

Accu.Target 6,779.58 L	Sales 5,853.98 L	Achieved % 86.35 %	HO Budget+ % 3.65 %	Total Com. 55.02 L
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Note : Sales Period is From :01-Sep-2025 To :07-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	72.38	146.64	202.61 %	0.00	3.65 %	0.00
WEST-01	497.54	477.49	95.97 %	0.00	3.65 %	0.00
WEST-02	605.33	565.24	93.38 %	0.00	3.65 %	0.00
TRICHY-01	697.13	618.32	88.69 %	0.00	3.65 %	0.00
SOUTH-03	785.23	681.48	86.79 %	0.00	3.65 %	18,000.00
SOUTH ARCOT	536.59	452.42	84.31 %	0.00	3.65 %	0.00
CHENNAI-01	929.07	763.25	82.15 %	0.00	3.65 %	0.00
SOUTH-01	1,231.86	1,003.79	81.49 %	0.00	3.65 %	0.00
NORTH ARCOT	542.25	431.50	79.57 %	0.00	3.65 %	0.00
CHENNAI-02	882.21	669.27	75.86 %	0.00	3.65 %	0.00
OTHERS	0.00	44.58	0.00 %	0.00	0.00 %	0.00
Total	6,779.58	5,853.98	86.35 %		3.65 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	72.38	146.64	202.61%	40,000.00	3.65 %	40,000.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	60.93	62.94	103.29%	0.00	3.65 %	0.00
	UAM1	93.66	95.31	101.75%	0.00	3.65 %	0.00
	PLI1	62.05	62.17	100.18%	0.00	3.65 %	0.00
	CBE1	214.89	211.08	98.23%	15,000.00	3.65 %	30,000.00
	TPR1	66.00	46.00	69.70%	0.00	3.65 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	121.02	131.20	108.42%	15,000.00	3.65 %	20,000.00
	MTR1	127.61	127.43	99.86%	7,500.00	3.65 %	15,000.00
	SLM1	188.96	173.15	91.63%	7,500.00	3.65 %	7,500.00
	ERD1	167.75	133.46	79.56%	0.00	3.65 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	122.76	111.73	91.02%	7,500.00	3.65 %	7,500.00
	TRY1	272.01	245.86	90.39%	15,000.00	3.65 %	15,000.00
	TNJ1	155.23	138.89	89.47%	0.00	3.65 %	7,500.00
	KUM1	147.13	121.84	82.81%	0.00	3.65 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	154.66	167.67	108.41%	15,000.00	3.65 %	20,000.00
	SVG1	134.35	119.90	89.24%	0.00	3.65 %	7,500.00
	MDU2	234.08	198.54	84.82%	0.00	3.65 %	0.00
	KRR1	27.26	21.30	78.16%	0.00	3.65 %	0.00
	DGL1	234.87	174.06	74.11%	0.00	3.65 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	175.53	148.98	84.88%	0.00	3.65 %	0.00
	SA02	192.98	162.93	84.43%	0.00	3.65 %	0.00
	SA03	168.08	140.50	83.59%	0.00	3.65 %	0.00

CHENNAI- 01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	181.61	171.10	94.21%	7,500.00	3.65 %	7,500.00
	CH05	236.01	195.11	82.67%	0.00	3.65 %	0.00
	CH06	296.06	233.21	78.77%	0.00	3.65 %	0.00
	CH08	215.39	163.84	76.07%	0.00	3.65 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	183.32	197.47	107.72%	15,000.00	3.65 %	20,000.00
	NGR1	193.57	177.01	91.45%	7,500.00	3.65 %	7,500.00
	TUT1	248.92	226.02	90.80%	15,000.00	3.65 %	15,000.00
	VNR1	157.92	135.37	85.72%	0.00	3.65 %	0.00
	KVT1	206.82	165.53	80.04%	0.00	3.65 %	0.00
	TVL1	241.30	102.39	42.43%	0.00	3.65 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	185.99	151.68	81.55%	0.00	3.65 %	0.00
	NA01	200.86	158.94	79.13%	0.00	3.65 %	0.00
	NA03	155.40	120.87	77.78%	0.00	3.65 %	0.00

CHENNAI- 02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	240.74	207.81	86.32%	0.00	3.65 %	0.00
	CH01	226.85	172.64	76.10%	0.00	3.65 %	0.00
	CH07	230.68	162.10	70.27%	0.00	3.65 %	0.00
	CH09	183.94	126.72	68.89%	0.00	3.65 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.82	0.00%	0.00	0.00 %	0.00
	CH02	0.00	32.87	0.00%	0.00	0.00 %	0.00
	HO01	0.00	6.40	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	1.38	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	0.89	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	1.50	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	0.71	0.00%	0.00	0.00 %	0.00

KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	14.28	34.68	0.00	242.91 %	24,104.20	40.00 %	9,641.68	3.65 %	9,641.68
TVP1	38.87	86.36	0.36	222.17 %	45,249.70	40.00 %	18,099.88	3.65 %	18,099.88
KLR1	19.23	25.61	0.00	133.15 %	21,459.30	40.00 %	8,583.72	3.65 %	8,583.72

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	7.63	17.04	0.07	223.17 %	19,731.00	40.00 %	7,892.40	3.65 %	7,892.40
KMR1	25.02	42.23	0.03	168.77 %	43,357.70	40.00 %	17,343.08	3.65 %	17,343.08
GDR1	11.44	14.73	0.00	128.79 %	12,174.00	40.00 %	4,869.60	3.65 %	4,869.60
KGI1	13.88	17.86	0.00	128.67 %	10,557.70	40.00 %	4,223.08	3.65 %	4,223.08
CBE3	6.86	8.24	0.01	120.25 %	11,813.10	40.00 %	4,725.24	3.65 %	4,725.24
SNR1	15.89	18.90	0.00	118.93 %	22,724.80	30.00 %	6,817.44	3.65 %	9,089.92
SYM2	9.25	10.93	0.00	118.15 %	12,361.10	30.00 %	3,708.33	3.65 %	4,944.44
CNR1	11.71	13.82	0.00	118.03 %	10,950.10	30.00 %	3,285.03	3.65 %	4,380.04
KGM1	9.27	10.76	0.52	116.14 %	11,047.00	30.00 %	3,314.10	3.65 %	4,418.80
PDM1	8.05	8.56	0.02	106.36 %	9,302.80	25.00 %	2,325.70	3.65 %	2,790.84
DPM2	11.77	12.24	0.00	104.02 %	17,428.30	25.00 %	4,357.08	3.65 %	4,357.08
CBE6	19.90	20.01	0.00	100.55 %	24,377.90	25.00 %	6,094.48	3.65 %	6,094.48
TPR3	14.21	14.19	0.00	99.85 %	24,480.20	20.00 %	4,896.04	3.65 %	6,120.05
GBM1	12.19	11.70	0.00	95.99 %	10,975.50	20.00 %	2,195.10	3.65 %	2,195.10
UMP1	11.97	11.43	0.00	95.53 %	10,111.80	20.00 %	2,022.36	3.65 %	2,022.36
ANR1	4.68	4.37	0.00	93.47 %	6,390.00	15.00 %	958.50	3.65 %	1,278.00
KMD1	12.70	11.83	0.00	93.14 %	20,758.10	15.00 %	3,113.72	3.65 %	4,151.62
PLI1	21.01	19.17	0.00	91.27 %	22,027.20	15.00 %	3,304.08	3.65 %	3,304.08
CBE2	76.82	69.88	0.00	90.95 %	69,960.60	15.00 %	10,494.09	3.65 %	10,494.09
UAM1	29.00	25.06	0.00	86.42 %	18,534.60	10.00 %	1,853.46	3.65 %	1,853.46
CBE5	11.76	10.16	0.20	86.39 %	13,429.90	10.00 %	1,342.99	3.65 %	1,342.99
SUL1	10.98	9.18	0.00	83.63 %	13,452.70	10.00 %	1,345.27	3.65 %	1,345.27
TPR1	21.93	18.20	0.22	82.99 %	13,694.00	10.00 %	1,369.40	3.65 %	1,369.40
MPM1	14.93	12.00	0.32	80.34 %	17,107.80	10.00 %	1,710.78	3.65 %	1,710.78
CBE1	15.94	12.73	0.00	79.85 %	17,785.80	0.00 %		3.65 %	1,778.58
AVI1	13.09	10.29	0.28	78.56 %	12,131.50	0.00 %		3.65 %	1,213.15
CBE4	31.71	19.75	0.15	62.28 %	23,924.40	0.00 %		3.65 %	
TPR4	14.09	8.61	0.00	61.13 %	9,301.70	0.00 %		3.65 %	
TPR2	29.86	13.61	0.15	45.59 %	12,289.70	0.00 %		3.65 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	11.01	18.16	0.00	164.93 %	17,496.90	40.00 %	6,998.76	3.65 %	6,998.76
PMP1	12.53	17.26	0.16	137.81 %	8,258.00	40.00 %	3,303.20	3.65 %	3,303.20
OML1	16.61	20.70	0.25	124.62 %	19,296.10	40.00 %	7,718.44	3.65 %	7,718.44
VKL1	10.79	13.36	0.00	123.88 %	12,403.70	40.00 %	4,961.48	3.65 %	4,961.48
APN1	14.09	17.45	0.00	123.79 %	19,121.00	40.00 %	7,648.40	3.65 %	7,648.40
MCR1	15.91	18.11	0.04	113.80 %	21,689.00	30.00 %	6,506.70	3.65 %	6,506.70
EDP1	7.87	8.90	0.00	113.11 %	4,886.20	30.00 %	1,465.86	3.65 %	1,465.86
HRR1	14.59	16.44	0.00	112.61 %	10,306.00	30.00 %	3,091.80	3.65 %	3,091.80
PLC1	11.64	13.08	0.20	112.42 %	7,437.20	30.00 %	2,231.16	3.65 %	2,231.16
VPD1	20.24	22.29	0.00	110.15 %	26,571.90	30.00 %	7,971.57	3.65 %	7,971.57
HSR2	35.14	35.84	0.04	102.00 %	27,005.30	25.00 %	6,751.33	3.65 %	6,751.33
ATU1	23.05	23.36	0.00	101.34 %	15,135.90	25.00 %	3,783.98	3.65 %	3,783.98
KRI1	15.56	15.76	0.00	101.28 %	10,060.60	25.00 %	2,515.15	3.65 %	2,515.15
SLM3	28.25	27.18	0.00	96.21 %	18,713.70	20.00 %	3,742.74	3.65 %	3,742.74
ERD2	29.08	27.90	0.07	95.94 %	35,441.90	20.00 %	7,088.38	3.65 %	7,088.38
BMD1	11.71	11.22	0.00	95.83 %	12,478.60	20.00 %	2,495.72	3.65 %	2,495.72
HSR1	22.43	21.41	0.25	95.43 %	21,513.00	20.00 %	4,302.60	3.65 %	4,302.60
TRM1	25.40	24.12	0.00	94.95 %	23,914.90	15.00 %	3,587.24	3.65 %	4,782.98
DPR2	13.30	12.28	0.00	92.37 %	8,308.90	15.00 %	1,246.34	3.65 %	1,661.78
TCG1	14.01	11.53	0.00	82.32 %	8,777.60	10.00 %	877.76	3.65 %	877.76
DPR1	10.09	8.31	0.00	82.29 %	9,167.50	10.00 %	916.75	3.65 %	916.75
EPI1	16.44	13.42	0.00	81.65 %	14,730.80	10.00 %	1,473.08	3.65 %	1,473.08
MTR1	20.00	16.27	0.00	81.35 %	14,603.30	10.00 %	1,460.33	3.65 %	1,460.33
SLM2	18.00	14.59	0.00	81.01 %	11,811.80	10.00 %	1,181.18	3.65 %	1,181.18
ERD1	27.83	21.79	0.00	78.32 %	22,530.90	0.00 %		3.65 %	2,253.09
RSP1	15.90	12.35	0.00	77.68 %	13,729.90	0.00 %		3.65 %	1,372.99
KVP1	12.71	9.69	0.00	76.23 %	11,920.30	0.00 %		3.65 %	
SLM1	61.01	45.96	0.00	75.33 %	30,356.90	0.00 %		3.65 %	
NKL2	29.66	22.22	0.00	74.90 %	27,531.70	0.00 %		3.65 %	
KMM1	11.81	8.41	0.45	71.18 %	9,700.10	0.00 %		3.65 %	
PDR1	10.89	7.66	0.00	70.36 %	10,073.70	0.00 %		3.65 %	
CMI1	9.28	4.97	0.00	53.56 %	7,260.50	0.00 %		3.65 %	
SGG1	8.50	3.26	0.00	38.37 %	2,971.30	0.00 %		3.65 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	11.66	14.53	0.00	124.65 %	12,095.00	40.00 %	4,838.00	3.65 %	4,838.00
KIK1	22.69	26.27	0.00	115.81 %	21,386.30	30.00 %	6,415.89	3.65 %	8,554.52
TYR1	23.99	26.71	0.00	111.33 %	17,480.60	30.00 %	5,244.18	3.65 %	5,244.18
ORU1	13.96	15.23	0.02	109.11 %	15,048.90	25.00 %	3,762.23	3.65 %	4,514.67
NGT1	25.46	26.40	0.00	103.68 %	24,548.90	25.00 %	6,137.23	3.65 %	6,137.23
PTK1	28.47	27.67	0.38	97.18 %	26,493.20	20.00 %	5,298.64	3.65 %	6,623.30
TRY1	140.66	136.54	0.03	97.07 %	85,525.30	20.00 %	17,105.06	3.65 %	21,381.33
TTP1	18.21	17.61	0.00	96.75 %	15,510.80	20.00 %	3,102.16	3.65 %	3,877.70
MSI1	12.33	11.83	0.17	95.92 %	14,378.20	20.00 %	2,875.64	3.65 %	2,875.64
MVM1	32.23	30.82	0.06	95.63 %	38,609.90	20.00 %	7,721.98	3.65 %	7,721.98
KRN1	11.91	11.35	0.00	95.31 %	11,666.50	20.00 %	2,333.30	3.65 %	2,333.30
TVR1	11.69	11.09	0.00	94.85 %	10,192.00	15.00 %	1,528.80	3.65 %	2,038.40
PBR2	41.43	39.04	0.08	94.25 %	26,499.40	15.00 %	3,974.91	3.65 %	5,299.88
MDI1	20.89	19.38	0.00	92.75 %	19,280.20	15.00 %	2,892.03	3.65 %	3,856.04
TVR2	31.41	27.26	0.40	86.78 %	22,085.20	10.00 %	2,208.52	3.65 %	2,208.52
TNJ2	31.06	26.77	0.62	86.19 %	21,867.80	10.00 %	2,186.78	3.65 %	2,186.78
AYR1	16.97	14.32	0.00	84.38 %	13,193.20	10.00 %	1,319.32	3.65 %	1,319.32
JKM1	20.27	15.56	0.78	76.77 %	13,904.40	0.00 %		3.65 %	
KUM1	38.06	28.23	0.07	74.17 %	30,291.40	0.00 %		3.65 %	
NMM1	17.35	12.41	0.00	71.53 %	16,077.00	0.00 %		3.65 %	
APM1	12.38	8.26	0.19	66.75 %	7,969.50	0.00 %		3.65 %	
NCK1	13.47	8.89	0.00	65.95 %	10,093.70	0.00 %		3.65 %	
TNJ1	46.99	30.41	0.00	64.71 %	24,548.10	0.00 %		3.65 %	
TRY2	13.79	8.64	0.00	62.69 %	4,767.00	0.00 %		3.65 %	
PBR1	13.93	8.53	0.00	61.27 %	8,418.40	0.00 %		3.65 %	
TRY3	25.89	14.57	0.39	56.27 %	11,246.30	0.00 %		3.65 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	19.80	56.68	0.07	286.25 %	55,010.00	40.00 %	22,004.00	3.65 %	22,004.00
KYK1	9.98	15.89	0.00	159.12 %	19,103.30	40.00 %	7,641.32	3.65 %	7,641.32
PNV1	9.66	12.16	0.03	125.86 %	11,612.90	40.00 %	4,645.16	3.65 %	4,645.16
ADP1	13.55	16.29	0.00	120.18 %	18,276.80	40.00 %	7,310.72	3.65 %	7,310.72
TPT1	17.12	20.44	0.00	119.34 %	37,954.10	30.00 %	11,386.23	3.65 %	15,181.64
MNM1	13.16	15.51	0.00	117.80 %	37,245.80	30.00 %	11,173.74	3.65 %	14,898.32
USL1	15.96	17.07	0.28	106.94 %	15,282.70	25.00 %	3,820.68	3.65 %	4,584.81
MDU6	37.28	37.67	0.00	101.05 %	30,855.70	25.00 %	7,713.93	3.65 %	7,713.93
TDI1	14.18	14.11	0.12	99.54 %	15,771.50	20.00 %	3,154.30	3.65 %	3,942.88
MDU2	43.63	42.82	0.14	98.15 %	31,519.80	20.00 %	6,303.96	3.65 %	7,879.95
MPA1	19.67	18.89	0.00	96.03 %	27,190.40	20.00 %	5,438.08	3.65 %	5,438.08
TMM1	25.52	24.10	0.01	94.43 %	22,657.10	15.00 %	3,398.57	3.65 %	4,531.42
MLR1	13.27	12.38	0.00	93.25 %	11,919.10	15.00 %	1,787.87	3.65 %	2,383.82
NTM1	14.77	13.67	0.00	92.53 %	10,334.20	15.00 %	1,550.13	3.65 %	2,066.84
ODM1	13.42	11.63	0.00	86.63 %	8,172.90	10.00 %	817.29	3.65 %	817.29
CMR1	11.99	10.15	0.14	84.61 %	8,574.30	10.00 %	857.43	3.65 %	857.43
SGP1	9.60	8.12	0.74	84.58 %	9,946.80	10.00 %	994.68	3.65 %	994.68
CBM1	20.03	16.70	0.23	83.38 %	19,046.00	10.00 %	1,904.60	3.65 %	1,904.60
PNI1	12.29	10.12	0.29	82.32 %	8,859.90	10.00 %	885.99	3.65 %	885.99
SVG1	19.05	15.42	0.43	80.92 %	13,876.90	10.00 %	1,387.69	3.65 %	1,387.69
KPT1	15.02	12.07	0.26	80.39 %	11,159.50	10.00 %	1,115.95	3.65 %	1,115.95
TEN2	20.44	15.83	0.00	77.44 %	10,526.50	0.00 %		3.65 %	1,052.65
KKD2	18.46	14.16	0.00	76.74 %	17,199.30	0.00 %		3.65 %	
DGL1	50.21	37.54	2.20	74.76 %	40,125.70	0.00 %		3.65 %	
MDU1	101.78	74.20	0.12	72.90 %	54,936.00	0.00 %		3.65 %	
TEN1	20.54	14.72	0.00	71.65 %	16,449.80	0.00 %		3.65 %	
KRR1	13.83	9.68	0.02	69.94 %	11,183.40	0.00 %		3.65 %	
BNR1	16.03	10.89	0.77	67.94 %	11,022.80	0.00 %		3.65 %	
MDU3	30.87	20.97	0.21	67.93 %	16,852.10	0.00 %		3.65 %	
PKM1	12.49	8.33	0.08	66.70 %	8,284.30	0.00 %		3.65 %	
MDU5	17.53	11.64	0.42	66.41 %	19,281.70	0.00 %		3.65 %	
BTU1	10.18	6.63	0.29	65.11 %	7,085.00	0.00 %		3.65 %	
MDU4	19.71	12.50	0.00	63.43 %	12,158.20	0.00 %		3.65 %	
NKI1	12.89	8.03	0.86	62.30 %	10,054.20	0.00 %		3.65 %	
DKI1	27.19	16.54	0.00	60.82 %	17,515.50	0.00 %		3.65 %	
DGL2	18.61	8.00	0.00	43.01 %	8,962.30	0.00 %		3.65 %	
ATG1	25.49	9.96	0.00	39.06 %	15,860.10	0.00 %		3.65 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ULP1	26.09	34.25	0.00	131.28 %	26,616.30	40.00 %	10,646.52	3.65 %	10,646.52
VPM2	27.52	33.70	0.00	122.46 %	26,149.00	40.00 %	10,459.60	3.65 %	10,459.60
KML1	14.50	17.23	0.00	118.82 %	12,999.30	30.00 %	3,899.79	3.65 %	5,199.72
KLM1	24.29	28.54	0.13	117.49 %	34,182.00	30.00 %	10,254.60	3.65 %	13,672.80
PRT1	22.01	21.11	0.14	95.92 %	17,932.90	20.00 %	3,586.58	3.65 %	3,586.58
TRK1	34.60	31.15	0.27	90.02 %	29,251.60	10.00 %	2,925.16	3.65 %	4,387.74
CUD1	50.63	45.23	2.07	89.34 %	45,960.00	10.00 %	4,596.00	3.65 %	6,894.00
CDM1	30.35	26.32	0.00	86.72 %	20,885.40	10.00 %	2,088.54	3.65 %	2,088.54
MKM1	14.16	12.14	0.02	85.76 %	10,947.40	10.00 %	1,094.74	3.65 %	1,094.74
SJI1	26.68	22.38	0.00	83.89 %	18,062.90	10.00 %	1,806.29	3.65 %	1,806.29
VPM1	11.56	9.69	0.00	83.82 %	9,476.10	10.00 %	947.61	3.65 %	947.61
VCM1	16.50	13.28	0.00	80.49 %	7,481.30	10.00 %	748.13	3.65 %	748.13
POY1	43.67	32.96	0.16	75.47 %	34,217.30	0.00 %		3.65 %	
TVM1	15.72	11.78	0.00	74.95 %	8,531.30	0.00 %		3.65 %	
POY2	42.78	30.11	0.06	70.39 %	29,009.10	0.00 %		3.65 %	
TDM1	28.85	19.01	0.00	65.91 %	12,825.80	0.00 %		3.65 %	
KKI2	32.29	20.50	0.00	63.49 %	16,571.50	0.00 %		3.65 %	
STP1	13.05	8.18	0.00	62.67 %	6,112.90	0.00 %		3.65 %	
NVL2	38.20	22.07	0.00	57.77 %	21,880.40	0.00 %		3.65 %	
TVM2	23.16	12.80	0.10	55.25 %	7,910.10	0.00 %		3.65 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TKM1	16.12	18.67	0.12	115.83 %	17,504.20	30.00 %	5,251.26	3.65 %	7,001.68
CH35	17.88	20.29	0.08	113.44 %	18,882.50	30.00 %	5,664.75	3.65 %	5,664.75
CH37	12.72	13.75	0.20	108.10 %	11,996.50	25.00 %	2,999.13	3.65 %	3,598.95
CH45	27.48	29.67	0.29	107.99 %	22,854.80	25.00 %	5,713.70	3.65 %	6,856.44
CH42	38.63	40.63	0.00	105.17 %	35,483.10	25.00 %	8,870.78	3.65 %	8,870.78
MC10	8.99	8.74	0.00	97.26 %	3,027.60	20.00 %	605.52	3.65 %	756.90
CH48	42.71	40.23	0.03	94.19 %	42,082.00	15.00 %	6,312.30	3.65 %	8,416.40
CH30	27.92	25.97	0.00	93.01 %	13,283.00	15.00 %	1,992.45	3.65 %	2,656.60
GUD2	28.41	25.86	0.00	91.03 %	23,755.90	15.00 %	3,563.39	3.65 %	3,563.39
GUD1	29.44	26.78	0.10	90.98 %	36,356.50	15.00 %	5,453.48	3.65 %	5,453.48
SKL1	20.45	18.27	0.32	89.35 %	19,093.70	10.00 %	1,909.37	3.65 %	2,864.06
CGL1	22.15	19.32	0.40	87.23 %	14,079.80	10.00 %	1,407.98	3.65 %	2,111.97
CH28	35.57	30.60	0.18	86.02 %	44,375.90	10.00 %	4,437.59	3.65 %	4,437.59
CH16	63.66	54.27	0.36	85.25 %	56,965.20	10.00 %	5,696.52	3.65 %	5,696.52
CH22	28.63	24.07	0.00	84.08 %	24,603.90	10.00 %	2,460.39	3.65 %	2,460.39
MRM1	28.58	23.77	0.81	83.19 %	24,829.90	10.00 %	2,482.99	3.65 %	2,482.99
CH14	77.67	63.19	0.16	81.35 %	55,896.10	10.00 %	5,589.61	3.65 %	5,589.61
CH19	43.94	35.34	0.24	80.43 %	36,638.50	10.00 %	3,663.85	3.65 %	3,663.85
CH08	60.49	47.65	0.14	78.77 %	58,309.10	0.00 %		3.65 %	5,830.91
CH05	52.71	40.11	0.34	76.09 %	36,631.40	0.00 %		3.65 %	
CH11	33.11	25.07	0.14	75.69 %	28,878.30	0.00 %		3.65 %	
CH38	24.18	17.92	0.12	74.11 %	18,136.30	0.00 %		3.65 %	
CH26	10.04	7.17	0.38	71.39 %	7,359.70	0.00 %		3.65 %	
CH29	8.78	6.12	0.00	69.63 %	7,857.90	0.00 %		3.65 %	
KNR1	25.04	17.33	0.19	69.19 %	18,644.00	0.00 %		3.65 %	
AVD1	37.06	24.64	0.00	66.48 %	22,286.80	0.00 %		3.65 %	
CH39	23.48	14.85	0.00	63.22 %	15,491.50	0.00 %		3.65 %	
CH07	47.81	29.53	0.01	61.77 %	24,587.90	0.00 %		3.65 %	
MC09	5.00	2.34	0.00	46.83 %	1,706.20	0.00 %		3.65 %	
CH40	23.97	9.30	0.11	38.80 %	3,534.50	0.00 %		3.65 %	
MC02	6.45	1.83	0.00	28.37 %	818.70	0.00 %		3.65 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SDI1	25.01	42.21	0.08	168.75 %	36,737.10	40.00 %	14,694.84	3.65 %	14,694.84
ERL2	16.55	25.57	0.00	154.52 %	23,084.50	40.00 %	9,233.80	3.65 %	9,233.80
SKD1	10.54	15.64	0.09	148.34 %	21,834.80	40.00 %	8,733.92	3.65 %	8,733.92
RPM1	46.58	63.32	0.00	135.94 %	55,573.90	40.00 %	22,229.56	3.65 %	22,229.56
PKD1	18.41	23.19	0.12	125.93 %	23,967.40	40.00 %	9,586.96	3.65 %	9,586.96
KYR1	10.82	12.91	0.56	119.27 %	12,319.50	30.00 %	3,695.85	3.65 %	4,927.80
TYI1	15.28	17.73	0.00	116.06 %	21,727.40	30.00 %	6,518.22	3.65 %	8,690.96
MAR1	37.12	41.18	0.00	110.93 %	27,919.50	30.00 %	8,375.85	3.65 %	8,375.85
COL1	8.01	8.85	0.00	110.50 %	8,352.00	30.00 %	2,505.60	3.65 %	2,505.60
TKY1	21.37	23.52	0.00	110.04 %	24,829.00	30.00 %	7,448.70	3.65 %	7,448.70
VNR2	48.12	51.27	0.11	106.54 %	47,859.20	25.00 %	11,964.80	3.65 %	14,357.76
MMT1	18.15	19.17	0.00	105.59 %	15,388.20	25.00 %	3,847.05	3.65 %	3,847.05
VNR1	17.18	17.45	0.00	101.56 %	16,238.80	25.00 %	4,059.70	3.65 %	4,059.70
SVK1	31.23	31.62	0.03	101.24 %	31,497.10	25.00 %	7,874.28	3.65 %	7,874.28
TKS2	38.74	36.69	0.19	94.71 %	28,518.40	15.00 %	4,277.76	3.65 %	5,703.68
RND1	39.40	36.62	0.22	92.96 %	38,411.50	15.00 %	5,761.73	3.65 %	7,682.30
PDI1	15.90	14.42	0.11	90.70 %	11,901.00	15.00 %	1,785.15	3.65 %	1,785.15
SNL1	19.40	17.53	0.00	90.33 %	12,815.00	15.00 %	1,922.25	3.65 %	1,922.25
VKM1	14.65	13.18	0.00	90.00 %	18,931.30	10.00 %	1,893.13	3.65 %	2,839.70
KGL1	15.89	14.29	0.00	89.95 %	9,141.60	10.00 %	914.16	3.65 %	1,371.24
NGR1	74.88	67.00	0.20	89.47 %	51,830.90	10.00 %	5,183.09	3.65 %	7,774.64
TKS1	33.99	30.05	0.07	88.38 %	33,219.20	10.00 %	3,321.92	3.65 %	4,982.88
VLY1	34.16	29.80	0.45	87.23 %	24,371.50	10.00 %	2,437.15	3.65 %	3,655.73
UDN1	14.52	12.57	0.00	86.58 %	11,825.80	10.00 %	1,182.58	3.65 %	1,182.58
TUT2	48.08	41.59	0.00	86.51 %	45,566.40	10.00 %	4,556.64	3.65 %	4,556.64
ASM1	14.11	12.19	0.00	86.43 %	16,859.50	10.00 %	1,685.95	3.65 %	1,685.95
TUT1	128.85	107.33	0.00	83.30 %	111,370.40	10.00 %	11,137.04	3.65 %	11,137.04
TCN1	25.65	21.22	0.00	82.75 %	22,155.90	10.00 %	2,215.59	3.65 %	2,215.59
ARM1	15.03	11.77	0.00	78.31 %	11,997.60	0.00 %		3.65 %	1,199.76
APK1	23.60	16.37	0.21	69.34 %	22,765.00	0.00 %		3.65 %	
STU2	13.06	8.94	0.00	68.46 %	10,126.70	0.00 %		3.65 %	
TVL2	11.88	6.39	0.21	53.83 %	3,282.70	0.00 %		3.65 %	
APK2	37.80	18.67	0.00	49.39 %	17,175.00	0.00 %		3.65 %	
SGT1	23.09	10.78	0.00	46.69 %	5,486.20	0.00 %		3.65 %	
KVT1	80.54	37.53	0.14	46.60 %	50,436.50	0.00 %		3.65 %	
TVL1	166.12	42.23	0.09	25.42 %	39,326.50	0.00 %		3.65 %	
KSM1	18.15	3.02	0.00	16.62 %	3,060.90	0.00 %		3.65 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ABR1	19.28	22.23	0.07	115.31 %	20,236.00	30.00 %	6,070.80	3.65 %	6,070.80
ANI1	12.19	13.80	0.13	113.14 %	13,910.90	30.00 %	4,173.27	3.65 %	4,173.27
VNB1	13.92	14.33	0.04	102.93 %	11,222.80	25.00 %	2,805.70	3.65 %	2,805.70
VEL2	31.97	30.08	0.03	94.09 %	34,662.30	15.00 %	5,199.35	3.65 %	6,932.46
TRR1	31.81	29.11	0.02	91.50 %	23,401.10	15.00 %	3,510.17	3.65 %	3,510.17
SBR1	29.54	26.20	0.19	88.72 %	31,065.10	10.00 %	3,106.51	3.65 %	4,659.77
BGR1	12.12	10.73	0.00	88.50 %	11,339.30	10.00 %	1,133.93	3.65 %	1,700.90
PTU1	7.32	6.36	0.00	86.91 %	4,976.90	10.00 %	497.69	3.65 %	746.54
VSI1	16.84	14.50	0.15	86.12 %	17,723.00	10.00 %	1,772.30	3.65 %	1,772.30
CYR1	12.66	10.80	0.14	85.25 %	11,023.10	10.00 %	1,102.31	3.65 %	1,102.31
AKM1	20.54	17.26	0.00	84.03 %	18,088.00	10.00 %	1,808.80	3.65 %	1,808.80
KPM2	58.43	48.22	0.03	82.52 %	33,523.80	10.00 %	3,352.38	3.65 %	3,352.38
ARC2	24.67	20.30	0.19	82.26 %	16,765.60	10.00 %	1,676.56	3.65 %	1,676.56
CPT1	9.48	7.65	0.00	80.76 %	10,251.10	10.00 %	1,025.11	3.65 %	1,025.11
SLG1	12.16	9.66	0.00	79.45 %	11,448.40	0.00 %		3.65 %	1,144.84
WJP1	16.29	12.80	0.00	78.58 %	10,985.00	0.00 %		3.65 %	1,098.50
GDM1	18.26	14.28	0.26	78.24 %	14,830.00	0.00 %		3.65 %	1,483.00
KPM1	21.63	15.95	0.28	73.73 %	14,220.50	0.00 %		3.65 %	
UGI1	12.62	8.90	0.00	70.51 %	7,640.80	0.00 %		3.65 %	
TRT1	15.08	10.55	0.00	69.98 %	8,051.50	0.00 %		3.65 %	
VEL1	31.64	20.89	0.00	66.03 %	20,548.20	0.00 %		3.65 %	
TRL1	40.25	26.31	0.20	65.37 %	29,217.60	0.00 %		3.65 %	
CGM1	24.29	14.12	0.00	58.16 %	10,800.70	0.00 %		3.65 %	
WJD1	34.43	19.83	0.07	57.59 %	22,524.30	0.00 %		3.65 %	
PLR1	14.83	6.64	0.00	44.76 %	5,293.30	0.00 %		3.65 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	21.39	22.03	0.15	103.01 %	14,718.30	25.00 %	3,679.58	3.65 %	3,679.58
MC06	10.42	10.38	0.00	99.62 %	3,984.50	20.00 %	796.90	3.65 %	996.13
UKI1	19.32	19.22	0.00	99.49 %	15,243.20	20.00 %	3,048.64	3.65 %	3,810.80
CH18	44.67	43.52	0.09	97.43 %	52,215.20	20.00 %	10,443.04	3.65 %	13,053.80
CH33	28.14	25.64	0.00	91.10 %	32,120.80	15.00 %	4,818.12	3.65 %	4,818.12
CH12	45.05	40.47	0.00	89.83 %	38,038.20	10.00 %	3,803.82	3.65 %	5,705.73
CH44	28.38	25.09	0.00	88.42 %	23,142.70	10.00 %	2,314.27	3.65 %	3,471.41
MJR1	37.10	32.18	0.00	86.76 %	25,198.70	10.00 %	2,519.87	3.65 %	2,519.87
CH43	25.21	21.22	0.21	84.18 %	22,910.70	10.00 %	2,291.07	3.65 %	2,291.07
CH17	18.20	15.29	0.36	84.04 %	13,180.10	10.00 %	1,318.01	3.65 %	1,318.01
PON1	19.86	16.36	0.00	82.38 %	14,059.20	10.00 %	1,405.92	3.65 %	1,405.92
CH21	60.70	49.90	0.17	82.21 %	37,372.20	10.00 %	3,737.22	3.65 %	3,737.22
CH34	39.19	31.74	0.15	80.99 %	30,528.40	10.00 %	3,052.84	3.65 %	3,052.84
CH03	83.09	64.18	0.15	77.24 %	53,073.50	0.00 %		3.65 %	5,307.35
MC05	14.81	11.28	0.00	76.19 %	2,998.40	0.00 %		3.65 %	
CH20	43.96	33.49	0.14	76.18 %	28,135.70	0.00 %		3.65 %	
CH41	28.46	21.40	0.13	75.20 %	32,369.30	0.00 %		3.65 %	
CH27	12.85	9.55	0.00	74.36 %	13,903.10	0.00 %		3.65 %	
CH23	16.89	11.55	0.00	68.41 %	11,812.50	0.00 %		3.65 %	
CH31	18.73	12.71	0.00	67.87 %	13,935.40	0.00 %		3.65 %	
CH06	39.07	26.06	0.00	66.71 %	23,599.20	0.00 %		3.65 %	
MC08	6.12	3.93	0.00	64.22 %	691.70	0.00 %		3.65 %	
CH15	98.78	60.73	0.17	61.48 %	55,706.20	0.00 %		3.65 %	
CH46	17.69	10.07	0.00	56.91 %	8,528.50	0.00 %		3.65 %	
CH24	36.82	20.72	0.19	56.28 %	22,074.50	0.00 %		3.65 %	
CH09	36.36	18.75	0.14	51.58 %	20,668.70	0.00 %		3.65 %	
CH32	6.43	3.18	0.00	49.51 %	2,235.30	0.00 %		3.65 %	
CH36	21.40	7.90	0.00	36.91 %	7,539.60	0.00 %		3.65 %	
CH01	3.14	0.70	0.00	22.13 %	676.00	0.00 %		3.65 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	14.45	0.00	0.00 %	3,750.00	0.00 %		0.00 %	
GHUB	0.00	6.06	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.34	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	0.71	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	1.38	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	1.50	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	18.42	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	0.82	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	0.89	11.91	0.00 %	0.00	0.00 %		0.00 %	