

Accu.Target
9,660.98 L

Sales
9,747.68 L

Achieved %
100.90 %

HO Budget+ %
0.00 %

Total Com.
87.39 L

Note : Sales Period is From :01-Aug-2025 To :09-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	718.80	820.16	114.10 %	0.00	0.00 %	0.00
WEST-02	895.11	993.62	111.01 %	0.00	0.00 %	0.00
TRICHY-01	1,104.27	1,207.60	109.36 %	0.00	0.00 %	0.00
NORTH ARCOT	734.84	799.57	108.81 %	42,000.00	0.00 %	42,000.00
SOUTH ARCOT	715.78	757.61	105.84 %	42,000.00	0.00 %	42,000.00
SOUTH-03	1,152.64	1,107.91	96.12 %	33,000.00	0.00 %	33,000.00
CHENNAI-02	1,236.02	1,121.32	90.72 %	33,000.00	0.00 %	33,000.00
SOUTH-01	1,602.74	1,447.23	90.30 %	0.00	0.00 %	0.00
CHENNAI-01	1,431.12	1,274.79	89.08 %	0.00	0.00 %	0.00
KL-SOUTH	69.67	61.97	88.96 %	0.00	0.00 %	0.00
OTHERS	0.00	155.90	0.00 %	0.00	0.00 %	0.00
Total	9,660.98	9,747.68	100.90 %		0.00 %	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	81.35	108.04	132.81%	40,000.00	0.00 %	40,000.00
	UAM1	133.44	156.45	117.24%	20,000.00	0.00 %	20,000.00
	CBE1	317.46	357.74	112.69%	60,000.00	0.00 %	60,000.00
	PLI1	102.39	109.68	107.12%	15,000.00	0.00 %	15,000.00
	TPR1	84.16	88.24	104.85%	0.00	0.00 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	198.37	233.57	117.74%	40,000.00	0.00 %	40,000.00
	HSR1	191.06	219.71	115.00%	40,000.00	0.00 %	40,000.00
	SLM1	265.06	301.77	113.85%	60,000.00	0.00 %	60,000.00
	ERD1	240.62	238.58	99.15%	15,000.00	0.00 %	15,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	236.80	292.00	123.31%	60,000.00	0.00 %	60,000.00
	TNJ1	234.28	276.78	118.14%	40,000.00	0.00 %	40,000.00
	PTK1	210.83	214.77	101.87%	30,000.00	0.00 %	30,000.00
	TRY1	422.36	424.05	100.40%	60,000.00	0.00 %	60,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	253.39	290.14	114.50%	40,000.00	0.00 %	40,000.00
	NA01	258.91	276.97	106.97%	30,000.00	0.00 %	30,000.00
	NA03	222.54	232.46	104.46%	30,000.00	0.00 %	30,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	212.91	238.98	112.24%	40,000.00	0.00 %	40,000.00
	SA02	256.58	282.69	110.18%	40,000.00	0.00 %	40,000.00
	SA01	246.29	235.93	95.80%	15,000.00	0.00 %	15,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	185.74	193.56	104.21%	15,000.00	0.00 %	15,000.00
	MDU2	332.52	333.35	100.25%	45,000.00	0.00 %	45,000.00
	KKD2	239.12	238.26	99.64%	15,000.00	0.00 %	15,000.00
	KRR1	43.23	38.01	87.93%	0.00	0.00 %	0.00
	DGL1	352.04	304.73	86.56%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	342.85	344.78	100.56%	45,000.00	0.00 %	45,000.00
	CH07	315.88	280.38	88.76%	0.00	0.00 %	0.00
	CH01	316.51	273.48	86.40%	0.00	0.00 %	0.00
	CH09	260.78	222.69	85.39%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	266.26	298.97	112.29%	40,000.00	0.00 %	40,000.00
	TKS1	210.13	233.77	111.25%	40,000.00	0.00 %	40,000.00
	TVL1	266.63	270.42	101.42%	30,000.00	0.00 %	30,000.00
	TUT1	367.66	308.35	83.87%	0.00	0.00 %	0.00
	VNR1	189.70	142.67	75.21%	0.00	0.00 %	0.00
	NGR1	302.38	193.05	63.84%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	272.84	263.47	96.57%	15,000.00	0.00 %	15,000.00
	CH08	318.76	284.19	89.15%	0.00	0.00 %	0.00
	CH06	472.12	412.95	87.47%	0.00	0.00 %	0.00
	CH05	367.41	314.18	85.51%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	69.67	61.97	88.96%	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	72.06	0.00%	0.00	0.00 %	0.00
	HO01	0.00	76.47	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	3.36	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)
PPI1	11.05	20.75	0.04	187.81 %	23,964.10	40.00 %	9,585.64	0.00 %	9,585.64
KMR1	50.25	92.28	-0.50	183.66 %	100,268.30	40.00 %	40,107.32	0.00 %	40,107.32
KMD1	11.95	20.27	0.00	169.62 %	31,653.30	40.00 %	12,661.32	0.00 %	12,661.32
GBM1	15.61	22.76	0.06	145.77 %	13,703.20	40.00 %	5,481.28	0.00 %	5,481.28
DPM2	17.37	25.02	0.12	144.00 %	25,476.90	40.00 %	10,190.76	0.00 %	10,190.76
PDM1	11.41	15.71	0.09	137.65 %	16,267.00	40.00 %	6,506.80	0.00 %	6,506.80
KGI1	20.37	27.85	0.00	136.71 %	20,878.20	40.00 %	8,351.28	0.00 %	8,351.28
ANR1	5.66	7.68	0.54	135.78 %	10,660.00	40.00 %	4,264.00	0.00 %	4,264.00
CBE6	21.78	29.49	0.17	135.39 %	31,294.00	40.00 %	12,517.60	0.00 %	12,517.60
KGM1	12.20	15.88	0.12	130.16 %	17,152.30	40.00 %	6,860.92	0.00 %	6,860.92
AVI1	17.54	21.92	0.23	124.96 %	18,017.10	40.00 %	7,206.84	0.00 %	7,206.84
CNR1	17.79	22.07	0.00	124.05 %	19,127.00	40.00 %	7,650.80	0.00 %	7,650.80
MPM1	21.56	26.74	0.14	124.02 %	33,800.20	40.00 %	13,520.08	0.00 %	13,520.08
TPR3	15.04	18.01	-0.18	119.77 %	27,725.70	30.00 %	8,317.71	0.00 %	8,317.71
CBE1	22.89	27.06	-0.36	118.22 %	32,701.70	30.00 %	9,810.51	0.00 %	9,810.51
GDR1	16.48	18.87	-0.09	114.53 %	12,774.50	30.00 %	3,832.35	0.00 %	3,832.35
SUL1	19.27	21.67	0.06	112.46 %	27,901.80	30.00 %	8,370.54	0.00 %	8,370.54
SYM2	16.68	18.71	0.00	112.19 %	17,256.70	30.00 %	5,177.01	0.00 %	5,177.01
TPR4	14.82	16.23	0.61	109.51 %	13,085.90	25.00 %	3,271.48	0.00 %	3,271.48
TPR2	37.04	39.86	0.14	107.63 %	31,183.20	25.00 %	7,795.80	0.00 %	7,795.80
CBE2	120.04	124.28	0.19	103.53 %	103,929.50	25.00 %	25,982.38	0.00 %	25,982.38
TPR1	32.08	30.37	0.00	94.66 %	30,747.10	15.00 %	4,612.07	0.00 %	4,612.07
UMP1	22.42	20.62	0.00	91.97 %	11,031.40	15.00 %	1,654.71	0.00 %	1,654.71
UAM1	45.29	40.66	0.22	89.76 %	35,334.90	10.00 %	3,533.49	0.00 %	3,533.49
CBE3	13.89	11.60	-0.24	83.49 %	11,961.50	10.00 %	1,196.15	0.00 %	1,196.15
PLI1	38.99	32.46	0.00	83.26 %	31,778.60	10.00 %	3,177.86	0.00 %	3,177.86
CBE4	38.24	31.20	-0.06	81.60 %	42,194.50	10.00 %	4,219.45	0.00 %	4,219.45
SNR1	31.10	20.16	0.00	64.83 %	26,934.80	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	14.39	28.61	0.00	198.85 %	27,352.80	40.00 %	10,941.12	0.00 %	10,941.12
SLM2	23.74	35.80	0.07	150.80 %	22,450.10	40.00 %	8,980.04	0.00 %	8,980.04
ATU1	33.45	47.73	0.00	142.71 %	34,974.70	40.00 %	13,989.88	0.00 %	13,989.88
TRM1	30.40	42.13	0.00	138.61 %	38,400.90	40.00 %	15,360.36	0.00 %	15,360.36
VPD1	27.62	37.78	0.00	136.78 %	42,810.30	40.00 %	17,124.12	0.00 %	17,124.12
KVP1	16.35	22.17	-0.01	135.59 %	17,313.00	40.00 %	6,925.20	0.00 %	6,925.20
BMD1	20.62	26.88	0.00	130.33 %	24,409.40	40.00 %	9,763.76	0.00 %	9,763.76
HRR1	20.55	25.87	0.17	125.86 %	17,986.10	40.00 %	7,194.44	0.00 %	7,194.44
RSP1	21.98	27.44	-0.06	124.88 %	31,097.90	40.00 %	12,439.16	0.00 %	12,439.16
DPR1	15.09	18.83	0.07	124.83 %	16,211.50	40.00 %	6,484.60	0.00 %	6,484.60
NKL2	34.68	42.65	-0.10	122.98 %	43,954.40	40.00 %	17,581.76	0.00 %	17,581.76
MCR1	27.15	33.37	0.00	122.92 %	33,573.00	40.00 %	13,429.20	0.00 %	13,429.20
TCG1	15.40	18.79	0.00	122.07 %	11,197.50	40.00 %	4,479.00	0.00 %	4,479.00
PLC1	18.70	22.61	0.00	120.92 %	25,966.90	40.00 %	10,386.76	0.00 %	10,386.76
KRI1	26.69	32.12	0.21	120.33 %	26,398.50	40.00 %	10,559.40	0.00 %	10,559.40
OML1	26.71	31.01	0.32	116.09 %	27,332.40	30.00 %	8,199.72	0.00 %	8,199.72
PMP1	19.59	22.59	0.09	115.33 %	16,766.20	30.00 %	5,029.86	0.00 %	5,029.86
DPR2	19.08	21.83	0.00	114.43 %	18,446.30	30.00 %	5,533.89	0.00 %	5,533.89
SLM1	78.11	82.64	0.00	105.80 %	53,564.70	25.00 %	13,391.18	0.00 %	13,391.18
EDP1	14.92	15.74	0.48	105.50 %	9,697.00	25.00 %	2,424.25	0.00 %	2,424.25
SGG1	9.68	10.16	0.00	104.94 %	8,948.70	25.00 %	2,237.18	0.00 %	2,237.18
EPI1	23.16	24.27	-0.04	104.75 %	21,311.10	25.00 %	5,327.78	0.00 %	5,327.78
CMI1	11.84	12.23	0.00	103.31 %	16,434.00	25.00 %	4,108.50	0.00 %	4,108.50
HSR2	54.10	54.78	-0.02	101.25 %	41,819.90	25.00 %	10,454.98	0.00 %	10,454.98
ERD2	46.81	44.90	0.19	95.90 %	49,707.10	20.00 %	9,941.42	0.00 %	9,941.42
SLM3	42.38	40.39	0.03	95.31 %	31,940.80	20.00 %	6,388.16	0.00 %	6,388.16
VKL1	16.24	14.75	0.00	90.78 %	16,331.70	15.00 %	2,449.76	0.00 %	2,449.76
HSR1	41.23	36.82	-0.07	89.30 %	39,268.80	10.00 %	3,926.88	0.00 %	3,926.88
PDR1	12.57	11.18	0.32	88.96 %	14,910.00	10.00 %	1,491.00	0.00 %	1,491.00
MTR1	38.78	33.65	0.00	86.77 %	32,990.90	10.00 %	3,299.09	0.00 %	3,299.09
APN1	21.69	17.42	0.00	80.32 %	20,821.60	10.00 %	2,082.16	0.00 %	2,082.16
ERD1	52.05	41.77	0.19	80.24 %	33,656.60	10.00 %	3,365.66	0.00 %	3,365.66
KMM1	19.37	14.71	0.36	75.98 %	15,015.90	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)
TVR1	17.72	29.29	0.31	165.26 %	21,166.10	40.00 %	8,466.44	0.00 %	8,466.44
TRY3	28.13	41.75	-0.08	148.45 %	29,104.10	40.00 %	11,641.64	0.00 %	11,641.64
KIK1	26.70	38.88	-0.54	145.61 %	36,326.80	40.00 %	14,530.72	0.00 %	14,530.72
TTP1	30.24	43.86	0.09	145.04 %	29,232.00	40.00 %	11,692.80	0.00 %	11,692.80
MVM1	54.97	77.43	0.05	140.87 %	79,014.80	40.00 %	31,605.92	0.00 %	31,605.92
PDK1	18.58	25.22	0.04	135.71 %	20,900.00	40.00 %	8,360.00	0.00 %	8,360.00
PBR2	68.44	84.67	-0.18	123.73 %	59,647.20	40.00 %	23,858.88	0.00 %	23,858.88
NCK1	13.73	16.80	0.00	122.32 %	11,051.80	40.00 %	4,420.72	0.00 %	4,420.72
KRN1	16.94	20.68	-0.10	122.08 %	21,014.90	40.00 %	8,405.96	0.00 %	8,405.96
JKM1	32.43	38.91	0.16	119.99 %	28,081.10	30.00 %	8,424.33	0.00 %	8,424.33
TYR1	40.64	47.16	0.00	116.06 %	37,067.30	30.00 %	11,120.19	0.00 %	11,120.19
AYR1	23.68	27.13	0.13	114.60 %	19,011.10	30.00 %	5,703.33	0.00 %	5,703.33
TVR2	46.07	52.48	0.08	113.92 %	39,876.30	30.00 %	11,962.89	0.00 %	11,962.89
MSI1	24.20	27.53	0.00	113.74 %	24,544.90	30.00 %	7,363.47	0.00 %	7,363.47
TNJ1	72.87	81.45	0.01	111.77 %	57,695.60	30.00 %	17,308.68	0.00 %	17,308.68
TNJ2	53.71	59.70	0.04	111.15 %	48,567.80	30.00 %	14,570.34	0.00 %	14,570.34
ORU1	21.80	23.72	0.00	108.80 %	27,508.40	25.00 %	6,877.10	0.00 %	6,877.10
KUM1	71.88	77.09	0.12	107.25 %	63,314.70	25.00 %	15,828.68	0.00 %	15,828.68
PTK1	51.20	52.36	0.24	102.26 %	41,331.90	25.00 %	10,332.98	0.00 %	10,332.98
PBR1	21.78	21.51	0.01	98.76 %	16,509.80	20.00 %	3,301.96	0.00 %	3,301.96
MDI1	47.69	46.02	0.02	96.49 %	43,115.20	20.00 %	8,623.04	0.00 %	8,623.04
NMM1	23.79	22.95	0.14	96.47 %	26,456.00	20.00 %	5,291.20	0.00 %	5,291.20
NGT1	40.33	36.39	0.12	90.23 %	25,599.70	15.00 %	3,839.96	0.00 %	3,839.96
TRY1	211.23	180.80	0.08	85.59 %	113,097.50	10.00 %	11,309.75	0.00 %	11,309.75
APM1	17.57	13.19	0.37	75.04 %	14,588.70	0.00 %		0.00 %	
TRY2	27.95	20.61	0.00	73.77 %	16,883.00	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	45.14	65.69	0.08	145.52 %	50,810.20	40.00 %	20,324.08	0.00 %	20,324.08
VNB1	19.18	26.98	0.16	140.71 %	21,882.70	40.00 %	8,753.08	0.00 %	8,753.08
GDM1	23.16	30.34	0.00	131.01 %	22,680.70	40.00 %	9,072.28	0.00 %	9,072.28
ANI1	14.96	19.40	0.00	129.68 %	14,626.50	40.00 %	5,850.60	0.00 %	5,850.60
CPT1	15.31	19.73	-0.02	128.89 %	20,753.20	40.00 %	8,301.28	0.00 %	8,301.28
BGR1	13.24	16.82	0.01	126.97 %	18,095.90	40.00 %	7,238.36	0.00 %	7,238.36
AKM1	33.66	41.16	-0.06	122.29 %	44,757.90	40.00 %	17,903.16	0.00 %	17,903.16
PLR1	15.06	18.35	0.00	121.82 %	13,542.70	40.00 %	5,417.08	0.00 %	5,417.08
WJP1	23.51	28.15	0.00	119.76 %	29,230.20	30.00 %	8,769.06	0.00 %	8,769.06
ARC2	23.63	27.26	0.00	115.34 %	20,292.70	30.00 %	6,087.81	0.00 %	6,087.81
SLG1	17.61	20.05	0.00	113.89 %	19,764.80	30.00 %	5,929.44	0.00 %	5,929.44
VSI1	29.10	32.13	0.27	110.44 %	41,001.00	30.00 %	12,300.30	0.00 %	12,300.30
CGM1	25.62	27.66	0.01	107.94 %	20,562.60	25.00 %	5,140.65	0.00 %	5,140.65
KPM1	26.56	28.24	0.00	106.34 %	23,367.00	25.00 %	5,841.75	0.00 %	5,841.75
TRT1	25.12	25.60	0.07	101.90 %	21,093.20	25.00 %	5,273.30	0.00 %	5,273.30
VEL2	51.71	51.84	-0.04	100.25 %	52,047.90	25.00 %	13,011.98	0.00 %	13,011.98
SBR1	40.06	40.09	0.38	100.09 %	43,988.50	20.00 %	8,797.70	0.00 %	8,797.70
TRL1	51.27	51.17	0.27	99.82 %	39,557.70	20.00 %	7,911.54	0.00 %	7,911.54
KPM2	84.77	84.08	0.10	99.19 %	56,693.00	20.00 %	11,338.60	0.00 %	11,338.60
WJD1	30.98	30.58	0.00	98.69 %	28,211.50	20.00 %	5,642.30	0.00 %	5,642.30
ABR1	29.58	28.90	-0.01	97.69 %	27,630.10	20.00 %	5,526.02	0.00 %	5,526.02
VEL1	43.94	40.39	0.00	91.91 %	41,883.10	15.00 %	6,282.47	0.00 %	6,282.47
PTU1	11.01	9.85	0.00	89.43 %	7,638.70	10.00 %	763.87	0.00 %	763.87
CYR1	20.85	18.10	0.01	86.82 %	14,360.30	10.00 %	1,436.03	0.00 %	1,436.03
UGI1	19.83	17.02	0.12	85.84 %	14,941.40	10.00 %	1,494.14	0.00 %	1,494.14

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	18.15	29.41	0.00	162.07 %	18,354.30	40.00 %	7,341.72	0.00 %	7,341.72
TRK1	40.22	60.51	0.14	150.46 %	53,880.70	40.00 %	21,552.28	0.00 %	21,552.28
VPM2	36.01	43.45	0.00	120.65 %	29,860.60	40.00 %	11,944.24	0.00 %	11,944.24
POY1	60.78	73.11	0.05	120.28 %	75,408.50	40.00 %	30,163.40	0.00 %	30,163.40
KKI2	45.89	55.05	0.20	119.95 %	34,198.90	30.00 %	10,259.67	0.00 %	10,259.67
CDM1	44.00	52.31	0.08	118.90 %	41,924.50	30.00 %	12,577.35	0.00 %	12,577.35
ULP1	38.18	45.10	0.08	118.13 %	34,339.60	30.00 %	10,301.88	0.00 %	10,301.88
SJI1	34.08	39.25	0.04	115.17 %	22,393.90	30.00 %	6,718.17	0.00 %	6,718.17
VCM1	23.74	26.22	0.05	110.47 %	15,621.50	30.00 %	4,686.45	0.00 %	4,686.45
TDM1	31.02	33.75	0.24	108.79 %	20,214.10	25.00 %	5,053.53	0.00 %	5,053.53
VPM1	14.96	15.95	0.45	106.65 %	8,755.80	25.00 %	2,188.95	0.00 %	2,188.95
CUD1	75.05	78.28	0.06	104.30 %	69,441.50	25.00 %	17,360.38	0.00 %	17,360.38
KLM1	38.50	40.00	0.08	103.92 %	43,870.10	25.00 %	10,967.53	0.00 %	10,967.53
STP1	17.18	17.14	0.42	99.77 %	13,427.40	20.00 %	2,685.48	0.00 %	2,685.48
NVL2	39.57	36.21	0.11	91.51 %	27,731.80	15.00 %	4,159.77	0.00 %	4,159.77
MKM1	17.69	16.08	0.00	90.87 %	14,835.50	15.00 %	2,225.33	0.00 %	2,225.33
TVM2	31.49	26.88	0.00	85.38 %	13,041.80	10.00 %	1,304.18	0.00 %	1,304.18
TVM1	25.14	19.19	0.81	76.35 %	10,866.90	0.00 %		0.00 %	
PRT1	29.87	21.25	0.27	71.14 %	18,828.50	0.00 %		0.00 %	
POY2	54.27	28.47	0.33	52.46 %	27,707.50	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)
MLR1	24.67	38.43	0.00	155.79 %	33,962.10	40.00 %	13,584.84	0.00 %	13,584.84
SVG1	24.76	35.13	0.00	141.89 %	42,516.60	40.00 %	17,006.64	0.00 %	17,006.64
DKI1	27.71	35.52	0.05	128.21 %	50,458.30	40.00 %	20,183.32	0.00 %	20,183.32
ADP1	19.43	24.61	-0.08	126.68 %	24,095.50	40.00 %	9,638.20	0.00 %	9,638.20
TEN2	23.22	28.77	0.09	123.87 %	19,036.10	40.00 %	7,614.44	0.00 %	7,614.44
PKM1	14.59	17.86	0.02	122.40 %	17,043.70	40.00 %	6,817.48	0.00 %	6,817.48
SGP1	21.76	26.15	0.05	120.14 %	54,035.30	40.00 %	21,614.12	0.00 %	21,614.12
CBM1	33.87	39.55	0.04	116.75 %	39,835.00	30.00 %	11,950.50	0.00 %	11,950.50
TMM1	37.53	41.15	-0.35	109.64 %	28,053.50	25.00 %	7,013.38	0.00 %	7,013.38
MDU6	49.40	52.91	0.03	107.11 %	42,990.60	25.00 %	10,747.65	0.00 %	10,747.65
PNI1	14.66	15.63	0.57	106.57 %	13,997.60	25.00 %	3,499.40	0.00 %	3,499.40
MPA1	29.46	31.10	0.12	105.59 %	36,785.30	25.00 %	9,196.33	0.00 %	9,196.33
PNV1	14.01	14.71	0.00	105.03 %	12,666.50	25.00 %	3,166.63	0.00 %	3,166.63
TPT1	27.33	28.46	0.00	104.12 %	41,079.50	25.00 %	10,269.88	0.00 %	10,269.88
PVI1	26.15	25.99	0.25	99.39 %	33,265.10	20.00 %	6,653.02	0.00 %	6,653.02
MDU2	62.96	62.29	0.15	98.94 %	55,000.00	20.00 %	11,000.00	0.00 %	11,000.00
DGL2	21.77	21.33	0.00	98.00 %	22,869.10	20.00 %	4,573.82	0.00 %	4,573.82
BNR1	21.36	20.93	0.05	97.96 %	21,074.40	20.00 %	4,214.88	0.00 %	4,214.88
NKI1	17.16	16.54	-0.09	96.40 %	17,858.90	20.00 %	3,571.78	0.00 %	3,571.78
TEN1	33.21	31.44	0.00	94.67 %	24,179.70	15.00 %	3,626.96	0.00 %	3,626.96
TDI1	21.17	19.52	0.19	92.21 %	24,868.90	15.00 %	3,730.34	0.00 %	3,730.34
DGL1	75.83	68.42	0.13	90.24 %	60,187.20	15.00 %	9,028.08	0.00 %	9,028.08
KRR1	24.88	22.43	0.00	90.13 %	32,805.20	15.00 %	4,920.78	0.00 %	4,920.78
ATG1	49.15	43.59	0.06	88.67 %	46,074.10	10.00 %	4,607.41	0.00 %	4,607.41
BTU1	14.09	12.49	0.00	88.62 %	14,717.20	10.00 %	1,471.72	0.00 %	1,471.72
CMR1	17.34	15.19	0.04	87.59 %	10,582.50	10.00 %	1,058.25	0.00 %	1,058.25
KKD2	34.80	30.35	0.12	87.22 %	34,054.10	10.00 %	3,405.41	0.00 %	3,405.41
ODM1	18.35	15.59	0.00	84.95 %	14,637.40	10.00 %	1,463.74	0.00 %	1,463.74
MDU4	32.18	27.09	0.20	84.18 %	23,068.40	10.00 %	2,306.84	0.00 %	2,306.84
MDU1	159.75	132.27	0.11	82.80 %	98,179.60	10.00 %	9,817.96	0.00 %	9,817.96
MNM1	17.04	13.98	-0.01	82.03 %	17,399.90	10.00 %	1,739.99	0.00 %	1,739.99
KPT1	20.76	16.48	-0.09	79.38 %	15,941.50	0.00 %		0.00 %	
MDU3	39.53	30.56	0.58	77.31 %	31,375.70	0.00 %		0.00 %	
NTM1	20.35	15.45	0.36	75.93 %	11,427.50	0.00 %		0.00 %	
MDU5	30.22	20.52	0.00	67.92 %	26,431.30	0.00 %		0.00 %	
USL1	32.19	15.49	0.66	48.14 %	14,665.30	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	14.90	21.96	0.39	147.42 %	18,746.30	40.00 %	7,498.52	0.00 %	7,498.52
UKI1	25.93	30.68	0.17	118.30 %	25,140.70	30.00 %	7,542.21	0.00 %	7,542.21
CH06	50.19	55.90	0.02	111.38 %	53,768.80	30.00 %	16,130.64	0.00 %	16,130.64
CH41	39.74	44.09	0.43	110.96 %	41,763.40	30.00 %	12,529.02	0.00 %	12,529.02
CH44	37.68	40.81	0.27	108.32 %	34,235.80	25.00 %	8,558.95	0.00 %	8,558.95
MJR1	54.28	56.94	0.06	104.90 %	43,792.40	25.00 %	10,948.10	0.00 %	10,948.10
CH12	63.06	65.93	0.57	104.56 %	61,281.60	25.00 %	15,320.40	0.00 %	15,320.40
PON1	27.57	28.74	0.22	104.26 %	26,667.20	25.00 %	6,666.80	0.00 %	6,666.80
CH34	50.79	52.64	0.22	103.63 %	43,891.00	25.00 %	10,972.75	0.00 %	10,972.75
GPD1	41.60	39.86	0.00	95.82 %	24,877.80	20.00 %	4,975.56	0.00 %	4,975.56
CH31	18.90	17.94	0.00	94.91 %	16,430.40	15.00 %	2,464.56	0.00 %	2,464.56
CH15	134.02	126.27	0.24	94.21 %	111,411.40	15.00 %	16,711.71	0.00 %	16,711.71
CH21	87.27	79.53	0.21	91.13 %	61,340.90	15.00 %	9,201.14	0.00 %	9,201.14
CH33	46.00	41.80	0.24	90.87 %	37,195.90	15.00 %	5,579.39	0.00 %	5,579.39
CH03	119.17	106.41	0.15	89.30 %	105,153.80	10.00 %	10,515.38	0.00 %	10,515.38
MC05	17.74	15.58	0.00	87.84 %	5,412.40	10.00 %	541.24	0.00 %	541.24
CH18	65.40	57.31	0.17	87.63 %	66,720.20	10.00 %	6,672.02	0.00 %	6,672.02
CH43	35.20	29.95	0.12	85.11 %	31,375.70	10.00 %	3,137.57	0.00 %	3,137.57
CH17	26.87	22.80	0.41	84.87 %	24,577.20	10.00 %	2,457.72	0.00 %	2,457.72
CH20	66.99	51.77	0.14	77.28 %	42,013.10	0.00 %		0.00 %	
CH09	51.63	39.68	0.00	76.87 %	34,035.90	0.00 %		0.00 %	
CH32	11.11	7.71	0.55	69.41 %	7,742.80	0.00 %		0.00 %	
CH24	50.93	34.73	0.25	68.19 %	36,929.80	0.00 %		0.00 %	
MC06	13.23	9.01	0.00	68.10 %	6,511.60	0.00 %		0.00 %	
CH36	22.03	13.11	-1.00	59.51 %	10,817.30	0.00 %		0.00 %	
CH46	27.08	15.60	1.17	57.60 %	16,546.90	0.00 %		0.00 %	
CH23	24.29	11.82	0.11	48.67 %	9,204.20	0.00 %		0.00 %	
MC08	6.09	1.47	0.00	24.20 %	336.50	0.00 %		0.00 %	
CH01	6.36	1.26	0.00	19.80 %	893.20	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	11.96	42.99	0.00	359.39 %	38,875.10	40.00 %	15,550.04	0.00 %	15,550.04
PKD1	31.92	42.85	0.12	134.23 %	35,274.00	40.00 %	14,109.60	0.00 %	14,109.60
TKS2	53.65	68.79	0.67	128.23 %	47,616.90	40.00 %	19,046.76	0.00 %	19,046.76
ASM1	21.24	25.96	0.00	122.22 %	28,596.30	40.00 %	11,438.52	0.00 %	11,438.52
TKS1	47.97	57.80	0.14	120.50 %	56,691.50	40.00 %	22,676.60	0.00 %	22,676.60
KVT1	75.71	86.45	0.01	114.18 %	103,609.80	30.00 %	31,082.94	0.00 %	31,082.94
KYR1	18.23	20.48	0.13	112.34 %	19,105.60	30.00 %	5,731.68	0.00 %	5,731.68
VNR1	20.57	22.25	0.00	108.19 %	19,100.30	25.00 %	4,775.08	0.00 %	4,775.08
STU2	16.43	17.71	0.69	107.83 %	11,369.10	25.00 %	2,842.28	0.00 %	2,842.28
RPM1	46.36	49.46	-0.11	106.69 %	47,922.90	25.00 %	11,980.73	0.00 %	11,980.73
KGL1	21.30	22.58	0.24	106.00 %	19,489.10	25.00 %	4,872.28	0.00 %	4,872.28
TVL1	155.92	164.43	0.09	105.46 %	131,647.60	25.00 %	32,911.90	0.00 %	32,911.90
KSM1	13.90	14.64	0.00	105.36 %	10,311.30	25.00 %	2,577.83	0.00 %	2,577.83
PDI1	23.14	24.31	0.00	105.06 %	21,273.20	25.00 %	5,318.30	0.00 %	5,318.30
TUT2	66.40	66.09	0.13	99.54 %	47,863.00	20.00 %	9,572.60	0.00 %	9,572.60
ARM1	15.36	15.16	1.11	98.67 %	10,768.40	20.00 %	2,153.68	0.00 %	2,153.68
TCN1	39.72	38.81	0.17	97.71 %	45,186.90	20.00 %	9,037.38	0.00 %	9,037.38
APK1	36.42	34.74	0.11	95.40 %	44,884.80	20.00 %	8,976.96	0.00 %	8,976.96
SDI1	22.13	21.06	0.12	95.18 %	16,417.00	20.00 %	3,283.40	0.00 %	3,283.40
RND1	47.78	45.08	0.51	94.35 %	46,630.20	15.00 %	6,994.53	0.00 %	6,994.53
UDN1	20.07	18.52	0.20	92.28 %	14,700.10	15.00 %	2,205.02	0.00 %	2,205.02
VLY1	54.75	49.46	0.07	90.34 %	38,974.40	15.00 %	5,846.16	0.00 %	5,846.16
TUT1	175.89	156.80	0.08	89.15 %	186,784.90	10.00 %	18,678.49	0.00 %	18,678.49
SVK1	49.36	43.81	-0.05	88.75 %	37,368.00	10.00 %	3,736.80	0.00 %	3,736.80
TKY1	27.23	24.05	0.00	88.33 %	24,023.70	10.00 %	2,402.37	0.00 %	2,402.37
SNL1	31.76	27.91	0.49	87.88 %	16,836.10	10.00 %	1,683.61	0.00 %	1,683.61
TVL2	19.36	15.41	0.28	79.60 %	6,540.60	0.00 %		0.00 %	
MAR1	57.93	43.35	0.20	74.82 %	32,255.40	0.00 %		0.00 %	
SGT1	16.89	12.36	0.00	73.15 %	8,655.90	0.00 %		0.00 %	
COL1	12.90	8.39	0.00	65.09 %	8,290.90	0.00 %		0.00 %	
MMT1	30.18	18.22	-0.02	60.39 %	17,105.50	0.00 %		0.00 %	
TYI1	39.53	20.90	0.10	52.88 %	26,154.60	0.00 %		0.00 %	
VNR2	83.35	41.87	0.43	50.24 %	46,212.70	0.00 %		0.00 %	
VKM1	32.48	15.52	0.00	47.77 %	23,975.30	0.00 %		0.00 %	
NGR1	138.94	61.81	0.37	44.48 %	37,890.80	0.00 %		0.00 %	
ERL1	26.04	7.21	0.53	27.71 %	8,975.20	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	50.51	65.51	0.38	129.70 %	45,733.90	40.00 %	18,293.56	0.00 %	18,293.56
TKM1	22.21	26.73	0.01	120.34 %	27,980.30	40.00 %	11,192.12	0.00 %	11,192.12
MRM1	34.67	40.84	0.11	117.79 %	42,370.90	30.00 %	12,711.27	0.00 %	12,711.27
CH48	54.69	62.98	0.10	115.15 %	95,442.50	30.00 %	28,632.75	0.00 %	28,632.75
GUD2	39.10	42.31	0.00	108.22 %	34,445.70	25.00 %	8,611.43	0.00 %	8,611.43
CH28	50.49	54.17	0.00	107.29 %	68,180.80	25.00 %	17,045.20	0.00 %	17,045.20
GUD1	44.35	47.21	0.11	106.46 %	59,330.90	25.00 %	14,832.73	0.00 %	14,832.73
CH37	17.55	17.59	0.23	100.22 %	17,482.80	25.00 %	4,370.70	0.00 %	4,370.70
CH08	86.61	85.44	0.67	98.65 %	116,261.70	20.00 %	23,252.34	0.00 %	23,252.34
CH45	41.46	40.05	0.08	96.59 %	38,851.50	20.00 %	7,770.30	0.00 %	7,770.30
CH19	69.51	65.60	0.42	94.37 %	67,505.40	15.00 %	10,125.81	0.00 %	10,125.81
CH38	33.53	30.99	0.08	92.43 %	41,720.60	15.00 %	6,258.09	0.00 %	6,258.09
KNR1	33.63	31.03	0.03	92.25 %	30,389.80	15.00 %	4,558.47	0.00 %	4,558.47
AVD1	55.34	49.48	0.20	89.42 %	39,038.60	10.00 %	3,903.86	0.00 %	3,903.86
CH14	101.99	90.19	0.32	88.43 %	80,225.40	10.00 %	8,022.54	0.00 %	8,022.54
CH05	84.29	74.34	0.07	88.20 %	64,217.30	10.00 %	6,421.73	0.00 %	6,421.73
CH35	34.15	29.77	0.02	87.16 %	23,509.40	10.00 %	2,350.94	0.00 %	2,350.94
SKL1	33.24	28.38	0.33	85.35 %	36,260.20	10.00 %	3,626.02	0.00 %	3,626.02
CH16	100.17	81.88	0.04	81.74 %	89,089.30	10.00 %	8,908.93	0.00 %	8,908.93
CH22	50.90	41.52	0.03	81.57 %	40,192.60	10.00 %	4,019.26	0.00 %	4,019.26
MC10	15.45	11.66	0.15	75.48 %	7,458.90	0.00 %		0.00 %	
CH30	57.87	43.64	0.24	75.42 %	28,287.90	0.00 %		0.00 %	
CH42	76.89	57.85	0.41	75.24 %	60,353.10	0.00 %		0.00 %	
CH39	34.16	25.62	0.20	74.98 %	30,153.70	0.00 %		0.00 %	
CH07	72.67	53.92	0.54	74.20 %	48,900.70	0.00 %		0.00 %	
CH40	36.71	24.12	0.09	65.70 %	12,198.40	0.00 %		0.00 %	
CGL1	42.34	26.29	0.59	62.09 %	27,247.40	0.00 %		0.00 %	
MC09	9.95	6.07	0.00	61.00 %	4,332.70	0.00 %		0.00 %	
CH26	16.22	9.17	0.01	56.51 %	8,582.80	0.00 %		0.00 %	
CH29	17.56	6.93	1.87	39.48 %	6,806.00	0.00 %		0.00 %	
MC02	12.88	3.51	0.00	27.23 %	1,904.60	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	52.51	47.00	0.51	89.50 %	33,095.00	10.00 %	3,309.50	0.00 %	3,309.50
PAS1	17.16	14.98	0.00	87.28 %	11,220.70	10.00 %	1,122.07	0.00 %	1,122.07

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	75.02	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.45	20.45	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	3.36	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	7.44	0.92	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 %	