

Accu.Target 13,954.74 L	Sales 12,550.93 L	Achieved % 89.94 %	HO Budget+ % 0.06 %	Total Com. 114.20 L
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Note : Sales Period is From :01-Aug-2025 To :13-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	1,038.26	1,074.19	103.46 %	0.00	0.06 %	0.00
WEST-02	1,292.94	1,258.12	97.31 %	0.00	0.06 %	0.00
NORTH ARCOT	1,061.43	1,021.06	96.20 %	30,000.00	0.06 %	30,000.00
TRICHY-01	1,595.05	1,510.27	94.68 %	0.00	0.06 %	0.00
SOUTH ARCOT	1,033.90	942.68	91.18 %	27,000.00	0.06 %	27,000.00
KL-SOUTH	100.63	89.28	88.72 %	0.00	0.06 %	0.00
SOUTH-03	1,664.92	1,432.78	86.06 %	0.00	0.06 %	0.00
SOUTH-01	2,315.07	1,862.04	80.43 %	0.00	0.06 %	0.00
CHENNAI-01	2,067.18	1,648.03	79.72 %	0.00	0.06 %	0.00
CHENNAI-02	1,785.36	1,418.57	79.46 %	0.00	0.06 %	0.00
OTHERS	0.00	293.92	0.00 %	0.00	0.00 %	0.00
Total	13,954.74	12,550.93	89.94 %		0.06 %	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	117.51	146.08	124.31%	30,000.00	0.06 %	30,000.00
	UAM1	192.74	199.30	103.40%	15,000.00	0.06 %	15,000.00
	TPR1	121.56	123.38	101.50%	15,000.00	0.06 %	15,000.00
	CBE1	458.56	462.31	100.82%	60,000.00	0.06 %	60,000.00
	PLI1	147.89	143.12	96.77%	7,500.00	0.06 %	7,500.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	286.54	296.22	103.38%	30,000.00	0.06 %	30,000.00
	HSR1	275.97	280.68	101.71%	30,000.00	0.06 %	30,000.00
	SLM1	382.87	376.84	98.42%	22,500.00	0.06 %	22,500.00
	ERD1	347.56	304.37	87.57%	0.00	0.06 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	366.00	357.60	97.70%	22,500.00	0.06 %	22,500.00
	NA01	373.98	360.56	96.41%	22,500.00	0.06 %	22,500.00
	NA03	321.44	302.91	94.23%	22,500.00	0.06 %	22,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	342.04	358.92	104.93%	45,000.00	0.06 %	45,000.00
	TNJ1	338.41	353.82	104.56%	45,000.00	0.06 %	45,000.00
	PTK1	304.53	273.02	89.65%	0.00	0.06 %	0.00
	TRY1	610.08	524.51	85.98%	0.00	0.06 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	307.54	296.91	96.54%	15,000.00	0.06 %	15,000.00
	SA02	370.61	350.53	94.58%	22,500.00	0.06 %	22,500.00
	SA01	355.75	295.23	82.99%	0.00	0.06 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	100.63	89.28	88.72%	0.00	0.06 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	268.29	245.47	91.49%	15,000.00	0.06 %	15,000.00
	KKD2	345.39	311.64	90.23%	22,500.00	0.06 %	22,500.00
	MDU2	480.30	422.99	88.07%	0.00	0.06 %	0.00
	DGL1	508.50	404.85	79.62%	0.00	0.06 %	0.00
	KRR1	62.44	47.83	76.59%	0.00	0.06 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	303.52	303.04	99.84%	22,500.00	0.06 %	22,500.00
	KVT1	384.59	380.42	98.91%	22,500.00	0.06 %	22,500.00
	TVL1	385.13	334.11	86.75%	0.00	0.06 %	0.00
	TUT1	531.06	425.45	80.11%	0.00	0.06 %	0.00
	VNR1	274.01	179.13	65.37%	0.00	0.06 %	0.00
	NGR1	436.77	239.89	54.92%	0.00	0.06 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	394.10	341.26	86.59%	0.00	0.06 %	0.00
	CH06	681.95	542.03	79.48%	0.00	0.06 %	0.00
	CH08	460.43	361.91	78.60%	0.00	0.06 %	0.00
	CH05	530.70	402.84	75.91%	0.00	0.06 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	495.23	433.76	87.59%	0.00	0.06 %	0.00
	CH07	456.27	364.89	79.97%	0.00	0.06 %	0.00
	CH09	376.68	281.25	74.67%	0.00	0.06 %	0.00
	CH01	457.18	338.66	74.08%	0.00	0.06 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	2.97	0.00%	0.00	0.00 %	0.00
	CH02	0.00	92.44	0.00%	0.00	0.00 %	0.00
	HO01	0.00	167.93	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	8.56	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.32	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	7.03	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	6.01	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	8.66	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	15.96	25.56	0.03	160.17 %	31,791.90	40.00 %	12,716.76	0.06 %	12,716.76
KMR1	72.58	107.15	-0.38	147.63 %	115,759.20	40.00 %	46,303.68	0.06 %	46,303.68
KMD1	17.26	24.14	0.00	139.86 %	39,571.50	40.00 %	15,828.60	0.06 %	15,828.60
ANR1	8.17	11.16	0.37	136.56 %	13,240.90	40.00 %	5,296.36	0.06 %	5,296.36
PDM1	16.48	21.45	0.07	130.18 %	21,616.50	40.00 %	8,646.60	0.06 %	8,646.60
GBM1	22.55	28.15	0.05	124.81 %	18,230.70	40.00 %	7,292.28	0.06 %	7,292.28
DPM2	25.09	30.88	0.09	123.07 %	32,140.80	40.00 %	12,856.32	0.06 %	12,856.32
KGI1	29.43	35.63	0.00	121.08 %	25,604.20	40.00 %	10,241.68	0.06 %	10,241.68
TPR4	21.41	25.45	0.39	118.84 %	20,133.60	30.00 %	6,040.08	0.06 %	6,040.08
CBE6	31.46	37.38	0.13	118.80 %	42,184.40	30.00 %	12,655.32	0.06 %	12,655.32
AVI1	25.33	29.92	0.30	118.10 %	24,703.80	30.00 %	7,411.14	0.06 %	7,411.14
KGM1	17.62	20.20	0.29	114.62 %	21,656.10	30.00 %	6,496.83	0.06 %	6,496.83
TPR3	21.72	24.33	-0.14	112.01 %	38,257.50	30.00 %	11,477.25	0.06 %	11,477.25
MPM1	31.14	34.57	0.11	111.01 %	42,076.50	30.00 %	12,622.95	0.06 %	12,622.95
TPR2	53.50	58.14	0.10	108.67 %	47,508.00	25.00 %	11,877.00	0.06 %	11,877.00
SYM2	24.09	25.85	0.00	107.32 %	23,820.70	25.00 %	5,955.18	0.06 %	5,955.18
CBE1	33.07	34.18	-0.28	103.38 %	44,539.20	25.00 %	11,134.80	0.06 %	11,134.80
GDR1	23.80	24.51	-0.07	102.97 %	17,673.50	25.00 %	4,418.38	0.06 %	4,418.38
CNR1	25.69	26.22	0.00	102.04 %	23,225.80	25.00 %	5,806.45	0.06 %	5,806.45
CBE2	173.39	173.49	0.20	100.06 %	149,847.80	20.00 %	29,969.56	0.06 %	37,461.95
SUL1	27.83	26.15	0.17	93.95 %	36,283.30	15.00 %	5,442.50	0.06 %	5,442.50
TPR1	46.34	40.92	0.02	88.30 %	42,007.20	10.00 %	4,200.72	0.06 %	4,200.72
UAM1	65.42	54.24	0.17	82.90 %	46,457.70	10.00 %	4,645.77	0.06 %	4,645.77
CBE3	20.07	16.19	-0.17	80.68 %	18,012.90	10.00 %	1,801.29	0.06 %	1,801.29
PLI1	56.32	45.42	0.00	80.65 %	44,421.80	10.00 %	4,442.18	0.06 %	4,442.18
UMP1	32.38	25.16	0.00	77.72 %	14,015.60	0.00 %		0.06 %	
CBE4	55.23	41.40	-0.04	74.95 %	59,260.30	0.00 %		0.06 %	
SNR1	44.92	26.37	0.02	58.70 %	36,174.90	0.00 %		0.06 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	20.78	33.51	0.00	161.22 %	33,194.10	40.00 %	13,277.64	0.06 %	13,277.64
SLM2	34.29	45.07	0.05	131.42 %	32,384.70	40.00 %	12,953.88	0.06 %	12,953.88
TRM1	43.91	54.44	0.01	123.99 %	49,980.30	40.00 %	19,992.12	0.06 %	19,992.12
VPD1	39.89	47.91	0.00	120.09 %	55,077.30	40.00 %	22,030.92	0.06 %	22,030.92
ATU1	48.31	56.62	0.00	117.19 %	42,052.80	30.00 %	12,615.84	0.06 %	12,615.84
HRR1	29.69	34.46	0.13	116.07 %	23,997.20	30.00 %	7,199.16	0.06 %	7,199.16
KVP1	23.62	26.89	0.00	113.82 %	23,160.80	30.00 %	6,948.24	0.06 %	6,948.24
DPR1	21.79	24.42	0.06	112.07 %	20,327.40	30.00 %	6,098.22	0.06 %	6,098.22
KRI1	38.56	42.77	0.16	110.93 %	35,149.00	30.00 %	10,544.70	0.06 %	10,544.70
PLC1	27.01	29.66	0.00	109.80 %	31,329.50	25.00 %	7,832.38	0.06 %	7,832.38
NKL2	50.09	54.03	-0.05	107.87 %	57,737.50	25.00 %	14,434.38	0.06 %	14,434.38
MCR1	39.21	42.23	0.00	107.70 %	43,516.40	25.00 %	10,879.10	0.06 %	10,879.10
TCG1	22.24	23.88	0.00	107.38 %	15,118.30	25.00 %	3,779.58	0.06 %	3,779.58
RSP1	31.75	33.90	0.18	106.79 %	37,697.90	25.00 %	9,424.48	0.06 %	9,424.48
BMD1	29.79	31.71	0.00	106.44 %	29,262.90	25.00 %	7,315.73	0.06 %	7,315.73
OML1	38.58	40.87	0.67	105.92 %	35,350.20	25.00 %	8,837.55	0.06 %	8,837.55
PMP1	28.29	28.84	0.09	101.91 %	22,412.20	25.00 %	5,603.05	0.06 %	5,603.05
CMI1	17.10	17.08	0.00	99.87 %	21,053.60	20.00 %	4,210.72	0.06 %	4,210.72
EPI1	33.46	32.35	0.27	96.69 %	28,876.50	20.00 %	5,775.30	0.06 %	5,775.30
DPR2	27.56	26.23	0.00	95.17 %	23,540.60	20.00 %	4,708.12	0.06 %	4,708.12
HSR2	78.14	73.49	0.10	94.05 %	56,498.70	15.00 %	8,474.81	0.06 %	8,474.81
SLM1	112.82	103.26	0.00	91.52 %	68,174.40	15.00 %	10,226.16	0.06 %	10,226.16
EDP1	21.55	19.54	0.38	90.64 %	12,185.50	15.00 %	1,827.83	0.06 %	1,827.83
ERD2	67.62	60.48	0.14	89.43 %	71,282.50	10.00 %	7,128.25	0.06 %	7,128.25
SGG1	13.99	12.39	0.00	88.62 %	11,279.60	10.00 %	1,127.96	0.06 %	1,127.96
VKL1	23.46	19.41	0.05	82.74 %	24,747.40	10.00 %	2,474.74	0.06 %	2,474.74
SLM3	61.21	49.26	0.02	80.47 %	39,381.30	10.00 %	3,938.13	0.06 %	3,938.13
PDR1	18.15	14.14	0.26	77.92 %	19,854.20	0.00 %		0.06 %	
HSR1	59.56	45.53	-0.02	76.44 %	48,332.70	0.00 %		0.06 %	
MTR1	56.01	41.87	0.00	74.75 %	45,225.40	0.00 %		0.06 %	
APN1	31.33	22.84	0.00	72.92 %	27,537.00	0.00 %		0.06 %	
ERD1	75.19	51.97	0.16	69.11 %	42,121.40	0.00 %		0.06 %	
KMM1	27.98	17.09	0.31	61.10 %	17,692.20	0.00 %		0.06 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	27.70	34.84	0.13	125.80 %	28,549.30	40.00 %	11,419.72	0.06 %	11,419.72
CPT1	22.11	26.57	-0.02	120.17 %	27,348.40	40.00 %	10,939.36	0.06 %	10,939.36
TRR1	65.21	75.98	0.07	116.52 %	59,701.90	30.00 %	17,910.57	0.06 %	17,910.57
AKM1	48.62	54.41	-0.04	111.93 %	58,378.20	30.00 %	17,513.46	0.06 %	17,513.46
BGR1	19.13	21.10	0.27	110.31 %	22,631.80	30.00 %	6,789.54	0.06 %	6,789.54
ANI1	21.61	23.81	0.01	110.21 %	18,650.20	30.00 %	5,595.06	0.06 %	5,595.06
GDM1	33.45	36.56	0.00	109.30 %	28,893.10	25.00 %	7,223.28	0.06 %	7,223.28
ARC2	34.14	35.63	0.04	104.38 %	26,562.60	25.00 %	6,640.65	0.06 %	6,640.65
PLR1	21.76	22.57	0.09	103.73 %	17,940.60	25.00 %	4,485.15	0.06 %	4,485.15
WJP1	33.96	33.91	0.00	99.86 %	33,962.00	20.00 %	6,792.40	0.06 %	6,792.40
SLG1	25.43	25.40	0.00	99.85 %	26,537.60	20.00 %	5,307.52	0.06 %	5,307.52
VSI1	42.03	40.67	0.21	96.78 %	53,790.70	20.00 %	10,758.14	0.06 %	10,758.14
TRT1	36.29	34.71	0.13	95.64 %	28,098.40	20.00 %	5,619.68	0.06 %	5,619.68
CGM1	37.01	34.99	0.00	94.55 %	26,238.70	15.00 %	3,935.81	0.06 %	3,935.81
KPM1	38.36	35.98	0.20	93.79 %	30,244.80	15.00 %	4,536.72	0.06 %	4,536.72
KPM2	122.44	112.68	0.09	92.03 %	77,282.70	15.00 %	11,592.41	0.06 %	11,592.41
SBR1	57.86	52.93	0.38	91.49 %	53,500.80	15.00 %	8,025.12	0.06 %	8,025.12
TRL1	74.05	66.63	0.20	89.98 %	53,882.80	10.00 %	5,388.28	0.06 %	5,388.28
WJD1	44.75	38.92	0.04	86.96 %	37,253.50	10.00 %	3,725.35	0.06 %	3,725.35
VEL2	74.69	64.36	0.07	86.17 %	66,044.10	10.00 %	6,604.41	0.06 %	6,604.41
ABR1	42.72	36.55	0.39	85.54 %	36,978.80	10.00 %	3,697.88	0.06 %	3,697.88
CYR1	30.11	25.21	0.01	83.73 %	23,411.00	10.00 %	2,341.10	0.06 %	2,341.10
PTU1	15.90	13.16	0.00	82.76 %	9,400.10	10.00 %	940.01	0.06 %	940.01
VEL1	63.47	51.74	0.01	81.53 %	59,079.50	10.00 %	5,907.95	0.06 %	5,907.95
UGI1	28.65	21.74	0.09	75.87 %	19,705.70	0.00 %		0.06 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	25.60	34.19	0.34	133.55 %	27,009.00	40.00 %	10,803.60	0.06 %	10,803.60
PDK1	26.84	33.92	0.03	126.37 %	30,174.40	40.00 %	12,069.76	0.06 %	12,069.76
TRY3	40.63	50.33	-0.03	123.88 %	36,835.70	40.00 %	14,734.28	0.06 %	14,734.28
KIK1	38.57	47.48	-0.34	123.09 %	44,090.30	40.00 %	17,636.12	0.06 %	17,636.12
KRN1	24.47	30.03	-0.06	122.72 %	29,857.00	40.00 %	11,942.80	0.06 %	11,942.80
TTP1	43.68	51.61	0.07	118.16 %	37,131.20	30.00 %	11,139.36	0.06 %	11,139.36
MVM1	79.40	93.81	0.04	118.16 %	98,092.10	30.00 %	29,427.63	0.06 %	29,427.63
NCK1	19.84	22.69	0.00	114.40 %	16,372.00	30.00 %	4,911.60	0.06 %	4,911.60
AYR1	34.20	39.04	0.09	114.14 %	26,999.90	30.00 %	8,099.97	0.06 %	8,099.97
PBR2	98.85	101.66	-0.15	102.84 %	76,417.00	25.00 %	19,104.25	0.06 %	19,104.25
TVR2	66.54	68.40	0.06	102.80 %	52,494.50	25.00 %	13,123.63	0.06 %	13,123.63
APM1	25.38	25.96	0.19	102.28 %	25,963.80	25.00 %	6,490.95	0.06 %	6,490.95
JKM1	46.84	47.51	0.13	101.43 %	36,511.60	25.00 %	9,127.90	0.06 %	9,127.90
MSI1	34.96	34.95	0.00	99.96 %	31,131.20	20.00 %	6,226.24	0.06 %	6,226.24
TNJ2	77.58	75.19	0.27	96.92 %	61,070.00	20.00 %	12,214.00	0.06 %	12,214.00
TNJ1	105.26	98.79	0.02	93.85 %	71,333.40	15.00 %	10,700.01	0.06 %	10,700.01
ORU1	31.49	29.38	0.00	93.31 %	34,770.30	15.00 %	5,215.55	0.06 %	5,215.55
TYR1	58.70	54.17	0.00	92.29 %	44,788.30	15.00 %	6,718.25	0.06 %	6,718.25
PBR1	31.46	28.66	0.01	91.10 %	23,346.70	15.00 %	3,502.01	0.06 %	3,502.01
PTK1	73.96	66.95	0.19	90.52 %	52,434.50	15.00 %	7,865.18	0.06 %	7,865.18
KUM1	103.83	92.31	0.10	88.91 %	80,105.90	10.00 %	8,010.59	0.06 %	8,010.59
NMM1	34.37	28.64	0.11	83.35 %	34,516.10	10.00 %	3,451.61	0.06 %	3,451.61
NGT1	58.25	46.31	0.09	79.49 %	33,536.50	0.00 %		0.06 %	
MDI1	68.89	53.55	0.03	77.73 %	49,564.50	0.00 %		0.06 %	
TRY1	305.11	228.64	0.08	74.94 %	151,692.00	0.00 %		0.06 %	
TRY2	40.37	26.11	0.03	64.67 %	20,897.50	0.00 %		0.06 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	26.21	35.13	0.05	134.02 %	21,126.30	40.00 %	8,450.52	0.06 %	8,450.52
TRK1	58.09	77.32	0.13	133.11 %	68,304.80	40.00 %	27,321.92	0.06 %	27,321.92
CDM1	63.55	66.13	0.23	104.06 %	54,420.70	25.00 %	13,605.18	0.06 %	13,605.18
ULP1	55.15	55.58	0.06	100.80 %	44,085.40	25.00 %	11,021.35	0.06 %	11,021.35
POY1	87.79	88.31	0.16	100.59 %	91,991.30	25.00 %	22,997.83	0.06 %	22,997.83
VPM2	52.02	52.26	0.24	100.48 %	37,654.60	25.00 %	9,413.65	0.06 %	9,413.65
KKI2	66.29	65.74	0.17	99.16 %	44,544.60	20.00 %	8,908.92	0.06 %	8,908.92
TDM1	44.81	43.67	0.18	97.45 %	26,995.70	20.00 %	5,399.14	0.06 %	5,399.14
VCM1	34.29	33.32	0.06	97.16 %	19,202.60	20.00 %	3,840.52	0.06 %	3,840.52
KLM1	55.61	53.00	0.07	95.32 %	55,841.60	20.00 %	11,168.32	0.06 %	11,168.32
SJI1	49.23	46.86	0.03	95.20 %	27,424.00	20.00 %	5,484.80	0.06 %	5,484.80
CUD1	108.41	99.20	0.07	91.51 %	87,999.30	15.00 %	13,199.90	0.06 %	13,199.90
VPM1	21.61	19.15	0.38	88.63 %	10,865.70	10.00 %	1,086.57	0.06 %	1,086.57
STP1	24.82	21.93	0.33	88.36 %	16,245.00	10.00 %	1,624.50	0.06 %	1,624.50
MKM1	25.56	20.36	0.00	79.66 %	19,562.60	0.00 %		0.06 %	
NVL2	57.15	43.07	0.17	75.36 %	33,673.10	0.00 %		0.06 %	
TVM2	45.48	33.57	0.00	73.81 %	17,931.60	0.00 %		0.06 %	
PRT1	43.15	29.63	0.19	68.68 %	26,654.00	0.00 %		0.06 %	
TVM1	36.31	24.08	0.64	66.30 %	14,183.00	0.00 %		0.06 %	
POY2	78.39	34.36	0.27	43.84 %	32,279.60	0.00 %		0.06 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	24.78	22.14	0.00	89.34 %	15,909.10	10.00 %	1,590.91	0.06 %	1,590.91
TVP1	75.85	67.14	0.34	88.51 %	45,788.20	10.00 %	4,578.82	0.06 %	4,578.82

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MLR1	35.63	49.86	0.02	139.92 %	44,668.50	40.00 %	17,867.40	0.06 %	17,867.40
SVG1	35.76	42.69	0.17	119.37 %	55,296.20	30.00 %	16,588.86	0.06 %	16,588.86
DKI1	40.02	44.89	0.04	112.16 %	63,692.80	30.00 %	19,107.84	0.06 %	19,107.84
TEN2	33.54	37.04	0.15	110.41 %	25,472.10	30.00 %	7,641.63	0.06 %	7,641.63
ADP1	28.07	30.55	0.00	108.83 %	30,346.90	25.00 %	7,586.73	0.06 %	7,586.73
PKM1	21.07	22.66	0.09	107.51 %	21,473.70	25.00 %	5,368.43	0.06 %	5,368.43
PNV1	20.23	20.48	0.00	101.22 %	19,185.40	25.00 %	4,796.35	0.06 %	4,796.35
PNI1	21.18	21.15	0.42	99.84 %	18,155.60	20.00 %	3,631.12	0.06 %	3,631.12
SGP1	31.43	31.35	0.16	99.73 %	60,883.80	20.00 %	12,176.76	0.06 %	12,176.76
PVI1	37.78	37.55	0.42	99.41 %	46,924.70	20.00 %	9,384.94	0.06 %	9,384.94
TPT1	39.48	39.16	0.06	99.19 %	59,798.80	20.00 %	11,959.76	0.06 %	11,959.76
CBM1	48.93	47.80	0.08	97.69 %	49,476.10	20.00 %	9,895.22	0.06 %	9,895.22
TMM1	54.21	52.09	-0.11	96.08 %	35,369.50	20.00 %	7,073.90	0.06 %	7,073.90
MPA1	42.55	40.56	0.10	95.33 %	51,050.50	20.00 %	10,210.10	0.06 %	10,210.10
MDU6	71.36	67.28	0.03	94.28 %	54,330.70	15.00 %	8,149.61	0.06 %	8,149.61
DGL2	31.44	28.96	0.06	92.10 %	32,227.30	15.00 %	4,834.10	0.06 %	4,834.10
BNR1	30.86	28.03	0.10	90.84 %	28,503.80	15.00 %	4,275.57	0.06 %	4,275.57
NKI1	24.79	22.38	0.07	90.27 %	25,993.50	15.00 %	3,899.03	0.06 %	3,899.03
MDU2	90.94	80.11	0.18	88.09 %	70,238.50	10.00 %	7,023.85	0.06 %	7,023.85
TDI1	30.58	25.99	0.14	84.99 %	33,274.40	10.00 %	3,327.44	0.06 %	3,327.44
DGL1	109.53	90.64	0.27	82.75 %	84,194.60	10.00 %	8,419.46	0.06 %	8,419.46
BTU1	20.35	16.55	0.73	81.30 %	18,788.10	10.00 %	1,878.81	0.06 %	1,878.81
TEN1	47.97	38.88	0.01	81.04 %	29,901.90	10.00 %	2,990.19	0.06 %	2,990.19
MDU4	46.48	37.48	0.15	80.63 %	33,811.50	10.00 %	3,381.15	0.06 %	3,381.15
ODM1	26.50	21.22	0.00	80.07 %	18,935.10	0.00 %		0.06 %	1,893.51
ATG1	71.00	55.87	0.05	78.69 %	62,632.20	0.00 %		0.06 %	
CMR1	25.05	19.05	0.03	76.06 %	13,617.70	0.00 %		0.06 %	
MNM1	24.61	18.69	0.13	75.93 %	24,291.30	0.00 %		0.06 %	
MDU1	230.75	173.02	0.18	74.98 %	127,550.30	0.00 %		0.06 %	
KKD2	50.26	37.67	0.19	74.95 %	48,051.70	0.00 %		0.06 %	
NTM1	29.40	21.86	0.26	74.35 %	17,054.90	0.00 %		0.06 %	
KRR1	35.94	26.61	0.00	74.04 %	36,567.70	0.00 %		0.06 %	
KPT1	29.98	20.51	-0.07	68.39 %	20,798.90	0.00 %		0.06 %	
MDU5	43.65	28.67	0.01	65.69 %	36,245.40	0.00 %		0.06 %	
MDU3	57.10	36.78	0.61	64.41 %	34,427.20	0.00 %		0.06 %	
USL1	46.49	18.75	0.55	40.33 %	17,617.30	0.00 %		0.06 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	17.28	57.12	0.00	330.60 %	75,038.10	40.00 %	30,015.24	0.06 %	30,015.24
PKD1	46.11	54.60	0.18	118.41 %	47,640.80	30.00 %	14,292.24	0.06 %	14,292.24
TKS2	77.49	87.50	0.63	112.92 %	61,982.10	30.00 %	18,594.63	0.06 %	18,594.63
ASM1	30.68	32.85	0.00	107.09 %	38,545.50	25.00 %	9,636.38	0.06 %	9,636.38
TKS1	69.29	72.73	0.30	104.98 %	76,759.30	25.00 %	19,189.83	0.06 %	19,189.83
RPM1	66.96	67.67	0.34	101.06 %	67,760.00	25.00 %	16,940.00	0.06 %	16,940.00
STU2	23.73	23.54	0.52	99.23 %	18,449.80	20.00 %	3,689.96	0.06 %	3,689.96
KVT1	109.36	106.66	0.00	97.53 %	136,919.10	20.00 %	27,383.82	0.06 %	27,383.82
KYR1	26.33	25.36	0.10	96.32 %	24,074.70	20.00 %	4,814.94	0.06 %	4,814.94
VNR1	29.71	27.38	0.00	92.17 %	24,018.10	15.00 %	3,602.72	0.06 %	3,602.72
TCN1	57.38	52.23	0.29	91.02 %	59,990.50	15.00 %	8,998.58	0.06 %	8,998.58
TVL1	225.22	204.74	0.30	90.91 %	172,598.00	15.00 %	25,889.70	0.06 %	25,889.70
KGL1	30.77	26.78	0.20	87.04 %	23,089.60	10.00 %	2,308.96	0.06 %	2,308.96
ARM1	22.19	19.26	0.88	86.82 %	14,532.30	10.00 %	1,453.23	0.06 %	1,453.23
PDI1	33.42	28.93	0.04	86.56 %	26,908.80	10.00 %	2,690.88	0.06 %	2,690.88
KSM1	20.07	17.23	0.00	85.83 %	12,496.80	10.00 %	1,249.68	0.06 %	1,249.68
SDI1	31.96	27.40	0.57	85.72 %	19,768.00	10.00 %	1,976.80	0.06 %	1,976.80
TUT2	95.91	81.52	0.25	85.00 %	61,942.00	10.00 %	6,194.20	0.06 %	6,194.20
RND1	69.01	58.38	0.40	84.60 %	58,836.60	10.00 %	5,883.66	0.06 %	5,883.66
UDN1	28.99	24.14	0.15	83.26 %	18,254.20	10.00 %	1,825.42	0.06 %	1,825.42
APK1	52.60	42.98	0.09	81.71 %	55,117.20	10.00 %	5,511.72	0.06 %	5,511.72
SVK1	71.30	57.10	-0.04	80.08 %	48,463.80	0.00 %		0.06 %	4,846.38
TKY1	39.33	31.26	0.03	79.48 %	32,222.40	0.00 %		0.06 %	
TUT1	254.07	199.92	0.09	78.69 %	237,860.60	0.00 %		0.06 %	
SGT1	24.40	18.81	0.00	77.09 %	13,273.20	0.00 %		0.06 %	
VLY1	79.08	59.81	0.06	75.64 %	47,736.70	0.00 %		0.06 %	
SNL1	45.87	34.12	0.40	74.38 %	21,510.50	0.00 %		0.06 %	
TVL2	27.97	17.45	0.25	62.39 %	8,031.60	0.00 %		0.06 %	
MAR1	83.68	52.15	0.16	62.32 %	39,480.60	0.00 %		0.06 %	
COL1	18.63	10.48	0.03	56.23 %	10,535.20	0.00 %		0.06 %	
TYI1	57.10	31.92	0.06	55.91 %	42,538.90	0.00 %		0.06 %	
MMT1	43.59	21.72	0.74	49.82 %	22,753.20	0.00 %		0.06 %	
VKM1	46.91	20.64	0.06	43.99 %	28,687.00	0.00 %		0.06 %	
VNR2	120.39	51.67	0.78	42.92 %	57,339.30	0.00 %		0.06 %	
NGR1	200.69	80.27	0.39	40.00 %	47,818.00	0.00 %		0.06 %	
ERL1	37.61	8.19	0.47	21.78 %	9,848.60	0.00 %		0.06 %	
ERL2	0.00	27.53	0.00	0.00 %	20,243.60	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)
TKM1	32.08	35.17	0.22	109.62 %	39,344.90	25.00 %	9,836.23	0.06 %	9,836.23
MRM1	50.08	54.48	0.09	108.77 %	51,632.20	25.00 %	12,908.05	0.06 %	12,908.05
CH11	72.96	75.58	0.46	103.60 %	56,774.80	25.00 %	14,193.70	0.06 %	14,193.70
GUD2	56.47	55.17	0.04	97.69 %	41,708.10	20.00 %	8,341.62	0.06 %	8,341.62
CH48	79.00	76.85	0.12	97.28 %	116,392.50	20.00 %	23,278.50	0.06 %	23,278.50
CH28	72.93	69.01	0.07	94.62 %	92,098.50	15.00 %	13,814.78	0.06 %	13,814.78
CH38	48.43	44.79	0.16	92.47 %	61,803.30	15.00 %	9,270.50	0.06 %	9,270.50
CH45	59.89	54.60	0.24	91.17 %	55,364.10	15.00 %	8,304.62	0.06 %	8,304.62
GUD1	64.06	58.03	0.22	90.59 %	75,003.60	15.00 %	11,250.54	0.06 %	11,250.54
CH19	100.41	90.84	0.39	90.47 %	86,491.80	15.00 %	12,973.77	0.06 %	12,973.77
CH08	125.10	110.37	0.55	88.22 %	145,548.40	10.00 %	14,554.84	0.06 %	14,554.84
CH37	25.35	22.05	0.18	87.01 %	20,814.40	10.00 %	2,081.44	0.06 %	2,081.44
AVD1	79.93	65.89	0.36	82.43 %	52,772.90	10.00 %	5,277.29	0.06 %	5,277.29
KNR1	48.58	39.93	0.02	82.19 %	38,843.50	10.00 %	3,884.35	0.06 %	3,884.35
CH05	121.75	98.19	0.12	80.65 %	88,408.00	10.00 %	8,840.80	0.06 %	8,840.80
CH16	144.69	116.29	0.11	80.38 %	126,524.20	10.00 %	12,652.42	0.06 %	12,652.42
CH14	147.32	116.23	0.35	78.90 %	109,216.60	0.00 %		0.06 %	
CH35	49.33	37.16	0.04	75.33 %	30,805.60	0.00 %		0.06 %	
MC10	22.32	16.41	0.10	73.55 %	9,821.90	0.00 %		0.06 %	
CH22	73.53	52.74	0.12	71.74 %	51,078.00	0.00 %		0.06 %	
SKL1	48.02	34.02	0.38	70.86 %	48,661.70	0.00 %		0.06 %	
CH39	49.35	33.78	0.32	68.46 %	41,461.10	0.00 %		0.06 %	
CH42	111.06	74.99	0.33	67.52 %	78,152.50	0.00 %		0.06 %	
CH07	104.97	67.00	0.56	63.83 %	63,216.80	0.00 %		0.06 %	
CH30	83.59	49.65	0.21	59.40 %	33,057.70	0.00 %		0.06 %	
CH26	23.43	13.65	0.01	58.26 %	13,378.30	0.00 %		0.06 %	
CH40	53.03	30.64	0.26	57.78 %	16,980.60	0.00 %		0.06 %	
CGL1	61.16	33.36	0.64	54.55 %	32,904.90	0.00 %		0.06 %	
MC09	14.38	7.64	0.00	53.16 %	5,548.30	0.00 %		0.06 %	
CH29	25.37	9.53	1.36	37.56 %	10,606.30	0.00 %		0.06 %	
MC02	18.61	3.96	0.00	21.25 %	2,298.20	0.00 %		0.06 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	21.52	24.81	0.80	115.26 %	21,441.50	30.00 %	6,432.45	0.06 %	6,432.45
CH44	54.42	54.26	0.33	99.71 %	48,518.70	20.00 %	9,703.74	0.06 %	9,703.74
UKI1	37.46	35.96	0.68	95.99 %	29,956.90	20.00 %	5,991.38	0.06 %	5,991.38
MJR1	78.40	73.53	0.14	93.78 %	55,163.40	15.00 %	8,274.51	0.06 %	8,274.51
CH12	91.08	84.83	0.76	93.14 %	80,743.00	15.00 %	12,111.45	0.06 %	12,111.45
CH06	72.49	67.13	0.07	92.60 %	66,208.30	15.00 %	9,931.25	0.06 %	9,931.25
CH34	73.37	67.39	0.21	91.85 %	59,022.00	15.00 %	8,853.30	0.06 %	8,853.30
CH41	57.40	52.17	0.43	90.89 %	48,774.80	15.00 %	7,316.22	0.06 %	7,316.22
PON1	39.82	35.35	0.18	88.77 %	35,237.00	10.00 %	3,523.70	0.06 %	3,523.70
CH15	193.58	163.52	0.23	84.47 %	138,282.50	10.00 %	13,828.25	0.06 %	13,828.25
GPD1	60.09	50.17	0.11	83.49 %	32,411.40	10.00 %	3,241.14	0.06 %	3,241.14
MC05	25.62	21.15	0.00	82.55 %	7,919.60	10.00 %	791.96	0.06 %	791.96
CH18	94.46	76.58	0.15	81.07 %	90,708.40	10.00 %	9,070.84	0.06 %	9,070.84
CH33	66.44	52.54	0.38	79.08 %	48,973.80	0.00 %		0.06 %	
CH03	172.13	133.73	0.20	77.69 %	133,269.20	0.00 %		0.06 %	
CH31	27.30	21.15	0.63	77.49 %	21,366.80	0.00 %		0.06 %	
CH43	50.84	39.12	0.31	76.95 %	43,766.10	0.00 %		0.06 %	
CH17	38.81	29.83	0.38	76.85 %	37,169.70	0.00 %		0.06 %	
CH21	126.05	95.96	0.28	76.13 %	72,680.60	0.00 %		0.06 %	
CH20	96.76	68.03	0.11	70.31 %	58,178.20	0.00 %		0.06 %	
CH09	74.57	49.83	0.11	66.83 %	44,776.70	0.00 %		0.06 %	
CH32	16.05	10.13	0.42	63.12 %	10,306.40	0.00 %		0.06 %	
CH36	31.82	19.46	-0.67	61.17 %	15,716.30	0.00 %		0.06 %	
CH46	39.12	22.57	0.81	57.68 %	23,642.30	0.00 %		0.06 %	
MC06	19.11	10.83	0.00	56.66 %	7,784.30	0.00 %		0.06 %	
CH24	73.57	41.62	0.21	56.57 %	44,662.70	0.00 %		0.06 %	
CH23	35.09	13.71	0.10	39.07 %	10,847.30	0.00 %		0.06 %	
MC08	8.80	1.77	0.00	20.10 %	620.00	0.00 %		0.06 %	
CH01	9.18	1.44	0.00	15.70 %	1,017.20	0.00 %		0.06 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	79.69	0.22	0.00 %	670.20	0.00 %		0.00 %	
GHUB	0.00	166.48	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	8.66	0.05	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	8.56	0.42	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	6.01	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	12.75	0.54	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	2.97	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	7.03	0.00	0.00 %	0.00	0.00 %		0.00 %	