

Accu.Target
7,523.72 L

Sales
5,790.51 L

Achieved %
76.96 %

HO Budget+ %
13.04 %

Total Com.
57.09 L

Note : Sales Period is From :01-Aug-2025 To :07-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	559.06	551.48	98.64 %	0.00	13.04 %	0.00
WEST-02	696.20	596.98	85.75 %	0.00	13.04 %	0.00
NORTH ARCOT	571.54	462.94	81.00 %	0.00	13.04 %	12,000.00
SOUTH-03	896.50	686.65	76.59 %	0.00	13.04 %	0.00
TRICHY-01	858.88	645.11	75.11 %	0.00	13.04 %	0.00
CHENNAI-01	1,113.09	778.37	69.93 %	0.00	13.04 %	0.00
SOUTH-01	1,256.20	876.61	69.78 %	0.00	13.04 %	0.00
SOUTH ARCOT	556.72	381.57	68.54 %	0.00	13.04 %	0.00
CHENNAI-02	961.35	629.35	65.47 %	0.00	13.04 %	0.00
KL-SOUTH	54.19	35.01	64.61 %	0.00	13.04 %	0.00
OTHERS	0.00	146.43	0.00 %	0.00	0.00 %	0.00
Total	7,523.72	5,790.51	76.96 %		13.04 %	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	63.28	66.97	105.83%	0.00	13.04 %	0.00
	CBE1	246.91	260.79	105.62%	30,000.00	13.04 %	60,000.00
	UAM1	103.78	97.14	93.59%	0.00	13.04 %	0.00
	PLI1	79.64	70.43	88.44%	0.00	13.04 %	0.00
	TPR1	65.45	56.16	85.80%	0.00	13.04 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	148.60	139.48	93.86%	7,500.00	13.04 %	15,000.00
	MTR1	154.29	142.60	92.42%	7,500.00	13.04 %	15,000.00
	ERD1	187.15	153.92	82.24%	0.00	13.04 %	7,500.00
	SLM1	206.16	160.98	78.09%	0.00	13.04 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	197.08	170.02	86.27%	0.00	13.04 %	7,500.00
	NA01	201.38	169.83	84.33%	0.00	13.04 %	7,500.00
	NA03	173.08	123.10	71.12%	0.00	13.04 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	258.62	211.06	81.61%	0.00	13.04 %	15,000.00
	KKD2	185.98	139.90	75.22%	0.00	13.04 %	0.00
	DGL1	273.81	203.63	74.37%	0.00	13.04 %	0.00
	SVG1	144.46	107.21	74.21%	0.00	13.04 %	0.00
	KRR1	33.62	24.85	73.92%	0.00	13.04 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	182.22	164.09	90.05%	7,500.00	13.04 %	15,000.00
	KUM1	184.17	141.82	77.00%	0.00	13.04 %	0.00
	TRY1	328.50	235.98	71.84%	0.00	13.04 %	0.00
	PTK1	163.98	103.21	62.94%	0.00	13.04 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	367.21	261.47	71.21%	0.00	13.04 %	0.00
	CH08	247.92	175.61	70.83%	0.00	13.04 %	0.00
	CH03	212.21	147.17	69.35%	0.00	13.04 %	0.00
	CH05	285.76	194.12	67.93%	0.00	13.04 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	197.79	164.97	83.41%	0.00	13.04 %	7,500.00
	TKS1	182.36	139.13	76.29%	0.00	13.04 %	0.00
	TVL1	207.38	145.93	70.37%	0.00	13.04 %	0.00
	TUT1	285.95	200.68	70.18%	0.00	13.04 %	0.00
	VNR1	147.54	97.45	66.05%	0.00	13.04 %	0.00
	NGR1	235.18	128.46	54.62%	0.00	13.04 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	165.60	117.25	70.80%	0.00	13.04 %	0.00
	SA02	199.56	139.63	69.97%	0.00	13.04 %	0.00
	SA01	191.56	124.70	65.10%	0.00	13.04 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	245.68	167.07	68.00%	0.00	13.04 %	0.00
	CH04	266.66	179.00	67.13%	0.00	13.04 %	0.00
	CH09	202.83	130.84	64.51%	0.00	13.04 %	0.00
	CH01	246.17	152.45	61.93%	0.00	13.04 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	54.19	35.01	64.61%	0.00	13.04 %	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	70.73	0.00%	0.00	0.00 %	0.00
	HO01	0.00	69.33	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	1.67	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	2.36	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	39.08	78.79	-0.70	201.61 %	84,051.50	40.00 %	33,620.60	13.04 %	33,620.60
PPI1	8.59	13.10	0.06	152.44 %	17,203.90	40.00 %	6,881.56	13.04 %	6,881.56
DPM2	13.51	18.14	0.16	134.25 %	18,592.00	40.00 %	7,436.80	13.04 %	7,436.80
KMD1	9.29	12.31	0.00	132.48 %	20,564.20	40.00 %	8,225.68	13.04 %	8,225.68
AVI1	13.64	15.65	0.21	114.76 %	13,979.30	30.00 %	4,193.79	13.04 %	5,591.72
CBE6	16.94	19.34	0.22	114.16 %	19,899.30	30.00 %	5,969.79	13.04 %	7,959.72
ANR1	4.40	4.84	0.85	110.12 %	7,337.30	30.00 %	2,201.19	13.04 %	2,934.92
KGM1	9.49	10.29	0.19	108.48 %	11,515.00	25.00 %	2,878.75	13.04 %	4,606.00
SUL1	14.99	16.05	0.08	107.12 %	23,219.50	25.00 %	5,804.88	13.04 %	9,287.80
TPR3	11.70	12.16	-0.27	103.99 %	21,435.70	25.00 %	5,358.93	13.04 %	6,430.71
GDR1	12.81	13.07	-0.13	101.97 %	8,731.60	25.00 %	2,182.90	13.04 %	2,619.48
KGI1	15.84	16.06	0.00	101.34 %	13,214.60	25.00 %	3,303.65	13.04 %	3,964.38
SYM2	12.97	12.61	0.00	97.20 %	11,545.50	20.00 %	2,309.10	13.04 %	3,463.65
PDM1	8.87	8.60	0.17	96.95 %	10,344.40	20.00 %	2,068.88	13.04 %	3,103.32
GBM1	12.14	11.77	0.12	96.93 %	7,377.10	20.00 %	1,475.42	13.04 %	2,213.13
CBE1	17.80	17.11	-0.56	96.11 %	21,918.90	20.00 %	4,383.78	13.04 %	6,575.67
CBE2	93.37	86.78	-0.06	92.95 %	72,409.50	15.00 %	10,861.43	13.04 %	18,102.38
CNR1	13.84	12.64	0.00	91.34 %	12,572.40	15.00 %	1,885.86	13.04 %	3,143.10
MPM1	16.77	14.95	0.25	89.18 %	20,462.50	10.00 %	2,046.25	13.04 %	5,115.63
CBE3	10.80	9.20	-0.57	85.18 %	9,074.10	10.00 %	907.41	13.04 %	1,814.82
TPR2	28.81	24.53	0.23	85.15 %	21,194.00	10.00 %	2,119.40	13.04 %	4,238.80
UAM1	35.23	28.11	0.11	79.79 %	27,222.40	0.00 %		13.04 %	4,083.36
UMP1	17.43	13.86	0.00	79.48 %	9,433.00	0.00 %		13.04 %	1,414.95
TPR1	24.95	19.47	0.00	78.03 %	22,966.50	0.00 %		13.04 %	2,296.65
TPR4	11.53	8.99	1.09	77.98 %	8,914.80	0.00 %		13.04 %	891.48
SNR1	24.19	15.96	0.00	65.99 %	21,450.10	0.00 %		13.04 %	
PLI1	30.33	19.54	0.00	64.42 %	19,464.90	0.00 %		13.04 %	
CBE4	29.74	17.55	-0.10	58.99 %	27,573.20	0.00 %		13.04 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	11.19	22.13	0.00	197.72 %	21,878.50	40.00 %	8,751.40	13.04 %	8,751.40
HRR1	15.98	18.64	0.24	116.61 %	13,022.80	30.00 %	3,906.84	13.04 %	5,209.12
TRM1	23.64	26.43	0.00	111.78 %	24,561.60	30.00 %	7,368.48	13.04 %	9,824.64
KRI1	20.76	22.49	0.00	108.31 %	18,845.00	25.00 %	4,711.25	13.04 %	7,538.00
VPD1	21.48	22.47	0.00	104.59 %	28,558.20	25.00 %	7,139.55	13.04 %	11,423.28
NKL2	26.97	27.66	-0.16	102.54 %	30,298.00	25.00 %	7,574.50	13.04 %	9,089.40
TCG1	11.97	12.23	0.00	102.11 %	7,587.90	25.00 %	1,896.98	13.04 %	2,276.37
RSP1	17.09	17.35	-0.09	101.49 %	23,762.90	25.00 %	5,940.73	13.04 %	7,128.87
ATU1	26.01	25.42	0.00	97.74 %	23,387.40	20.00 %	4,677.48	13.04 %	7,016.22
OML1	20.78	19.88	0.00	95.70 %	19,268.60	20.00 %	3,853.72	13.04 %	5,780.58
PMP1	15.24	14.47	0.00	94.97 %	13,136.00	15.00 %	1,970.40	13.04 %	3,284.00
KVP1	12.72	11.86	-0.01	93.27 %	10,817.40	15.00 %	1,622.61	13.04 %	2,704.35
VKL1	12.63	11.63	0.00	92.04 %	13,521.50	15.00 %	2,028.23	13.04 %	3,380.38
PLC1	14.54	13.28	0.00	91.32 %	16,764.80	15.00 %	2,514.72	13.04 %	4,191.20
BMD1	16.04	14.45	0.00	90.07 %	14,453.90	10.00 %	1,445.39	13.04 %	3,613.48
MCR1	21.11	18.78	0.00	88.93 %	21,076.30	10.00 %	2,107.63	13.04 %	5,269.08
CMI1	9.21	8.00	0.00	86.88 %	12,185.20	10.00 %	1,218.52	13.04 %	2,437.04
ERD2	36.41	29.28	0.17	80.43 %	35,847.50	10.00 %	3,584.75	13.04 %	5,377.13
MTR1	30.16	23.94	0.00	79.37 %	22,812.10	0.00 %		13.04 %	3,421.82
DPR1	11.73	9.25	0.06	78.83 %	9,323.20	0.00 %		13.04 %	1,398.48
DPR2	14.84	11.24	0.00	75.74 %	9,627.90	0.00 %		13.04 %	962.79
SLM1	60.75	45.57	0.00	75.02 %	33,255.90	0.00 %		13.04 %	3,325.59
HSR1	32.07	24.02	-0.10	74.88 %	28,108.90	0.00 %		13.04 %	2,810.89
HSR2	42.08	31.24	-0.04	74.23 %	25,496.70	0.00 %		13.04 %	2,549.67
PDR1	9.77	7.19	0.50	73.53 %	12,353.50	0.00 %		13.04 %	1,235.35
EPI1	18.02	13.17	-0.07	73.09 %	13,977.30	0.00 %		13.04 %	1,397.73
SLM2	18.47	13.43	0.18	72.72 %	11,503.50	0.00 %		13.04 %	1,150.35
SGG1	7.53	5.10	0.00	67.76 %	5,584.40	0.00 %		13.04 %	
SLM3	32.96	22.26	0.05	67.53 %	18,925.10	0.00 %		13.04 %	
EDP1	11.61	7.77	0.97	66.94 %	5,496.00	0.00 %		13.04 %	
APN1	16.87	10.89	0.00	64.58 %	15,095.80	0.00 %		13.04 %	
ERD1	40.49	26.02	0.31	64.27 %	22,391.40	0.00 %		13.04 %	
KMM1	15.06	9.46	0.08	62.80 %	10,435.90	0.00 %		13.04 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRR1	35.11	40.39	0.10	115.02 %	34,335.20	30.00 %	10,300.56	13.04 %	13,734.08
WJP1	18.28	20.88	0.00	114.17 %	24,533.30	30.00 %	7,359.99	13.04 %	9,813.32
AKM1	26.18	28.53	-0.08	109.00 %	30,876.80	25.00 %	7,719.20	13.04 %	12,350.72
VNB1	14.91	15.49	0.28	103.87 %	13,491.30	25.00 %	3,372.83	13.04 %	4,047.39
GDM1	18.01	18.15	0.00	100.76 %	13,612.90	25.00 %	3,403.23	13.04 %	4,083.87
BGR1	10.30	9.88	0.00	95.90 %	12,626.20	20.00 %	2,525.24	13.04 %	3,787.86
ANI1	11.63	10.97	0.00	94.31 %	9,567.70	15.00 %	1,435.16	13.04 %	2,391.93
CPT1	11.90	10.82	-0.04	90.92 %	12,553.40	15.00 %	1,883.01	13.04 %	3,138.35
KPM1	20.66	17.22	0.00	83.37 %	14,871.30	10.00 %	1,487.13	13.04 %	2,974.26
CGM1	19.93	16.47	0.00	82.65 %	12,672.80	10.00 %	1,267.28	13.04 %	1,900.92
WJD1	24.10	19.19	0.00	79.65 %	17,698.90	0.00 %		13.04 %	2,654.84
VEL2	40.22	32.00	-0.26	79.57 %	35,480.70	0.00 %		13.04 %	5,322.11
KPM2	65.93	51.49	0.11	78.10 %	34,964.20	0.00 %		13.04 %	3,496.42
UGI1	15.42	11.59	0.18	75.17 %	10,476.40	0.00 %		13.04 %	1,047.64
SLG1	13.70	10.24	0.00	74.79 %	10,372.60	0.00 %		13.04 %	1,037.26
TRL1	39.87	29.80	0.23	74.73 %	26,309.90	0.00 %		13.04 %	2,630.99
ABR1	23.01	17.11	-0.02	74.36 %	16,200.10	0.00 %		13.04 %	1,620.01
PTU1	8.56	6.25	0.00	73.04 %	5,980.60	0.00 %		13.04 %	598.06
ARC2	18.38	12.76	0.00	69.44 %	14,763.40	0.00 %		13.04 %	
PLR1	11.72	8.04	0.00	68.60 %	6,151.30	0.00 %		13.04 %	
VEL1	34.18	22.38	0.00	65.48 %	24,813.40	0.00 %		13.04 %	
SBR1	31.15	19.37	0.62	62.17 %	25,006.90	0.00 %		13.04 %	
VSI1	22.63	13.76	0.62	60.81 %	21,773.70	0.00 %		13.04 %	
TRT1	19.54	11.37	0.07	58.22 %	11,273.20	0.00 %		13.04 %	
CYR1	16.22	8.77	0.00	54.10 %	8,013.20	0.00 %		13.04 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SVG1	19.25	22.42	0.00	116.43 %	30,542.10	30.00 %	9,162.63	13.04 %	12,216.84
SGP1	16.93	19.50	0.07	115.19 %	46,724.40	30.00 %	14,017.32	13.04 %	18,689.76
TEN2	18.06	18.88	0.13	104.52 %	13,649.10	25.00 %	3,412.28	13.04 %	5,459.64
DKI1	21.55	22.20	0.09	103.02 %	34,045.30	25.00 %	8,511.33	13.04 %	10,213.59
CBM1	26.34	26.12	0.06	99.14 %	27,030.40	20.00 %	5,406.08	13.04 %	8,109.12
MDU6	38.42	38.05	0.04	99.04 %	31,784.00	20.00 %	6,356.80	13.04 %	9,535.20
PKM1	11.35	10.73	0.03	94.55 %	11,071.40	15.00 %	1,660.71	13.04 %	2,767.85
ADP1	15.11	13.92	0.00	92.09 %	14,119.20	15.00 %	2,117.88	13.04 %	3,529.80
TEN1	25.83	22.31	0.00	86.38 %	17,801.30	10.00 %	1,780.13	13.04 %	3,560.26
NKI1	13.35	11.31	-0.13	84.71 %	12,360.20	10.00 %	1,236.02	13.04 %	2,472.04
PNI1	11.41	9.57	0.93	83.87 %	7,872.10	10.00 %	787.21	13.04 %	1,574.42
TMM1	29.19	24.13	-0.60	82.67 %	18,155.40	10.00 %	1,815.54	13.04 %	2,723.31
MDU2	48.97	39.97	0.09	81.62 %	37,341.70	10.00 %	3,734.17	13.04 %	5,601.26
MPA1	22.91	18.51	0.01	80.78 %	25,471.00	10.00 %	2,547.10	13.04 %	3,820.65
DGL2	16.93	13.61	0.00	80.39 %	14,486.20	10.00 %	1,448.62	13.04 %	2,172.93
TPT1	21.26	16.81	-0.01	79.07 %	29,094.20	0.00 %		13.04 %	4,364.13
DGL1	58.98	46.42	0.19	78.71 %	43,660.60	0.00 %		13.04 %	6,549.09
PNV1	10.90	8.55	0.00	78.51 %	8,169.50	0.00 %		13.04 %	1,225.43
KRR1	19.35	15.08	0.00	77.94 %	26,983.40	0.00 %		13.04 %	2,698.34
KPT1	16.15	12.52	-0.12	77.54 %	13,472.00	0.00 %		13.04 %	1,347.20
MDU1	124.25	93.09	0.09	74.92 %	66,114.00	0.00 %		13.04 %	6,611.40
MNM1	13.25	9.73	0.11	73.43 %	13,941.70	0.00 %		13.04 %	1,394.17
PVI1	20.34	14.75	0.44	72.49 %	20,301.80	0.00 %		13.04 %	2,030.18
TDI1	16.47	11.92	0.00	72.40 %	16,553.40	0.00 %		13.04 %	1,655.34
BNR1	16.62	11.74	0.09	70.64 %	13,513.30	0.00 %		13.04 %	1,351.33
CMR1	13.49	9.47	0.06	70.25 %	6,349.10	0.00 %		13.04 %	634.91
BTU1	10.96	7.69	0.00	70.16 %	9,833.50	0.00 %		13.04 %	983.35
ODM1	14.27	9.77	0.00	68.47 %	10,336.40	0.00 %		13.04 %	
KKD2	27.06	18.24	0.00	67.41 %	21,975.80	0.00 %		13.04 %	
MDU5	23.50	14.84	0.00	63.13 %	21,304.40	0.00 %		13.04 %	
MDU4	25.03	14.69	0.00	58.71 %	12,993.10	0.00 %		13.04 %	
MDU3	30.75	15.90	1.12	51.72 %	9,993.30	0.00 %		13.04 %	
NTM1	15.83	7.60	-0.15	48.01 %	5,773.60	0.00 %		13.04 %	
ATG1	38.23	18.20	0.15	47.60 %	23,226.40	0.00 %		13.04 %	
USL1	25.03	11.56	0.89	46.17 %	11,243.40	0.00 %		13.04 %	
MLR1	19.19	6.86	0.00	35.75 %	8,743.10	0.00 %		13.04 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	13.79	15.41	0.00	111.76 %	13,049.70	30.00 %	3,914.91	13.04 %	5,219.88
KIK1	20.77	20.33	-1.02	97.89 %	21,637.50	20.00 %	4,327.50	13.04 %	6,491.25
PBR2	53.23	49.73	-0.31	93.42 %	40,220.30	15.00 %	6,033.05	13.04 %	10,055.08
PDK1	14.45	13.38	0.07	92.57 %	12,923.70	15.00 %	1,938.56	13.04 %	3,230.93
TNJ1	56.68	52.36	0.01	92.39 %	39,299.70	15.00 %	5,894.96	13.04 %	9,824.93
TYR1	31.61	29.11	0.00	92.10 %	24,549.00	15.00 %	3,682.35	13.04 %	6,137.25
TRY3	21.88	19.74	-0.38	90.22 %	17,159.50	15.00 %	2,573.93	13.04 %	4,289.88
TNJ2	41.77	37.62	0.02	90.05 %	34,589.20	10.00 %	3,458.92	13.04 %	8,647.30
KRN1	13.18	11.46	-0.18	87.01 %	14,107.60	10.00 %	1,410.76	13.04 %	2,821.52
MVM1	42.75	37.00	0.06	86.55 %	45,814.50	10.00 %	4,581.45	13.04 %	9,162.90
AYR1	18.41	15.58	0.23	84.63 %	11,838.20	10.00 %	1,183.82	13.04 %	2,367.64
MSI1	18.83	15.68	0.00	83.27 %	16,222.10	10.00 %	1,622.21	13.04 %	3,244.42
PBR1	16.94	13.77	0.02	81.30 %	10,857.40	10.00 %	1,085.74	13.04 %	1,628.61
TTP1	23.52	18.98	0.20	80.69 %	15,532.60	10.00 %	1,553.26	13.04 %	2,329.89
NCK1	10.68	8.43	0.00	78.97 %	6,701.80	0.00 %		13.04 %	1,005.27
ORU1	16.95	13.35	0.00	78.75 %	18,811.40	0.00 %		13.04 %	2,821.71
JKM1	25.22	18.71	0.18	74.19 %	17,488.60	0.00 %		13.04 %	1,748.86
TVR2	35.83	26.33	0.09	73.50 %	22,655.10	0.00 %		13.04 %	2,265.51
NMM1	18.50	12.77	0.00	69.03 %	15,960.60	0.00 %		13.04 %	
KUM1	55.91	35.94	0.10	64.28 %	35,932.30	0.00 %		13.04 %	
MDI1	37.10	23.35	0.04	62.96 %	24,527.40	0.00 %		13.04 %	
APM1	13.67	8.51	0.57	62.30 %	11,592.40	0.00 %		13.04 %	
TRY1	164.29	98.60	0.08	60.01 %	71,776.10	0.00 %		13.04 %	
PTK1	39.83	22.71	0.25	57.01 %	24,445.90	0.00 %		13.04 %	
NGT1	31.37	16.89	0.25	53.83 %	14,411.30	0.00 %		13.04 %	
TRY2	21.74	9.36	0.00	43.08 %	9,929.00	0.00 %		13.04 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH11	39.28	47.93	0.33	122.02 %	32,511.30	40.00 %	13,004.52	13.04 %	13,004.52
CH48	42.54	42.66	0.09	100.29 %	76,113.90	25.00 %	19,028.48	13.04 %	22,834.17
TKM1	17.28	15.92	0.02	92.17 %	17,507.30	15.00 %	2,626.10	13.04 %	4,376.83
MRM1	26.97	22.61	0.08	83.83 %	28,083.70	10.00 %	2,808.37	13.04 %	5,616.74
CH28	39.27	32.28	0.00	82.19 %	44,388.50	10.00 %	4,438.85	13.04 %	6,658.28
CH08	67.36	54.10	0.12	80.32 %	79,743.60	10.00 %	7,974.36	13.04 %	11,961.54
KNR1	26.16	20.10	0.05	76.82 %	21,524.60	0.00 %		13.04 %	2,152.46
CH45	32.25	24.44	0.05	75.78 %	24,497.90	0.00 %		13.04 %	2,449.79
AVD1	43.04	32.40	0.10	75.29 %	25,139.50	0.00 %		13.04 %	2,513.95
GUD2	30.41	22.12	0.00	72.74 %	20,557.30	0.00 %		13.04 %	2,055.73
CH05	65.56	47.63	0.11	72.65 %	43,590.30	0.00 %		13.04 %	4,359.03
CH38	26.08	18.66	0.00	71.56 %	28,268.50	0.00 %		13.04 %	2,826.85
CH37	13.65	9.66	0.00	70.75 %	9,881.20	0.00 %		13.04 %	988.12
MC10	12.02	8.46	0.00	70.42 %	5,452.50	0.00 %		13.04 %	545.25
CH30	45.01	31.23	0.19	69.38 %	22,184.30	0.00 %		13.04 %	
CH19	54.07	37.24	0.01	68.87 %	44,011.10	0.00 %		13.04 %	
SKL1	25.86	17.80	0.52	68.83 %	28,239.40	0.00 %		13.04 %	
CH16	77.91	51.26	0.07	65.80 %	58,810.30	0.00 %		13.04 %	
CH14	79.33	51.93	0.54	65.47 %	51,740.10	0.00 %		13.04 %	
CH35	26.56	16.70	0.03	62.87 %	15,476.70	0.00 %		13.04 %	
CH39	26.57	16.63	0.31	62.61 %	22,106.40	0.00 %		13.04 %	
CH42	59.80	35.12	0.16	58.73 %	39,119.30	0.00 %		13.04 %	
CH22	39.59	22.71	0.06	57.37 %	25,807.10	0.00 %		13.04 %	
MC09	7.74	4.43	0.00	57.29 %	2,859.40	0.00 %		13.04 %	
CH07	56.52	32.32	0.74	57.17 %	34,248.10	0.00 %		13.04 %	
CH40	28.55	15.30	0.00	53.59 %	7,915.90	0.00 %		13.04 %	
GUD1	34.49	18.43	0.29	53.43 %	29,140.80	0.00 %		13.04 %	
CGL1	32.93	17.38	0.51	52.79 %	21,216.80	0.00 %		13.04 %	
CH26	12.62	4.57	0.02	36.25 %	5,152.20	0.00 %		13.04 %	
CH29	13.66	3.88	2.78	28.39 %	5,038.90	0.00 %		13.04 %	
MC02	10.02	2.46	0.00	24.51 %	1,215.60	0.00 %		13.04 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
STU2	12.78	13.62	0.90	106.58 %	8,990.20	25.00 %	2,247.55	13.04 %	3,596.08
PKD1	24.83	25.68	0.00	103.43 %	25,795.50	25.00 %	6,448.88	13.04 %	7,738.65
KVT1	58.89	59.64	0.01	101.28 %	80,310.70	25.00 %	20,077.68	13.04 %	24,093.21
KGL1	16.57	16.37	0.33	98.80 %	14,640.30	20.00 %	2,928.06	13.04 %	4,392.09
KYR1	14.18	13.50	0.19	95.22 %	13,490.80	20.00 %	2,698.16	13.04 %	3,372.70
TKS2	41.72	38.11	1.02	91.33 %	29,846.60	15.00 %	4,476.99	13.04 %	7,461.65
TCN1	30.90	27.13	0.25	87.82 %	35,605.40	10.00 %	3,560.54	13.04 %	8,901.35
VNR1	16.00	13.90	0.00	86.92 %	12,971.40	10.00 %	1,297.14	13.04 %	2,594.28
TKS1	37.31	31.44	0.25	84.27 %	32,376.10	10.00 %	3,237.61	13.04 %	6,475.22
APK1	28.33	23.76	0.00	83.89 %	32,116.30	10.00 %	3,211.63	13.04 %	6,423.26
PDI1	18.00	14.77	0.00	82.05 %	14,452.60	10.00 %	1,445.26	13.04 %	2,167.89
ASM1	16.52	13.35	0.00	80.80 %	16,996.00	10.00 %	1,699.60	13.04 %	2,549.40
TUT2	51.64	40.93	0.21	79.25 %	32,039.20	0.00 %		13.04 %	4,805.88
SVK1	38.39	29.62	-0.07	77.15 %	27,342.80	0.00 %		13.04 %	2,734.28
TVL1	121.27	91.47	0.16	75.43 %	82,931.10	0.00 %		13.04 %	8,293.11
TUT1	136.81	101.74	0.02	74.36 %	127,677.10	0.00 %		13.04 %	12,767.71
RPM1	48.59	35.32	-0.16	72.68 %	36,454.20	0.00 %		13.04 %	3,645.42
UDN1	15.61	11.17	0.01	71.53 %	9,783.40	0.00 %		13.04 %	978.34
TKY1	21.18	15.00	0.00	70.83 %	16,569.80	0.00 %		13.04 %	1,656.98
RND1	37.16	25.78	0.90	69.38 %	29,650.10	0.00 %		13.04 %	
SNL1	24.70	16.70	0.00	67.60 %	12,120.00	0.00 %		13.04 %	
VLY1	42.58	26.94	0.21	63.26 %	21,092.80	0.00 %		13.04 %	
KSM1	10.81	6.66	0.00	61.60 %	5,674.80	0.00 %		13.04 %	
ARM1	11.95	7.15	2.36	59.87 %	1,975.20	0.00 %		13.04 %	
SGT1	13.14	7.25	0.00	55.18 %	5,045.70	0.00 %		13.04 %	
MAR1	45.06	23.74	0.03	52.69 %	21,500.30	0.00 %		13.04 %	
SDI1	23.60	12.24	0.20	51.87 %	9,813.60	0.00 %		13.04 %	
COL1	10.03	4.81	0.00	47.91 %	5,593.80	0.00 %		13.04 %	
NGR1	108.07	51.53	0.45	47.69 %	32,301.40	0.00 %		13.04 %	
TVL2	15.06	7.02	0.61	46.59 %	3,557.10	0.00 %		13.04 %	
VNR2	64.83	30.17	0.00	46.53 %	37,036.90	0.00 %		13.04 %	
TYI1	30.75	14.28	0.00	46.45 %	19,202.00	0.00 %		13.04 %	
MMT1	23.47	10.35	-0.03	44.10 %	10,891.20	0.00 %		13.04 %	
VKM1	25.26	10.06	0.00	39.81 %	18,238.80	0.00 %		13.04 %	
ERL1	20.25	5.43	0.71	26.82 %	6,861.60	0.00 %		13.04 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRK1	31.28	30.34	0.17	96.98 %	31,524.00	20.00 %	6,304.80	13.04 %	9,457.20
KML1	14.12	12.70	0.00	89.98 %	9,873.80	10.00 %	987.38	13.04 %	2,468.45
KKI2	35.70	31.35	0.28	87.84 %	23,068.60	10.00 %	2,306.86	13.04 %	5,767.15
ULP1	29.69	25.42	0.14	85.62 %	23,534.20	10.00 %	2,353.42	13.04 %	4,706.84
POY1	47.27	38.53	0.10	81.51 %	45,069.80	10.00 %	4,506.98	13.04 %	6,760.47
CUD1	58.37	45.00	0.11	77.08 %	49,136.20	0.00 %		13.04 %	4,913.62
VPM2	28.01	20.88	0.00	74.54 %	16,056.80	0.00 %		13.04 %	1,605.68
VPM1	11.63	8.55	0.44	73.48 %	5,286.50	0.00 %		13.04 %	528.65
SJI1	26.51	19.17	0.07	72.33 %	12,643.30	0.00 %		13.04 %	1,264.33
CDM1	34.22	22.27	0.05	65.07 %	20,372.30	0.00 %		13.04 %	
TVM2	24.49	15.74	0.00	64.27 %	8,451.50	0.00 %		13.04 %	
VCM1	18.46	11.77	0.12	63.75 %	9,215.60	0.00 %		13.04 %	
MKM1	13.76	8.23	0.00	59.82 %	8,496.00	0.00 %		13.04 %	
NVL2	30.78	18.26	0.04	59.33 %	14,795.00	0.00 %		13.04 %	
KLM1	29.94	17.21	0.17	57.49 %	22,455.50	0.00 %		13.04 %	
STP1	13.37	7.22	0.04	54.02 %	6,651.70	0.00 %		13.04 %	
TVM1	19.55	10.26	1.51	52.49 %	6,248.70	0.00 %		13.04 %	
TDM1	24.13	12.31	0.06	51.03 %	9,922.30	0.00 %		13.04 %	
PRT1	23.23	10.63	0.22	45.76 %	9,761.20	0.00 %		13.04 %	
POY2	42.21	15.73	0.00	37.26 %	15,610.60	0.00 %		13.04 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	11.59	12.30	0.28	106.15 %	12,421.60	25.00 %	3,105.40	13.04 %	4,968.64
CH06	39.04	38.98	0.03	99.87 %	37,732.30	20.00 %	7,546.46	13.04 %	11,319.69
UKI1	20.17	18.09	0.29	89.66 %	17,506.00	10.00 %	1,750.60	13.04 %	4,376.50
CH34	39.50	33.96	0.34	85.97 %	29,942.60	10.00 %	2,994.26	13.04 %	5,988.52
CH31	14.70	11.05	0.00	75.17 %	10,547.20	0.00 %		13.04 %	1,054.72
CH41	30.91	22.81	0.52	73.82 %	25,451.90	0.00 %		13.04 %	2,545.19
CH15	104.24	75.79	0.28	72.71 %	68,132.60	0.00 %		13.04 %	6,813.26
PON1	21.44	15.56	0.23	72.55 %	16,218.20	0.00 %		13.04 %	1,621.82
CH12	49.04	34.38	0.48	70.09 %	36,228.60	0.00 %		13.04 %	3,622.86
MC05	13.80	9.60	0.00	69.58 %	3,622.00	0.00 %		13.04 %	
CH03	92.68	63.92	0.19	68.96 %	68,057.50	0.00 %		13.04 %	
CH18	50.87	34.72	0.28	68.26 %	42,934.90	0.00 %		13.04 %	
CH43	27.37	18.40	0.20	67.22 %	20,518.60	0.00 %		13.04 %	
CH44	29.30	18.34	0.00	62.60 %	20,858.10	0.00 %		13.04 %	
CH33	35.77	21.79	0.16	60.92 %	26,696.60	0.00 %		13.04 %	
CH21	67.88	41.15	0.03	60.62 %	31,923.30	0.00 %		13.04 %	
CH17	20.90	12.22	0.77	58.48 %	15,006.30	0.00 %		13.04 %	
MJR1	42.22	24.63	0.08	58.33 %	20,083.90	0.00 %		13.04 %	
MC06	10.29	5.86	0.00	56.98 %	4,140.10	0.00 %		13.04 %	
CH32	8.64	4.86	0.08	56.25 %	5,218.60	0.00 %		13.04 %	
CH20	52.10	28.68	0.25	55.04 %	26,209.30	0.00 %		13.04 %	
GPD1	32.36	17.68	0.00	54.63 %	13,658.20	0.00 %		13.04 %	
CH09	40.15	21.26	0.00	52.94 %	20,522.60	0.00 %		13.04 %	
CH36	17.13	8.13	-1.61	47.45 %	7,110.90	0.00 %		13.04 %	
CH24	39.62	18.24	0.32	46.04 %	20,502.20	0.00 %		13.04 %	
CH46	21.07	9.08	2.01	43.10 %	10,856.60	0.00 %		13.04 %	
CH23	18.90	6.70	0.20	35.46 %	5,947.20	0.00 %		13.04 %	
CH01	4.94	0.64	0.00	13.01 %	669.00	0.00 %		13.04 %	
MC08	4.74	0.54	0.00	11.29 %	211.00	0.00 %		13.04 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	40.84	28.02	0.80	68.61 %	20,188.60	0.00 %		13.04 %	
PAS1	13.35	6.99	0.00	52.36 %	6,080.40	0.00 %		13.04 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	64.62	0.27	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	0.53	56.29	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	2.36	0.18	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	1.67	2.03	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	6.11	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 %	