.50 %	3,046.70
CGM1	17.08	15.74	0.00	92.12 %	12,014.00	15.00 %	1,802.10	6.50 %	2,402.80
VEL2	34.47	30.99	-0.27	89.89 %	34,016.20	10.00 %	3,401.62	6.50 %	6,803.24
KPM1	17.71	15.72	0.00	88.80 %	13,850.40	10.00 %	1,385.04	6.50 %	2,077.56
SLG1	11.74	9.70	0.00	82.60 %	10,025.50	10.00 %	1,002.55	6.50 %	1,002.55
TRL1	34.18	28.07	0.24	82.13 %	24,570.80	10.00 %	2,457.08	6.50 %	2,457.08
ABR1	19.72	15.95	-0.02	80.87 %	15,461.00	10.00 %	1,546.10	6.50 %	1,546.10
KPM2	56.51	45.58	0.12	80.65 %	31,640.00	10.00 %	3,164.00	6.50 %	3,164.00
WJD1	20.66	16.33	0.00	79.04 %	16,919.40	0.00 %		6.50 %	1,691.94
UGI1	13.22	10.30	0.20	77.92 %	10,373.20	0.00 %		6.50 %	1,037.32
PTU1	7.34	5.54	0.00	75.51 %	4,823.90	0.00 %		6.50 %	482.39
ARC2	15.75	11.75	0.00	74.60 %	13,704.60	0.00 %		6.50 %	
VEL1	29.29	20.65	0.00	70.48 %	22,747.80	0.00 %		6.50 %	
PLR1	10.04	6.88	0.00	68.50 %	4,906.00	0.00 %		6.50 %	
SBR1	26.70	17.85	0.67	66.85 %	23,962.10	0.00 %		6.50 %	
VSI1	19.40	12.86	0.67	66.29 %	20,045.20	0.00 %		6.50 %	
TRT1	16.75	10.56	0.08	63.06 %	9,969.10	0.00 %		6.50 %	
CYR1	13.90	8.54	0.00	61.42 %	7,701.40	0.00 %		6.50 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SVG1	16.50	21.28	0.00	128.94 %	29,670.70	40.00 %	11,868.28	6.50 %	11,868.28
SGP1	14.51	18.30	0.07	126.12 %	44,957.30	40.00 %	17,982.92	6.50 %	17,982.92
DKI1	18.47	21.34	0.00	115.55 %	32,575.30	30.00 %	9,772.59	6.50 %	13,030.12
TEN2	15.48	17.55	0.14	113.39 %	12,955.70	30.00 %	3,886.71	6.50 %	5,182.28
MDU6	32.93	36.75	0.04	111.60 %	30,129.50	30.00 %	9,038.85	6.50 %	9,038.85
CBM1	22.58	25.19	0.06	111.56 %	26,031.20	30.00 %	7,809.36	6.50 %	7,809.36
ADP1	12.95	12.97	0.00	100.16 %	13,379.70	25.00 %	3,344.93	6.50 %	3,344.93
PKM1	9.73	9.56	0.03	98.30 %	9,407.00	20.00 %	1,881.40	6.50 %	2,351.75
TEN1	22.14	21.45	0.00	96.86 %	17,073.20	20.00 %	3,414.64	6.50 %	4,268.30
NKI1	11.44	10.98	-0.13	95.97 %	11,951.90	20.00 %	2,390.38	6.50 %	2,987.98
TMM1	25.02	23.32	-0.62	93.21 %	17,694.40	15.00 %	2,654.16	6.50 %	3,538.88
KPT1	13.84	12.39	-0.12	89.52 %	13,004.40	10.00 %	1,300.44	6.50 %	2,600.88
PNI1	9.78	8.72	0.82	89.21 %	7,911.80	10.00 %	791.18	6.50 %	1,582.36
KRR1	16.59	14.49	0.00	87.38 %	26,419.30	10.00 %	2,641.93	6.50 %	3,962.90
MDU2	41.97	36.37	0.10	86.66 %	34,362.30	10.00 %	3,436.23	6.50 %	5,154.35
DGL2	14.51	12.55	0.00	86.51 %	13,607.20	10.00 %	1,360.72	6.50 %	2,041.08
DGL1	50.55	42.55	0.21	84.17 %	39,947.30	10.00 %	3,994.73	6.50 %	3,994.73
TPT1	18.22	15.31	-0.01	84.05 %	26,662.90	10.00 %	2,666.29	6.50 %	2,666.29
PVI1	17.43	14.24	0.45	81.67 %	20,043.40	10.00 %	2,004.34	6.50 %	2,004.34
MPA1	19.64	16.02	0.00	81.56 %	22,664.30	10.00 %	2,266.43	6.50 %	2,266.43
MDU1	106.50	84.79	0.06	79.62 %	59,604.20	0.00 %		6.50 %	5,960.42
MNM1	11.36	8.81	0.13	77.57 %	12,267.40	0.00 %		6.50 %	1,226.74
TDI1	14.11	10.83	0.00	76.71 %	15,137.60	0.00 %		6.50 %	1,513.76
BNR1	14.24	10.80	0.09	75.80 %	13,216.40	0.00 %		6.50 %	1,321.64
PNV1	9.34	6.97	0.00	74.64 %	6,771.10	0.00 %		6.50 %	
CMR1	11.56	8.54	0.07	73.84 %	5,969.10	0.00 %		6.50 %	
BTU1	9.39	6.68	0.00	71.07 %	8,812.60	0.00 %		6.50 %	
ODM1	12.23	8.42	0.00	68.82 %	9,697.30	0.00 %		6.50 %	
KKD2	23.20	15.61	0.00	67.30 %	17,911.40	0.00 %		6.50 %	
MDU5	20.14	13.36	0.00	66.33 %	18,772.70	0.00 %		6.50 %	
MDU4	21.45	13.31	0.00	62.03 %	12,121.50	0.00 %		6.50 %	
NTM1	13.57	7.60	-0.15	56.01 %	5,773.60	0.00 %		6.50 %	
MDU3	26.36	13.71	1.30	52.01 %	9,275.60	0.00 %		6.50 %	
ATG1	32.77	16.89	0.17	51.53 %	21,852.80	0.00 %		6.50 %	
USL1	21.46	10.53	0.00	49.07 %	10,793.70	0.00 %		6.50 %	
MLR1	16.45	6.35	0.00	38.62 %	8,414.90	0.00 %		6.50 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	11.82	14.91	0.00	126.15 %	13,250.70	40.00 %	5,300.28	6.50 %	5,300.28
PBR2	45.63	46.97	-0.34	102.94 %	38,076.00	25.00 %	9,519.00	6.50 %	11,422.80
TNJ1	48.58	50.00	0.00	102.91 %	37,828.80	25.00 %	9,457.20	6.50 %	11,348.64
KIK1	17.80	18.28	-1.14	102.69 %	17,619.50	25.00 %	4,404.88	6.50 %	4,404.88
PDK1	12.39	12.52	0.08	101.08 %	11,643.50	25.00 %	2,910.88	6.50 %	2,910.88
TRY3	18.75	18.94	-0.40	101.02 %	16,672.40	25.00 %	4,168.10	6.50 %	4,168.10
TNJ2	35.81	35.37	-0.01	98.77 %	33,466.80	20.00 %	6,693.36	6.50 %	8,366.70
TYR1	27.09	26.51	0.00	97.87 %	23,116.00	20.00 %	4,623.20	6.50 %	5,779.00
MSI1	16.14	15.16	0.00	93.98 %	15,944.90	15.00 %	2,391.74	6.50 %	3,986.23
MVM1	36.64	34.31	0.06	93.64 %	43,356.60	15.00 %	6,503.49	6.50 %	10,839.15
KRN1	11.29	10.40	-0.20	92.05 %	12,660.50	15.00 %	1,899.08	6.50 %	2,532.10
AYR1	15.78	14.40	0.25	91.26 %	11,791.00	15.00 %	1,768.65	6.50 %	2,358.20
NCK1	9.15	8.03	0.00	87.71 %	6,436.60	10.00 %	643.66	6.50 %	965.49
TTP1	20.16	16.77	0.22	83.20 %	13,354.90	10.00 %	1,335.49	6.50 %	1,335.49
PBR1	14.52	11.90	0.00	81.98 %	9,702.50	10.00 %	970.25	6.50 %	970.25
ORU1	14.53	11.87	0.00	81.70 %	17,490.40	10.00 %	1,749.04	6.50 %	1,749.04
JKM1	21.62	17.58	0.19	81.31 %	17,024.80	10.00 %	1,702.48	6.50 %	1,702.48
TVR2	30.71	24.87	-0.03	80.98 %	21,209.60	10.00 %	2,120.96	6.50 %	2,120.96
NMM1	15.86	11.76	0.00	74.12 %	15,700.00	0.00 %		6.50 %	
KUM1	47.92	33.72	0.11	70.36 %	33,570.20	0.00 %		6.50 %	
MDI1	31.80	21.92	0.05	68.94 %	23,071.10	0.00 %		6.50 %	
APM1	11.72	7.97	0.61	68.04 %	10,901.00	0.00 %		6.50 %	
TRY1	140.82	90.44	0.09	64.22 %	66,204.10	0.00 %		6.50 %	
PTK1	34.14	21.91	0.26	64.18 %	23,062.70	0.00 %		6.50 %	
NGT1	26.89	15.05	0.28	56.00 %	14,006.20	0.00 %		6.50 %	
TRY2	18.63	8.59	0.00	46.13 %	9,654.30	0.00 %		6.50 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH11	33.67	45.72	0.34	135.79 %	29,870.30	40.00 %	11,948.12	6.50 %	11,948.12
CH48	36.46	39.18	0.10	107.47 %	70,993.30	25.00 %	17,748.33	6.50 %	21,297.99
TKM1	14.81	15.08	0.02	101.86 %	15,645.50	25.00 %	3,911.38	6.50 %	3,911.38
MRM1	23.12	21.46	0.08	92.84 %	26,576.30	15.00 %	3,986.45	6.50 %	5,315.26
CH28	33.66	31.04	0.00	92.20 %	42,264.60	15.00 %	6,339.69	6.50 %	8,452.92
CH45	27.64	22.66	0.06	81.96 %	23,164.30	10.00 %	2,316.43	6.50 %	2,316.43
CH08	57.74	47.08	0.14	81.53 %	69,937.60	10.00 %	6,993.76	6.50 %	6,993.76
AVD1	36.89	30.03	0.11	81.39 %	23,049.30	10.00 %	2,304.93	6.50 %	2,304.93
GUD2	26.07	21.13	0.00	81.05 %	19,674.20	10.00 %	1,967.42	6.50 %	1,967.42
KNR1	22.42	18.10	0.05	80.73 %	18,787.60	10.00 %	1,878.76	6.50 %	1,878.76
CH05	56.19	44.79	0.12	79.71 %	40,647.60	0.00 %		6.50 %	4,064.76
MC10	10.30	8.05	0.00	78.17 %	5,268.80	0.00 %		6.50 %	526.88
CH19	46.34	35.56	0.02	76.74 %	41,719.50	0.00 %		6.50 %	4,171.95
CH38	22.35	17.07	0.00	76.38 %	25,856.90	0.00 %		6.50 %	2,585.69
SKL1	22.16	16.93	0.55	76.38 %	25,951.10	0.00 %		6.50 %	2,595.11
CH37	11.70	8.68	0.00	74.22 %	8,447.90	0.00 %		6.50 %	
CH30	38.58	28.28	0.21	73.30 %	20,575.00	0.00 %		6.50 %	
CH16	66.78	47.70	0.07	71.43 %	53,619.90	0.00 %		6.50 %	
CH14	67.99	48.10	0.54	70.75 %	48,819.90	0.00 %		6.50 %	
CH39	22.77	15.88	0.33	69.74 %	20,903.80	0.00 %		6.50 %	
CH35	22.77	15.53	0.04	68.20 %	14,298.20	0.00 %		6.50 %	
CH22	33.93	21.70	0.06	63.94 %	25,165.40	0.00 %		6.50 %	
CH42	51.26	31.17	0.18	60.80 %	33,641.00	0.00 %		6.50 %	
GUD1	29.57	17.84	0.30	60.33 %	27,479.00	0.00 %		6.50 %	
CH07	48.45	28.81	0.83	59.46 %	30,565.90	0.00 %		6.50 %	
MC09	6.63	3.90	0.00	58.76 %	2,662.70	0.00 %		6.50 %	
CGL1	28.23	16.47	0.53	58.35 %	19,526.80	0.00 %		6.50 %	
CH40	24.47	13.93	0.00	56.93 %	7,537.30	0.00 %		6.50 %	
CH26	10.82	4.42	0.02	40.87 %	5,239.50	0.00 %		6.50 %	
CH29	11.71	3.38	3.19	28.86 %	4,244.90	0.00 %		6.50 %	
MC02	8.59	2.35	0.00	27.32 %	1,170.60	0.00 %		6.50 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
STU2	10.95	12.78	0.96	116.70 %	8,060.90	30.00 %	2,418.27	6.50 %	3,224.36
PKD1	21.28	24.32	0.00	114.30 %	23,825.60	30.00 %	7,147.68	6.50 %	9,530.24
KGL1	14.20	15.64	0.34	110.12 %	14,578.40	30.00 %	4,373.52	6.50 %	4,373.52
KVT1	50.47	54.28	0.01	107.54 %	73,303.10	25.00 %	18,325.78	6.50 %	21,990.93
KYR1	12.15	12.34	0.21	101.51 %	12,468.60	25.00 %	3,117.15	6.50 %	3,117.15
TCN1	26.48	25.23	0.26	95.26 %	32,804.20	20.00 %	6,560.84	6.50 %	8,201.05
TKS2	35.76	33.25	0.48	92.98 %	27,686.60	15.00 %	4,152.99	6.50 %	5,537.32
APK1	24.28	22.55	0.00	92.89 %	31,229.50	15.00 %	4,684.43	6.50 %	6,245.90
VNR1	13.71	12.39	0.00	90.40 %	11,446.00	15.00 %	1,716.90	6.50 %	2,289.20
TKS1	31.98	28.44	0.09	88.93 %	29,854.90	10.00 %	2,985.49	6.50 %	5,970.98
PDI1	15.43	13.61	0.00	88.24 %	13,492.00	10.00 %	1,349.20	6.50 %	2,023.80
SVK1	32.91	28.94	-0.07	87.93 %	26,808.40	10.00 %	2,680.84	6.50 %	4,021.26
TUT2	44.26	38.74	0.22	87.53 %	29,754.30	10.00 %	2,975.43	6.50 %	4,463.15
ASM1	14.16	12.03	0.00	84.94 %	15,991.70	10.00 %	1,599.17	6.50 %	2,398.76
TVL1	103.95	86.56	0.13	83.28 %	79,572.60	10.00 %	7,957.26	6.50 %	7,957.26
TUT1	117.26	93.87	0.02	80.05 %	118,788.60	0.00 %		6.50 %	11,878.86
RPM1	41.65	32.82	-0.17	78.78 %	33,693.90	0.00 %		6.50 %	3,369.39
TKY1	18.15	13.97	0.00	76.98 %	15,875.10	0.00 %		6.50 %	1,587.51
SNL1	21.17	15.64	0.00	73.88 %	11,478.80	0.00 %		6.50 %	
VLY1	36.50	25.87	0.22	70.88 %	20,185.30	0.00 %		6.50 %	
RND1	31.85	22.45	1.03	70.47 %	26,268.00	0.00 %		6.50 %	
UDN1	13.38	9.40	0.01	70.23 %	7,319.50	0.00 %		6.50 %	
KSM1	9.27	6.22	0.00	67.09 %	5,271.00	0.00 %		6.50 %	
ARM1	10.24	6.42	2.63	62.74 %	1,411.00	0.00 %		6.50 %	
SGT1	11.26	6.63	0.00	58.91 %	4,632.90	0.00 %		6.50 %	
MAR1	38.62	21.69	0.04	56.16 %	19,863.50	0.00 %		6.50 %	
TYI1	26.35	14.44	0.00	54.79 %	21,834.40	0.00 %		6.50 %	
SDI1	20.23	11.07	0.22	54.72 %	9,462.30	0.00 %		6.50 %	
TVL2	12.91	7.02	0.61	54.36 %	3,557.10	0.00 %		6.50 %	
COL1	8.60	4.60	0.00	53.53 %	5,463.50	0.00 %		6.50 %	
VNR2	55.57	28.83	0.00	51.88 %	35,941.60	0.00 %		6.50 %	
NGR1	92.63	48.01	0.39	51.83 %	30,323.20	0.00 %		6.50 %	
MMT1	20.12	9.40	-0.03	46.75 %	9,835.20	0.00 %		6.50 %	
VKM1	21.65	9.70	0.00	44.78 %	17,608.30	0.00 %		6.50 %	
ERL1	17.36	4.62	0.83	26.62 %	5,324.80	0.00 %		6.50 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRK1	26.81	28.02	0.19	104.51 %	28,575.30	25.00 %	7,143.83	6.50 %	8,572.59
KML1	12.10	12.39	0.00	102.41 %	9,850.40	25.00 %	2,462.60	6.50 %	2,462.60
KKI2	30.60	29.98	0.29	97.97 %	22,030.70	20.00 %	4,406.14	6.50 %	5,507.68
ULP1	25.45	23.69	0.15	93.08 %	22,777.70	15.00 %	3,416.66	6.50 %	4,555.54
POY1	40.52	36.51	0.11	90.10 %	42,801.90	10.00 %	4,280.19	6.50 %	8,560.38
CUD1	50.03	42.14	0.09	84.22 %	44,678.50	10.00 %	4,467.85	6.50 %	4,467.85
VPM2	24.01	19.76	0.00	82.29 %	14,945.50	10.00 %	1,494.55	6.50 %	1,494.55
VPM1	9.97	8.05	0.47	80.73 %	5,092.50	10.00 %	509.25	6.50 %	509.25
SJI1	22.72	17.80	0.08	78.33 %	11,406.80	0.00 %		6.50 %	1,140.68
CDM1	29.33	21.14	0.05	72.07 %	18,966.30	0.00 %		6.50 %	
TVM2	20.99	14.80	0.00	70.50 %	7,799.10	0.00 %		6.50 %	
VCM1	15.83	11.05	0.00	69.82 %	9,426.40	0.00 %		6.50 %	
MKM1	11.79	7.68	0.00	65.14 %	7,746.20	0.00 %		6.50 %	
NVL2	26.38	17.02	0.04	64.52 %	14,634.70	0.00 %		6.50 %	
KLM1	25.66	16.54	0.18	64.47 %	22,053.70	0.00 %		6.50 %	
STP1	11.46	7.10	0.00	62.00 %	7,124.00	0.00 %		6.50 %	
TVM1	16.76	9.48	1.63	56.58 %	5,877.90	0.00 %		6.50 %	
TDM1	20.68	11.21	0.07	54.20 %	9,053.90	0.00 %		6.50 %	
PRT1	19.91	9.72	0.24	48.80 %	8,710.00	0.00 %		6.50 %	
POY2	36.18	14.44	0.00	39.91 %	14,727.80	0.00 %		6.50 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	9.93	11.94	0.29	120.21 %	12,535.90	40.00 %	5,014.36	6.50 %	5,014.36
CH06	33.46	35.60	0.03	106.41 %	35,345.00	25.00 %	8,836.25	6.50 %	10,603.50
UKI1	17.29	16.71	0.31	96.64 %	16,554.00	20.00 %	3,310.80	6.50 %	4,138.50
CH34	33.86	30.31	0.15	89.53 %	25,618.60	10.00 %	2,561.86	6.50 %	5,123.72
CH41	26.49	22.13	0.53	83.55 %	24,447.60	10.00 %	2,444.76	6.50 %	2,444.76
PON1	18.38	14.95	0.24	81.34 %	15,370.80	10.00 %	1,537.08	6.50 %	1,537.08
CH31	12.60	9.94	0.00	78.89 %	9,891.50	0.00 %		6.50 %	989.15
CH12	42.04	32.32	0.08	76.89 %	33,218.40	0.00 %		6.50 %	3,321.84
CH15	89.35	68.06	0.32	76.17 %	63,218.40	0.00 %		6.50 %	6,321.84
CH18	43.60	32.71	0.30	75.03 %	39,757.20	0.00 %		6.50 %	3,975.72
CH03	79.44	57.44	0.21	72.30 %	63,535.40	0.00 %		6.50 %	
CH44	25.12	17.42	0.00	69.37 %	19,425.40	0.00 %		6.50 %	
MC05	11.83	8.11	0.00	68.60 %	3,082.50	0.00 %		6.50 %	
CH33	30.66	20.63	0.17	67.29 %	24,858.20	0.00 %		6.50 %	
CH17	17.91	12.02	0.79	67.09 %	14,644.20	0.00 %		6.50 %	
CH43	23.46	15.70	0.23	66.91 %	16,484.70	0.00 %		6.50 %	
CH21	58.18	38.88	0.03	66.82 %	31,307.10	0.00 %		6.50 %	
MC06	8.82	5.80	0.00	65.73 %	4,119.70	0.00 %		6.50 %	
MJR1	36.19	23.71	0.09	65.53 %	18,309.30	0.00 %		6.50 %	
CH09	34.42	21.13	0.00	61.39 %	20,746.30	0.00 %		6.50 %	
CH32	7.41	4.53	0.09	61.12 %	4,686.60	0.00 %		6.50 %	
CH20	44.66	26.91	0.27	60.27 %	23,632.60	0.00 %		6.50 %	
GPD1	27.73	16.62	0.00	59.93 %	12,952.70	0.00 %		6.50 %	
CH24	33.96	17.63	0.34	51.92 %	19,845.70	0.00 %		6.50 %	
CH36	14.68	7.46	-1.75	50.83 %	7,332.50	0.00 %		6.50 %	
CH46	18.06	8.61	2.12	47.66 %	10,240.80	0.00 %		6.50 %	
CH23	16.20	5.85	0.23	36.13 %	4,990.80	0.00 %		6.50 %	
CH01	4.24	0.64	0.00	15.18 %	669.00	0.00 %		6.50 %	
MC08	4.06	0.54	0.00	13.18 %	211.00	0.00 %		6.50 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	35.01	24.49	0.78	69.96 %	17,076.30	0.00 %		6.50 %	
PAS1	11.44	6.52	0.00	56.97 %	5,140.00	0.00 %		6.50 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	52.64	0.33	0.00 %	(81.20)	0.00 %		0.00 %	
GHUB	0.00	68.80	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	(0.41)	-70.39	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	0.88	0.00	0.00 %	0.00	0.00 %		0.00 %	