

Accu.Target 20,260.88 L	Sales 15,196.86 L	Achieved % 75.01 %	HO Budget+ % 14.99 %	Total Com. 141.15 L
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Note : Sales Period is From :01-Oct-2025 To :13-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	2,459.74	1,925.48	78.28 %	0.00	14.99 %	57,000.00
TRICHY-01	2,154.05	1,637.93	76.04 %	0.00	14.99 %	0.00
WEST-02	2,212.95	1,636.98	73.97 %	0.00	14.99 %	0.00
NORTH ARCOT	1,591.49	1,176.90	73.95 %	0.00	14.99 %	0.00
SOUTH-03	2,590.84	1,897.26	73.23 %	0.00	14.99 %	0.00
SOUTH ARCOT	1,459.02	1,064.48	72.96 %	0.00	14.99 %	0.00
WEST-01	1,730.90	1,261.49	72.88 %	0.00	14.99 %	0.00
CHENNAI-02	2,430.55	1,759.56	72.39 %	0.00	14.99 %	0.00
SOUTH-01	3,447.40	2,375.19	68.90 %	0.00	14.99 %	0.00
KL-SOUTH	183.93	108.37	58.92 %	0.00	14.99 %	0.00
OTHERS	0.00	353.22	0.00 %	0.00	0.00 %	0.00
Total	20,260.88	15,196.86	75.01 %		14.99 %	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	751.91	629.53	83.72%	0.00	14.99 %	45,000.00
	CH03	473.06	384.60	81.30%	0.00	14.99 %	22,500.00
	CH08	550.62	415.19	75.40%	0.00	14.99 %	0.00
	CH05	684.15	496.15	72.52%	0.00	14.99 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	457.19	368.00	80.49%	0.00	14.99 %	22,500.00
	TNJ1	514.97	413.17	80.23%	0.00	14.99 %	30,000.00
	PBR1	540.72	399.12	73.81%	0.00	14.99 %	0.00
	TRY1	641.17	457.64	71.38%	0.00	14.99 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	447.92	359.97	80.36%	0.00	14.99 %	22,500.00
	SLM1	709.67	534.13	75.26%	0.00	14.99 %	0.00
	ERD1	587.21	435.13	74.10%	0.00	14.99 %	0.00
	MTR1	468.15	307.75	65.74%	0.00	14.99 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	494.89	392.78	79.37%	0.00	14.99 %	22,500.00
	NA03	512.23	377.14	73.63%	0.00	14.99 %	0.00
	NA01	584.37	406.98	69.64%	0.00	14.99 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	740.93	651.81	87.97%	0.00	14.99 %	90,000.00
	KKD2	476.72	380.67	79.85%	0.00	14.99 %	22,500.00
	SVG1	450.62	316.84	70.31%	0.00	14.99 %	0.00
	KRR1	116.93	78.48	67.12%	0.00	14.99 %	0.00
	DGL1	805.65	469.45	58.27%	0.00	14.99 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	480.72	382.38	79.54%	0.00	14.99 %	22,500.00
	SA03	441.21	348.09	78.89%	0.00	14.99 %	22,500.00
	SA02	537.09	334.01	62.19%	0.00	14.99 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	203.08	173.17	85.27%	0.00	14.99 %	15,000.00
	CBE1	714.32	559.98	78.39%	0.00	14.99 %	37,500.00
	UAM1	314.86	233.64	74.20%	0.00	14.99 %	0.00
	TPR1	236.19	150.20	63.59%	0.00	14.99 %	0.00
	PLI1	262.45	144.49	55.05%	0.00	14.99 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	575.85	456.89	79.34%	0.00	14.99 %	30,000.00
	CH01	629.14	476.29	75.71%	0.00	14.99 %	0.00
	CH09	478.13	348.54	72.90%	0.00	14.99 %	0.00
	CH04	747.44	477.84	63.93%	0.00	14.99 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	708.87	561.52	79.21%	0.00	14.99 %	37,500.00
	TKS1	479.25	368.56	76.90%	0.00	14.99 %	22,500.00
	KVT1	628.70	427.85	68.05%	0.00	14.99 %	0.00
	NGR1	582.05	376.40	64.67%	0.00	14.99 %	0.00
	TVL1	567.62	349.32	61.54%	0.00	14.99 %	0.00
	VNR1	480.92	291.55	60.62%	0.00	14.99 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	183.93	108.37	58.92%	0.00	14.99 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.79	0.00%	0.00	0.00 %	0.00
	CH02	0.00	40.49	0.00%	0.00	0.00 %	0.00
	HO01	0.00	279.95	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	7.30	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	4.62	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	4.32	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	10.76	0.00%	0.00	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)
CH28	82.18	93.95	0.12	114.32 %	143,903.80	30.00 %	43,171.14	14.99 %	57,561.52
CH19	92.96	102.26	0.20	110.01 %	93,623.20	30.00 %	28,086.96	14.99 %	37,449.28
AVD1	117.48	122.81	0.09	104.53 %	89,749.30	25.00 %	22,437.33	14.99 %	35,899.72
TKM1	38.69	38.03	0.00	98.29 %	40,697.60	20.00 %	8,139.52	14.99 %	12,209.28
CH42	104.13	102.31	0.06	98.25 %	105,925.90	20.00 %	21,185.18	14.99 %	31,777.77
CH40	50.92	46.91	0.02	92.13 %	22,154.20	15.00 %	3,323.13	14.99 %	5,538.55
MC10	20.18	18.22	0.00	90.28 %	11,858.70	15.00 %	1,778.81	14.99 %	2,964.68
CH39	46.62	42.00	0.08	90.09 %	38,613.80	10.00 %	3,861.38	14.99 %	9,653.45
GUD2	67.44	59.57	0.09	88.33 %	51,786.00	10.00 %	5,178.60	14.99 %	12,946.50
GUD1	68.57	57.88	0.09	84.41 %	86,792.10	10.00 %	8,679.21	14.99 %	17,358.42
CH16	164.22	134.26	0.13	81.75 %	148,259.80	10.00 %	14,825.98	14.99 %	29,651.96
CH38	62.59	50.36	0.06	80.46 %	54,836.00	10.00 %	5,483.60	14.99 %	8,225.40
CGL1	54.83	43.17	0.14	78.72 %	38,515.40	0.00 %		14.99 %	5,777.31
CH35	63.09	48.71	0.17	77.21 %	53,430.80	0.00 %		14.99 %	8,014.62
MRM1	76.23	58.09	0.11	76.21 %	61,894.90	0.00 %		14.99 %	6,189.49
CH08	172.56	129.85	0.05	75.25 %	179,676.30	0.00 %		14.99 %	17,967.63
CH45	83.05	62.06	0.41	74.72 %	62,488.60	0.00 %		14.99 %	6,248.86
CH48	94.64	70.70	0.06	74.70 %	73,539.50	0.00 %		14.99 %	7,353.95
SKL1	64.07	47.60	0.00	74.29 %	60,350.40	0.00 %		14.99 %	6,035.04
CH14	177.81	127.62	0.10	71.77 %	118,524.80	0.00 %		14.99 %	11,852.48
CH22	72.74	51.60	0.05	70.94 %	57,937.40	0.00 %		14.99 %	5,793.74
KNR1	85.80	60.08	0.04	70.03 %	46,983.70	0.00 %		14.99 %	4,698.37
CH05	146.85	97.68	0.15	66.52 %	88,964.80	0.00 %		14.99 %	
CH07	122.25	79.04	0.09	64.66 %	83,144.50	0.00 %		14.99 %	
CH30	100.45	63.47	0.30	63.19 %	48,361.50	0.00 %		14.99 %	
CH11	92.25	56.31	0.16	61.04 %	54,420.40	0.00 %		14.99 %	
CH29	28.24	15.63	0.17	55.33 %	20,055.80	0.00 %		14.99 %	
CH26	24.60	11.41	0.00	46.39 %	14,208.50	0.00 %		14.99 %	
CH37	53.87	24.46	0.26	45.39 %	27,322.70	0.00 %		14.99 %	
MC09	15.50	6.41	0.00	41.34 %	3,513.20	0.00 %		14.99 %	
MC02	14.91	3.05	0.00	20.44 %	1,097.90	0.00 %		14.99 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY3	56.42	65.49	0.09	116.08 %	42,308.90	30.00 %	12,692.67	14.99 %	16,923.56
TRY4	26.51	28.91	0.03	109.06 %	13,856.20	25.00 %	3,464.05	14.99 %	5,542.48
TVR1	30.63	33.24	0.00	108.51 %	27,349.60	25.00 %	6,837.40	14.99 %	10,939.84
TVR2	79.81	77.37	0.00	96.94 %	60,948.60	20.00 %	12,189.72	14.99 %	18,284.58
MDI1	62.48	60.01	0.23	96.05 %	51,832.20	20.00 %	10,366.44	14.99 %	15,549.66
MVM1	90.77	83.53	0.00	92.02 %	90,409.70	15.00 %	13,561.46	14.99 %	22,602.43
TNJ1	133.94	117.13	0.26	87.45 %	85,023.30	10.00 %	8,502.33	14.99 %	21,255.83
KIK1	45.58	39.11	0.00	85.81 %	43,228.50	10.00 %	4,322.85	14.99 %	10,807.13
TNJ2	105.69	90.41	0.03	85.55 %	73,905.00	10.00 %	7,390.50	14.99 %	18,476.25
ORU1	40.23	33.76	0.13	83.92 %	39,037.30	10.00 %	3,903.73	14.99 %	7,807.46
PDK1	45.76	37.71	0.37	82.41 %	33,248.20	10.00 %	3,324.82	14.99 %	6,649.64
TYR1	86.65	70.46	0.05	81.31 %	51,482.60	10.00 %	5,148.26	14.99 %	10,296.52
NGT1	73.03	58.99	0.07	80.77 %	60,520.50	10.00 %	6,052.05	14.99 %	9,078.08
TRY2	39.47	31.84	0.08	80.66 %	25,549.70	10.00 %	2,554.97	14.99 %	3,832.46
KUM1	117.28	93.82	0.10	79.99 %	77,649.30	0.00 %		14.99 %	11,647.40
KRN1	39.74	29.74	0.06	74.85 %	28,865.30	0.00 %		14.99 %	2,886.53
PBR1	42.40	30.35	0.00	71.58 %	26,590.30	0.00 %		14.99 %	2,659.03
NMM1	48.00	32.99	0.12	68.72 %	38,874.80	0.00 %		14.99 %	3,887.48
PBR2	136.48	93.70	0.15	68.66 %	71,869.10	0.00 %		14.99 %	7,186.91
APM1	28.59	19.41	0.23	67.91 %	20,252.00	0.00 %		14.99 %	
AYR1	56.32	38.19	0.03	67.80 %	27,341.50	0.00 %		14.99 %	
TTP1	74.21	48.95	0.00	65.96 %	49,759.30	0.00 %		14.99 %	
MSI1	56.31	36.45	0.03	64.74 %	30,730.00	0.00 %		14.99 %	
JKM1	71.79	46.43	0.00	64.68 %	36,606.20	0.00 %		14.99 %	
PTK1	96.04	59.44	0.26	61.90 %	49,879.10	0.00 %		14.99 %	
TRY1	433.28	263.95	0.04	60.92 %	192,549.00	0.00 %		14.99 %	
NCK1	36.65	16.53	0.02	45.10 %	16,253.90	0.00 %		14.99 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	42.27	60.88	0.00	144.04 %	45,828.80	40.00 %	18,331.52	14.99 %	18,331.52
PMP1	48.98	51.01	0.09	104.14 %	27,989.00	25.00 %	6,997.25	14.99 %	11,195.60
HSR2	114.57	108.57	0.09	94.76 %	100,002.40	15.00 %	15,000.36	14.99 %	30,000.72
SLM3	103.61	95.50	0.15	92.18 %	64,759.40	15.00 %	9,713.91	14.99 %	16,189.85
APN1	40.80	37.17	0.18	91.10 %	45,364.80	15.00 %	6,804.72	14.99 %	11,341.20
PDR1	29.63	25.40	0.14	85.73 %	28,299.30	10.00 %	2,829.93	14.99 %	7,074.83
ERD1	104.78	88.86	2.11	84.81 %	69,575.80	10.00 %	6,957.58	14.99 %	13,915.16
PLC1	49.07	41.38	0.00	84.33 %	45,466.40	10.00 %	4,546.64	14.99 %	9,093.28
SLM2	71.19	59.66	0.20	83.80 %	44,150.40	10.00 %	4,415.04	14.99 %	8,830.08
DPR1	30.90	25.53	0.00	82.60 %	19,159.10	10.00 %	1,915.91	14.99 %	3,831.82
CMI1	34.89	27.93	0.29	80.07 %	31,632.50	0.00 %		14.99 %	4,744.88
EDP1	32.56	25.97	0.00	79.77 %	16,562.10	0.00 %		14.99 %	2,484.32
VKL1	29.25	22.70	0.11	77.61 %	20,122.60	0.00 %		14.99 %	3,018.39
HRR1	41.23	31.88	0.27	77.32 %	25,664.80	0.00 %		14.99 %	3,849.72
NKL2	100.88	76.10	0.37	75.43 %	72,062.60	0.00 %		14.99 %	7,206.26
SGG1	31.72	23.24	0.26	73.24 %	18,347.20	0.00 %		14.99 %	1,834.72
ERD2	108.65	78.80	0.18	72.52 %	88,478.90	0.00 %		14.99 %	8,847.89
SLM1	217.51	156.55	0.00	71.97 %	97,544.50	0.00 %		14.99 %	9,754.45
OML1	70.75	50.68	0.00	71.63 %	54,047.30	0.00 %		14.99 %	5,404.73
TCG1	39.49	28.03	0.57	70.99 %	22,952.20	0.00 %		14.99 %	2,295.22
KVP1	40.46	28.24	0.04	69.80 %	26,302.20	0.00 %		14.99 %	2,630.22
EPI1	71.12	49.41	0.09	69.47 %	48,005.20	0.00 %		14.99 %	4,800.52
BMD1	41.67	28.92	0.14	69.40 %	31,967.00	0.00 %		14.99 %	3,196.70
TRM1	77.41	50.66	1.82	65.44 %	41,198.40	0.00 %		14.99 %	
ATU1	87.46	56.44	0.07	64.53 %	44,544.10	0.00 %		14.99 %	
MCR1	79.34	50.60	0.00	63.77 %	42,054.40	0.00 %		14.99 %	
VPD1	85.42	53.44	0.00	62.56 %	63,366.90	0.00 %		14.99 %	
RSP1	61.14	37.68	0.15	61.63 %	33,930.60	0.00 %		14.99 %	
KMM1	46.78	26.40	0.16	56.43 %	30,172.80	0.00 %		14.99 %	
DPR2	41.44	22.94	0.00	55.36 %	19,100.50	0.00 %		14.99 %	
MTR1	85.40	46.55	0.06	54.51 %	37,885.20	0.00 %		14.99 %	
HSR1	90.24	41.67	0.10	46.18 %	37,627.80	0.00 %		14.99 %	
KRI1	62.32	28.21	0.00	45.26 %	14,176.40	0.00 %		14.99 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SLG1	44.43	49.64	0.00	111.71 %	38,692.20	30.00 %	11,607.66	14.99 %	15,476.88
AKM1	90.68	93.48	0.17	103.09 %	68,876.50	25.00 %	17,219.13	14.99 %	27,550.60
VEL1	79.55	78.86	0.09	99.14 %	67,662.60	20.00 %	13,532.52	14.99 %	20,298.78
WJP1	50.26	48.01	0.50	95.53 %	38,015.10	20.00 %	7,603.02	14.99 %	11,404.53
ABR1	52.13	46.39	0.00	88.98 %	44,072.70	10.00 %	4,407.27	14.99 %	11,018.18
BGR1	31.10	27.40	0.00	88.12 %	27,171.30	10.00 %	2,717.13	14.99 %	6,792.83
TRT1	65.76	56.90	0.31	86.53 %	44,967.40	10.00 %	4,496.74	14.99 %	11,241.85
GDM1	49.87	42.50	0.17	85.23 %	43,207.50	10.00 %	4,320.75	14.99 %	10,801.88
PLR1	32.36	26.62	0.00	82.27 %	25,545.00	10.00 %	2,554.50	14.99 %	5,109.00
VEL2	92.88	75.61	0.07	81.41 %	89,192.10	10.00 %	8,919.21	14.99 %	17,838.42
CGM1	46.04	36.53	0.00	79.34 %	24,404.20	0.00 %		14.99 %	3,660.63
TRL1	97.86	76.92	0.05	78.60 %	97,829.00	0.00 %		14.99 %	14,674.35
WJD1	58.87	45.60	0.19	77.46 %	47,985.00	0.00 %		14.99 %	7,197.75
ARC2	61.75	47.33	0.06	76.65 %	36,140.70	0.00 %		14.99 %	5,421.11
UGI1	40.37	30.26	0.33	74.95 %	29,006.00	0.00 %		14.99 %	2,900.60
KPM1	57.54	42.84	0.23	74.46 %	44,883.40	0.00 %		14.99 %	4,488.34
TRR1	88.89	63.26	0.87	71.17 %	50,394.40	0.00 %		14.99 %	5,039.44
VSI1	56.78	39.75	0.23	70.00 %	44,890.20	0.00 %		14.99 %	4,489.02
ANI1	34.65	23.65	0.16	68.26 %	20,828.60	0.00 %		14.99 %	2,082.86
CPT1	33.01	21.72	0.00	65.80 %	22,720.60	0.00 %		14.99 %	
SBR1	121.42	63.73	0.02	52.48 %	69,659.90	0.00 %		14.99 %	
PTU1	21.50	10.83	0.17	50.37 %	12,204.70	0.00 %		14.99 %	
KPM2	188.28	88.50	0.08	47.00 %	71,007.10	0.00 %		14.99 %	
VNB1	53.17	23.00	0.00	43.26 %	19,039.40	0.00 %		14.99 %	
CYR1	42.35	17.56	0.06	41.46 %	18,670.10	0.00 %		14.99 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	73.95	147.30	0.23	199.19 %	106,823.20	40.00 %	42,729.28	14.99 %	42,729.28
KKD3	57.70	87.04	0.36	150.85 %	106,514.60	40.00 %	42,605.84	14.99 %	42,605.84
DGL2	37.52	35.06	0.00	93.45 %	33,549.40	15.00 %	5,032.41	14.99 %	8,387.35
TEN1	62.02	55.72	0.01	89.83 %	53,822.00	10.00 %	5,382.20	14.99 %	13,455.50
PNI1	24.32	21.75	0.78	89.45 %	17,798.30	10.00 %	1,779.83	14.99 %	4,449.58
TEN2	62.62	55.24	0.01	88.20 %	37,061.00	10.00 %	3,706.10	14.99 %	9,265.25
MDU2	162.57	142.67	0.29	87.76 %	107,919.00	10.00 %	10,791.90	14.99 %	26,979.75
PVI1	47.42	41.29	0.02	87.07 %	51,804.10	10.00 %	5,180.41	14.99 %	12,951.03
TDI1	40.83	35.16	0.00	86.12 %	37,436.40	10.00 %	3,743.64	14.99 %	9,359.10
PNV1	27.66	23.58	0.11	85.23 %	26,305.90	10.00 %	2,630.59	14.99 %	6,576.48
BTU1	27.56	23.08	0.69	83.74 %	27,129.10	10.00 %	2,712.91	14.99 %	5,425.82
DKI1	62.24	51.25	0.05	82.34 %	69,942.10	10.00 %	6,994.21	14.99 %	13,988.42
MLR1	43.24	34.86	0.02	80.62 %	32,251.90	10.00 %	3,225.19	14.99 %	4,837.79
PKM1	27.69	21.98	0.23	79.37 %	23,623.50	0.00 %		14.99 %	3,543.53
DGL1	227.00	176.55	0.16	77.77 %	148,439.60	0.00 %		14.99 %	22,265.94
KYK1	31.07	23.91	0.18	76.97 %	26,391.60	0.00 %		14.99 %	3,958.74
BNR1	50.68	37.42	0.09	73.83 %	35,326.30	0.00 %		14.99 %	3,532.63
CBM1	76.08	55.40	0.07	72.81 %	54,486.90	0.00 %		14.99 %	5,448.69
USL1	56.51	40.89	0.03	72.36 %	41,427.80	0.00 %		14.99 %	4,142.78
ATG1	73.10	52.67	0.46	72.05 %	64,238.00	0.00 %		14.99 %	6,423.80
KRR1	73.76	52.76	0.12	71.53 %	52,917.90	0.00 %		14.99 %	5,291.79
SVG1	68.29	48.35	0.04	70.80 %	47,803.70	0.00 %		14.99 %	4,780.37
ADP1	49.82	34.05	0.32	68.33 %	37,416.80	0.00 %		14.99 %	3,741.68
SGP1	29.71	20.20	0.00	67.99 %	21,869.50	0.00 %		14.99 %	
TMM1	100.88	68.00	0.24	67.41 %	46,651.50	0.00 %		14.99 %	
MDU4	62.71	39.38	0.29	62.79 %	35,497.50	0.00 %		14.99 %	
TPT1	57.66	35.92	0.27	62.30 %	61,475.80	0.00 %		14.99 %	
CMR1	41.22	24.85	0.38	60.27 %	17,525.70	0.00 %		14.99 %	
MDU3	99.24	59.81	0.24	60.27 %	44,695.80	0.00 %		14.99 %	
KPT1	33.51	20.06	0.27	59.86 %	22,828.10	0.00 %		14.99 %	
ODM1	43.16	25.72	0.57	59.59 %	17,813.80	0.00 %		14.99 %	
MDU5	56.87	33.75	0.10	59.34 %	48,645.60	0.00 %		14.99 %	
NKI1	61.87	35.71	0.31	57.72 %	46,478.10	0.00 %		14.99 %	
MNM1	40.83	22.79	0.16	55.82 %	31,243.30	0.00 %		14.99 %	
MPA1	75.30	41.65	0.19	55.32 %	49,605.60	0.00 %		14.99 %	
NTM1	48.54	23.62	0.00	48.67 %	26,660.30	0.00 %		14.99 %	
MDU1	336.10	137.06	0.39	40.78 %	108,921.00	0.00 %		14.99 %	
KKD2	39.57	10.78	0.00	27.23 %	13,812.30	0.00 %		14.99 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	72.85	98.26	0.09	134.89 %	59,894.10	40.00 %	23,957.64	14.99 %	23,957.64
VPM2	71.72	61.94	0.14	86.36 %	54,317.40	10.00 %	5,431.74	14.99 %	13,579.35
NVL2	85.66	73.41	0.19	85.70 %	72,302.60	10.00 %	7,230.26	14.99 %	18,075.65
POY2	110.86	90.73	0.04	81.84 %	67,956.20	10.00 %	6,795.62	14.99 %	13,591.24
CUD1	140.94	115.24	0.25	81.76 %	106,731.80	10.00 %	10,673.18	14.99 %	21,346.36
POY1	124.04	99.96	0.08	80.59 %	99,257.80	10.00 %	9,925.78	14.99 %	14,888.67
KLM1	72.17	56.37	0.11	78.11 %	67,383.60	0.00 %		14.99 %	10,107.54
PRT1	58.36	43.98	0.28	75.36 %	43,453.80	0.00 %		14.99 %	4,345.38
TRK1	92.32	68.63	0.22	74.34 %	68,079.30	0.00 %		14.99 %	6,807.93
ULP1	72.66	53.37	0.07	73.46 %	50,116.80	0.00 %		14.99 %	5,011.68
TDM1	64.05	44.87	0.01	70.05 %	35,531.20	0.00 %		14.99 %	3,553.12
KKI2	95.23	65.93	0.28	69.23 %	51,850.60	0.00 %		14.99 %	5,185.06
KML1	40.92	27.39	0.59	66.95 %	27,555.60	0.00 %		14.99 %	
STP1	32.55	20.26	0.00	62.26 %	19,473.10	0.00 %		14.99 %	
MKM1	32.71	20.08	0.22	61.39 %	17,878.00	0.00 %		14.99 %	
TVM1	44.62	26.42	0.35	59.21 %	16,409.80	0.00 %		14.99 %	
VPM1	29.01	17.04	0.27	58.73 %	13,665.40	0.00 %		14.99 %	
TVM2	66.63	31.06	0.00	46.62 %	18,736.90	0.00 %		14.99 %	
VCM1	44.86	17.52	0.00	39.05 %	15,982.90	0.00 %		14.99 %	
CDM1	106.86	32.15	0.07	30.08 %	30,403.20	0.00 %		14.99 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	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)
KMD1	24.45	35.19	0.13	143.91 %	51,414.40	40.00 %	20,565.76	14.99 %	20,565.76
GBM1	38.94	42.42	0.19	108.94 %	29,462.20	25.00 %	7,365.55	14.99 %	11,784.88
TPR3	41.59	44.05	0.04	105.93 %	66,381.60	25.00 %	16,595.40	14.99 %	26,552.64
SUL1	42.27	42.89	0.16	101.48 %	63,933.60	25.00 %	15,983.40	14.99 %	19,180.08
PPI1	32.34	31.97	0.00	98.87 %	37,625.50	20.00 %	7,525.10	14.99 %	11,287.65
MPM1	45.68	42.68	0.03	93.43 %	60,186.90	15.00 %	9,028.04	14.99 %	15,046.73
CBE2	260.50	226.56	0.05	86.97 %	192,107.50	10.00 %	19,210.75	14.99 %	48,026.88
KMR1	101.61	86.34	0.03	84.97 %	103,271.00	10.00 %	10,327.10	14.99 %	20,654.20
CBE6	54.58	45.71	0.00	83.74 %	45,943.10	10.00 %	4,594.31	14.99 %	9,188.62
ANR1	13.96	11.59	0.52	83.01 %	14,752.60	10.00 %	1,475.26	14.99 %	2,950.52
CBE1	43.54	35.27	0.02	81.00 %	49,453.80	10.00 %	4,945.38	14.99 %	9,890.76
KGM1	28.40	22.86	0.21	80.48 %	25,244.70	10.00 %	2,524.47	14.99 %	3,786.71
AVI1	41.74	33.39	0.00	80.00 %	29,888.40	0.00 %		14.99 %	4,483.26
TPR4	27.89	20.62	0.05	73.94 %	19,904.40	0.00 %		14.99 %	1,990.44
CNR1	40.56	29.10	0.00	71.76 %	33,163.50	0.00 %		14.99 %	3,316.35
SYM2	48.21	33.17	0.00	68.80 %	36,800.70	0.00 %		14.99 %	3,680.07
PDM1	29.32	20.05	0.00	68.38 %	21,055.00	0.00 %		14.99 %	2,105.50
KGI1	52.48	34.82	0.00	66.35 %	25,997.00	0.00 %		14.99 %	
DPM2	57.41	36.72	0.03	63.97 %	39,755.50	0.00 %		14.99 %	
CBE5	37.89	23.94	0.09	63.18 %	38,162.50	0.00 %		14.99 %	
GDR1	45.99	28.87	0.10	62.78 %	19,986.10	0.00 %		14.99 %	
CBE4	87.90	54.25	0.05	61.72 %	61,016.40	0.00 %		14.99 %	
CBE3	28.08	17.17	0.00	61.17 %	32,493.00	0.00 %		14.99 %	
UAM1	105.70	62.98	0.06	59.58 %	65,312.40	0.00 %		14.99 %	
TPR2	106.58	58.67	0.01	55.05 %	42,687.40	0.00 %		14.99 %	
TPR1	88.02	47.48	0.35	53.94 %	40,323.20	0.00 %		14.99 %	
PLI1	92.16	45.13	0.01	48.97 %	48,056.80	0.00 %		14.99 %	
SNR1	57.95	27.85	0.00	48.06 %	30,471.50	0.00 %		14.99 %	
UMP1	55.17	19.73	0.88	35.77 %	24,059.90	0.00 %		14.99 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH33	72.31	67.59	0.07	93.48 %	68,315.80	15.00 %	10,247.37	14.99 %	17,078.95
CH24	89.17	80.63	0.12	90.43 %	79,788.70	15.00 %	11,968.31	14.99 %	19,947.18
CH18	103.87	91.03	0.00	87.63 %	112,603.80	10.00 %	11,260.38	14.99 %	28,150.95
CH15	247.28	214.12	0.23	86.59 %	184,846.10	10.00 %	18,484.61	14.99 %	46,211.53
CH44	79.75	68.89	0.05	86.39 %	56,973.90	10.00 %	5,697.39	14.99 %	14,243.48
CH34	105.36	90.77	0.08	86.15 %	77,751.30	10.00 %	7,775.13	14.99 %	19,437.83
CH43	77.74	64.31	0.03	82.73 %	78,555.30	10.00 %	7,855.53	14.99 %	15,711.06
CH21	169.23	137.47	0.28	81.23 %	94,331.30	10.00 %	9,433.13	14.99 %	18,866.26
CH12	134.96	108.31	0.32	80.26 %	121,559.60	10.00 %	12,155.96	14.99 %	18,233.94
CH23	36.97	29.67	0.01	80.26 %	33,391.00	10.00 %	3,339.10	14.99 %	5,008.65
CH03	238.27	187.38	0.23	78.64 %	171,424.10	0.00 %		14.99 %	25,713.62
CH32	15.72	11.81	0.00	75.09 %	5,560.40	0.00 %		14.99 %	556.04
CH46	52.18	39.05	0.41	74.84 %	32,544.30	0.00 %		14.99 %	3,254.43
CH31	40.26	29.62	0.00	73.58 %	29,674.70	0.00 %		14.99 %	2,967.47
CH20	125.20	89.50	0.29	71.49 %	84,619.20	0.00 %		14.99 %	8,461.92
MC06	29.43	20.87	0.00	70.90 %	15,898.10	0.00 %		14.99 %	1,589.81
MC05	38.92	26.99	0.00	69.35 %	10,295.60	0.00 %		14.99 %	1,029.56
CH41	90.04	61.90	0.28	68.74 %	69,066.00	0.00 %		14.99 %	6,906.60
CH17	36.41	23.93	0.00	65.73 %	33,024.10	0.00 %		14.99 %	
CH09	98.15	60.87	0.05	62.02 %	69,704.10	0.00 %		14.99 %	
CH27	37.02	22.63	0.08	61.13 %	25,186.90	0.00 %		14.99 %	
PON1	53.35	31.99	0.09	59.96 %	32,242.90	0.00 %		14.99 %	
CH36	50.69	27.35	0.00	53.96 %	18,640.50	0.00 %		14.99 %	
GPD1	75.24	37.62	0.30	50.00 %	24,146.40	0.00 %		14.99 %	
CH06	100.34	49.43	0.14	49.26 %	55,554.00	0.00 %		14.99 %	
UKI1	65.35	30.41	0.29	46.53 %	29,746.70	0.00 %		14.99 %	
MJR1	160.24	53.70	0.00	33.51 %	52,824.30	0.00 %		14.99 %	
CH01	7.11	1.71	0.00	24.03 %	1,405.70	0.00 %		14.99 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	42.39	44.32	0.12	104.56 %	52,563.90	25.00 %	13,140.98	14.99 %	21,025.56
RPM1	105.53	101.47	0.41	96.16 %	98,135.00	20.00 %	19,627.00	14.99 %	29,440.50
UDN1	42.84	38.74	0.03	90.43 %	36,914.10	15.00 %	5,537.12	14.99 %	9,228.53
PKD1	93.10	83.09	0.24	89.25 %	84,684.70	10.00 %	8,468.47	14.99 %	21,171.18
TKY1	79.66	65.94	0.02	82.77 %	45,752.70	10.00 %	4,575.27	14.99 %	9,150.54
KYR1	35.21	28.23	0.00	80.17 %	25,834.80	10.00 %	2,583.48	14.99 %	3,875.22
TUT1	359.63	286.29	0.11	79.61 %	316,530.90	0.00 %		14.99 %	47,479.64
TKS1	108.65	85.18	0.19	78.40 %	88,629.50	0.00 %		14.99 %	13,294.43
TKS2	130.86	101.48	0.06	77.55 %	89,492.10	0.00 %		14.99 %	13,423.82
NGR1	211.91	161.94	1.15	76.42 %	145,896.90	0.00 %		14.99 %	14,589.69
TCN1	69.97	53.43	0.14	76.37 %	56,401.70	0.00 %		14.99 %	5,640.17
SKD1	40.98	31.07	0.06	75.81 %	26,836.60	0.00 %		14.99 %	2,683.66
TUT2	137.77	101.97	0.09	74.01 %	85,619.10	0.00 %		14.99 %	8,561.91
VNR1	45.53	33.63	0.00	73.86 %	37,041.70	0.00 %		14.99 %	3,704.17
VNR2	165.18	114.80	0.08	69.50 %	115,187.80	0.00 %		14.99 %	11,518.78
ASM1	48.66	33.50	0.07	68.84 %	38,299.80	0.00 %		14.99 %	3,829.98
KVT1	177.75	118.52	0.29	66.68 %	144,728.30	0.00 %		14.99 %	
TVL1	332.98	219.76	0.50	66.00 %	185,321.20	0.00 %		14.99 %	
ARM1	44.41	29.18	0.18	65.69 %	29,305.50	0.00 %		14.99 %	
TYI1	56.27	36.76	0.65	65.32 %	48,019.80	0.00 %		14.99 %	
SGT1	31.47	20.12	0.00	63.94 %	15,914.30	0.00 %		14.99 %	
SNL1	68.04	43.49	0.17	63.92 %	38,917.60	0.00 %		14.99 %	
SVK1	111.38	68.48	0.18	61.48 %	69,291.10	0.00 %		14.99 %	
RND1	125.22	76.93	0.09	61.43 %	107,594.70	0.00 %		14.99 %	
SDI1	49.72	29.86	0.47	60.06 %	28,089.10	0.00 %		14.99 %	
MMT1	57.12	33.07	0.20	57.89 %	30,001.80	0.00 %		14.99 %	
PDI1	53.02	30.43	0.32	57.40 %	29,391.10	0.00 %		14.99 %	
APK2	83.86	46.65	0.12	55.63 %	53,853.60	0.00 %		14.99 %	
KGL1	51.60	28.07	0.07	54.40 %	30,570.00	0.00 %		14.99 %	
VKM1	45.90	24.32	0.07	52.99 %	32,745.80	0.00 %		14.99 %	
STU2	42.50	22.20	0.36	52.24 %	19,062.20	0.00 %		14.99 %	
COL1	24.18	11.85	0.04	49.02 %	12,823.20	0.00 %		14.99 %	
TVL2	31.72	15.50	0.31	48.86 %	8,375.00	0.00 %		14.99 %	
MAR1	122.88	59.65	0.11	48.55 %	56,632.40	0.00 %		14.99 %	
VLY1	109.85	51.38	0.29	46.77 %	44,596.10	0.00 %		14.99 %	
KSM1	34.70	15.87	0.12	45.74 %	14,170.90	0.00 %		14.99 %	
APK1	74.96	27.99	0.13	37.34 %	36,379.80	0.00 %		14.99 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	106.62	65.37	0.45	61.31 %	54,888.30	0.00 %		14.99 %	
KLR1	34.55	20.32	0.00	58.81 %	16,798.10	0.00 %		14.99 %	
PAS1	42.75	22.68	0.00	53.05 %	19,621.10	0.00 %		14.99 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	27.04	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	278.41	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.54	2.48	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	10.76	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	7.30	10.48	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	4.32	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	13.45	0.57	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	5.79	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	4.62	8.94	0.00 %	0.00	0.00 %		0.00 %	