

Accu.Target 12,590.66 L	Sales 9,179.79 L	Achieved % 72.91 %	HO Budget+ % 17.09 %	Total Com. 90.21 L
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Note : Sales Period is From :01-Sep-2025 To :13-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	134.42	200.89	149.46 %	0.00	17.09 %	0.00
WEST-02	1,124.19	875.59	77.89 %	0.00	17.09 %	0.00
TRICHY-01	1,294.67	1,008.25	77.88 %	0.00	17.09 %	0.00
WEST-01	924.00	693.60	75.07 %	0.00	17.09 %	0.00
SOUTH-03	1,458.28	1,072.65	73.56 %	0.00	17.09 %	0.00
NORTH ARCOT	1,007.04	728.27	72.32 %	0.00	17.09 %	0.00
SOUTH-01	2,287.73	1,598.44	69.87 %	0.00	17.09 %	0.00
CHENNAI-01	1,725.42	1,204.18	69.79 %	0.00	17.09 %	0.00
SOUTH ARCOT	996.53	673.75	67.61 %	0.00	17.09 %	0.00
CHENNAI-02	1,638.39	1,045.62	63.82 %	0.00	17.09 %	0.00
OTHERS	0.00	78.55	0.00 %	0.00	0.00 %	0.00
Total	12,590.66	9,179.79	72.91 %		17.09 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	134.42	200.89	149.46%	80,000.00	17.09 %	80,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	236.99	217.95	91.97%	15,000.00	17.09 %	40,000.00
	HSR1	224.74	201.00	89.44%	0.00	17.09 %	30,000.00
	SLM1	350.92	258.44	73.65%	0.00	17.09 %	0.00
	ERD1	311.53	198.20	63.62%	0.00	17.09 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	227.98	186.43	81.78%	0.00	17.09 %	7,500.00
	TNJ1	288.29	227.33	78.85%	0.00	17.09 %	15,000.00
	KUM1	273.24	209.32	76.61%	0.00	17.09 %	15,000.00
	TRY1	505.17	385.17	76.25%	0.00	17.09 %	22,500.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	173.95	143.49	82.49%	0.00	17.09 %	7,500.00
	TPR4	113.16	88.03	77.79%	0.00	17.09 %	0.00
	PLI1	115.24	89.23	77.42%	0.00	17.09 %	0.00
	CBE1	399.07	308.81	77.38%	0.00	17.09 %	22,500.00
	TPR1	122.57	64.04	52.25%	0.00	17.09 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	287.23	271.45	94.51%	15,000.00	17.09 %	40,000.00
	SVG1	249.51	189.08	75.78%	0.00	17.09 %	7,500.00
	MDU2	434.73	299.54	68.90%	0.00	17.09 %	0.00
	KRR1	50.62	32.96	65.12%	0.00	17.09 %	0.00
	DGL1	436.18	279.62	64.10%	0.00	17.09 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	373.02	275.22	73.78%	0.00	17.09 %	0.00
	NA03	288.60	210.33	72.88%	0.00	17.09 %	0.00
	NA02	345.42	242.71	70.27%	0.00	17.09 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	340.44	303.20	89.06%	0.00	17.09 %	45,000.00
	NGR1	359.49	302.86	84.25%	0.00	17.09 %	45,000.00
	TUT1	462.28	379.18	82.02%	0.00	17.09 %	22,500.00
	VNR1	293.29	197.27	67.26%	0.00	17.09 %	0.00
	KVT1	384.09	250.24	65.15%	0.00	17.09 %	0.00
	TVL1	448.14	165.70	36.97%	0.00	17.09 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	337.28	252.34	74.82%	0.00	17.09 %	15,000.00
	CH05	438.30	310.05	70.74%	0.00	17.09 %	0.00
	CH06	549.83	382.18	69.51%	0.00	17.09 %	0.00
	CH08	400.00	259.61	64.90%	0.00	17.09 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	325.98	226.98	69.63%	0.00	17.09 %	0.00
	SA02	358.39	238.96	66.67%	0.00	17.09 %	0.00
	SA03	312.15	207.82	66.58%	0.00	17.09 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	447.09	326.19	72.96%	0.00	17.09 %	0.00
	CH01	440.98	274.37	62.22%	0.00	17.09 %	0.00
	CH09	321.92	191.17	59.39%	0.00	17.09 %	0.00
	CH07	428.41	253.88	59.26%	0.00	17.09 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.18	0.00%	0.00	0.00 %	0.00
	CH02	0.00	38.40	0.00%	0.00	0.00 %	0.00
	HO01	0.00	12.70	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	7.55	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	6.04	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	4.10	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	6.17	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	26.51	51.62	0.00	194.71 %	36,144.20	40.00 %	14,457.68	17.09 %	14,457.68
TVP1	72.19	113.86	0.41	157.73 %	64,140.10	40.00 %	25,656.04	17.09 %	25,656.04
KLR1	35.72	35.42	0.03	99.16 %	30,420.30	20.00 %	6,084.06	17.09 %	9,126.09

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	20.44	25.63	0.00	125.35 %	27,001.60	40.00 %	10,800.64	17.09 %	10,800.64
PMP1	23.27	28.34	0.18	121.81 %	16,410.10	40.00 %	6,564.04	17.09 %	6,564.04
TRM1	47.17	56.11	0.00	118.96 %	50,623.20	30.00 %	15,186.96	17.09 %	20,249.28
OML1	30.84	32.19	0.17	104.37 %	29,915.00	25.00 %	7,478.75	17.09 %	11,966.00
EDP1	14.61	14.82	0.00	101.43 %	9,150.50	25.00 %	2,287.63	17.09 %	3,660.20
MCR1	29.55	28.80	0.02	97.46 %	32,294.90	20.00 %	6,458.98	17.09 %	9,688.47
PLC1	21.61	20.58	0.13	95.21 %	14,997.50	20.00 %	2,999.50	17.09 %	4,499.25
APN1	26.17	24.89	0.00	95.09 %	29,748.40	15.00 %	4,462.26	17.09 %	8,924.52
VKL1	20.03	18.47	0.03	92.21 %	18,713.80	15.00 %	2,807.07	17.09 %	5,614.14
BMD1	21.74	19.42	0.00	89.33 %	24,062.70	10.00 %	2,406.27	17.09 %	6,015.68
VPD1	37.59	33.06	0.00	87.96 %	42,744.10	10.00 %	4,274.41	17.09 %	10,686.03
HRR1	27.10	23.77	0.00	87.70 %	15,905.80	10.00 %	1,590.58	17.09 %	3,976.45
DPR1	18.75	16.25	0.00	86.68 %	13,834.60	10.00 %	1,383.46	17.09 %	3,458.65
HSR1	41.66	34.41	0.16	82.61 %	34,333.10	10.00 %	3,433.31	17.09 %	6,866.62
HSR2	65.26	52.93	0.03	81.10 %	39,131.10	10.00 %	3,913.11	17.09 %	7,826.22
KVP1	23.60	17.96	0.00	76.11 %	19,143.90	0.00 %		17.09 %	2,871.59
ATU1	42.80	32.28	0.00	75.40 %	24,353.30	0.00 %		17.09 %	3,653.00
SLM3	52.47	39.34	0.00	74.98 %	26,563.20	0.00 %		17.09 %	3,984.48
KRI1	28.90	21.15	0.13	73.19 %	15,016.70	0.00 %		17.09 %	1,501.67
SLM2	33.44	24.43	0.00	73.05 %	22,915.10	0.00 %		17.09 %	2,291.51
ERD2	54.01	38.21	0.05	70.76 %	53,848.70	0.00 %		17.09 %	5,384.87
EPI1	30.53	21.42	0.04	70.15 %	24,150.10	0.00 %		17.09 %	2,415.01
DPR2	24.70	16.87	0.00	68.30 %	12,691.00	0.00 %		17.09 %	1,269.10
NKL2	55.09	37.32	0.05	67.76 %	49,100.60	0.00 %		17.09 %	4,910.06
MTR1	37.15	24.54	0.00	66.07 %	22,302.80	0.00 %		17.09 %	
TCG1	26.02	17.16	0.00	65.94 %	13,819.90	0.00 %		17.09 %	
ERD1	51.68	32.72	0.04	63.31 %	34,151.90	0.00 %		17.09 %	
SLM1	113.31	68.21	0.08	60.20 %	46,838.80	0.00 %		17.09 %	
RSP1	29.54	17.55	0.02	59.41 %	20,731.00	0.00 %		17.09 %	
CMI1	17.23	9.76	0.00	56.64 %	12,631.30	0.00 %		17.09 %	
KMM1	21.93	11.72	0.32	53.44 %	13,820.20	0.00 %		17.09 %	
PDR1	20.23	9.89	0.03	48.90 %	13,474.10	0.00 %		17.09 %	
SGG1	15.78	5.40	0.00	34.20 %	5,261.80	0.00 %		17.09 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	21.65	25.44	0.00	117.47 %	21,140.80	30.00 %	6,342.24	17.09 %	8,456.32
ORU1	25.93	25.89	0.43	99.85 %	26,915.40	20.00 %	5,383.08	17.09 %	10,766.16
MSI1	22.90	22.08	0.14	96.43 %	24,584.50	20.00 %	4,916.90	17.09 %	7,375.35
TYR1	44.55	42.45	0.00	95.28 %	33,169.30	20.00 %	6,633.86	17.09 %	9,950.79
NGT1	47.29	43.77	0.00	92.56 %	38,725.30	15.00 %	5,808.80	17.09 %	11,617.59
TVR1	21.71	19.97	0.00	92.02 %	17,384.40	15.00 %	2,607.66	17.09 %	5,215.32
KRN1	22.11	20.13	0.00	91.05 %	23,448.80	15.00 %	3,517.32	17.09 %	5,862.20
PTK1	52.88	47.55	0.26	89.93 %	46,781.30	10.00 %	4,678.13	17.09 %	11,695.33
MDI1	38.80	33.11	0.00	85.32 %	35,420.60	10.00 %	3,542.06	17.09 %	8,855.15
KIK1	42.13	35.48	0.00	84.22 %	31,028.60	10.00 %	3,102.86	17.09 %	7,757.15
MVM1	59.86	48.75	0.14	81.44 %	62,810.10	10.00 %	6,281.01	17.09 %	12,562.02
TTP1	33.81	27.42	0.03	81.08 %	24,764.30	10.00 %	2,476.43	17.09 %	4,952.86
TVR2	58.33	46.82	0.23	80.26 %	39,393.10	10.00 %	3,939.31	17.09 %	7,878.62
PBR2	76.94	61.40	0.16	79.80 %	48,926.80	0.00 %		17.09 %	9,785.36
TRY1	261.23	206.20	0.07	78.93 %	138,013.80	0.00 %		17.09 %	27,602.76
TNJ2	57.68	43.41	0.38	75.27 %	37,165.40	0.00 %		17.09 %	5,574.81
KUM1	70.68	51.62	0.14	73.03 %	51,433.70	0.00 %		17.09 %	5,143.37
JKM1	37.64	27.12	0.45	72.06 %	26,471.90	0.00 %		17.09 %	2,647.19
AYR1	31.52	22.61	0.00	71.73 %	19,199.20	0.00 %		17.09 %	1,919.92
NMM1	32.21	20.45	0.16	63.49 %	30,125.00	0.00 %		17.09 %	
TNJ1	87.27	54.36	0.07	62.29 %	44,225.20	0.00 %		17.09 %	
APM1	22.98	14.14	0.11	61.50 %	16,483.70	0.00 %		17.09 %	
PBR1	25.87	15.74	0.00	60.85 %	14,150.40	0.00 %		17.09 %	
NCK1	25.02	15.04	0.00	60.12 %	16,725.30	0.00 %		17.09 %	
TRY3	48.08	24.77	0.23	51.52 %	21,209.90	0.00 %		17.09 %	
TRY2	25.61	12.54	0.00	48.96 %	9,245.30	0.00 %		17.09 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	14.18	22.51	0.05	158.74 %	27,011.30	40.00 %	10,804.52	17.09 %	10,804.52
KMR1	46.47	54.92	0.25	118.18 %	61,298.10	30.00 %	18,389.43	17.09 %	24,519.24
CBE5	21.83	21.25	0.09	97.34 %	41,420.80	20.00 %	8,284.16	17.09 %	12,426.24
KGI1	25.78	25.09	0.00	97.32 %	15,641.40	20.00 %	3,128.28	17.09 %	4,692.42
SNR1	29.51	27.86	0.26	94.42 %	35,734.50	15.00 %	5,360.18	17.09 %	10,720.35
GDR1	21.24	19.86	0.01	93.47 %	14,928.80	15.00 %	2,239.32	17.09 %	4,478.64
KGM1	17.21	15.98	0.60	92.82 %	16,891.20	15.00 %	2,533.68	17.09 %	5,067.36
CBE3	12.73	11.61	0.01	91.23 %	17,465.60	15.00 %	2,619.84	17.09 %	5,239.68
SYM2	17.18	15.53	0.00	90.41 %	19,831.10	15.00 %	2,974.67	17.09 %	4,957.78
CNR1	21.75	19.03	0.00	87.48 %	17,060.30	10.00 %	1,706.03	17.09 %	4,265.08
DPM2	21.85	18.62	0.00	85.20 %	25,960.70	10.00 %	2,596.07	17.09 %	6,490.18
PDM1	14.95	12.71	0.02	85.02 %	13,715.30	10.00 %	1,371.53	17.09 %	3,428.83
UAM1	53.85	44.36	0.00	82.36 %	35,116.60	10.00 %	3,511.66	17.09 %	7,023.32
ANR1	8.69	6.86	0.00	79.01 %	8,498.50	0.00 %		17.09 %	1,699.70
KMD1	23.59	18.08	0.00	76.66 %	33,421.00	0.00 %		17.09 %	5,013.15
CBE6	36.96	28.04	0.00	75.85 %	35,196.80	0.00 %		17.09 %	5,279.52
GBM1	22.63	17.06	0.00	75.39 %	16,457.90	0.00 %		17.09 %	2,468.69
TPR3	26.39	19.41	0.08	73.55 %	35,960.30	0.00 %		17.09 %	3,596.03
UMP1	22.22	16.05	0.00	72.22 %	14,388.10	0.00 %		17.09 %	1,438.81
CBE2	142.67	102.93	0.11	72.15 %	101,536.50	0.00 %		17.09 %	10,153.65
CBE1	29.61	20.20	0.00	68.21 %	29,829.00	0.00 %		17.09 %	2,982.90
PLI1	39.01	25.88	0.31	66.33 %	30,393.40	0.00 %		17.09 %	
SUL1	20.39	13.37	0.00	65.57 %	20,836.00	0.00 %		17.09 %	
TPR1	40.73	25.64	0.16	62.94 %	21,061.80	0.00 %		17.09 %	
MPM1	27.73	17.08	0.22	61.58 %	25,067.50	0.00 %		17.09 %	
AVI1	24.32	13.68	0.50	56.25 %	16,895.60	0.00 %		17.09 %	
CBE4	58.89	28.63	0.10	48.62 %	37,398.20	0.00 %		17.09 %	
TPR4	26.16	12.38	0.00	47.33 %	13,793.70	0.00 %		17.09 %	
TPR2	55.45	19.00	0.25	34.26 %	17,861.40	0.00 %		17.09 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	36.77	67.58	0.08	183.77 %	71,318.00	40.00 %	28,527.20	17.09 %	28,527.20
KYK1	18.54	23.09	0.00	124.53 %	28,054.00	40.00 %	11,221.60	17.09 %	11,221.60
ATG1	47.34	56.67	0.00	119.71 %	48,439.20	30.00 %	14,531.76	17.09 %	19,375.68
TPT1	31.80	32.33	0.00	101.65 %	55,924.10	25.00 %	13,981.03	17.09 %	22,369.64
ADP1	25.17	24.29	0.02	96.49 %	29,408.70	20.00 %	5,881.74	17.09 %	8,822.61
PNV1	17.94	17.30	0.22	96.43 %	17,603.70	20.00 %	3,520.74	17.09 %	5,281.11
MPA1	36.53	33.83	0.00	92.60 %	46,615.90	15.00 %	6,992.39	17.09 %	13,984.77
TDI1	26.33	22.32	0.08	84.78 %	25,890.00	10.00 %	2,589.00	17.09 %	6,472.50
USL1	29.64	24.02	0.20	81.04 %	23,990.30	10.00 %	2,399.03	17.09 %	4,798.06
MNM1	24.44	19.76	0.00	80.82 %	41,850.90	10.00 %	4,185.09	17.09 %	8,370.18
TMM1	47.39	38.01	0.33	80.20 %	34,936.30	10.00 %	3,493.63	17.09 %	6,987.26
NTM1	27.43	21.25	0.06	77.45 %	17,293.60	0.00 %		17.09 %	2,594.04
MDU6	69.24	53.07	0.00	76.65 %	46,892.00	0.00 %		17.09 %	7,033.80
MDU2	81.02	61.25	0.12	75.59 %	49,823.10	0.00 %		17.09 %	7,473.47
MLR1	24.65	17.87	0.00	72.49 %	18,448.10	0.00 %		17.09 %	1,844.81
KPT1	27.89	20.20	0.45	72.43 %	19,754.30	0.00 %		17.09 %	1,975.43
BTU1	18.90	13.40	0.14	70.90 %	15,177.50	0.00 %		17.09 %	1,517.75
CBM1	37.21	26.24	0.15	70.53 %	29,211.80	0.00 %		17.09 %	2,921.18
DGL1	93.25	65.71	1.37	70.46 %	70,518.50	0.00 %		17.09 %	7,051.85
TEN1	38.15	25.97	1.11	68.05 %	28,196.50	0.00 %		17.09 %	2,819.65
CMR1	22.27	14.82	0.40	66.56 %	11,867.60	0.00 %		17.09 %	1,186.76
ODM1	24.93	16.58	0.00	66.50 %	12,032.20	0.00 %		17.09 %	1,203.22
PKM1	23.19	15.31	0.04	66.03 %	14,374.10	0.00 %		17.09 %	
TEN2	37.96	25.01	0.15	65.89 %	18,253.70	0.00 %		17.09 %	
SVG1	35.38	23.28	0.44	65.81 %	22,589.40	0.00 %		17.09 %	
SGP1	17.84	11.62	1.02	65.14 %	18,940.10	0.00 %		17.09 %	
PNI1	22.83	14.59	0.20	63.91 %	10,954.70	0.00 %		17.09 %	
KRR1	25.69	16.39	0.01	63.78 %	16,589.40	0.00 %		17.09 %	
KKD2	34.28	21.23	0.16	61.93 %	31,971.20	0.00 %		17.09 %	
BNR1	29.77	17.51	0.75	58.82 %	18,744.60	0.00 %		17.09 %	
MDU1	189.02	110.88	0.19	58.66 %	82,797.90	0.00 %		17.09 %	
NKI1	23.94	13.90	0.50	58.07 %	17,214.50	0.00 %		17.09 %	
MDU4	36.61	21.13	0.00	57.70 %	18,124.80	0.00 %		17.09 %	
MDU5	32.56	18.08	0.27	55.51 %	28,127.60	0.00 %		17.09 %	
MDU3	57.33	30.26	0.22	52.78 %	25,784.40	0.00 %		17.09 %	
DKI1	50.50	22.66	0.00	44.88 %	26,796.30	0.00 %		17.09 %	
DGL2	34.55	15.29	0.02	44.25 %	19,135.80	0.00 %		17.09 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ABR1	35.81	35.06	0.10	97.91 %	34,601.40	20.00 %	6,920.28	17.09 %	10,380.42
ANI1	22.65	21.40	0.17	94.50 %	19,806.40	15.00 %	2,970.96	17.09 %	5,941.92
VNB1	25.86	23.61	0.02	91.30 %	20,310.30	15.00 %	3,046.55	17.09 %	6,093.09
BGR1	22.51	19.93	0.00	88.52 %	20,895.60	10.00 %	2,089.56	17.09 %	5,223.90
VSI1	31.27	27.20	0.08	86.96 %	35,953.60	10.00 %	3,595.36	17.09 %	8,988.40
SBR1	54.86	46.49	0.11	84.74 %	52,983.60	10.00 %	5,298.36	17.09 %	13,245.90
WJP1	30.25	25.59	0.06	84.60 %	22,241.30	10.00 %	2,224.13	17.09 %	5,560.33
VEL2	59.37	49.83	0.02	83.94 %	53,572.10	10.00 %	5,357.21	17.09 %	13,393.03
AKM1	38.15	30.23	0.23	79.24 %	32,868.30	0.00 %		17.09 %	6,573.66
KPM2	108.52	85.54	0.03	78.82 %	67,465.30	0.00 %		17.09 %	10,119.80
PTU1	13.59	10.60	0.00	78.00 %	8,800.80	0.00 %		17.09 %	1,320.12
ARC2	45.82	34.17	0.12	74.58 %	29,293.30	0.00 %		17.09 %	2,929.33
TRR1	59.08	43.12	0.29	72.99 %	36,431.90	0.00 %		17.09 %	3,643.19
CPT1	17.60	12.77	0.01	72.56 %	17,318.00	0.00 %		17.09 %	1,731.80
CYR1	23.52	16.89	0.14	71.81 %	17,288.50	0.00 %		17.09 %	1,728.85
GDM1	33.90	24.31	0.27	71.71 %	24,060.80	0.00 %		17.09 %	2,406.08
SLG1	22.59	14.51	0.00	64.25 %	16,567.40	0.00 %		17.09 %	
TRL1	74.75	47.99	0.23	64.21 %	56,125.60	0.00 %		17.09 %	
KPM1	40.17	24.63	0.18	61.32 %	21,903.10	0.00 %		17.09 %	
TRT1	28.01	17.03	0.19	60.80 %	13,827.70	0.00 %		17.09 %	
VEL1	58.76	34.92	0.06	59.43 %	34,534.20	0.00 %		17.09 %	
UGI1	23.43	13.82	0.00	58.98 %	12,237.00	0.00 %		17.09 %	
WJD1	63.95	36.77	0.04	57.50 %	39,553.90	0.00 %		17.09 %	
CGM1	45.10	22.03	0.00	48.85 %	16,794.30	0.00 %		17.09 %	
PLR1	27.55	9.83	0.00	35.69 %	8,810.00	0.00 %		17.09 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	30.73	38.10	0.05	123.99 %	39,571.90	40.00 %	15,828.76	17.09 %	15,828.76
KSM1	33.71	41.74	0.00	123.82 %	24,246.70	40.00 %	9,698.68	17.09 %	9,698.68
RPM1	86.51	102.53	0.03	118.52 %	84,941.20	30.00 %	25,482.36	17.09 %	33,976.48
SKD1	19.58	22.90	0.10	116.95 %	31,737.40	30.00 %	9,521.22	17.09 %	12,694.96
TYI1	28.37	33.13	0.00	116.75 %	42,803.50	30.00 %	12,841.05	17.09 %	17,121.40
SDI1	46.45	51.88	0.10	111.68 %	48,731.50	30.00 %	14,619.45	17.09 %	19,492.60
KYR1	20.10	21.31	0.47	106.04 %	18,717.40	25.00 %	4,679.35	17.09 %	7,486.96
PKD1	34.19	31.80	0.09	92.99 %	37,746.70	15.00 %	5,662.01	17.09 %	11,324.01
VNR1	31.91	28.54	0.00	89.46 %	26,650.90	10.00 %	2,665.09	17.09 %	6,662.73
MMT1	33.71	29.32	0.00	86.96 %	30,033.50	10.00 %	3,003.35	17.09 %	7,508.38
MAR1	68.94	59.54	0.08	86.37 %	43,710.90	10.00 %	4,371.09	17.09 %	10,927.73
UDN1	26.97	23.05	0.07	85.48 %	19,538.60	10.00 %	1,953.86	17.09 %	4,884.65
TKS2	71.95	60.29	0.13	83.79 %	49,904.80	10.00 %	4,990.48	17.09 %	12,476.20
VNR2	89.37	74.74	0.09	83.63 %	74,827.90	10.00 %	7,482.79	17.09 %	18,706.98
PDI1	29.52	24.41	0.07	82.68 %	22,434.40	10.00 %	2,243.44	17.09 %	4,486.88
COL1	14.87	12.19	0.63	81.97 %	14,008.90	10.00 %	1,400.89	17.09 %	2,801.78
ARM1	27.92	22.59	0.00	80.91 %	22,395.00	10.00 %	2,239.50	17.09 %	4,479.00
TUT2	89.28	71.77	0.00	80.38 %	71,288.60	10.00 %	7,128.86	17.09 %	14,257.72
RND1	73.16	58.53	0.14	80.00 %	63,930.00	0.00 %		17.09 %	12,786.00
ASM1	26.20	20.50	0.24	78.26 %	26,493.30	0.00 %		17.09 %	3,974.00
TKY1	39.69	31.01	0.02	78.13 %	36,121.80	0.00 %		17.09 %	5,418.27
TKS1	63.13	48.70	0.06	77.14 %	54,723.20	0.00 %		17.09 %	8,208.48
NGR1	139.06	107.00	0.41	76.95 %	80,401.90	0.00 %		17.09 %	12,060.29
TUT1	239.29	178.96	0.10	74.79 %	192,120.20	0.00 %		17.09 %	28,818.03
KGL1	29.51	22.05	0.00	74.74 %	18,141.20	0.00 %		17.09 %	2,721.18
SVK1	57.99	43.24	0.26	74.56 %	40,812.60	0.00 %		17.09 %	4,081.26
VKM1	27.20	20.11	0.20	73.93 %	29,806.40	0.00 %		17.09 %	2,980.64
SNL1	36.03	26.56	0.00	73.72 %	23,809.50	0.00 %		17.09 %	2,380.95
VLY1	63.45	46.16	0.37	72.76 %	42,318.20	0.00 %		17.09 %	4,231.82
TCN1	47.64	34.16	0.00	71.72 %	37,864.90	0.00 %		17.09 %	3,786.49
STU2	24.25	16.44	0.39	67.80 %	18,284.30	0.00 %		17.09 %	1,828.43
APK1	43.83	23.66	0.15	53.97 %	33,708.30	0.00 %		17.09 %	
TVL2	22.06	10.53	0.13	47.74 %	5,826.70	0.00 %		17.09 %	
APK2	70.19	27.09	0.21	38.60 %	26,834.90	0.00 %		17.09 %	
SGT1	42.88	15.40	0.00	35.91 %	9,452.50	0.00 %		17.09 %	
KVT1	149.57	52.58	0.23	35.16 %	79,128.20	0.00 %		17.09 %	
TVL1	308.51	65.91	0.38	21.36 %	68,319.60	0.00 %		17.09 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TKM1	29.93	27.75	0.24	92.72 %	30,445.50	15.00 %	4,566.83	17.09 %	9,133.65
CH35	33.21	29.84	0.08	89.85 %	30,158.80	10.00 %	3,015.88	17.09 %	7,539.70
CH42	71.75	63.47	0.11	88.47 %	66,204.10	10.00 %	6,620.41	17.09 %	16,551.03
CH37	23.62	20.35	0.13	86.15 %	17,487.00	10.00 %	1,748.70	17.09 %	4,371.75
CH45	51.03	43.90	0.23	86.02 %	38,519.10	10.00 %	3,851.91	17.09 %	9,629.78
CH30	51.85	42.82	0.17	82.59 %	24,762.30	10.00 %	2,476.23	17.09 %	4,952.46
MC10	16.69	13.42	0.00	80.39 %	5,796.10	10.00 %	579.61	17.09 %	1,159.22
SKL1	37.98	28.74	0.20	75.67 %	33,237.90	0.00 %		17.09 %	4,985.69
CH16	118.22	89.28	0.25	75.52 %	106,087.80	0.00 %		17.09 %	15,913.17
CH11	61.50	45.58	0.08	74.12 %	43,245.40	0.00 %		17.09 %	4,324.54
GUD1	54.67	40.20	0.24	73.52 %	61,049.20	0.00 %		17.09 %	6,104.92
CH19	81.60	58.82	0.19	72.09 %	64,658.70	0.00 %		17.09 %	6,465.87
CH28	66.07	47.21	0.18	71.45 %	70,051.80	0.00 %		17.09 %	7,005.18
CH48	79.32	56.06	0.07	70.67 %	61,630.60	0.00 %		17.09 %	6,163.06
CH38	44.90	31.13	0.20	69.33 %	36,164.00	0.00 %		17.09 %	3,616.40
GUD2	52.76	36.57	0.20	69.31 %	35,837.10	0.00 %		17.09 %	3,583.71
CH05	97.89	67.23	0.51	68.68 %	66,934.30	0.00 %		17.09 %	6,693.43
CH22	53.16	36.04	0.13	67.80 %	38,977.20	0.00 %		17.09 %	3,897.72
CH08	112.34	75.61	0.17	67.30 %	99,537.50	0.00 %		17.09 %	9,953.75
CGL1	41.14	27.54	0.40	66.94 %	22,178.30	0.00 %		17.09 %	2,217.83
CH26	18.65	12.47	0.22	66.89 %	13,050.80	0.00 %		17.09 %	1,305.08
CH14	144.25	95.47	0.43	66.19 %	98,863.80	0.00 %		17.09 %	
MRM1	53.07	34.23	0.68	64.49 %	36,190.30	0.00 %		17.09 %	
KNR1	46.51	28.46	0.12	61.19 %	30,514.60	0.00 %		17.09 %	
AVD1	68.83	41.86	0.15	60.81 %	45,397.90	0.00 %		17.09 %	
CH07	88.78	53.45	0.00	60.20 %	50,205.50	0.00 %		17.09 %	
CH39	43.61	25.00	0.31	57.32 %	27,835.50	0.00 %		17.09 %	
MC09	9.29	4.70	0.00	50.60 %	3,019.90	0.00 %		17.09 %	
CH29	16.31	8.08	0.00	49.54 %	10,243.90	0.00 %		17.09 %	
CH40	44.51	16.34	0.19	36.70 %	7,921.60	0.00 %		17.09 %	
MC02	11.98	2.57	0.00	21.43 %	1,163.10	0.00 %		17.09 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ULP1	48.45	47.50	0.11	98.03 %	40,743.60	20.00 %	8,148.72	17.09 %	12,223.08
VPM2	51.10	46.31	0.57	90.61 %	38,422.50	15.00 %	5,763.38	17.09 %	9,605.63
KLM1	45.11	40.12	0.32	88.93 %	47,306.20	10.00 %	4,730.62	17.09 %	11,826.55
KML1	26.92	21.63	0.00	80.34 %	17,310.30	10.00 %	1,731.03	17.09 %	3,462.06
PRT1	40.87	31.60	0.12	77.32 %	28,776.90	0.00 %		17.09 %	4,316.54
CDM1	56.36	43.43	0.20	77.05 %	39,856.90	0.00 %		17.09 %	5,978.54
SJI1	49.55	37.25	0.00	75.18 %	30,458.10	0.00 %		17.09 %	4,568.72
CUD1	94.02	67.83	1.47	72.14 %	72,024.40	0.00 %		17.09 %	7,202.44
POY1	81.10	57.97	0.18	71.48 %	63,341.60	0.00 %		17.09 %	6,334.16
TRK1	64.25	43.61	0.92	67.88 %	47,714.40	0.00 %		17.09 %	4,771.44
VPM1	21.46	14.10	0.00	65.69 %	14,017.60	0.00 %		17.09 %	
MKM1	26.30	16.93	0.21	64.39 %	16,809.90	0.00 %		17.09 %	
TVM1	29.19	17.52	0.06	60.01 %	12,633.10	0.00 %		17.09 %	
VCM1	30.64	18.22	0.00	59.47 %	12,794.40	0.00 %		17.09 %	
KKI2	59.97	33.97	0.19	56.65 %	29,649.60	0.00 %		17.09 %	
POY2	79.46	44.13	0.04	55.55 %	43,870.20	0.00 %		17.09 %	
TVM2	43.02	23.14	0.06	53.80 %	15,198.60	0.00 %		17.09 %	
TDM1	53.57	25.88	0.11	48.31 %	19,232.60	0.00 %		17.09 %	
STP1	24.23	11.14	0.00	45.97 %	9,142.90	0.00 %		17.09 %	
NVL2	70.95	31.47	0.04	44.36 %	35,721.00	0.00 %		17.09 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	39.72	37.11	0.30	93.43 %	25,242.20	15.00 %	3,786.33	17.09 %	7,572.66
CH32	11.94	9.34	7.25	78.23 %	6,125.50	0.00 %		17.09 %	918.83
UKI1	35.88	28.07	0.30	78.23 %	25,888.90	0.00 %		17.09 %	3,883.34
MJR1	68.89	52.98	0.18	76.91 %	48,487.80	0.00 %		17.09 %	7,273.17
MC06	19.35	14.54	0.09	75.15 %	6,975.40	0.00 %		17.09 %	1,046.31
CH33	52.26	38.95	0.00	74.53 %	49,636.00	0.00 %		17.09 %	4,963.60
CH43	46.83	34.66	0.13	74.01 %	41,465.10	0.00 %		17.09 %	4,146.51
CH17	33.80	25.00	0.22	73.98 %	21,927.80	0.00 %		17.09 %	2,192.78
CH44	52.70	38.98	0.33	73.96 %	36,568.70	0.00 %		17.09 %	3,656.87
CH12	83.66	61.00	0.06	72.92 %	60,062.50	0.00 %		17.09 %	6,006.25
CH34	72.78	52.69	0.21	72.40 %	54,087.00	0.00 %		17.09 %	5,408.70
CH18	82.95	59.89	0.07	72.19 %	73,937.60	0.00 %		17.09 %	7,393.76
MC05	27.50	19.42	0.00	70.59 %	5,606.20	0.00 %		17.09 %	560.62
CH03	154.31	101.32	0.14	65.66 %	93,179.90	0.00 %		17.09 %	
CH21	112.73	73.64	0.18	65.33 %	61,687.80	0.00 %		17.09 %	
CH41	52.86	34.34	0.08	64.97 %	49,806.10	0.00 %		17.09 %	
CH20	81.64	52.26	0.21	64.01 %	46,005.70	0.00 %		17.09 %	
PON1	36.88	23.30	0.14	63.17 %	23,062.70	0.00 %		17.09 %	
CH06	72.55	40.18	0.25	55.38 %	40,152.70	0.00 %		17.09 %	
CH46	32.85	17.74	0.00	53.99 %	17,857.50	0.00 %		17.09 %	
CH15	183.44	98.80	0.11	53.86 %	90,876.60	0.00 %		17.09 %	
CH23	31.36	16.73	0.00	53.36 %	16,911.90	0.00 %		17.09 %	
CH27	23.86	12.72	0.00	53.33 %	18,583.00	0.00 %		17.09 %	
CH24	68.38	36.25	0.17	53.02 %	40,624.80	0.00 %		17.09 %	
CH31	34.78	16.69	0.00	48.00 %	19,700.90	0.00 %		17.09 %	
CH09	67.52	31.19	0.13	46.20 %	37,384.50	0.00 %		17.09 %	
MC08	11.37	4.33	0.00	38.09 %	758.30	0.00 %		17.09 %	
CH36	39.75	12.55	0.00	31.57 %	12,341.00	0.00 %		17.09 %	
CH01	5.84	0.92	0.00	15.77 %	748.80	0.00 %		17.09 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	16.32	0.00	0.00 %	3,750.00	0.00 %		0.00 %	
GHUB	0.00	11.33	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.37	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	6.17	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	7.55	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	4.10	0.11	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	22.08	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	3.18	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	6.04	1.76	0.00 %	0.00	0.00 %		0.00 %	