

Accu.Target 8,716.62 L	Sales 7,075.76 L	Achieved % 81.18 %	HO Budget+ % 8.82 %	Total Com. 67.45 L
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Note : Sales Period is From :01-Sep-2025 To :09-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	93.06	170.82	183.56 %	0.00	8.82 %	0.00
TRICHY-01	896.31	806.74	90.01 %	0.00	8.82 %	0.00
WEST-01	639.69	560.60	87.64 %	0.00	8.82 %	0.00
WEST-02	778.29	666.26	85.61 %	0.00	8.82 %	0.00
NORTH ARCOT	697.18	553.50	79.39 %	0.00	8.82 %	0.00
SOUTH-03	1,009.58	800.13	79.25 %	0.00	8.82 %	0.00
CHENNAI-01	1,194.52	917.20	76.78 %	0.00	8.82 %	0.00
SOUTH-01	1,583.82	1,214.78	76.70 %	0.00	8.82 %	0.00
SOUTH ARCOT	689.90	528.59	76.62 %	0.00	8.82 %	0.00
CHENNAI-02	1,134.27	800.04	70.53 %	0.00	8.82 %	0.00
OTHERS	0.00	57.10	0.00 %	0.00	0.00 %	0.00
Total	8,716.62	7,075.76	81.18 %		8.82 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	93.06	170.82	183.56%	40,000.00	8.82 %	40,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	157.83	147.90	93.71%	7,500.00	8.82 %	15,000.00
	TNJ1	199.59	183.18	91.78%	7,500.00	8.82 %	15,000.00
	TRY1	349.73	314.13	89.82%	0.00	8.82 %	22,500.00
	KUM1	189.17	161.53	85.39%	0.00	8.82 %	7,500.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	120.43	114.18	94.81%	7,500.00	8.82 %	15,000.00
	TPR4	78.34	70.99	90.62%	0.00	8.82 %	0.00
	CBE1	276.28	250.34	90.61%	15,000.00	8.82 %	15,000.00
	PLI1	79.79	71.89	90.10%	0.00	8.82 %	0.00
	TPR1	84.86	53.19	62.69%	0.00	8.82 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	155.59	156.42	100.53%	15,000.00	8.82 %	20,000.00
	MTR1	164.07	150.06	91.46%	7,500.00	8.82 %	15,000.00
	SLM1	242.95	204.17	84.04%	0.00	8.82 %	15,000.00
	ERD1	215.68	155.61	72.15%	0.00	8.82 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	258.24	210.16	81.38%	0.00	8.82 %	0.00
	NA02	239.14	193.13	80.76%	0.00	8.82 %	0.00
	NA03	199.80	150.21	75.18%	0.00	8.82 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	198.86	189.81	95.45%	7,500.00	8.82 %	15,000.00
	SVG1	172.74	141.63	81.99%	0.00	8.82 %	0.00
	KRR1	35.04	27.49	78.45%	0.00	8.82 %	0.00
	MDU2	300.97	233.93	77.73%	0.00	8.82 %	0.00
	DGL1	301.97	207.27	68.64%	0.00	8.82 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	233.51	200.74	85.97%	0.00	8.82 %	15,000.00
	CH05	303.44	241.90	79.72%	0.00	8.82 %	0.00
	CH06	380.65	282.48	74.21%	0.00	8.82 %	0.00
	CH08	276.92	192.08	69.36%	0.00	8.82 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	235.69	245.26	104.06%	30,000.00	8.82 %	40,000.00
	TUT1	320.04	277.07	86.57%	0.00	8.82 %	15,000.00
	NGR1	248.88	212.87	85.53%	0.00	8.82 %	15,000.00
	VNR1	203.05	161.68	79.63%	0.00	8.82 %	0.00
	KVT1	265.91	195.94	73.69%	0.00	8.82 %	0.00
	TVL1	310.25	121.96	39.31%	0.00	8.82 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	225.68	175.27	77.66%	0.00	8.82 %	0.00
	SA02	248.12	190.86	76.92%	0.00	8.82 %	0.00
	SA03	216.11	162.46	75.18%	0.00	8.82 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	309.53	246.49	79.64%	0.00	8.82 %	0.00
	CH01	305.29	212.15	69.49%	0.00	8.82 %	0.00
	CH07	296.59	195.71	65.99%	0.00	8.82 %	0.00
	CH09	222.87	145.69	65.37%	0.00	8.82 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	1.70	0.00%	0.00	0.00 %	0.00
	CH02	0.00	36.58	0.00%	0.00	0.00 %	0.00
	HO01	0.00	9.20	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	2.71	0.00%	0.00	0.00 %	0.00
	NA01	0.00	0.23	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.17	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	1.73	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	2.20	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	2.57	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	18.35	43.89	0.00	239.14 %	29,359.20	40.00 %	11,743.68	8.82 %	11,743.68
TVP1	49.98	96.79	0.32	193.67 %	51,665.50	40.00 %	20,666.20	8.82 %	20,666.20
KLR1	24.73	30.13	0.00	121.87 %	26,006.20	40.00 %	10,402.48	8.82 %	10,402.48

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	14.99	19.44	0.00	129.70 %	15,875.60	40.00 %	6,350.24	8.82 %	6,350.24
ORU1	17.95	21.15	0.01	117.83 %	20,942.00	30.00 %	6,282.60	8.82 %	8,376.80
NGT1	32.74	37.03	0.00	113.11 %	32,360.90	30.00 %	9,708.27	8.82 %	12,944.36
TYR1	30.84	34.31	0.00	111.24 %	24,070.80	30.00 %	7,221.24	8.82 %	9,628.32
MSI1	15.85	16.47	0.12	103.91 %	18,836.20	25.00 %	4,709.05	8.82 %	5,650.86
KIK1	29.17	30.05	0.00	103.03 %	25,393.20	25.00 %	6,348.30	8.82 %	7,617.96
KRN1	15.31	15.52	0.00	101.40 %	17,427.70	25.00 %	4,356.93	8.82 %	5,228.31
MDI1	26.86	26.87	0.00	100.02 %	27,499.00	20.00 %	5,499.80	8.82 %	6,874.75
MVM1	41.44	40.20	0.04	97.00 %	48,950.10	20.00 %	9,790.02	8.82 %	12,237.53
TVR1	15.03	14.53	0.00	96.66 %	12,840.30	20.00 %	2,568.06	8.82 %	3,210.08
TRY1	180.85	172.64	0.05	95.46 %	113,097.10	20.00 %	22,619.42	8.82 %	28,274.28
TTP1	23.41	22.02	0.00	94.08 %	18,378.40	15.00 %	2,756.76	8.82 %	4,594.60
PBR2	53.27	49.91	0.06	93.71 %	33,276.70	15.00 %	4,991.51	8.82 %	8,319.18
PTK1	36.61	34.25	0.30	93.56 %	31,540.80	15.00 %	4,731.12	8.82 %	7,885.20
TNJ2	39.93	35.39	0.47	88.62 %	27,350.90	10.00 %	2,735.09	8.82 %	5,470.18
TVR2	40.38	34.35	0.31	85.07 %	28,172.40	10.00 %	2,817.24	8.82 %	4,225.86
AYR1	21.82	18.43	0.00	84.47 %	16,299.40	10.00 %	1,629.94	8.82 %	2,444.91
KUM1	48.93	40.19	0.05	82.15 %	37,982.70	10.00 %	3,798.27	8.82 %	3,798.27
JKM1	26.06	20.49	0.59	78.64 %	20,159.40	0.00 %		8.82 %	2,015.94
APM1	15.91	11.56	0.14	72.64 %	11,417.60	0.00 %		8.82 %	
NMM1	22.30	16.18	0.00	72.53 %	21,090.30	0.00 %		8.82 %	
TNJ1	60.42	43.20	0.09	71.49 %	33,121.30	0.00 %		8.82 %	
NCK1	17.33	11.76	0.00	67.89 %	13,360.60	0.00 %		8.82 %	
PBR1	17.91	11.44	0.00	63.86 %	10,139.80	0.00 %		8.82 %	
TRY2	17.73	10.92	0.00	61.58 %	7,109.10	0.00 %		8.82 %	
TRY3	33.29	18.43	0.31	55.37 %	14,714.70	0.00 %		8.82 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	9.82	18.63	0.07	189.82 %	22,564.50	40.00 %	9,025.80	8.82 %	9,025.80
KMR1	32.18	45.97	0.12	142.86 %	49,448.00	40.00 %	19,779.20	8.82 %	19,779.20
CBE5	15.11	19.05	0.11	126.05 %	38,388.50	40.00 %	15,355.40	8.82 %	15,355.40
GDR1	14.71	17.59	0.01	119.58 %	13,937.10	30.00 %	4,181.13	8.82 %	5,574.84
KGI1	17.85	20.83	0.00	116.70 %	12,226.60	30.00 %	3,667.98	8.82 %	4,890.64
CBE3	8.81	10.18	0.01	115.46 %	14,827.70	30.00 %	4,448.31	8.82 %	5,931.08
CNR1	15.06	16.35	0.00	108.59 %	14,069.80	25.00 %	3,517.45	8.82 %	4,220.94
SYM2	11.90	12.68	0.00	106.57 %	15,485.90	25.00 %	3,871.48	8.82 %	4,645.77
SNR1	20.43	21.75	0.27	106.50 %	26,297.60	25.00 %	6,574.40	8.82 %	7,889.28
KGM1	11.92	12.00	0.80	100.68 %	13,042.00	25.00 %	3,260.50	8.82 %	3,912.60
PDM1	10.35	10.38	0.02	100.29 %	10,888.10	25.00 %	2,722.03	8.82 %	2,722.03
DPM2	15.13	13.98	0.00	92.43 %	19,920.30	15.00 %	2,988.05	8.82 %	4,980.08
CBE6	25.59	22.91	0.00	89.53 %	27,918.00	10.00 %	2,791.80	8.82 %	5,583.60
KMD1	16.33	14.55	0.00	89.10 %	25,429.40	10.00 %	2,542.94	8.82 %	5,085.88
ANR1	6.02	5.35	0.00	88.97 %	7,156.50	10.00 %	715.65	8.82 %	1,431.30
TPR3	18.27	16.15	0.10	88.39 %	30,160.20	10.00 %	3,016.02	8.82 %	6,032.04
GBM1	15.67	13.38	0.00	85.38 %	13,233.00	10.00 %	1,323.30	8.82 %	1,984.95
UMP1	15.38	12.95	0.00	84.19 %	11,831.70	10.00 %	1,183.17	8.82 %	1,774.76
UAM1	37.28	31.35	0.00	84.09 %	24,163.10	10.00 %	2,416.31	8.82 %	3,624.47
CBE2	98.78	82.81	0.02	83.84 %	82,869.80	10.00 %	8,286.98	8.82 %	12,430.47
PLI1	27.01	22.58	0.00	83.59 %	25,948.70	10.00 %	2,594.87	8.82 %	3,892.31
SUL1	14.12	11.07	0.00	78.42 %	15,980.30	0.00 %		8.82 %	1,598.03
TPR1	28.20	20.92	0.19	74.19 %	16,615.50	0.00 %		8.82 %	1,661.55
MPM1	19.20	13.51	0.28	70.36 %	19,449.70	0.00 %		8.82 %	
CBE1	20.50	14.19	0.00	69.21 %	20,206.30	0.00 %		8.82 %	
AVI1	16.84	11.22	0.44	66.64 %	12,813.80	0.00 %		8.82 %	
CBE4	40.77	22.42	0.13	54.98 %	27,839.20	0.00 %		8.82 %	
TPR4	18.11	9.74	0.00	53.76 %	10,640.00	0.00 %		8.82 %	
TPR2	38.39	16.12	0.30	42.01 %	15,384.80	0.00 %		8.82 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	14.15	20.24	0.00	142.98 %	19,234.30	40.00 %	7,693.72	8.82 %	7,693.72
OML1	21.35	25.87	0.21	121.16 %	23,560.10	40.00 %	9,424.04	8.82 %	9,424.04
PMP1	16.11	18.98	0.14	117.85 %	9,315.60	30.00 %	2,794.68	8.82 %	3,726.24
PLC1	14.96	16.85	0.16	112.60 %	9,675.10	30.00 %	2,902.53	8.82 %	3,870.04
EDP1	10.12	11.31	0.00	111.77 %	6,629.70	30.00 %	1,988.91	8.82 %	2,651.88
VKL1	13.87	15.08	0.03	108.77 %	14,412.00	25.00 %	3,603.00	8.82 %	4,323.60
MCR1	20.46	21.71	0.03	106.10 %	25,254.50	25.00 %	6,313.63	8.82 %	7,576.35
APN1	18.12	19.05	0.00	105.14 %	22,332.90	25.00 %	5,583.23	8.82 %	6,699.87
HRR1	18.77	19.24	0.00	102.56 %	12,565.20	25.00 %	3,141.30	8.82 %	3,769.56
VPD1	26.02	26.24	0.00	100.83 %	32,850.00	25.00 %	8,212.50	8.82 %	9,855.00
HSR2	45.18	43.86	0.03	97.07 %	31,142.60	20.00 %	6,228.52	8.82 %	7,785.65
HSR1	28.84	26.69	0.20	92.56 %	26,928.10	15.00 %	4,039.22	8.82 %	6,732.03
ATU1	29.63	26.67	0.00	89.98 %	18,197.30	10.00 %	1,819.73	8.82 %	3,639.46
DPR1	12.98	11.62	0.00	89.57 %	10,377.60	10.00 %	1,037.76	8.82 %	2,075.52
BMD1	15.05	13.19	0.00	87.65 %	15,012.80	10.00 %	1,501.28	8.82 %	3,002.56
SLM3	36.33	30.77	0.00	84.71 %	20,685.00	10.00 %	2,068.50	8.82 %	3,102.75
KRI1	20.01	16.94	0.00	84.68 %	10,815.40	10.00 %	1,081.54	8.82 %	1,622.31
ERD2	37.39	31.66	0.06	84.67 %	41,998.40	10.00 %	4,199.84	8.82 %	6,299.76
EPI1	21.14	17.13	0.00	81.03 %	17,804.70	10.00 %	1,780.47	8.82 %	1,780.47
TCG1	18.01	14.30	0.00	79.38 %	11,130.20	0.00 %		8.82 %	1,113.02
SLM2	23.15	18.36	0.00	79.32 %	16,418.90	0.00 %		8.82 %	1,641.89
KVP1	16.34	12.86	0.00	78.70 %	14,632.20	0.00 %		8.82 %	1,463.22
TRM1	32.66	25.68	0.00	78.63 %	25,672.50	0.00 %		8.82 %	2,567.25
DPR2	17.10	13.35	0.00	78.09 %	9,151.20	0.00 %		8.82 %	915.12
MTR1	25.72	19.39	0.00	75.41 %	17,500.40	0.00 %		8.82 %	1,750.04
ERD1	35.78	25.61	0.00	71.57 %	27,441.50	0.00 %		8.82 %	
NKL2	38.14	26.82	0.00	70.32 %	32,420.70	0.00 %		8.82 %	
SLM1	78.44	54.64	0.00	69.66 %	36,634.50	0.00 %		8.82 %	
RSP1	20.45	13.74	0.02	67.19 %	16,505.90	0.00 %		8.82 %	
KMM1	15.18	9.30	0.41	61.27 %	10,910.30	0.00 %		8.82 %	
PDR1	14.01	8.36	0.00	59.67 %	10,752.60	0.00 %		8.82 %	
CMI1	11.93	6.87	0.00	57.61 %	9,279.20	0.00 %		8.82 %	
SGG1	10.93	3.88	0.00	35.49 %	3,864.10	0.00 %		8.82 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANI1	15.68	18.60	0.20	118.63 %	17,199.00	30.00 %	5,159.70	8.82 %	6,879.60
ABR1	24.79	26.13	0.06	105.40 %	23,409.90	25.00 %	5,852.48	8.82 %	7,022.97
VEL2	41.10	42.79	0.02	104.12 %	45,466.30	25.00 %	11,366.58	8.82 %	13,639.89
VNB1	17.90	18.57	0.03	103.76 %	15,375.50	25.00 %	3,843.88	8.82 %	4,612.65
WJP1	20.94	19.57	0.08	93.48 %	16,701.70	15.00 %	2,505.26	8.82 %	4,175.43
SBR1	37.98	33.82	0.15	89.05 %	39,061.10	10.00 %	3,906.11	8.82 %	7,812.22
AKM1	26.41	23.16	0.09	87.68 %	23,287.10	10.00 %	2,328.71	8.82 %	4,657.42
KPM2	75.13	64.97	0.02	86.48 %	47,321.80	10.00 %	4,732.18	8.82 %	7,098.27
BGR1	15.59	13.47	0.00	86.43 %	13,927.60	10.00 %	1,392.76	8.82 %	2,089.14
VSI1	21.65	18.48	0.12	85.35 %	22,915.40	10.00 %	2,291.54	8.82 %	3,437.31
GDM1	23.47	19.21	0.19	81.85 %	18,589.10	10.00 %	1,858.91	8.82 %	1,858.91
PTU1	9.41	7.65	0.00	81.27 %	5,460.90	10.00 %	546.09	8.82 %	546.09
CYR1	16.28	13.20	0.12	81.05 %	12,916.40	10.00 %	1,291.64	8.82 %	1,291.64
TRR1	40.90	33.09	0.31	80.92 %	28,290.30	10.00 %	2,829.03	8.82 %	2,829.03
ARC2	31.72	25.23	0.15	79.54 %	20,831.30	0.00 %		8.82 %	2,083.13
CPT1	12.18	9.47	0.00	77.77 %	12,210.10	0.00 %		8.82 %	1,221.01
SLG1	15.64	11.14	0.00	71.23 %	13,205.90	0.00 %		8.82 %	
UGI1	16.22	11.13	0.00	68.61 %	9,717.40	0.00 %		8.82 %	
KPM1	27.81	19.00	0.23	68.31 %	16,602.50	0.00 %		8.82 %	
TRT1	19.39	13.19	0.00	68.02 %	10,554.20	0.00 %		8.82 %	
VEL1	40.68	27.37	0.00	67.28 %	27,590.50	0.00 %		8.82 %	
TRL1	51.75	31.87	0.16	61.58 %	35,852.20	0.00 %		8.82 %	
WJD1	44.27	26.43	0.06	59.69 %	28,889.30	0.00 %		8.82 %	
CGM1	31.22	17.99	0.00	57.62 %	13,757.90	0.00 %		8.82 %	
PLR1	19.07	7.97	0.00	41.81 %	7,043.00	0.00 %		8.82 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	25.46	60.22	0.07	236.57 %	59,340.10	40.00 %	23,736.04	8.82 %	23,736.04
KYK1	12.84	19.32	0.00	150.54 %	23,068.60	40.00 %	9,227.44	8.82 %	9,227.44
PNV1	12.42	14.18	0.02	114.22 %	13,290.20	30.00 %	3,987.06	8.82 %	5,316.08
TPT1	22.02	24.51	0.00	111.34 %	44,048.20	30.00 %	13,214.46	8.82 %	17,619.28
ADP1	17.43	18.50	0.00	106.16 %	21,825.80	25.00 %	5,456.45	8.82 %	6,547.74
MNM1	16.92	16.91	0.00	99.91 %	38,766.70	20.00 %	7,753.34	8.82 %	9,691.68
MPA1	25.29	24.93	0.00	98.59 %	35,079.20	20.00 %	7,015.84	8.82 %	8,769.80
USL1	20.52	19.80	0.24	96.51 %	20,136.40	20.00 %	4,027.28	8.82 %	5,034.10
TDI1	18.23	17.49	0.10	95.98 %	19,128.60	20.00 %	3,825.72	8.82 %	4,782.15
MDU6	47.93	42.89	0.00	89.48 %	36,343.20	10.00 %	3,634.32	8.82 %	7,268.64
MDU2	56.09	49.43	0.12	88.12 %	38,364.10	10.00 %	3,836.41	8.82 %	7,672.82
TMM1	32.81	28.46	0.00	86.74 %	26,170.90	10.00 %	2,617.09	8.82 %	5,234.18
NTM1	18.99	16.02	0.00	84.33 %	13,391.00	10.00 %	1,339.10	8.82 %	2,008.65
MLR1	17.06	14.33	0.00	83.99 %	14,705.60	10.00 %	1,470.56	8.82 %	2,205.84
CBM1	25.76	21.19	0.18	82.28 %	22,422.90	10.00 %	2,242.29	8.82 %	3,363.44
ODM1	17.26	13.92	0.00	80.65 %	10,014.80	10.00 %	1,001.48	8.82 %	1,001.48
KRR1	17.79	13.57	0.01	76.31 %	14,861.30	0.00 %		8.82 %	1,486.13
TEN2	26.28	19.81	0.00	75.40 %	14,081.20	0.00 %		8.82 %	1,408.12
SGP1	12.35	9.18	0.66	74.38 %	12,864.40	0.00 %		8.82 %	1,286.44
KPT1	19.31	14.25	0.63	73.78 %	13,560.80	0.00 %		8.82 %	1,356.08
PNI1	15.81	11.54	0.25	73.01 %	9,567.00	0.00 %		8.82 %	
CMR1	15.42	11.26	0.12	73.01 %	10,069.40	0.00 %		8.82 %	
SVG1	24.49	17.71	0.38	72.31 %	16,177.30	0.00 %		8.82 %	
TEN1	26.42	18.73	1.52	70.89 %	21,789.60	0.00 %		8.82 %	
KKD2	23.73	16.30	0.00	68.68 %	21,776.80	0.00 %		8.82 %	
DGL1	64.56	44.33	2.03	68.66 %	47,142.30	0.00 %		8.82 %	
MDU1	130.86	88.03	0.10	67.27 %	65,186.50	0.00 %		8.82 %	
MDU4	25.35	15.77	0.00	62.21 %	14,052.50	0.00 %		8.82 %	
NKI1	16.57	10.27	0.68	61.95 %	12,417.60	0.00 %		8.82 %	
BTU1	13.08	7.96	0.24	60.88 %	9,174.10	0.00 %		8.82 %	
BNR1	20.61	12.50	0.67	60.66 %	12,879.40	0.00 %		8.82 %	
MDU3	39.69	23.85	0.19	60.09 %	20,151.90	0.00 %		8.82 %	
PKM1	16.06	9.52	0.07	59.32 %	9,966.10	0.00 %		8.82 %	
MDU5	22.54	13.35	0.36	59.23 %	21,713.60	0.00 %		8.82 %	
DKI1	34.96	19.28	0.00	55.14 %	21,393.20	0.00 %		8.82 %	
DGL2	23.92	9.07	0.00	37.93 %	10,815.00	0.00 %		8.82 %	
ATG1	32.77	11.72	0.00	35.77 %	18,931.70	0.00 %		8.82 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TKM1	20.72	22.60	0.24	109.03 %	25,193.00	25.00 %	6,298.25	8.82 %	7,557.90
CH35	22.99	23.81	0.07	103.55 %	24,383.00	25.00 %	6,095.75	8.82 %	7,314.90
CH45	35.33	34.99	0.29	99.03 %	28,268.90	20.00 %	5,653.78	8.82 %	7,067.23
MC10	11.56	11.05	0.00	95.60 %	4,495.10	20.00 %	899.02	8.82 %	1,123.78
CH42	49.67	47.47	0.01	95.57 %	45,773.10	20.00 %	9,154.62	8.82 %	11,443.28
CH37	16.35	15.32	0.18	93.70 %	13,306.30	15.00 %	1,995.95	8.82 %	3,326.58
CH30	35.90	31.15	0.23	86.78 %	16,281.70	10.00 %	1,628.17	8.82 %	3,256.34
GUD1	37.85	32.47	0.30	85.78 %	45,915.10	10.00 %	4,591.51	8.82 %	6,887.27
CH48	54.91	46.61	0.02	84.88 %	49,392.80	10.00 %	4,939.28	8.82 %	7,408.92
CH16	81.84	68.36	0.29	83.52 %	76,272.50	10.00 %	7,627.25	8.82 %	11,440.88
SKL1	26.29	21.09	0.27	80.22 %	23,659.80	10.00 %	2,365.98	8.82 %	2,365.98
GUD2	36.53	28.93	0.00	79.21 %	27,563.50	0.00 %		8.82 %	2,756.35
CH19	56.49	44.11	0.25	78.08 %	49,261.90	0.00 %		8.82 %	4,926.19
CH14	99.87	76.97	0.49	77.08 %	72,314.40	0.00 %		8.82 %	7,231.44
CH28	45.74	35.06	0.25	76.66 %	50,142.10	0.00 %		8.82 %	5,014.21
CH05	67.77	51.73	0.32	76.33 %	49,374.10	0.00 %		8.82 %	4,937.41
CGL1	28.48	21.71	0.36	76.22 %	16,303.50	0.00 %		8.82 %	1,630.35
MRM1	36.74	27.90	0.69	75.94 %	27,827.40	0.00 %		8.82 %	2,782.74
CH08	77.77	57.53	0.14	73.97 %	72,612.40	0.00 %		8.82 %	7,261.24
CH22	36.80	27.06	0.17	73.52 %	28,112.70	0.00 %		8.82 %	2,811.27
CH26	12.91	9.16	0.29	70.91 %	9,201.00	0.00 %		8.82 %	
AVD1	47.66	33.76	0.18	70.84 %	34,391.40	0.00 %		8.82 %	
CH38	31.09	21.98	0.28	70.69 %	21,913.70	0.00 %		8.82 %	
CH11	42.58	29.48	0.12	69.23 %	31,686.30	0.00 %		8.82 %	
KNR1	32.20	20.31	0.16	63.09 %	21,333.50	0.00 %		8.82 %	
CH07	61.46	36.10	0.01	58.74 %	33,493.40	0.00 %		8.82 %	
CH29	11.29	6.62	0.00	58.65 %	8,576.40	0.00 %		8.82 %	
CH39	30.19	17.19	0.00	56.94 %	17,694.60	0.00 %		8.82 %	
MC09	6.43	2.79	0.00	43.39 %	2,013.60	0.00 %		8.82 %	
CH40	30.81	11.73	0.08	38.05 %	5,087.10	0.00 %		8.82 %	
MC02	8.30	2.17	0.00	26.15 %	1,027.60	0.00 %		8.82 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
RPM1	59.89	90.23	0.00	150.66 %	74,977.80	40.00 %	29,991.12	8.82 %	29,991.12
ERL2	21.27	31.45	0.00	147.83 %	31,265.10	40.00 %	12,506.04	8.82 %	12,506.04
SDI1	32.16	46.03	0.07	143.14 %	41,736.10	40.00 %	16,694.44	8.82 %	16,694.44
SKD1	13.56	17.24	0.08	127.16 %	24,968.80	40.00 %	9,987.52	8.82 %	9,987.52
PKD1	23.67	26.99	0.10	114.01 %	29,151.50	30.00 %	8,745.45	8.82 %	11,660.60
TYI1	19.64	22.25	0.00	113.27 %	28,802.60	30.00 %	8,640.78	8.82 %	11,521.04
KYR1	13.91	15.64	0.47	112.44 %	14,812.30	30.00 %	4,443.69	8.82 %	5,924.92
MAR1	47.73	49.97	0.01	104.70 %	34,821.70	25.00 %	8,705.43	8.82 %	10,446.51
VNR1	22.09	22.51	0.00	101.89 %	20,957.40	25.00 %	5,239.35	8.82 %	6,287.22
VNR2	61.87	62.27	0.09	100.65 %	58,841.40	25.00 %	14,710.35	8.82 %	17,652.42
COL1	10.29	10.25	0.75	99.58 %	10,548.20	20.00 %	2,109.64	8.82 %	2,637.05
SVK1	40.15	38.15	0.22	95.02 %	34,900.70	15.00 %	5,235.11	8.82 %	8,725.18
TKY1	27.48	25.98	0.01	94.55 %	27,963.80	15.00 %	4,194.57	8.82 %	6,990.95
MMT1	23.34	21.82	0.00	93.48 %	20,614.10	15.00 %	3,092.12	8.82 %	5,153.53
RND1	50.65	45.64	0.18	90.11 %	47,470.30	15.00 %	7,120.55	8.82 %	9,494.06
TKS2	49.81	44.51	0.17	89.37 %	37,004.70	10.00 %	3,700.47	8.82 %	7,400.94
PDI1	20.44	18.07	0.10	88.40 %	15,755.10	10.00 %	1,575.51	8.82 %	3,151.02
NGR1	96.27	84.89	0.29	88.17 %	62,681.40	10.00 %	6,268.14	8.82 %	12,536.28
UDN1	18.67	16.19	0.00	86.71 %	14,909.20	10.00 %	1,490.92	8.82 %	2,981.84
VKM1	18.83	16.02	0.26	85.07 %	22,483.50	10.00 %	2,248.35	8.82 %	3,372.53
SNL1	24.95	20.80	0.00	83.38 %	16,586.20	10.00 %	1,658.62	8.82 %	2,487.93
TUT2	61.81	51.10	0.00	82.67 %	52,303.70	10.00 %	5,230.37	8.82 %	7,845.56
KGL1	20.43	16.78	0.00	82.16 %	13,024.80	10.00 %	1,302.48	8.82 %	1,953.72
ARM1	19.33	15.72	0.00	81.31 %	15,542.20	10.00 %	1,554.22	8.82 %	1,554.22
VLY1	43.93	35.25	0.49	80.25 %	29,808.80	10.00 %	2,980.88	8.82 %	2,980.88
TCN1	32.98	26.19	0.00	79.40 %	28,100.30	0.00 %		8.82 %	2,810.03
TUT1	165.66	129.89	0.00	78.41 %	133,993.30	0.00 %		8.82 %	13,399.33
TKS1	43.71	34.19	0.06	78.23 %	38,500.00	0.00 %		8.82 %	3,850.00
ASM1	18.14	13.59	0.36	74.92 %	17,828.10	0.00 %		8.82 %	1,782.81
STU2	16.79	10.97	0.00	65.35 %	11,417.30	0.00 %		8.82 %	
APK1	30.35	18.18	0.19	59.90 %	25,084.80	0.00 %		8.82 %	
TVL2	15.27	7.12	0.19	46.64 %	3,886.90	0.00 %		8.82 %	
APK2	48.59	20.58	0.23	42.35 %	21,055.70	0.00 %		8.82 %	
KVT1	103.55	42.64	0.29	41.17 %	59,137.00	0.00 %		8.82 %	
SGT1	29.69	12.22	0.00	41.16 %	6,613.30	0.00 %		8.82 %	
TVL1	213.58	50.28	0.08	23.54 %	48,747.00	0.00 %		8.82 %	
KSM1	23.34	3.18	0.00	13.60 %	3,325.60	0.00 %		8.82 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ULP1	33.54	38.79	0.09	115.63 %	31,067.00	30.00 %	9,320.10	8.82 %	12,426.80
VPM2	35.38	38.46	0.21	108.72 %	30,707.70	25.00 %	7,676.93	8.82 %	9,212.31
KLM1	31.23	31.98	0.40	102.40 %	37,625.20	25.00 %	9,406.30	8.82 %	11,287.56
KML1	18.64	18.86	0.00	101.19 %	14,787.80	25.00 %	3,696.95	8.82 %	4,436.34
PRT1	28.30	24.92	0.12	88.07 %	22,318.30	10.00 %	2,231.83	8.82 %	4,463.66
CUD1	65.09	54.20	1.73	83.27 %	55,290.80	10.00 %	5,529.08	8.82 %	8,293.62
CDM1	39.02	31.99	0.16	82.00 %	25,779.90	10.00 %	2,577.99	8.82 %	2,577.99
SJI1	34.31	28.07	0.00	81.82 %	23,018.70	10.00 %	2,301.87	8.82 %	2,301.87
VCM1	21.21	16.21	0.00	76.41 %	10,172.00	0.00 %		8.82 %	1,017.20
TRK1	44.48	33.88	1.08	76.17 %	32,829.90	0.00 %		8.82 %	3,282.99
MKM1	18.21	13.50	0.01	74.17 %	12,194.70	0.00 %		8.82 %	1,219.47
POY1	56.15	40.83	0.13	72.72 %	43,484.50	0.00 %		8.82 %	
VPM1	14.86	10.56	0.00	71.07 %	10,135.90	0.00 %		8.82 %	
TVM1	20.21	13.35	0.00	66.05 %	9,930.90	0.00 %		8.82 %	
POY2	55.01	34.75	0.06	63.18 %	33,948.70	0.00 %		8.82 %	
STP1	16.78	9.95	0.00	59.31 %	7,677.10	0.00 %		8.82 %	
KKI2	41.52	24.43	0.19	58.85 %	19,916.00	0.00 %		8.82 %	
TDM1	37.09	21.75	0.10	58.66 %	15,069.00	0.00 %		8.82 %	
TVM2	29.78	16.39	0.08	55.02 %	9,795.30	0.00 %		8.82 %	
NVL2	49.12	25.71	0.00	52.34 %	28,240.30	0.00 %		8.82 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	8.27	8.45	0.00	102.21 %	5,381.80	25.00 %	1,345.45	8.82 %	1,614.54
GPD1	27.50	27.38	0.12	99.57 %	18,807.50	20.00 %	3,761.50	8.82 %	4,701.88
UKI1	24.84	22.24	0.00	89.52 %	19,891.20	10.00 %	1,989.12	8.82 %	3,978.24
CH12	57.92	51.46	0.05	88.85 %	44,793.80	10.00 %	4,479.38	8.82 %	8,958.76
CH17	23.40	20.31	0.27	86.79 %	17,324.30	10.00 %	1,732.43	8.82 %	3,464.86
MC06	13.40	11.45	0.12	85.47 %	4,913.80	10.00 %	491.38	8.82 %	737.07
CH18	57.43	48.41	0.08	84.29 %	57,789.40	10.00 %	5,778.94	8.82 %	8,668.41
CH44	36.49	30.37	0.00	83.25 %	28,610.00	10.00 %	2,861.00	8.82 %	4,291.50
CH33	36.18	30.00	0.00	82.92 %	36,956.40	10.00 %	3,695.64	8.82 %	5,543.46
MJR1	47.69	38.41	0.00	80.52 %	31,790.60	10.00 %	3,179.06	8.82 %	3,179.06
CH43	32.42	24.58	0.18	75.82 %	28,627.80	0.00 %		8.82 %	2,862.78
CH34	50.39	38.04	0.28	75.49 %	36,916.40	0.00 %		8.82 %	3,691.64
PON1	25.53	18.85	0.18	73.85 %	16,464.30	0.00 %		8.82 %	1,646.43
CH21	78.05	57.29	0.23	73.41 %	45,735.20	0.00 %		8.82 %	4,573.52
MC05	19.04	13.91	0.00	73.06 %	3,781.80	0.00 %		8.82 %	378.18
CH03	106.83	75.74	0.18	70.90 %	68,369.40	0.00 %		8.82 %	
CH41	36.60	25.84	0.11	70.60 %	39,468.10	0.00 %		8.82 %	
CH20	56.52	39.58	0.12	70.02 %	33,179.50	0.00 %		8.82 %	
CH27	16.52	11.24	0.00	68.03 %	15,959.30	0.00 %		8.82 %	
CH23	21.71	14.61	0.00	67.28 %	14,385.10	0.00 %		8.82 %	
CH06	50.23	30.37	0.34	60.47 %	27,063.60	0.00 %		8.82 %	
CH31	24.08	14.25	0.00	59.17 %	15,922.70	0.00 %		8.82 %	
CH15	127.00	72.31	0.14	56.94 %	67,391.50	0.00 %		8.82 %	
CH46	22.74	12.02	0.00	52.84 %	11,250.00	0.00 %		8.82 %	
CH24	47.34	24.59	0.16	51.94 %	26,392.70	0.00 %		8.82 %	
CH09	46.74	24.00	0.17	51.35 %	28,592.90	0.00 %		8.82 %	
MC08	7.87	3.93	0.00	49.95 %	691.70	0.00 %		8.82 %	
CH36	27.52	9.49	0.00	34.50 %	8,523.10	0.00 %		8.82 %	
CH01	4.04	0.92	0.00	22.78 %	748.80	0.00 %		8.82 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	15.91	0.00	0.00 %	3,750.00	0.00 %		0.00 %	
GHUB	0.00	8.70	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.50	0.00	0.00 %	0.00	0.00 %		0.00 %	
NASD	0.00	0.23	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	2.57	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	2.71	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	2.20	0.21	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	20.67	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.17	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	1.70	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	1.73	6.13	0.00 %	0.00	0.00 %		0.00 %	