

Accu.Target
8,587.53 L

Sales
8,324.42 L

Achieved %
96.94 %

HO Budget+ %
0.00 %

Total Com.
76.24 L

Note : Sales Period is From :01-Aug-2025 To :08-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	638.93	754.68	118.12 %	0.00	0.00 %	0.00
WEST-02	795.65	897.34	112.78 %	0.00	0.00 %	0.00
SOUTH ARCOT	636.25	633.14	99.51 %	18,000.00	0.00 %	18,000.00
NORTH ARCOT	653.19	641.40	98.20 %	18,000.00	0.00 %	18,000.00
SOUTH-03	1,024.57	947.42	92.47 %	27,000.00	0.00 %	27,000.00
TRICHY-01	981.57	902.82	91.98 %	0.00	0.00 %	0.00
SOUTH-01	1,424.66	1,281.11	89.92 %	0.00	0.00 %	0.00
CHENNAI-02	1,098.68	971.11	88.39 %	0.00	0.00 %	0.00
CHENNAI-01	1,272.11	1,099.89	86.46 %	0.00	0.00 %	0.00
KL-SOUTH	61.93	46.95	75.81 %	0.00	0.00 %	0.00
OTHERS	0.00	148.56	0.00 %	0.00	0.00 %	0.00
Total	8,587.53	8,324.42	96.94 %		0.00 %	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	72.31	96.06	132.83%	0.00	0.00 %	0.00
	UAM1	118.61	146.65	123.64%	30,000.00	0.00 %	30,000.00
	CBE1	282.19	332.84	117.95%	60,000.00	0.00 %	60,000.00
	PLI1	91.01	98.49	108.21%	0.00	0.00 %	0.00
	TPR1	74.81	80.64	107.80%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	176.33	214.66	121.74%	60,000.00	0.00 %	60,000.00
	HSR1	169.83	197.17	116.10%	20,000.00	0.00 %	20,000.00
	SLM1	235.61	267.51	113.54%	40,000.00	0.00 %	40,000.00
	ERD1	213.88	218.00	101.93%	30,000.00	0.00 %	30,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	228.07	238.29	104.48%	30,000.00	0.00 %	30,000.00
	SA03	189.26	186.66	98.63%	7,500.00	0.00 %	7,500.00
	SA01	218.92	208.19	95.10%	15,000.00	0.00 %	15,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	225.23	226.35	100.50%	30,000.00	0.00 %	30,000.00
	NA03	197.81	193.40	97.77%	7,500.00	0.00 %	7,500.00
	NA01	230.14	221.66	96.31%	15,000.00	0.00 %	15,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	295.57	290.76	98.37%	15,000.00	0.00 %	15,000.00
	KKD2	212.55	208.19	97.95%	15,000.00	0.00 %	15,000.00
	KRR1	38.43	34.50	89.79%	0.00	0.00 %	0.00
	SVG1	165.10	147.77	89.50%	0.00	0.00 %	0.00
	DGL1	312.92	266.20	85.07%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	208.25	226.38	108.70%	30,000.00	0.00 %	30,000.00
	KUM1	210.48	207.84	98.74%	15,000.00	0.00 %	15,000.00
	TRY1	375.43	316.27	84.24%	0.00	0.00 %	0.00
	PTK1	187.41	152.33	81.28%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	186.78	209.42	112.12%	40,000.00	0.00 %	40,000.00
	KVT1	236.67	264.63	111.81%	40,000.00	0.00 %	40,000.00
	TVL1	237.00	230.81	97.39%	15,000.00	0.00 %	15,000.00
	TUT1	326.80	270.62	82.81%	0.00	0.00 %	0.00
	VNR1	168.62	132.50	78.58%	0.00	0.00 %	0.00
	NGR1	268.78	173.14	64.42%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	304.76	296.86	97.41%	15,000.00	0.00 %	15,000.00
	CH07	280.78	241.76	86.10%	0.00	0.00 %	0.00
	CH01	281.34	239.19	85.02%	0.00	0.00 %	0.00
	CH09	231.80	193.31	83.39%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	242.52	225.46	92.96%	15,000.00	0.00 %	15,000.00
	CH05	326.58	278.57	85.30%	0.00	0.00 %	0.00
	CH08	283.34	241.62	85.27%	0.00	0.00 %	0.00
	CH06	419.66	354.24	84.41%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	61.93	46.95	75.81%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.46	0.00%	0.00	0.00 %	0.00
	CH02	0.00	72.05	0.00%	0.00	0.00 %	0.00
	HO01	0.00	69.33	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	1.66	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	3.17	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)
PPI1	9.82	19.93	0.04	202.96 %	22,882.90	40.00 %	9,153.16	0.00 %	9,153.16
KMR1	44.66	89.68	-0.55	200.79 %	96,803.30	40.00 %	38,721.32	0.00 %	38,721.32
KMD1	10.62	18.86	0.00	177.53 %	30,185.70	40.00 %	12,074.28	0.00 %	12,074.28
DPM2	15.44	23.51	0.12	152.24 %	23,787.20	40.00 %	9,514.88	0.00 %	9,514.88
GBM1	13.88	20.69	0.07	149.07 %	12,469.40	40.00 %	4,987.76	0.00 %	4,987.76
CBE6	19.36	27.82	0.15	143.68 %	28,920.30	40.00 %	11,568.12	0.00 %	11,568.12
KGI1	18.11	25.80	0.00	142.47 %	20,053.50	40.00 %	8,021.40	0.00 %	8,021.40
PDM1	10.14	14.31	0.10	141.07 %	14,672.30	40.00 %	5,868.92	0.00 %	5,868.92
ANR1	5.03	6.62	0.62	131.74 %	9,214.20	40.00 %	3,685.68	0.00 %	3,685.68
KGM1	10.84	14.23	0.14	131.25 %	15,972.70	40.00 %	6,389.08	0.00 %	6,389.08
CNR1	15.81	20.56	0.00	130.02 %	18,089.80	40.00 %	7,235.92	0.00 %	7,235.92
AVI1	15.59	20.14	0.16	129.21 %	16,855.90	40.00 %	6,742.36	0.00 %	6,742.36
MPM1	19.16	24.35	0.15	127.08 %	31,207.50	40.00 %	12,483.00	0.00 %	12,483.00
TPR3	13.37	16.83	-0.20	125.87 %	26,172.70	40.00 %	10,469.08	0.00 %	10,469.08
GDR1	14.65	18.13	-0.10	123.78 %	12,288.00	40.00 %	4,915.20	0.00 %	4,915.20
CBE1	20.35	24.42	-0.39	120.01 %	29,655.80	40.00 %	11,862.32	0.00 %	11,862.32
SUL1	17.13	19.69	0.06	114.96 %	25,632.50	30.00 %	7,689.75	0.00 %	7,689.75
SYM2	14.82	16.47	0.00	111.08 %	14,935.10	30.00 %	4,480.53	0.00 %	4,480.53
TPR2	32.92	36.53	0.15	110.97 %	28,729.10	30.00 %	8,618.73	0.00 %	8,618.73
CBE2	106.70	114.03	-0.01	106.86 %	96,494.90	25.00 %	24,123.73	0.00 %	24,123.73
UAM1	40.26	38.96	0.15	96.77 %	34,254.90	20.00 %	6,850.98	0.00 %	6,850.98
UMP1	19.93	19.16	0.00	96.17 %	10,475.00	20.00 %	2,095.00	0.00 %	2,095.00
TPR1	28.52	27.28	0.00	95.66 %	28,539.40	20.00 %	5,707.88	0.00 %	5,707.88
TPR4	13.18	12.21	0.80	92.63 %	11,049.40	15.00 %	1,657.41	0.00 %	1,657.41
CBE3	12.35	10.99	-0.25	89.01 %	10,460.30	10.00 %	1,046.03	0.00 %	1,046.03
CBE4	33.99	28.26	-0.06	83.13 %	39,334.20	10.00 %	3,933.42	0.00 %	3,933.42
PLI1	34.66	27.27	0.00	78.70 %	26,126.80	0.00 %		0.00 %	
SNR1	27.64	17.96	0.00	64.98 %	24,191.30	0.00 %		0.00 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	12.79	27.24	0.00	212.96 %	25,930.80	40.00 %	10,372.32	0.00 %	10,372.32
SLM2	21.10	33.71	0.07	159.75 %	20,642.50	40.00 %	8,257.00	0.00 %	8,257.00
ATU1	29.73	43.66	0.00	146.87 %	32,643.70	40.00 %	13,057.48	0.00 %	13,057.48
KVP1	14.54	20.62	-0.01	141.87 %	15,717.50	40.00 %	6,287.00	0.00 %	6,287.00
TRM1	27.02	38.01	0.00	140.69 %	35,037.30	40.00 %	14,014.92	0.00 %	14,014.92
BMD1	18.33	25.59	0.00	139.61 %	23,765.20	40.00 %	9,506.08	0.00 %	9,506.08
VPD1	24.55	34.22	0.00	139.41 %	39,730.60	40.00 %	15,892.24	0.00 %	15,892.24
HRR1	18.27	24.31	0.18	133.06 %	16,958.40	40.00 %	6,783.36	0.00 %	6,783.36
RSP1	19.54	25.27	-0.06	129.37 %	29,345.10	40.00 %	11,738.04	0.00 %	11,738.04
DPR1	13.41	17.26	0.03	128.74 %	14,995.10	40.00 %	5,998.04	0.00 %	5,998.04
KRI1	23.73	30.54	0.22	128.72 %	24,613.10	40.00 %	9,845.24	0.00 %	9,845.24
NKL2	30.82	39.08	-0.11	126.79 %	40,809.90	40.00 %	16,323.96	0.00 %	16,323.96
MCR1	24.13	30.58	0.00	126.76 %	30,341.70	40.00 %	12,136.68	0.00 %	12,136.68
PMP1	17.41	21.88	0.09	125.65 %	16,316.10	40.00 %	6,526.44	0.00 %	6,526.44
DPR2	16.96	20.65	0.00	121.74 %	17,232.40	40.00 %	6,892.96	0.00 %	6,892.96
TCG1	13.69	16.47	0.00	120.32 %	10,059.00	40.00 %	4,023.60	0.00 %	4,023.60
PLC1	16.62	19.74	0.00	118.75 %	23,196.90	30.00 %	6,959.07	0.00 %	6,959.07
SGG1	8.61	9.55	0.00	110.95 %	8,386.00	30.00 %	2,515.80	0.00 %	2,515.80
CMI1	10.52	11.61	0.00	110.31 %	15,734.40	30.00 %	4,720.32	0.00 %	4,720.32
EDP1	13.26	14.56	0.51	109.80 %	8,904.10	25.00 %	2,226.03	0.00 %	2,226.03
OML1	23.74	25.69	0.00	108.18 %	22,572.10	25.00 %	5,643.03	0.00 %	5,643.03
SLM1	69.43	72.32	0.00	104.16 %	47,945.20	25.00 %	11,986.30	0.00 %	11,986.30
ERD2	41.61	41.02	0.12	98.58 %	44,360.30	20.00 %	8,872.06	0.00 %	8,872.06
HSR2	48.09	45.90	-0.03	95.45 %	35,444.00	20.00 %	7,088.80	0.00 %	7,088.80
EPI1	20.59	19.52	-0.05	94.81 %	18,013.40	15.00 %	2,702.01	0.00 %	2,702.01
MTR1	34.47	32.57	0.00	94.48 %	31,633.70	15.00 %	4,745.06	0.00 %	4,745.06
PDR1	11.17	10.43	0.35	93.38 %	14,560.70	15.00 %	2,184.11	0.00 %	2,184.11
VKL1	14.44	13.10	0.00	90.70 %	15,014.30	15.00 %	2,252.15	0.00 %	2,252.15
SLM3	37.67	34.12	0.03	90.58 %	27,646.20	15.00 %	4,146.93	0.00 %	4,146.93
HSR1	36.65	31.25	-0.08	85.26 %	34,497.90	10.00 %	3,449.79	0.00 %	3,449.79
ERD1	46.27	37.62	0.22	81.30 %	29,709.90	10.00 %	2,970.99	0.00 %	2,970.99
KMM1	17.22	13.85	0.05	80.48 %	13,706.20	10.00 %	1,370.62	0.00 %	1,370.62
APN1	19.28	15.39	0.00	79.82 %	18,838.60	0.00 %		0.00 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	16.13	26.65	0.00	165.22 %	17,372.10	40.00 %	6,948.84	0.00 %	6,948.84
POY1	54.03	65.06	0.06	120.43 %	66,390.30	40.00 %	26,556.12	0.00 %	26,556.12
KKI2	40.79	48.03	0.18	117.73 %	31,114.30	30.00 %	9,334.29	0.00 %	9,334.29
TRK1	35.75	41.77	0.13	116.85 %	40,995.80	30.00 %	12,298.74	0.00 %	12,298.74
VCM1	21.10	23.61	0.06	111.88 %	15,152.40	30.00 %	4,545.72	0.00 %	4,545.72
ULP1	33.94	37.67	0.09	111.01 %	30,298.40	30.00 %	9,089.52	0.00 %	9,089.52
SJI1	30.29	32.70	0.04	107.93 %	18,969.00	25.00 %	4,742.25	0.00 %	4,742.25
CDM1	39.11	42.14	0.07	107.77 %	34,918.60	25.00 %	8,729.65	0.00 %	8,729.65
CUD1	66.71	68.67	0.07	102.93 %	63,052.90	25.00 %	15,763.23	0.00 %	15,763.23
KLM1	34.22	34.79	0.09	101.66 %	37,953.90	25.00 %	9,488.48	0.00 %	9,488.48
TDM1	27.58	27.76	0.06	100.68 %	18,078.70	25.00 %	4,519.68	0.00 %	4,519.68
VPM1	13.30	13.36	0.28	100.51 %	7,788.50	25.00 %	1,947.13	0.00 %	1,947.13
VPM2	32.01	31.99	0.00	99.93 %	23,940.70	20.00 %	4,788.14	0.00 %	4,788.14
MKM1	15.73	14.53	0.00	92.38 %	12,871.90	15.00 %	1,930.79	0.00 %	1,930.79
STP1	15.27	13.50	0.53	88.40 %	11,119.00	10.00 %	1,111.90	0.00 %	1,111.90
NVL2	35.17	29.87	0.13	84.94 %	23,040.90	10.00 %	2,304.09	0.00 %	2,304.09
TVM2	27.99	23.54	0.00	84.12 %	11,064.70	10.00 %	1,106.47	0.00 %	1,106.47
TVM1	22.35	15.53	1.00	69.51 %	8,484.40	0.00 %		0.00 %	
PRT1	26.55	16.81	0.14	63.31 %	14,825.30	0.00 %		0.00 %	
POY2	48.24	25.14	0.00	52.12 %	24,735.00	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRR1	40.13	53.33	0.08	132.90 %	43,919.70	40.00 %	17,567.88	0.00 %	17,567.88
VNB1	17.05	21.40	0.20	125.53 %	17,668.50	40.00 %	7,067.40	0.00 %	7,067.40
CPT1	13.61	16.64	-0.03	122.34 %	18,714.00	40.00 %	7,485.60	0.00 %	7,485.60
BGR1	11.77	14.13	0.00	120.01 %	16,300.10	40.00 %	6,520.04	0.00 %	6,520.04
AKM1	29.92	34.54	-0.07	115.45 %	38,293.00	30.00 %	11,487.90	0.00 %	11,487.90
WJP1	20.90	23.34	0.00	111.70 %	26,888.70	30.00 %	8,066.61	0.00 %	8,066.61
GDM1	20.58	22.49	0.00	109.28 %	17,040.70	25.00 %	4,260.18	0.00 %	4,260.18
ANI1	13.30	14.06	0.00	105.77 %	11,894.50	25.00 %	2,973.63	0.00 %	2,973.63
VSI1	25.86	27.21	0.32	105.20 %	34,743.80	25.00 %	8,685.95	0.00 %	8,685.95
ARC2	21.01	21.40	0.00	101.89 %	17,293.60	25.00 %	4,323.40	0.00 %	4,323.40
TRL1	45.57	45.78	0.15	100.45 %	35,964.90	25.00 %	8,991.23	0.00 %	8,991.23
PLR1	13.39	13.42	0.00	100.25 %	9,448.10	25.00 %	2,362.03	0.00 %	2,362.03
SLG1	15.65	15.63	0.00	99.85 %	15,786.90	20.00 %	3,157.38	0.00 %	3,157.38
CGM1	22.78	21.83	0.00	95.82 %	15,644.00	20.00 %	3,128.80	0.00 %	3,128.80
KPM1	23.61	22.28	0.00	94.39 %	18,650.40	15.00 %	2,797.56	0.00 %	2,797.56
WJD1	27.54	25.94	0.00	94.18 %	22,773.40	15.00 %	3,416.01	0.00 %	3,416.01
ABR1	26.29	24.36	-0.01	92.64 %	22,537.80	15.00 %	3,380.67	0.00 %	3,380.67
TRT1	22.33	20.11	0.04	90.05 %	17,742.40	10.00 %	1,774.24	0.00 %	1,774.24
PTU1	9.79	8.68	0.00	88.71 %	7,249.60	10.00 %	724.96	0.00 %	724.96
CYR1	18.53	16.10	0.00	86.89 %	13,355.30	10.00 %	1,335.53	0.00 %	1,335.53
VEL2	45.96	39.69	-0.21	86.35 %	42,701.00	10.00 %	4,270.10	0.00 %	4,270.10
UGI1	17.63	15.12	0.13	85.79 %	12,979.40	10.00 %	1,297.94	0.00 %	1,297.94
KPM2	75.35	63.99	0.13	84.92 %	43,596.60	10.00 %	4,359.66	0.00 %	4,359.66
SBR1	35.61	30.09	0.40	84.52 %	35,975.50	10.00 %	3,597.55	0.00 %	3,597.55
VEL1	39.06	29.84	0.00	76.40 %	33,391.00	0.00 %		0.00 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SVG1	22.01	32.00	0.00	145.41 %	40,197.40	40.00 %	16,078.96	0.00 %	16,078.96
TEN2	20.64	26.89	0.09	130.25 %	18,044.80	40.00 %	7,217.92	0.00 %	7,217.92
SGP1	19.34	24.06	0.05	124.39 %	52,416.70	40.00 %	20,966.68	0.00 %	20,966.68
DKI1	24.63	29.68	0.06	120.52 %	43,746.80	40.00 %	17,498.72	0.00 %	17,498.72
ADP1	17.27	20.78	-0.09	120.30 %	20,930.30	40.00 %	8,372.12	0.00 %	8,372.12
CBM1	30.11	36.11	0.04	119.92 %	35,888.90	30.00 %	10,766.67	0.00 %	10,766.67
PKM1	12.97	15.39	0.02	118.71 %	15,332.50	30.00 %	4,599.75	0.00 %	4,599.75
TMM1	33.36	39.35	-0.37	117.96 %	26,157.40	30.00 %	7,847.22	0.00 %	7,847.22
PNI1	13.03	14.37	0.62	110.24 %	12,336.20	30.00 %	3,700.86	0.00 %	3,700.86
MDU6	43.91	47.97	0.03	109.23 %	39,429.50	25.00 %	9,857.38	0.00 %	9,857.38
PNV1	12.45	13.26	0.00	106.45 %	11,021.80	25.00 %	2,755.45	0.00 %	2,755.45
PVI1	23.25	24.31	0.27	104.56 %	30,639.90	25.00 %	7,659.98	0.00 %	7,659.98
DGL2	19.35	20.15	0.00	104.11 %	20,904.30	25.00 %	5,226.08	0.00 %	5,226.08
TPT1	24.29	24.63	0.00	101.39 %	36,899.60	25.00 %	9,224.90	0.00 %	9,224.90
TDI1	18.82	17.96	0.00	95.41 %	22,902.30	20.00 %	4,580.46	0.00 %	4,580.46
MPA1	26.18	24.71	0.01	94.38 %	31,550.20	15.00 %	4,732.53	0.00 %	4,732.53
MDU2	55.96	52.71	0.07	94.18 %	45,398.60	15.00 %	6,809.79	0.00 %	6,809.79
DGL1	67.40	62.02	0.14	92.01 %	55,199.90	15.00 %	8,279.99	0.00 %	8,279.99
BNR1	18.99	17.40	0.06	91.63 %	18,812.20	15.00 %	2,821.83	0.00 %	2,821.83
KRR1	22.12	20.25	0.00	91.56 %	30,808.10	15.00 %	4,621.22	0.00 %	4,621.22
NKI1	15.25	13.52	-0.11	88.65 %	14,547.00	10.00 %	1,454.70	0.00 %	1,454.70
BTU1	12.52	11.04	0.00	88.14 %	12,794.80	10.00 %	1,279.48	0.00 %	1,279.48
TEN1	29.52	25.91	0.00	87.76 %	20,689.10	10.00 %	2,068.91	0.00 %	2,068.91
ODM1	16.31	14.25	0.00	87.39 %	13,704.10	10.00 %	1,370.41	0.00 %	1,370.41
KKD2	30.93	26.93	0.00	87.07 %	27,251.90	10.00 %	2,725.19	0.00 %	2,725.19
MDU1	142.00	118.36	0.07	83.35 %	85,835.70	10.00 %	8,583.57	0.00 %	8,583.57
MDU4	28.60	23.37	0.16	81.72 %	19,157.20	10.00 %	1,915.72	0.00 %	1,915.72
ATG1	43.69	35.58	0.08	81.43 %	38,065.60	10.00 %	3,806.56	0.00 %	3,806.56
CMR1	15.41	12.22	0.05	79.26 %	7,890.20	0.00 %		0.00 %	
MDU3	35.14	27.41	0.65	78.01 %	29,906.20	0.00 %		0.00 %	
MNM1	15.15	11.78	0.09	77.79 %	15,879.80	0.00 %		0.00 %	
KPT1	18.45	14.10	-0.11	76.43 %	14,538.30	0.00 %		0.00 %	
MDU5	26.86	19.30	0.00	71.87 %	24,889.80	0.00 %		0.00 %	
USL1	28.61	14.27	0.72	49.87 %	13,655.70	0.00 %		0.00 %	
NTM1	18.09	7.28	0.77	40.27 %	5,651.20	0.00 %		0.00 %	
MLR1	21.93	8.10	0.00	36.94 %	9,533.10	0.00 %		0.00 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KIK1	23.74	36.02	-0.58	151.77 %	34,288.50	40.00 %	13,715.40	0.00 %	13,715.40
TVR1	15.75	20.36	0.00	129.21 %	15,872.60	40.00 %	6,349.04	0.00 %	6,349.04
PDK1	16.52	20.68	0.05	125.19 %	18,706.40	40.00 %	7,482.56	0.00 %	7,482.56
TTP1	26.88	31.89	0.12	118.66 %	22,920.50	30.00 %	6,876.15	0.00 %	6,876.15
NCK1	12.21	14.07	0.00	115.25 %	9,195.90	30.00 %	2,758.77	0.00 %	2,758.77
TRY3	25.00	27.96	-0.27	111.85 %	21,484.60	30.00 %	6,445.38	0.00 %	6,445.38
PBR2	60.83	65.79	-0.23	108.15 %	48,798.60	25.00 %	12,199.65	0.00 %	12,199.65
KRN1	15.06	16.27	-0.13	108.06 %	16,927.10	25.00 %	4,231.78	0.00 %	4,231.78
MVM1	48.86	51.98	0.07	106.39 %	60,034.20	25.00 %	15,008.55	0.00 %	15,008.55
AYR1	21.05	21.66	0.17	102.94 %	15,578.80	25.00 %	3,894.70	0.00 %	3,894.70
TNJ2	47.74	49.08	0.01	102.80 %	41,404.00	25.00 %	10,351.00	0.00 %	10,351.00
TYR1	36.12	36.69	0.00	101.59 %	30,254.00	25.00 %	7,563.50	0.00 %	7,563.50
ORU1	19.38	19.11	0.00	98.63 %	23,832.30	20.00 %	4,766.46	0.00 %	4,766.46
JKM1	28.82	28.39	0.12	98.49 %	23,502.10	20.00 %	4,700.42	0.00 %	4,700.42
TNJ1	64.77	63.55	0.01	98.11 %	47,691.10	20.00 %	9,538.22	0.00 %	9,538.22
TVR2	40.95	40.15	0.06	98.06 %	31,351.70	20.00 %	6,270.34	0.00 %	6,270.34
PBR1	19.36	18.34	0.01	94.72 %	13,589.50	15.00 %	2,038.43	0.00 %	2,038.43
MSI1	21.51	20.22	0.00	93.99 %	19,518.90	15.00 %	2,927.84	0.00 %	2,927.84
NMM1	21.15	18.13	0.00	85.73 %	21,936.70	10.00 %	2,193.67	0.00 %	2,193.67
KUM1	63.89	52.90	0.07	82.79 %	46,878.30	10.00 %	4,687.83	0.00 %	4,687.83
MDI1	42.39	34.11	0.03	80.46 %	34,489.90	10.00 %	3,448.99	0.00 %	3,448.99
APM1	15.62	11.66	0.42	74.67 %	13,956.40	0.00 %		0.00 %	
PTK1	45.51	33.62	0.17	73.86 %	29,962.40	0.00 %		0.00 %	
TRY1	187.76	133.70	0.06	71.21 %	87,734.80	0.00 %		0.00 %	
NGT1	35.85	22.91	0.19	63.92 %	18,076.80	0.00 %		0.00 %	
TRY2	24.84	13.56	0.00	54.59 %	11,814.70	0.00 %		0.00 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	10.63	34.04	0.00	320.15 %	31,608.90	40.00 %	12,643.56	0.00 %	12,643.56
PKD1	28.37	40.58	0.00	143.04 %	33,828.20	40.00 %	13,531.28	0.00 %	13,531.28
TKS2	47.69	64.23	0.61	134.70 %	44,016.10	40.00 %	17,606.44	0.00 %	17,606.44
ASM1	18.88	22.95	0.00	121.58 %	26,105.80	40.00 %	10,442.32	0.00 %	10,442.32
STU2	14.60	17.26	0.71	118.18 %	11,041.60	30.00 %	3,312.48	0.00 %	3,312.48
KVT1	67.30	77.13	0.01	114.61 %	92,183.70	30.00 %	27,655.11	0.00 %	27,655.11
KYR1	16.20	18.25	0.14	112.60 %	18,043.10	30.00 %	5,412.93	0.00 %	5,412.93
TKS1	42.64	47.76	0.16	112.01 %	47,379.20	30.00 %	14,213.76	0.00 %	14,213.76
KGL1	18.94	21.01	0.26	110.97 %	18,717.60	30.00 %	5,615.28	0.00 %	5,615.28
RPM1	41.21	45.66	-0.12	110.82 %	44,187.50	30.00 %	13,256.25	0.00 %	13,256.25
PDI1	20.57	22.28	0.00	108.31 %	19,224.50	25.00 %	4,806.13	0.00 %	4,806.13
VNR1	18.28	19.76	0.00	108.09 %	17,079.30	25.00 %	4,269.83	0.00 %	4,269.83
TUT2	59.02	59.09	0.14	100.12 %	42,562.40	25.00 %	10,640.60	0.00 %	10,640.60
APK1	32.37	32.25	0.00	99.62 %	42,448.70	20.00 %	8,489.74	0.00 %	8,489.74
TCN1	35.31	34.71	0.19	98.29 %	42,145.00	20.00 %	8,429.00	0.00 %	8,429.00
TVL1	138.60	136.08	0.11	98.19 %	110,394.70	20.00 %	22,078.94	0.00 %	22,078.94
SDI1	19.67	19.27	0.13	97.99 %	14,525.80	20.00 %	2,905.16	0.00 %	2,905.16
KSM1	12.35	12.04	0.00	97.50 %	8,423.80	20.00 %	1,684.76	0.00 %	1,684.76
ARM1	13.65	13.14	1.28	96.24 %	9,705.90	20.00 %	1,941.18	0.00 %	1,941.18
SVK1	43.88	40.82	-0.05	93.03 %	34,414.80	15.00 %	5,162.22	0.00 %	5,162.22
UDN1	17.84	16.58	0.22	92.94 %	12,563.10	15.00 %	1,884.47	0.00 %	1,884.47
VLV1	48.67	44.20	0.08	90.82 %	35,131.50	15.00 %	5,269.73	0.00 %	5,269.73
SNL1	28.23	25.63	0.24	90.81 %	15,390.70	15.00 %	2,308.61	0.00 %	2,308.61
RND1	42.47	37.87	0.61	89.17 %	40,415.00	10.00 %	4,041.50	0.00 %	4,041.50
TKY1	24.20	21.57	0.00	89.11 %	22,423.30	10.00 %	2,242.33	0.00 %	2,242.33
TUT1	156.35	135.11	0.02	86.41 %	164,163.00	10.00 %	16,416.30	0.00 %	16,416.30
TVL2	17.21	14.43	0.30	83.86 %	6,353.60	10.00 %	635.36	0.00 %	635.36
MAR1	51.50	36.59	0.14	71.04 %	28,841.80	0.00 %		0.00 %	
COL1	11.46	7.94	0.00	69.30 %	7,773.30	0.00 %		0.00 %	
SGT1	15.01	10.21	0.00	68.02 %	6,710.00	0.00 %		0.00 %	
MMT1	26.82	17.00	-0.02	63.39 %	16,021.40	0.00 %		0.00 %	
VNR2	74.09	39.67	0.25	53.55 %	45,655.90	0.00 %		0.00 %	
TYI1	35.14	18.65	0.11	53.07 %	24,337.30	0.00 %		0.00 %	
VKM1	28.87	13.87	0.00	48.04 %	21,770.60	0.00 %		0.00 %	
NGR1	123.50	56.98	0.40	46.14 %	35,485.70	0.00 %		0.00 %	
ERL1	23.14	6.47	0.59	27.97 %	8,037.90	0.00 %		0.00 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	13.24	18.65	0.17	140.83 %	16,500.60	40.00 %	6,600.24	0.00 %	6,600.24
CH44	33.49	38.56	0.10	115.14 %	31,012.50	30.00 %	9,303.75	0.00 %	9,303.75
CH06	44.61	49.84	0.02	111.72 %	46,901.60	30.00 %	14,070.48	0.00 %	14,070.48
CH41	35.32	38.59	0.31	109.26 %	36,458.40	25.00 %	9,114.60	0.00 %	9,114.60
UKI1	23.05	24.31	0.22	105.46 %	20,821.20	25.00 %	5,205.30	0.00 %	5,205.30
PON1	24.50	25.69	0.25	104.86 %	22,968.00	25.00 %	5,742.00	0.00 %	5,742.00
CH34	45.15	46.23	0.25	102.39 %	39,752.30	25.00 %	9,938.08	0.00 %	9,938.08
CH12	56.05	53.92	0.31	96.20 %	50,399.70	20.00 %	10,079.94	0.00 %	10,079.94
CH31	16.80	15.86	0.00	94.41 %	15,014.30	15.00 %	2,252.15	0.00 %	2,252.15
MJR1	48.25	45.12	0.05	93.51 %	35,388.60	15.00 %	5,308.29	0.00 %	5,308.29
GPD1	36.98	33.97	0.00	91.87 %	21,992.80	15.00 %	3,298.92	0.00 %	3,298.92
CH33	40.89	36.83	0.10	90.09 %	33,517.40	10.00 %	3,351.74	0.00 %	3,351.74
MC05	15.77	14.19	0.00	90.01 %	4,669.60	10.00 %	466.96	0.00 %	466.96
CH15	119.13	107.02	0.20	89.84 %	93,300.80	10.00 %	9,330.08	0.00 %	9,330.08
CH43	31.29	27.92	0.13	89.26 %	28,745.90	10.00 %	2,874.59	0.00 %	2,874.59
CH21	77.57	68.78	0.02	88.67 %	53,305.70	10.00 %	5,330.57	0.00 %	5,330.57
CH03	105.92	93.85	0.13	88.60 %	91,053.60	10.00 %	9,105.36	0.00 %	9,105.36
CH17	23.88	19.68	0.48	82.39 %	21,316.20	10.00 %	2,131.62	0.00 %	2,131.62
CH18	58.13	47.37	0.21	81.50 %	54,228.30	10.00 %	5,422.83	0.00 %	5,422.83
CH32	9.88	7.67	0.05	77.65 %	7,835.20	0.00 %		0.00 %	
MC06	11.76	8.75	0.00	74.36 %	6,259.80	0.00 %		0.00 %	
CH20	59.55	43.80	0.16	73.56 %	36,590.90	0.00 %		0.00 %	
CH09	45.89	33.51	0.00	73.01 %	28,136.30	0.00 %		0.00 %	
CH24	45.27	32.24	0.18	71.22 %	34,312.90	0.00 %		0.00 %	
CH36	19.58	12.19	-1.07	62.24 %	10,329.90	0.00 %		0.00 %	
CH46	24.07	13.47	1.35	55.95 %	13,725.40	0.00 %		0.00 %	
CH23	21.59	10.46	0.13	48.43 %	8,445.20	0.00 %		0.00 %	
MC08	5.41	1.38	0.00	25.45 %	307.10	0.00 %		0.00 %	
CH01	5.65	1.26	0.00	22.28 %	893.20	0.00 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH11	44.90	59.20	0.26	131.87 %	40,296.40	40.00 %	16,118.56	0.00 %	16,118.56
TKM1	19.74	22.89	0.01	115.94 %	24,082.10	30.00 %	7,224.63	0.00 %	7,224.63
MRM1	30.82	33.58	0.05	108.97 %	36,447.10	25.00 %	9,111.78	0.00 %	9,111.78
CH48	48.61	52.62	0.08	108.24 %	86,810.20	25.00 %	21,702.55	0.00 %	21,702.55
GUD2	34.75	36.35	0.00	104.61 %	30,788.20	25.00 %	7,697.05	0.00 %	7,697.05
CH28	44.88	45.99	0.00	102.48 %	57,649.70	25.00 %	14,412.43	0.00 %	14,412.43
CH08	76.99	76.40	0.09	99.24 %	103,527.40	20.00 %	20,705.48	0.00 %	20,705.48
CH37	15.60	15.33	0.00	98.31 %	15,718.20	20.00 %	3,143.64	0.00 %	3,143.64
CH45	36.86	35.77	0.04	97.06 %	35,080.80	20.00 %	7,016.16	0.00 %	7,016.16
GUD1	39.42	36.98	0.14	93.80 %	48,146.40	15.00 %	7,221.96	0.00 %	7,221.96
CH35	30.36	27.21	0.02	89.63 %	21,849.00	10.00 %	2,184.90	0.00 %	2,184.90
CH38	29.80	26.65	0.00	89.41 %	35,962.50	10.00 %	3,596.25	0.00 %	3,596.25
CH14	90.66	80.91	0.35	89.25 %	71,912.40	10.00 %	7,191.24	0.00 %	7,191.24
AVD1	49.19	43.86	0.07	89.17 %	35,358.20	10.00 %	3,535.82	0.00 %	3,535.82
KNR1	29.90	26.23	0.04	87.75 %	27,772.50	10.00 %	2,777.25	0.00 %	2,777.25
CH05	74.92	64.76	0.08	86.44 %	57,375.70	10.00 %	5,737.57	0.00 %	5,737.57
SKL1	29.55	25.44	0.37	86.08 %	34,497.70	10.00 %	3,449.77	0.00 %	3,449.77
CH19	61.79	50.16	0.08	81.18 %	54,783.80	10.00 %	5,478.38	0.00 %	5,478.38
MC10	13.73	11.09	0.15	80.78 %	6,985.90	10.00 %	698.59	0.00 %	698.59
CH16	89.04	70.95	0.05	79.69 %	77,532.10	0.00 %		0.00 %	
CH22	45.25	35.76	0.04	79.02 %	35,485.50	0.00 %		0.00 %	
CH30	51.44	39.55	0.15	76.89 %	26,121.70	0.00 %		0.00 %	
CH42	68.35	50.67	0.11	74.14 %	50,588.50	0.00 %		0.00 %	
CH07	64.60	46.20	0.52	71.53 %	42,691.90	0.00 %		0.00 %	
CH39	30.37	21.05	0.25	69.31 %	25,547.10	0.00 %		0.00 %	
CGL1	37.64	23.35	0.38	62.03 %	25,789.00	0.00 %		0.00 %	
CH40	32.63	19.89	0.00	60.94 %	10,187.20	0.00 %		0.00 %	
MC09	8.85	4.92	0.00	55.63 %	3,173.70	0.00 %		0.00 %	
CH26	14.42	6.94	0.01	48.14 %	6,309.10	0.00 %		0.00 %	
CH29	15.61	5.91	2.20	37.87 %	5,840.60	0.00 %		0.00 %	
MC02	11.45	3.24	0.00	28.29 %	1,772.60	0.00 %		0.00 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	46.68	35.99	0.67	77.10 %	26,760.20	0.00 %		0.00 %	
PAS1	15.25	10.96	0.00	71.86 %	8,749.10	0.00 %		0.00 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	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	56.28	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	3.17	0.13	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	1.66	2.16	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	7.43	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 %	