

Accu.Target 17,143.82 L	Sales 12,175.50 L	Achieved % 71.02 %	HO Budget+ % 18.98 %	Total Com. 112.42 L
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Note : Sales Period is From :01-Oct-2025 To :11-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	1,822.65	1,343.86	73.73 %	0.00	18.98 %	0.00
SOUTH ARCOT	1,234.56	889.00	72.01 %	0.00	18.98 %	0.00
NORTH ARCOT	1,346.65	956.21	71.01 %	0.00	18.98 %	0.00
CHENNAI-01	2,081.32	1,458.97	70.10 %	0.00	18.98 %	0.00
SOUTH-03	2,192.25	1,531.58	69.86 %	0.00	18.98 %	0.00
WEST-02	1,872.50	1,289.96	68.89 %	0.00	18.98 %	0.00
SOUTH-01	2,917.03	1,964.70	67.35 %	0.00	18.98 %	0.00
WEST-01	1,464.61	976.50	66.67 %	0.00	18.98 %	0.00
CHENNAI-02	2,056.62	1,325.72	64.46 %	0.00	18.98 %	0.00
KL-SOUTH	155.63	88.64	56.96 %	0.00	18.98 %	0.00
OTHERS	0.00	350.36	0.00 %	0.00	0.00 %	0.00
Total	17,143.82	12,175.50	71.02 %		18.98 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	361.25	292.44	80.95%	0.00	18.98 %	15,000.00
	TNJ1	395.36	317.07	80.20%	0.00	18.98 %	22,500.00
	PTK1	323.53	234.62	72.52%	0.00	18.98 %	0.00
	TRY1	742.51	499.73	67.30%	0.00	18.98 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	373.33	293.19	78.53%	0.00	18.98 %	15,000.00
	SA01	406.76	317.25	77.99%	0.00	18.98 %	22,500.00
	SA02	454.46	278.56	61.29%	0.00	18.98 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	418.75	331.07	79.06%	0.00	18.98 %	22,500.00
	NA03	433.42	306.63	70.75%	0.00	18.98 %	0.00
	NA01	494.47	318.50	64.41%	0.00	18.98 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	636.23	509.98	80.16%	0.00	18.98 %	37,500.00
	CH03	400.29	307.80	76.90%	0.00	18.98 %	22,500.00
	CH08	465.91	309.93	66.52%	0.00	18.98 %	0.00
	CH05	578.89	331.25	57.22%	0.00	18.98 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	626.94	523.82	83.55%	0.00	18.98 %	75,000.00
	KKD2	403.38	323.17	80.12%	0.00	18.98 %	22,500.00
	SVG1	381.29	253.58	66.51%	0.00	18.98 %	0.00
	KRR1	98.94	62.45	63.12%	0.00	18.98 %	0.00
	DGL1	681.70	368.56	54.07%	0.00	18.98 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	379.01	286.17	75.50%	0.00	18.98 %	15,000.00
	ERD1	496.87	348.83	70.21%	0.00	18.98 %	0.00
	SLM1	600.49	406.57	67.71%	0.00	18.98 %	0.00
	MTR1	396.13	248.38	62.70%	0.00	18.98 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	599.81	471.03	78.53%	0.00	18.98 %	30,000.00
	TKS1	405.52	308.04	75.96%	0.00	18.98 %	22,500.00
	KVT1	531.98	345.97	65.03%	0.00	18.98 %	0.00
	NGR1	492.50	310.47	63.04%	0.00	18.98 %	0.00
	TVL1	480.29	294.66	61.35%	0.00	18.98 %	0.00
	VNR1	406.93	234.52	57.63%	0.00	18.98 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	171.84	137.92	80.26%	0.00	18.98 %	7,500.00
	CBE1	604.42	432.59	71.57%	0.00	18.98 %	0.00
	UAM1	266.42	188.15	70.62%	0.00	18.98 %	0.00
	TPR1	199.85	106.75	53.41%	0.00	18.98 %	0.00
	PLI1	222.08	111.10	50.03%	0.00	18.98 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	404.57	272.71	67.41%	0.00	18.98 %	0.00
	CH01	532.35	357.38	67.13%	0.00	18.98 %	0.00
	CH07	487.26	324.83	66.66%	0.00	18.98 %	0.00
	CH04	632.45	370.80	58.63%	0.00	18.98 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	155.63	88.64	56.96%	0.00	18.98 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.66	0.00%	0.00	0.00 %	0.00
	CH02	0.00	38.18	0.00%	0.00	0.00 %	0.00
	HO01	0.00	279.93	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	7.21	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	4.50	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	4.27	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	10.61	0.00%	0.00	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	25.92	29.17	0.00	112.55 %	23,543.80	30.00 %	7,063.14	18.98 %	9,417.52
TRY3	47.74	52.79	0.12	110.59 %	34,547.00	30.00 %	10,364.10	18.98 %	13,818.80
TVR2	67.53	68.66	0.00	101.67 %	53,153.20	25.00 %	13,288.30	18.98 %	21,261.28
MDI1	52.87	49.92	0.28	94.42 %	42,972.60	15.00 %	6,445.89	18.98 %	12,891.78
MVM1	76.81	68.03	0.00	88.57 %	71,924.40	10.00 %	7,192.44	18.98 %	17,981.10
KIK1	38.56	32.96	0.00	85.46 %	35,868.60	10.00 %	3,586.86	18.98 %	8,967.15
TNJ1	113.33	96.51	0.32	85.16 %	70,904.30	10.00 %	7,090.43	18.98 %	17,726.08
ORU1	34.04	28.88	0.15	84.85 %	32,645.40	10.00 %	3,264.54	18.98 %	8,161.35
TNJ2	89.43	74.67	0.03	83.50 %	63,305.90	10.00 %	6,330.59	18.98 %	15,826.48
TYR1	73.32	60.58	0.06	82.62 %	46,287.70	10.00 %	4,628.77	18.98 %	11,571.93
NGT1	61.80	50.12	0.08	81.11 %	49,704.70	10.00 %	4,970.47	18.98 %	12,426.18
KUM1	99.24	76.63	0.05	77.21 %	62,254.50	0.00 %		18.98 %	12,450.90
PDK1	38.72	29.83	0.47	77.04 %	26,276.70	0.00 %		18.98 %	3,941.51
TRY2	33.40	25.00	0.00	74.84 %	20,990.70	0.00 %		18.98 %	3,148.61
PBR1	35.87	25.52	0.00	71.14 %	21,852.50	0.00 %		18.98 %	2,185.25
PBR2	115.48	80.38	0.17	69.60 %	58,246.00	0.00 %		18.98 %	5,824.60
APM1	24.19	16.63	0.27	68.73 %	17,952.10	0.00 %		18.98 %	1,795.21
KRN1	33.62	22.93	0.03	68.21 %	22,336.40	0.00 %		18.98 %	2,233.64
NMM1	40.62	27.67	0.11	68.12 %	34,052.40	0.00 %		18.98 %	3,405.24
TTP1	62.79	41.79	0.00	66.55 %	43,121.90	0.00 %		18.98 %	4,312.19
AYR1	47.66	31.29	0.01	65.65 %	20,819.70	0.00 %		18.98 %	2,081.97
MSI1	47.64	31.18	0.03	65.44 %	25,367.00	0.00 %		18.98 %	2,536.70
TRY1	366.62	224.29	0.05	61.18 %	164,242.20	0.00 %		18.98 %	
PTK1	81.26	48.49	0.31	59.68 %	40,889.90	0.00 %		18.98 %	
JKM1	60.74	35.67	0.00	58.73 %	26,656.90	0.00 %		18.98 %	
NCK1	31.01	14.28	0.02	46.06 %	13,870.00	0.00 %		18.98 %	
TRY4	22.43	0.00		0.00 %	0.00	0.00 %		18.98 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	61.64	87.41	0.06	141.81 %	48,712.50	40.00 %	19,485.00	18.98 %	19,485.00
NVL2	72.48	62.62	0.23	86.40 %	58,897.90	10.00 %	5,889.79	18.98 %	14,724.48
VPM2	60.69	50.57	0.17	83.33 %	43,489.90	10.00 %	4,348.99	18.98 %	10,872.48
POY1	104.95	84.85	0.09	80.85 %	85,924.10	10.00 %	8,592.41	18.98 %	17,184.82
CUD1	119.26	96.10	0.29	80.58 %	88,304.00	10.00 %	8,830.40	18.98 %	17,660.80
POY2	93.80	72.79	0.04	77.60 %	53,541.50	0.00 %		18.98 %	10,708.30
KLM1	61.07	47.27	0.03	77.40 %	55,004.80	0.00 %		18.98 %	11,000.96
PRT1	49.38	36.99	0.30	74.91 %	34,682.00	0.00 %		18.98 %	5,202.30
ULP1	61.48	45.89	0.08	74.64 %	44,197.30	0.00 %		18.98 %	6,629.60
TRK1	78.12	55.87	0.27	71.52 %	54,719.30	0.00 %		18.98 %	5,471.93
KML1	34.62	24.41	0.67	70.51 %	23,809.30	0.00 %		18.98 %	2,380.93
TDM1	54.20	35.43	0.01	65.36 %	28,857.60	0.00 %		18.98 %	2,885.76
KKI2	80.58	48.63	0.12	60.35 %	37,716.30	0.00 %		18.98 %	
STP1	27.54	16.62	0.00	60.35 %	15,720.30	0.00 %		18.98 %	
TVM1	37.76	22.76	0.40	60.28 %	14,248.90	0.00 %		18.98 %	
VPM1	24.55	14.48	0.32	58.99 %	11,295.90	0.00 %		18.98 %	
MKM1	27.68	16.23	0.28	58.64 %	14,907.60	0.00 %		18.98 %	
TVM2	56.38	26.80	0.00	47.54 %	15,991.20	0.00 %		18.98 %	
VCM1	37.96	15.28	0.00	40.25 %	13,464.40	0.00 %		18.98 %	
CDM1	90.42	28.12	0.08	31.10 %	26,747.40	0.00 %		18.98 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	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)
SLG1	37.60	42.47	0.00	112.96 %	33,116.70	30.00 %	9,935.01	18.98 %	13,246.68
BGR1	26.31	24.25	0.00	92.17 %	24,680.40	15.00 %	3,702.06	18.98 %	7,404.12
VEL1	67.31	60.34	0.12	89.64 %	54,106.90	10.00 %	5,410.69	18.98 %	16,232.07
ABR1	44.11	39.26	0.00	89.00 %	38,020.80	10.00 %	3,802.08	18.98 %	9,505.20
WJP1	42.52	37.08	0.15	87.20 %	33,371.00	10.00 %	3,337.10	18.98 %	8,342.75
CGM1	38.96	33.90	0.00	87.01 %	22,473.40	10.00 %	2,247.34	18.98 %	5,618.35
PLR1	27.38	23.34	0.00	85.25 %	22,752.70	10.00 %	2,275.27	18.98 %	5,688.18
GDM1	42.20	35.69	0.18	84.59 %	36,372.50	10.00 %	3,637.25	18.98 %	9,093.13
TRT1	55.64	43.73	0.40	78.59 %	37,396.10	0.00 %		18.98 %	7,479.22
VEL2	78.59	61.67	0.07	78.47 %	71,741.30	0.00 %		18.98 %	14,348.26
KPM1	48.69	37.57	0.26	77.16 %	39,662.20	0.00 %		18.98 %	7,932.44
WJD1	49.81	37.79	0.12	75.86 %	40,278.90	0.00 %		18.98 %	6,041.84
AKM1	76.73	57.69	0.27	75.19 %	46,163.00	0.00 %		18.98 %	6,924.45
TRR1	75.21	55.78	0.98	74.16 %	42,514.20	0.00 %		18.98 %	6,377.13
TRL1	82.80	60.47	0.06	73.03 %	75,721.70	0.00 %		18.98 %	11,358.26
UGI1	34.16	24.03	0.36	70.37 %	22,318.70	0.00 %		18.98 %	2,231.87
ARC2	52.25	35.32	0.07	67.60 %	28,628.50	0.00 %		18.98 %	2,862.85
VSI1	48.05	31.55	0.29	65.65 %	37,478.20	0.00 %		18.98 %	3,747.82
CPT1	27.93	18.29	0.00	65.48 %	19,318.90	0.00 %		18.98 %	1,931.89
ANI1	29.32	19.07	0.20	65.05 %	16,001.40	0.00 %		18.98 %	1,600.14
PTU1	18.19	9.68	0.01	53.23 %	11,066.90	0.00 %		18.98 %	
SBR1	102.74	52.16	0.03	50.77 %	55,605.80	0.00 %		18.98 %	
KPM2	159.32	78.26	0.09	49.12 %	61,385.80	0.00 %		18.98 %	
VNB1	44.99	21.09	0.00	46.88 %	17,240.70	0.00 %		18.98 %	
CYR1	35.84	15.73	0.07	43.88 %	16,283.80	0.00 %		18.98 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH28	69.54	76.06	0.15	109.39 %	112,494.70	25.00 %	28,123.68	18.98 %	44,997.88
CH19	78.66	84.10	0.14	106.92 %	76,410.10	25.00 %	19,102.53	18.98 %	30,564.04
TKM1	32.74	31.85	0.00	97.30 %	34,459.00	20.00 %	6,891.80	18.98 %	13,783.60
CH42	88.11	84.73	0.07	96.16 %	87,147.00	20.00 %	17,429.40	18.98 %	26,144.10
CH40	43.08	37.41	0.02	86.83 %	15,336.00	10.00 %	1,533.60	18.98 %	3,834.00
GUD2	57.07	49.25	0.11	86.30 %	44,348.30	10.00 %	4,434.83	18.98 %	11,087.08
MC10	17.07	14.42	0.00	84.46 %	9,178.00	10.00 %	917.80	18.98 %	2,294.50
CH16	138.96	109.14	0.12	78.54 %	119,104.00	0.00 %		18.98 %	23,820.80
CH39	39.45	30.71	0.11	77.86 %	29,496.60	0.00 %		18.98 %	5,899.32
GUD1	58.02	44.01	0.09	75.84 %	63,517.10	0.00 %		18.98 %	9,527.57
CH35	53.38	39.94	0.20	74.81 %	45,916.00	0.00 %		18.98 %	6,887.40
CH38	52.96	39.27	0.01	74.14 %	44,406.00	0.00 %		18.98 %	6,660.90
MRM1	64.50	47.82	0.13	74.14 %	48,173.10	0.00 %		18.98 %	7,225.97
CH48	80.08	58.24	0.08	72.73 %	61,445.70	0.00 %		18.98 %	6,144.57
CH45	70.27	50.87	0.50	72.39 %	53,805.10	0.00 %		18.98 %	5,380.51
CGL1	46.40	33.43	0.18	72.05 %	28,953.50	0.00 %		18.98 %	2,895.35
CH08	146.01	104.72	0.04	71.72 %	147,744.80	0.00 %		18.98 %	14,774.48
CH22	61.55	42.29	0.06	68.71 %	46,281.30	0.00 %		18.98 %	4,628.13
SKL1	54.21	36.16	0.00	66.71 %	50,196.80	0.00 %		18.98 %	5,019.68
CH05	124.25	81.57	0.11	65.65 %	74,226.00	0.00 %		18.98 %	7,422.60
CH14	150.46	97.88	0.06	65.05 %	93,326.00	0.00 %		18.98 %	9,332.60
CH07	103.44	65.07	0.00	62.90 %	66,491.40	0.00 %		18.98 %	
CH30	84.99	51.96	0.35	61.13 %	41,053.60	0.00 %		18.98 %	
CH11	78.06	45.96	0.17	58.88 %	45,702.80	0.00 %		18.98 %	
CH29	23.89	13.21	0.00	55.27 %	18,929.00	0.00 %		18.98 %	
CH37	45.59	22.61	0.07	49.60 %	23,789.40	0.00 %		18.98 %	
CH26	20.81	8.83	0.00	42.41 %	10,318.10	0.00 %		18.98 %	
MC09	13.12	5.42	0.00	41.32 %	2,651.20	0.00 %		18.98 %	
KNR1	72.60	21.29	0.00	29.33 %	21,841.00	0.00 %		18.98 %	
AVD1	99.41	28.48	0.11	28.65 %	28,268.00	0.00 %		18.98 %	
MC02	12.62	2.29	0.00	18.14 %	830.50	0.00 %		18.98 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	62.57	124.64	0.19	199.20 %	90,598.90	40.00 %	36,239.56	18.98 %	36,239.56
KKD3	48.82	75.79	0.37	155.23 %	91,044.90	40.00 %	36,417.96	18.98 %	36,417.96
PNI1	20.58	18.31	0.93	89.00 %	14,606.60	10.00 %	1,460.66	18.98 %	3,651.65
TDI1	34.55	29.94	0.00	86.66 %	31,299.90	10.00 %	3,129.99	18.98 %	7,824.98
TEN1	52.48	45.29	0.01	86.31 %	46,157.70	10.00 %	4,615.77	18.98 %	11,539.43
TEN2	52.99	44.79	0.01	84.53 %	30,166.30	10.00 %	3,016.63	18.98 %	7,541.58
PVI1	40.13	33.70	0.02	83.99 %	39,955.30	10.00 %	3,995.53	18.98 %	9,988.83
MLR1	36.59	30.34	0.00	82.92 %	27,992.90	10.00 %	2,799.29	18.98 %	6,998.23
PNV1	23.41	19.27	0.14	82.31 %	20,969.80	10.00 %	2,096.98	18.98 %	5,242.45
MDU2	137.56	111.58	0.33	81.11 %	83,263.30	10.00 %	8,326.33	18.98 %	20,815.83
BTU1	23.32	18.47	0.84	79.17 %	22,534.90	0.00 %		18.98 %	4,506.98
DKI1	52.66	41.01	0.06	77.87 %	52,772.70	0.00 %		18.98 %	10,554.54
KYK1	26.29	19.94	0.22	75.83 %	21,863.50	0.00 %		18.98 %	3,279.53
PKM1	23.43	17.74	0.29	75.72 %	19,890.60	0.00 %		18.98 %	2,983.59
ATG1	61.85	46.66	0.52	75.44 %	56,011.50	0.00 %		18.98 %	8,401.73
DGL2	31.75	22.69	0.00	71.48 %	22,555.60	0.00 %		18.98 %	2,255.56
SVG1	57.78	41.08	0.05	71.09 %	40,648.80	0.00 %		18.98 %	4,064.88
BNR1	42.89	30.12	0.09	70.24 %	28,043.50	0.00 %		18.98 %	2,804.35
DGL1	192.08	134.65	0.21	70.10 %	112,825.80	0.00 %		18.98 %	11,282.58
SGP1	25.14	17.22	0.00	68.52 %	18,392.90	0.00 %		18.98 %	1,839.29
KRR1	62.42	42.17	0.15	67.57 %	42,660.30	0.00 %		18.98 %	4,266.03
USL1	47.81	32.15	0.03	67.25 %	34,176.00	0.00 %		18.98 %	3,417.60
TPT1	48.79	32.18	0.30	65.95 %	54,133.00	0.00 %		18.98 %	5,413.30
MDU4	53.06	34.82	0.23	65.62 %	30,471.60	0.00 %		18.98 %	3,047.16
CBM1	64.38	41.39	0.09	64.29 %	41,531.50	0.00 %		18.98 %	
ADP1	42.16	26.29	0.42	62.37 %	30,467.40	0.00 %		18.98 %	
TMM1	85.36	49.98	0.32	58.55 %	36,236.80	0.00 %		18.98 %	
KPT1	28.35	16.14	0.34	56.94 %	17,624.60	0.00 %		18.98 %	
ODM1	36.52	20.27	0.72	55.51 %	14,953.60	0.00 %		18.98 %	
MDU5	48.12	26.70	0.12	55.48 %	38,423.00	0.00 %		18.98 %	
MDU3	83.97	46.17	0.20	54.98 %	32,722.40	0.00 %		18.98 %	
CMR1	34.88	18.72	0.00	53.66 %	14,591.20	0.00 %		18.98 %	
NKI1	52.35	27.74	0.39	52.99 %	34,530.20	0.00 %		18.98 %	
MNM1	34.55	17.76	0.21	51.42 %	22,976.80	0.00 %		18.98 %	
MPA1	63.71	31.70	0.24	49.75 %	39,868.20	0.00 %		18.98 %	
NTM1	41.07	18.62	0.00	45.35 %	20,989.70	0.00 %		18.98 %	
MDU1	284.39	115.88	0.42	40.75 %	90,483.90	0.00 %		18.98 %	
KKD2	33.49	9.64	0.00	28.80 %	11,917.20	0.00 %		18.98 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	35.77	40.32	0.00	112.74 %	29,852.90	30.00 %	8,955.87	18.98 %	11,941.16
PMP1	41.45	44.30	0.10	106.88 %	23,406.70	25.00 %	5,851.68	18.98 %	9,362.68
SLM3	87.67	83.05	0.10	94.73 %	53,924.00	15.00 %	8,088.60	18.98 %	16,177.20
PLC1	41.52	36.28	0.00	87.37 %	37,501.50	10.00 %	3,750.15	18.98 %	9,375.38
HSR2	96.95	84.43	0.08	87.10 %	77,309.40	10.00 %	7,730.94	18.98 %	19,327.35
APN1	34.52	29.13	0.23	84.37 %	31,710.70	10.00 %	3,171.07	18.98 %	7,927.68
CMI1	29.52	24.75	0.32	83.85 %	28,043.00	10.00 %	2,804.30	18.98 %	7,010.75
PDR1	25.07	20.96	0.17	83.60 %	24,185.80	10.00 %	2,418.58	18.98 %	6,046.45
DPR1	26.15	21.07	0.00	80.57 %	16,488.30	10.00 %	1,648.83	18.98 %	3,297.66
EDP1	27.55	22.16	0.00	80.44 %	14,280.10	10.00 %	1,428.01	18.98 %	2,856.02
HRR1	34.89	27.11	0.32	77.70 %	20,277.50	0.00 %		18.98 %	4,055.50
ERD1	88.66	68.14	2.67	76.86 %	52,344.40	0.00 %		18.98 %	7,851.66
SGG1	26.84	20.50	0.30	76.39 %	15,578.60	0.00 %		18.98 %	2,336.79
SLM2	60.24	43.42	0.20	72.08 %	31,103.00	0.00 %		18.98 %	3,110.30
ERD2	91.94	66.14	0.22	71.94 %	75,971.30	0.00 %		18.98 %	7,597.13
BMD1	35.26	25.06	0.05	71.08 %	27,799.50	0.00 %		18.98 %	2,779.95
NKL2	85.36	60.36	0.47	70.71 %	56,317.00	0.00 %		18.98 %	5,631.70
VKL1	24.75	16.93	0.14	68.42 %	15,519.70	0.00 %		18.98 %	1,551.97
KVP1	34.24	23.01	0.00	67.22 %	20,603.40	0.00 %		18.98 %	2,060.34
SLM1	184.05	122.36	0.00	66.48 %	73,229.20	0.00 %		18.98 %	7,322.92
OML1	59.87	38.68	0.00	64.61 %	40,543.70	0.00 %		18.98 %	
TRM1	65.50	42.12	2.19	64.30 %	35,452.80	0.00 %		18.98 %	
TCG1	33.42	21.14	0.58	63.25 %	17,419.00	0.00 %		18.98 %	
ATU1	74.01	46.36	0.08	62.64 %	34,811.60	0.00 %		18.98 %	
MCR1	67.13	39.95	0.01	59.52 %	31,350.00	0.00 %		18.98 %	
VPD1	72.28	40.46	0.00	55.97 %	45,320.80	0.00 %		18.98 %	
RSP1	51.74	28.42	0.20	54.93 %	25,600.00	0.00 %		18.98 %	
KMM1	39.59	21.49	0.19	54.28 %	23,645.90	0.00 %		18.98 %	
DPR2	35.07	18.66	0.00	53.21 %	15,499.60	0.00 %		18.98 %	
MTR1	72.26	35.73	0.08	49.45 %	28,599.80	0.00 %		18.98 %	
HSR1	76.36	37.67	0.11	49.33 %	33,913.20	0.00 %		18.98 %	
KRI1	52.73	20.15	0.00	38.22 %	10,659.00	0.00 %		18.98 %	
EPI1	60.18	19.64	0.22	32.63 %	25,595.80	0.00 %		18.98 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	35.87	38.78	0.10	108.11 %	44,620.50	25.00 %	11,155.13	18.98 %	17,848.20
RPM1	89.29	83.51	0.41	93.53 %	77,647.20	15.00 %	11,647.08	18.98 %	23,294.16
UDN1	36.25	33.12	0.03	91.37 %	32,952.20	15.00 %	4,942.83	18.98 %	9,885.66
PKD1	78.78	71.81	0.19	91.16 %	69,972.50	15.00 %	10,495.88	18.98 %	20,991.75
TKY1	67.41	60.69	0.02	90.03 %	41,894.10	10.00 %	4,189.41	18.98 %	12,568.23
TUT1	304.31	241.78	0.11	79.45 %	266,501.70	0.00 %		18.98 %	53,300.34
TKS1	91.93	72.48	0.22	78.84 %	74,593.00	0.00 %		18.98 %	14,918.60
TKS2	110.73	86.49	0.07	78.11 %	76,306.00	0.00 %		18.98 %	15,261.20
TUT2	116.57	85.33	0.04	73.20 %	72,984.50	0.00 %		18.98 %	10,947.68
VNR1	38.52	28.00	0.00	72.69 %	29,761.80	0.00 %		18.98 %	2,976.18
TCN1	59.20	41.87	0.03	70.73 %	45,513.20	0.00 %		18.98 %	4,551.32
KYR1	29.80	21.03	0.00	70.58 %	20,097.70	0.00 %		18.98 %	2,009.77
ARM1	37.58	26.22	0.20	69.77 %	26,216.00	0.00 %		18.98 %	2,621.60
ASM1	41.17	28.19	0.08	68.47 %	33,172.60	0.00 %		18.98 %	3,317.26
SKD1	34.68	23.39	0.01	67.43 %	19,304.30	0.00 %		18.98 %	1,930.43
NGR1	179.31	120.32	0.69	67.10 %	114,023.50	0.00 %		18.98 %	11,402.35
VNR2	139.77	93.42	0.10	66.84 %	91,311.80	0.00 %		18.98 %	9,131.18
SGT1	26.63	17.21	0.01	64.63 %	13,695.40	0.00 %		18.98 %	
TVL1	281.75	179.89	0.48	63.85 %	152,625.80	0.00 %		18.98 %	
TYI1	47.62	30.14	0.38	63.31 %	42,880.50	0.00 %		18.98 %	
SNL1	57.57	35.65	0.21	61.92 %	32,723.40	0.00 %		18.98 %	
KVT1	150.40	91.87	0.19	61.08 %	110,514.60	0.00 %		18.98 %	
KGL1	43.66	25.81	0.07	59.11 %	26,285.80	0.00 %		18.98 %	
RND1	105.95	61.55	0.07	58.09 %	86,869.50	0.00 %		18.98 %	
SDI1	42.07	24.24	0.27	57.63 %	21,945.70	0.00 %		18.98 %	
VKM1	38.84	21.61	0.08	55.64 %	27,116.40	0.00 %		18.98 %	
APK2	70.96	39.18	0.14	55.21 %	43,767.10	0.00 %		18.98 %	
MMT1	48.33	26.56	0.20	54.95 %	22,476.10	0.00 %		18.98 %	
PDI1	44.86	24.11	0.41	53.75 %	23,454.60	0.00 %		18.98 %	
TVL2	26.84	14.35	0.33	53.46 %	7,347.30	0.00 %		18.98 %	
COL1	20.46	10.84	0.04	53.00 %	11,939.80	0.00 %		18.98 %	
STU2	35.96	19.05	0.42	52.98 %	15,667.60	0.00 %		18.98 %	
SVK1	94.24	49.51	0.25	52.53 %	50,744.20	0.00 %		18.98 %	
MAR1	103.97	51.71	0.12	49.73 %	50,024.80	0.00 %		18.98 %	
KSM1	29.36	14.55	0.13	49.54 %	12,810.90	0.00 %		18.98 %	
VLV1	92.95	46.01	0.33	49.50 %	38,822.30	0.00 %		18.98 %	
APK1	63.43	24.41	0.15	38.49 %	32,186.40	0.00 %		18.98 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	20.69	28.37	0.16	137.13 %	41,634.80	40.00 %	16,653.92	18.98 %	16,653.92
GBM1	32.95	35.11	0.16	106.55 %	23,131.80	25.00 %	5,782.95	18.98 %	9,252.72
MPM1	38.66	36.05	0.00	93.27 %	50,632.10	15.00 %	7,594.82	18.98 %	15,189.63
PPI1	27.37	24.53	0.00	89.63 %	28,100.30	10.00 %	2,810.03	18.98 %	8,430.09
CBE2	220.42	183.16	0.06	83.10 %	156,341.60	10.00 %	15,634.16	18.98 %	39,085.40
KMR1	85.98	71.40	0.04	83.04 %	85,748.00	10.00 %	8,574.80	18.98 %	21,437.00
KGM1	24.03	19.70	0.24	81.97 %	21,344.20	10.00 %	2,134.42	18.98 %	5,336.05
ANR1	11.81	9.55	0.46	80.81 %	12,584.00	10.00 %	1,258.40	18.98 %	2,516.80
CBE6	46.19	36.40	0.00	78.82 %	37,253.20	0.00 %		18.98 %	7,450.64
TPR3	35.19	27.54	0.00	78.25 %	42,074.50	0.00 %		18.98 %	8,414.90
CBE1	36.84	28.52	0.03	77.41 %	40,756.60	0.00 %		18.98 %	8,151.32
AVI1	35.32	25.84	0.00	73.17 %	22,398.40	0.00 %		18.98 %	3,359.76
TPR4	23.60	16.68	0.06	70.69 %	15,250.80	0.00 %		18.98 %	1,525.08
CNR1	34.32	23.34	0.00	68.03 %	24,635.80	0.00 %		18.98 %	2,463.58
SYM2	40.79	26.21	0.00	64.25 %	29,202.00	0.00 %		18.98 %	
GDR1	38.92	24.99	0.12	64.23 %	16,814.80	0.00 %		18.98 %	
PDM1	24.81	15.39	0.00	62.03 %	15,998.00	0.00 %		18.98 %	
CBE3	23.76	14.01	0.00	58.99 %	26,075.00	0.00 %		18.98 %	
CBE5	32.06	18.54	0.12	57.81 %	32,525.30	0.00 %		18.98 %	
UAM1	89.44	51.48	0.07	57.55 %	54,719.00	0.00 %		18.98 %	
KGI1	44.40	23.91	0.00	53.85 %	19,012.20	0.00 %		18.98 %	
SUL1	35.77	18.82	0.36	52.62 %	26,928.00	0.00 %		18.98 %	
DPM2	48.57	25.44	0.00	52.38 %	26,871.30	0.00 %		18.98 %	
CBE4	74.37	38.57	0.07	51.85 %	41,512.40	0.00 %		18.98 %	
TPR2	90.19	43.93	0.00	48.71 %	31,794.30	0.00 %		18.98 %	
TPR1	74.48	35.28	0.48	47.37 %	29,954.40	0.00 %		18.98 %	
SNR1	49.03	23.17	0.00	47.26 %	25,321.50	0.00 %		18.98 %	
PLI1	77.98	35.92	0.01	46.06 %	38,725.70	0.00 %		18.98 %	
UMP1	46.68	14.64	1.19	31.37 %	17,658.10	0.00 %		18.98 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH33	61.18	51.00	0.00	83.36 %	52,730.00	10.00 %	5,273.00	18.98 %	13,182.50
CH34	89.15	71.19	0.10	79.85 %	58,198.10	0.00 %		18.98 %	11,639.62
CH18	87.89	68.47	0.00	77.90 %	86,032.20	0.00 %		18.98 %	17,206.44
CH24	75.45	58.22	0.17	77.16 %	60,546.60	0.00 %		18.98 %	12,109.32
CH15	209.24	160.31	0.30	76.62 %	137,935.00	0.00 %		18.98 %	20,690.25
CH46	44.15	33.53	0.29	75.93 %	28,091.40	0.00 %		18.98 %	4,213.71
CH44	67.48	50.83	0.07	75.33 %	41,160.40	0.00 %		18.98 %	6,174.06
CH31	34.07	24.88	0.00	73.03 %	25,932.60	0.00 %		18.98 %	3,889.89
CH32	13.30	9.55	0.00	71.79 %	4,275.00	0.00 %		18.98 %	427.50
CH03	201.61	143.04	0.24	70.95 %	132,857.70	0.00 %		18.98 %	13,285.77
CH12	114.19	80.85	0.41	70.80 %	83,394.90	0.00 %		18.98 %	8,339.49
CH17	30.81	20.93	0.00	67.92 %	29,483.90	0.00 %		18.98 %	2,948.39
CH20	105.94	69.93	0.37	66.01 %	66,065.90	0.00 %		18.98 %	6,606.59
CH21	143.19	93.50	0.38	65.30 %	61,132.90	0.00 %		18.98 %	6,113.29
MC06	24.91	15.74	0.00	63.20 %	11,044.70	0.00 %		18.98 %	
MC05	32.94	20.67	0.00	62.77 %	7,878.20	0.00 %		18.98 %	
CH41	76.19	46.80	0.37	61.43 %	51,686.00	0.00 %		18.98 %	
CH23	31.28	18.75	0.00	59.94 %	23,004.20	0.00 %		18.98 %	
PON1	45.14	26.75	0.04	59.26 %	26,762.90	0.00 %		18.98 %	
CH27	31.33	17.61	0.11	56.21 %	20,198.60	0.00 %		18.98 %	
CH09	83.05	46.57	0.00	56.08 %	54,928.60	0.00 %		18.98 %	
GPD1	63.67	33.62	0.34	52.80 %	19,321.70	0.00 %		18.98 %	
UKI1	55.30	26.89	0.30	48.63 %	23,431.90	0.00 %		18.98 %	
CH36	42.89	20.82	0.00	48.55 %	15,090.00	0.00 %		18.98 %	
CH06	84.90	40.78	0.16	48.03 %	45,690.80	0.00 %		18.98 %	
CH43	65.78	26.16	0.08	39.76 %	39,120.70	0.00 %		18.98 %	
MJR1	135.58	47.35	0.00	34.92 %	44,859.90	0.00 %		18.98 %	
CH01	6.01	0.98	0.00	16.35 %	1,136.70	0.00 %		18.98 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	90.22	56.14	0.34	62.22 %	47,165.70	0.00 %		18.98 %	
PAS1	36.18	18.84	0.00	52.07 %	16,366.30	0.00 %		18.98 %	
KLR1	29.24	13.67	0.00	46.75 %	12,413.80	0.00 %		18.98 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	26.65	0.00	0.00 %	128.00	0.00 %		0.00 %	
GHUB	0.00	278.41	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.52	2.51	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	10.61	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	7.21	10.60	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	4.27	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	11.53	0.67	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	5.66	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	4.50	9.18	0.00 %	0.00	0.00 %		0.00 %	