

Accu.Target 15,028.96 L	Sales 13,080.28 L	Achieved % 87.03 %	HO Budget+ % 2.97 %	Total Com. 119.55 L
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Note : Sales Period is From :01-Aug-2025 To :14-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	1,118.13	1,119.06	100.08 %	0.00	2.97 %	0.00
WEST-02	1,392.39	1,318.03	94.66 %	0.00	2.97 %	0.00
TRICHY-01	1,717.75	1,595.43	92.88 %	0.00	2.97 %	0.00
NORTH ARCOT	1,143.08	1,056.32	92.41 %	30,000.00	2.97 %	30,000.00
KL-SOUTH	108.37	95.80	88.40 %	0.00	2.97 %	0.00
SOUTH ARCOT	1,113.43	969.25	87.05 %	0.00	2.97 %	0.00
SOUTH-03	1,792.99	1,502.90	83.82 %	0.00	2.97 %	0.00
SOUTH-01	2,493.93	1,953.15	78.32 %	0.00	2.97 %	0.00
CHENNAI-01	2,226.19	1,705.20	76.60 %	0.00	2.97 %	0.00
CHENNAI-02	1,922.69	1,468.57	76.38 %	0.00	2.97 %	0.00
OTHERS	0.00	296.57	0.00 %	0.00	0.00 %	0.00
Total	15,028.96	13,080.28	87.03 %		2.97 %	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	126.55	152.84	120.77%	30,000.00	2.97 %	30,000.00
	UAM1	207.57	207.42	99.93%	15,000.00	2.97 %	30,000.00
	TPR1	130.91	128.47	98.14%	7,500.00	2.97 %	15,000.00
	CBE1	493.83	480.38	97.28%	30,000.00	2.97 %	60,000.00
	PLI1	159.27	149.96	94.15%	7,500.00	2.97 %	7,500.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	297.20	297.78	100.20%	30,000.00	2.97 %	30,000.00
	MTR1	308.58	309.07	100.16%	45,000.00	2.97 %	45,000.00
	SLM1	412.32	387.07	93.88%	22,500.00	2.97 %	22,500.00
	ERD1	374.29	324.12	86.59%	0.00	2.97 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	368.35	390.02	105.88%	45,000.00	2.97 %	45,000.00
	TNJ1	364.44	374.02	102.63%	45,000.00	2.97 %	45,000.00
	PTK1	327.96	288.23	87.89%	0.00	2.97 %	15,000.00
	TRY1	657.01	543.16	82.67%	0.00	2.97 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	394.16	368.65	93.53%	22,500.00	2.97 %	22,500.00
	NA01	402.75	373.90	92.84%	22,500.00	2.97 %	22,500.00
	NA03	346.17	313.77	90.64%	22,500.00	2.97 %	22,500.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	108.37	95.80	88.40%	0.00	2.97 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	331.20	306.15	92.44%	22,500.00	2.97 %	22,500.00
	SA02	399.12	360.67	90.36%	22,500.00	2.97 %	22,500.00
	SA01	383.11	302.44	78.94%	0.00	2.97 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	371.96	326.44	87.76%	0.00	2.97 %	22,500.00
	SVG1	288.93	252.93	87.54%	0.00	2.97 %	15,000.00
	MDU2	517.25	438.78	84.83%	0.00	2.97 %	0.00
	DGL1	547.61	434.87	79.41%	0.00	2.97 %	0.00
	KRR1	67.25	49.88	74.17%	0.00	2.97 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	326.86	314.01	96.07%	22,500.00	2.97 %	22,500.00
	KVT1	414.18	394.15	95.16%	22,500.00	2.97 %	22,500.00
	TVL1	414.76	342.80	82.65%	0.00	2.97 %	0.00
	TUT1	572.68	463.60	80.95%	0.00	2.97 %	0.00
	VNR1	295.08	185.90	63.00%	0.00	2.97 %	0.00
	NGR1	470.36	252.70	53.72%	0.00	2.97 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	424.41	351.58	82.84%	0.00	2.97 %	0.00
	CH06	734.41	564.28	76.83%	0.00	2.97 %	0.00
	CH08	495.85	370.16	74.65%	0.00	2.97 %	0.00
	CH05	571.52	419.19	73.35%	0.00	2.97 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	533.33	449.91	84.36%	0.00	2.97 %	0.00
	CH07	491.36	380.01	77.34%	0.00	2.97 %	0.00
	CH09	405.66	291.70	71.91%	0.00	2.97 %	0.00
	CH01	492.35	346.94	70.47%	0.00	2.97 %	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	95.08	0.00%	0.00	0.00 %	0.00
	HO01	0.00	167.95	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	17.18	27.00	0.03	157.15 %	33,110.20	40.00 %	13,244.08	2.97 %	13,244.08
KMR1	78.16	108.93	-0.38	139.37 %	117,654.00	40.00 %	47,061.60	2.97 %	47,061.60
KMD1	18.59	25.54	0.00	137.41 %	42,033.00	40.00 %	16,813.20	2.97 %	16,813.20
ANR1	8.80	11.94	0.35	135.70 %	14,602.60	40.00 %	5,841.04	2.97 %	5,841.04
PDM1	17.75	22.43	0.06	126.36 %	22,710.90	40.00 %	9,084.36	2.97 %	9,084.36
GBM1	24.29	29.67	0.05	122.15 %	19,797.30	40.00 %	7,918.92	2.97 %	7,918.92
DPM2	27.02	32.77	0.09	121.27 %	34,482.70	40.00 %	13,793.08	2.97 %	13,793.08
AVI1	27.28	31.92	0.29	117.00 %	26,387.90	30.00 %	7,916.37	2.97 %	10,555.16
CBE6	33.88	39.38	0.13	116.22 %	46,885.30	30.00 %	14,065.59	2.97 %	14,065.59
KGI1	31.69	36.77	0.00	116.02 %	26,818.90	30.00 %	8,045.67	2.97 %	8,045.67
TPR4	23.06	25.98	0.38	112.69 %	21,600.30	30.00 %	6,480.09	2.97 %	6,480.09
KGM1	18.98	21.24	0.27	111.95 %	22,462.70	30.00 %	6,738.81	2.97 %	6,738.81
TPR3	23.39	25.51	-0.13	109.06 %	39,230.10	25.00 %	9,807.53	2.97 %	11,769.03
MPM1	33.54	35.28	0.10	105.21 %	43,239.20	25.00 %	10,809.80	2.97 %	10,809.80
TPR2	57.61	60.31	0.10	104.69 %	48,562.60	25.00 %	12,140.65	2.97 %	12,140.65
CBE1	35.61	36.91	-0.26	103.64 %	48,407.90	25.00 %	12,101.98	2.97 %	12,101.98
GDR1	25.63	26.28	-0.07	102.53 %	18,331.40	25.00 %	4,582.85	2.97 %	4,582.85
SYM2	25.94	26.32	0.00	101.46 %	25,169.10	25.00 %	6,292.28	2.97 %	6,292.28
CNR1	27.67	26.97	0.00	97.47 %	24,005.90	20.00 %	4,801.18	2.97 %	6,001.48
CBE2	186.73	179.35	0.19	96.05 %	155,164.90	20.00 %	31,032.98	2.97 %	31,032.98
SUL1	29.97	28.11	0.16	93.78 %	38,637.90	15.00 %	5,795.69	2.97 %	7,727.58
TPR1	49.90	42.64	0.01	85.45 %	44,541.30	10.00 %	4,454.13	2.97 %	4,454.13
UAM1	70.46	56.58	0.16	80.30 %	48,061.30	10.00 %	4,806.13	2.97 %	4,806.13
PLI1	60.65	46.77	0.00	77.12 %	45,620.70	0.00 %		2.97 %	
UMP1	34.87	26.74	0.00	76.69 %	14,999.80	0.00 %		2.97 %	
CBE3	21.61	16.24	-0.17	75.14 %	18,174.70	0.00 %		2.97 %	
CBE4	59.48	43.39	-0.04	72.95 %	61,807.50	0.00 %		2.97 %	
SNR1	48.38	28.07	0.02	58.02 %	38,335.00	0.00 %		2.97 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	22.38	34.31	0.00	153.27 %	33,457.50	40.00 %	13,383.00	2.97 %	13,383.00
SLM2	36.93	47.03	0.05	127.34 %	32,939.30	40.00 %	13,175.72	2.97 %	13,175.72
HRR1	31.97	37.68	0.12	117.87 %	25,669.40	30.00 %	7,700.82	2.97 %	10,267.76
TRM1	47.28	55.39	0.01	117.13 %	50,531.70	30.00 %	15,159.51	2.97 %	20,212.68
KVP1	25.44	29.20	0.00	114.78 %	25,215.60	30.00 %	7,564.68	2.97 %	7,564.68
VPD1	42.96	48.34	0.00	112.51 %	55,301.60	30.00 %	16,590.48	2.97 %	16,590.48
ATU1	52.03	56.63	0.20	108.85 %	42,785.30	25.00 %	10,696.33	2.97 %	12,835.59
KRI1	41.52	44.81	0.15	107.92 %	37,697.90	25.00 %	9,424.48	2.97 %	11,309.37
DPR1	23.47	25.14	0.05	107.12 %	20,865.30	25.00 %	5,216.33	2.97 %	6,259.59
RSP1	34.19	36.42	0.16	106.53 %	39,686.20	25.00 %	9,921.55	2.97 %	9,921.55
PLC1	29.09	30.84	0.00	106.03 %	32,975.20	25.00 %	8,243.80	2.97 %	8,243.80
TCG1	23.95	25.29	0.00	105.58 %	16,538.10	25.00 %	4,134.53	2.97 %	4,134.53
NKL2	53.94	56.06	-0.04	103.93 %	59,814.90	25.00 %	14,953.73	2.97 %	14,953.73
OML1	41.55	42.85	0.64	103.11 %	37,226.20	25.00 %	9,306.55	2.97 %	9,306.55
BMD1	32.08	33.01	0.00	102.89 %	30,328.40	25.00 %	7,582.10	2.97 %	7,582.10
MCR1	42.23	43.06	0.00	101.98 %	45,185.80	25.00 %	11,296.45	2.97 %	11,296.45
CMI1	18.42	18.27	0.00	99.19 %	23,508.10	20.00 %	4,701.62	2.97 %	5,877.03
PMP1	30.47	30.02	0.09	98.53 %	23,349.80	20.00 %	4,669.96	2.97 %	5,837.45
EPI1	36.03	34.72	0.25	96.36 %	31,641.90	20.00 %	6,328.38	2.97 %	6,328.38
HSR2	84.15	80.17	0.09	95.27 %	62,691.20	20.00 %	12,538.24	2.97 %	12,538.24
DPR2	29.68	27.83	0.00	93.78 %	25,553.00	15.00 %	3,832.95	2.97 %	5,110.60
SGG1	15.06	13.17	0.00	87.45 %	11,929.00	10.00 %	1,192.90	2.97 %	1,789.35
ERD2	72.82	63.54	0.13	87.25 %	75,988.20	10.00 %	7,598.82	2.97 %	7,598.82
SLM1	121.50	106.00	0.00	87.24 %	70,102.20	10.00 %	7,010.22	2.97 %	7,010.22
EDP1	23.21	20.05	0.37	86.39 %	12,601.60	10.00 %	1,260.16	2.97 %	1,260.16
PDR1	19.55	16.45	0.22	84.17 %	22,731.50	10.00 %	2,273.15	2.97 %	2,273.15
VKL1	25.27	20.08	0.05	79.46 %	25,334.80	0.00 %		2.97 %	2,533.48
SLM3	65.92	50.32	0.02	76.34 %	40,822.30	0.00 %		2.97 %	
HSR1	64.14	48.42	-0.02	75.49 %	51,767.50	0.00 %		2.97 %	
MTR1	60.32	44.12	0.00	73.13 %	48,540.20	0.00 %		2.97 %	
APN1	33.74	23.97	0.24	71.04 %	28,991.70	0.00 %		2.97 %	
ERD1	80.97	57.03	0.14	70.43 %	49,072.30	0.00 %		2.97 %	
KMM1	30.13	17.82	0.30	59.14 %	18,047.90	0.00 %		2.97 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	27.57	37.99	0.31	137.78 %	29,095.30	40.00 %	11,638.12	2.97 %	11,638.12
PDK1	28.91	36.64	0.03	126.75 %	32,092.80	40.00 %	12,837.12	2.97 %	12,837.12
KIK1	41.54	49.93	-0.33	120.21 %	46,538.70	40.00 %	18,615.48	2.97 %	18,615.48
TRY3	43.75	51.84	-0.03	118.48 %	38,324.00	30.00 %	11,497.20	2.97 %	15,329.60
KRN1	26.35	30.66	-0.06	116.34 %	30,650.00	30.00 %	9,195.00	2.97 %	9,195.00
TTP1	47.04	54.38	0.07	115.60 %	39,499.70	30.00 %	11,849.91	2.97 %	11,849.91
MVM1	85.50	98.79	0.04	115.53 %	104,395.30	30.00 %	31,318.59	2.97 %	31,318.59
AYR1	36.83	42.55	0.08	115.52 %	30,925.90	30.00 %	9,277.77	2.97 %	9,277.77
NCK1	21.36	23.24	0.00	108.81 %	16,793.00	25.00 %	4,198.25	2.97 %	5,037.90
TVR2	71.66	76.48	0.06	106.73 %	58,901.30	25.00 %	14,725.33	2.97 %	14,725.33
JKM1	50.44	51.14	0.14	101.39 %	38,687.50	25.00 %	9,671.88	2.97 %	9,671.88
APM1	27.34	27.21	0.18	99.52 %	27,236.90	20.00 %	5,447.38	2.97 %	6,809.23
PBR2	106.46	105.71	-0.14	99.30 %	80,307.00	20.00 %	16,061.40	2.97 %	20,076.75
MSI1	37.65	35.94	0.00	95.45 %	32,218.80	20.00 %	6,443.76	2.97 %	6,443.76
TNJ2	83.55	78.29	0.26	93.70 %	64,174.60	15.00 %	9,626.19	2.97 %	12,834.92
TNJ1	113.35	105.87	0.02	93.39 %	76,161.60	15.00 %	11,424.24	2.97 %	15,232.32
KUM1	111.81	102.38	0.09	91.57 %	88,494.20	15.00 %	13,274.13	2.97 %	13,274.13
ORU1	33.91	30.09	0.00	88.75 %	35,807.20	10.00 %	3,580.72	2.97 %	5,371.08
TYR1	63.21	55.54	0.00	87.86 %	45,755.70	10.00 %	4,575.57	2.97 %	6,863.36
PBR1	33.88	29.66	0.01	87.54 %	25,167.30	10.00 %	2,516.73	2.97 %	3,775.10
PTK1	79.65	68.96	0.18	86.57 %	54,480.30	10.00 %	5,448.03	2.97 %	5,448.03
NMM1	37.01	30.77	0.10	83.13 %	37,708.00	10.00 %	3,770.80	2.97 %	3,770.80
NGT1	62.73	50.69	0.08	80.81 %	36,560.50	10.00 %	3,656.05	2.97 %	3,656.05
MDI1	74.19	56.23	0.03	75.79 %	52,389.20	0.00 %		2.97 %	
TRY1	328.58	237.79	0.08	72.37 %	157,349.20	0.00 %		2.97 %	
TRY2	43.47	26.68	0.03	61.38 %	21,550.10	0.00 %		2.97 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	29.83	35.88	0.12	120.27 %	29,179.00	40.00 %	11,671.60	2.97 %	11,671.60
CPT1	23.81	27.47	-0.02	115.37 %	28,300.80	30.00 %	8,490.24	2.97 %	8,490.24
TRR1	70.22	78.51	0.07	111.80 %	61,742.20	30.00 %	18,522.66	2.97 %	18,522.66
AKM1	52.36	56.98	-0.04	108.83 %	60,666.40	25.00 %	15,166.60	2.97 %	18,199.92
BGR1	20.60	22.39	0.25	108.67 %	23,978.20	25.00 %	5,994.55	2.97 %	7,193.46
ANI1	23.27	24.25	0.01	104.22 %	19,288.50	25.00 %	4,822.13	2.97 %	4,822.13
GDM1	36.02	37.32	0.00	103.61 %	29,455.60	25.00 %	7,363.90	2.97 %	7,363.90
PLR1	23.43	23.81	0.09	101.62 %	18,558.30	25.00 %	4,639.58	2.97 %	4,639.58
ARC2	36.76	36.78	0.04	100.06 %	27,968.40	20.00 %	5,593.68	2.97 %	6,992.10
WJP1	36.57	35.67	0.00	97.54 %	35,475.50	20.00 %	7,095.10	2.97 %	8,868.88
SLG1	27.39	26.12	0.00	95.38 %	27,089.00	20.00 %	5,417.80	2.97 %	5,417.80
KPM1	41.31	38.59	0.20	93.42 %	32,667.90	15.00 %	4,900.19	2.97 %	6,533.58
VSI1	45.26	41.60	0.21	91.92 %	55,111.40	15.00 %	8,266.71	2.97 %	8,266.71
TRT1	39.08	35.91	0.21	91.88 %	29,107.40	15.00 %	4,366.11	2.97 %	4,366.11
CGM1	39.86	35.78	0.07	89.77 %	26,753.90	10.00 %	2,675.39	2.97 %	4,013.09
SBR1	62.31	54.97	0.37	88.22 %	54,896.30	10.00 %	5,489.63	2.97 %	8,234.45
KPM2	131.86	114.14	0.08	86.56 %	78,452.90	10.00 %	7,845.29	2.97 %	7,845.29
TRL1	79.75	68.61	0.24	86.03 %	55,891.30	10.00 %	5,589.13	2.97 %	5,589.13
WJD1	48.20	40.55	0.04	84.13 %	38,167.50	10.00 %	3,816.75	2.97 %	3,816.75
CYR1	32.43	26.94	0.01	83.08 %	26,076.50	10.00 %	2,607.65	2.97 %	2,607.65
VEL2	80.43	65.48	0.07	81.41 %	67,136.20	10.00 %	6,713.62	2.97 %	6,713.62
ABR1	46.01	37.28	0.39	81.02 %	38,098.30	10.00 %	3,809.83	2.97 %	3,809.83
VEL1	68.35	54.59	0.01	79.87 %	63,335.00	0.00 %		2.97 %	6,333.50
PTU1	17.13	13.56	0.00	79.19 %	9,715.90	0.00 %		2.97 %	971.59
UGI1	30.85	23.14	0.09	75.02 %	21,905.30	0.00 %		2.97 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	26.69	24.46	0.00	91.63 %	17,423.10	15.00 %	2,613.47	2.97 %	2,613.47
TVP1	81.68	71.35	0.32	87.35 %	48,165.30	10.00 %	4,816.53	2.97 %	4,816.53

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRK1	62.56	80.65	0.21	128.93 %	72,290.70	40.00 %	28,916.28	2.97 %	28,916.28
KML1	28.23	35.97	0.05	127.42 %	21,558.50	40.00 %	8,623.40	2.97 %	8,623.40
CDM1	68.44	68.60	0.22	100.24 %	56,067.30	25.00 %	14,016.83	2.97 %	14,016.83
KKI2	71.39	68.68	0.16	96.21 %	47,701.20	20.00 %	9,540.24	2.97 %	9,540.24
ULP1	59.39	56.35	0.06	94.89 %	44,932.40	15.00 %	6,739.86	2.97 %	8,986.48
POY1	94.54	89.66	0.15	94.83 %	93,309.60	15.00 %	13,996.44	2.97 %	18,661.92
VPM2	56.02	52.89	0.24	94.41 %	38,274.40	15.00 %	5,741.16	2.97 %	7,654.88
TDM1	48.26	45.02	0.49	93.29 %	29,230.00	15.00 %	4,384.50	2.97 %	5,846.00
VCM1	36.93	34.04	0.06	92.17 %	20,222.30	15.00 %	3,033.35	2.97 %	3,033.35
KLM1	59.88	54.81	0.07	91.52 %	57,850.40	15.00 %	8,677.56	2.97 %	8,677.56
SJI1	53.01	48.09	0.03	90.71 %	28,362.10	15.00 %	4,254.32	2.97 %	4,254.32
VPM1	23.27	20.38	0.35	87.59 %	11,695.00	10.00 %	1,169.50	2.97 %	1,754.25
CUD1	116.75	101.56	0.09	86.99 %	90,953.80	10.00 %	9,095.38	2.97 %	9,095.38
STP1	26.73	22.34	0.32	83.58 %	16,740.60	10.00 %	1,674.06	2.97 %	1,674.06
MKM1	27.52	20.93	0.00	76.04 %	20,223.70	0.00 %		2.97 %	
NVL2	61.55	43.74	0.27	71.06 %	34,719.20	0.00 %		2.97 %	
TVM2	48.98	34.39	0.00	70.22 %	18,242.00	0.00 %		2.97 %	
PRT1	46.47	30.94	0.19	66.59 %	27,719.40	0.00 %		2.97 %	
TVM1	39.11	24.72	0.71	63.22 %	14,819.40	0.00 %		2.97 %	
POY2	84.42	35.48	0.26	42.03 %	33,313.70	0.00 %		2.97 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MLR1	38.37	51.62	0.02	134.53 %	46,709.70	40.00 %	18,683.88	2.97 %	18,683.88
SVG1	38.51	44.37	0.17	115.22 %	56,914.70	30.00 %	17,074.41	2.97 %	17,074.41
TEN2	36.12	39.31	0.28	108.82 %	28,093.30	25.00 %	7,023.33	2.97 %	8,427.99
DKI1	43.10	46.42	0.13	107.72 %	66,496.30	25.00 %	16,624.08	2.97 %	19,948.89
ADP1	30.23	31.16	0.00	103.09 %	31,089.20	25.00 %	7,772.30	2.97 %	7,772.30
PKM1	22.69	23.32	0.09	102.77 %	22,206.00	25.00 %	5,551.50	2.97 %	5,551.50
PVI1	40.68	40.41	0.39	99.34 %	50,121.70	20.00 %	10,024.34	2.97 %	12,530.43
PNI1	22.81	22.18	0.40	97.23 %	19,272.70	20.00 %	3,854.54	2.97 %	4,818.18
SGP1	33.85	32.89	0.15	97.14 %	63,871.30	20.00 %	12,774.26	2.97 %	15,967.83
TPT1	42.51	40.91	0.06	96.22 %	63,035.70	20.00 %	12,607.14	2.97 %	12,607.14
PNV1	21.79	20.86	0.00	95.71 %	19,737.60	20.00 %	3,947.52	2.97 %	3,947.52
CBM1	52.69	49.74	0.07	94.40 %	51,074.10	15.00 %	7,661.12	2.97 %	10,214.82
DGL2	33.86	31.59	0.06	93.29 %	35,089.70	15.00 %	5,263.46	2.97 %	7,017.94
MDU6	76.85	70.02	0.03	91.12 %	56,821.30	15.00 %	8,523.20	2.97 %	8,523.20
MPA1	45.82	41.72	0.09	91.04 %	52,376.80	15.00 %	7,856.52	2.97 %	7,856.52
TMM1	58.38	53.11	-0.11	90.97 %	36,553.00	15.00 %	5,482.95	2.97 %	5,482.95
BNR1	33.23	28.85	0.10	86.81 %	30,016.50	10.00 %	3,001.65	2.97 %	3,001.65
NKI1	26.69	23.13	0.07	86.66 %	27,444.30	10.00 %	2,744.43	2.97 %	2,744.43
DGL1	117.96	99.57	0.30	84.41 %	91,380.50	10.00 %	9,138.05	2.97 %	9,138.05
MDU2	97.94	82.18	0.20	83.92 %	72,085.30	10.00 %	7,208.53	2.97 %	7,208.53
TDI1	32.93	27.11	0.18	82.32 %	34,876.30	10.00 %	3,487.63	2.97 %	3,487.63
ODM1	28.54	22.82	0.00	79.95 %	19,350.30	0.00 %		2.97 %	1,935.03
MDU4	50.06	39.59	0.14	79.09 %	35,156.60	0.00 %		2.97 %	3,515.66
TEN1	51.66	40.49	0.00	78.36 %	32,582.30	0.00 %		2.97 %	3,258.23
BTU1	21.92	17.16	0.70	78.31 %	19,808.70	0.00 %		2.97 %	1,980.87
ATG1	76.46	58.88	0.11	77.00 %	66,419.90	0.00 %		2.97 %	
MDU1	248.50	186.55	0.17	75.07 %	144,703.10	0.00 %		2.97 %	
KKD2	54.13	39.98	0.18	73.87 %	52,712.50	0.00 %		2.97 %	
NTM1	31.66	23.22	0.29	73.36 %	18,197.40	0.00 %		2.97 %	
CMR1	26.97	19.60	0.03	72.65 %	13,957.20	0.00 %		2.97 %	
MNM1	26.51	18.99	0.13	71.63 %	24,707.60	0.00 %		2.97 %	
KRR1	38.70	27.06	0.00	69.91 %	37,600.80	0.00 %		2.97 %	
KPT1	32.29	21.00	-0.07	65.04 %	21,103.20	0.00 %		2.97 %	
MDU5	47.00	30.03	0.01	63.89 %	37,931.50	0.00 %		2.97 %	
MDU3	61.50	37.84	0.59	61.53 %	34,915.80	0.00 %		2.97 %	
USL1	50.07	19.20	0.53	38.35 %	18,161.90	0.00 %		2.97 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	18.61	57.83	0.00	310.80 %	76,131.10	40.00 %	30,452.44	2.97 %	30,452.44
ERL1	3.60	8.19	0.47	227.60 %	9,890.00	40.00 %	3,956.00	2.97 %	3,956.00
ERL2	37.68	51.16	0.00	135.77 %	40,470.00	40.00 %	16,188.00	2.97 %	16,188.00
PKD1	49.65	57.38	0.23	115.55 %	51,270.40	30.00 %	15,381.12	2.97 %	15,381.12
TKS2	83.45	91.56	0.60	109.72 %	64,663.60	25.00 %	16,165.90	2.97 %	19,399.08
ASM1	33.04	33.61	0.00	101.73 %	39,678.10	25.00 %	9,919.53	2.97 %	9,919.53
TKS1	74.62	74.91	0.29	100.40 %	79,294.10	25.00 %	19,823.53	2.97 %	19,823.53
RPM1	72.11	69.27	0.34	96.07 %	70,085.50	20.00 %	14,017.10	2.97 %	14,017.10
KYR1	28.36	26.51	0.10	93.49 %	25,435.30	15.00 %	3,815.30	2.97 %	5,087.06
KVT1	117.77	110.08	0.00	93.47 %	141,661.30	15.00 %	21,249.20	2.97 %	28,332.26
STU2	25.55	23.80	0.51	93.12 %	18,760.00	15.00 %	2,814.00	2.97 %	3,752.00
VNR1	31.99	28.46	0.00	88.95 %	25,200.20	10.00 %	2,520.02	2.97 %	3,780.03
TCN1	61.79	54.37	0.28	87.99 %	62,382.70	10.00 %	6,238.27	2.97 %	9,357.41
TVL1	242.54	209.16	0.34	86.24 %	175,358.20	10.00 %	17,535.82	2.97 %	17,535.82
ARM1	23.89	20.32	0.83	85.02 %	15,906.50	10.00 %	1,590.65	2.97 %	1,590.65
PDI1	35.99	30.12	0.04	83.67 %	28,457.20	10.00 %	2,845.72	2.97 %	2,845.72
SDI1	34.42	28.61	0.55	83.12 %	21,489.60	10.00 %	2,148.96	2.97 %	2,148.96
KGL1	33.14	27.55	0.19	83.12 %	23,961.20	10.00 %	2,396.12	2.97 %	2,396.12
RND1	74.32	61.60	0.38	82.89 %	62,175.70	10.00 %	6,217.57	2.97 %	6,217.57
TUT2	103.28	83.80	0.25	81.14 %	63,006.00	10.00 %	6,300.60	2.97 %	6,300.60
KSM1	21.62	17.46	0.00	80.78 %	12,993.70	10.00 %	1,299.37	2.97 %	1,299.37
UDN1	31.22	25.16	0.15	80.58 %	19,483.60	10.00 %	1,948.36	2.97 %	1,948.36
APK1	56.65	44.58	0.08	78.69 %	58,612.80	0.00 %		2.97 %	5,861.28
SVK1	76.79	59.17	-0.03	77.06 %	50,782.20	0.00 %		2.97 %	
TUT1	273.61	207.67	0.09	75.90 %	246,127.50	0.00 %		2.97 %	
TKY1	42.35	32.13	0.03	75.85 %	33,336.40	0.00 %		2.97 %	
SGT1	26.27	19.54	0.00	74.36 %	13,619.20	0.00 %		2.97 %	
VLY1	85.16	61.17	0.06	71.83 %	48,841.60	0.00 %		2.97 %	
SNL1	49.40	35.37	0.39	71.61 %	23,051.00	0.00 %		2.97 %	
TVL2	30.12	18.54	0.23	61.54 %	9,262.90	0.00 %		2.97 %	
MAR1	90.12	54.49	0.16	60.46 %	42,154.20	0.00 %		2.97 %	
COL1	20.06	10.91	0.03	54.37 %	11,108.00	0.00 %		2.97 %	
TYI1	61.49	33.25	0.06	54.07 %	44,709.90	0.00 %		2.97 %	
MMT1	46.94	22.16	0.72	47.20 %	23,528.80	0.00 %		2.97 %	
VKM1	50.52	21.59	0.06	42.73 %	29,502.40	0.00 %		2.97 %	
VNR2	129.65	53.69	0.75	41.41 %	59,121.10	0.00 %		2.97 %	
NGR1	216.13	88.01	0.36	40.72 %	50,367.80	0.00 %		2.97 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MRM1	53.94	56.04	0.08	103.90 %	53,463.40	25.00 %	13,365.85	2.97 %	13,365.85
TKM1	34.55	35.70	0.21	103.32 %	40,576.10	25.00 %	10,144.03	2.97 %	10,144.03
CH11	78.57	76.79	0.45	97.74 %	58,254.60	20.00 %	11,650.92	2.97 %	14,563.65
GUD2	60.82	55.88	0.04	91.88 %	42,262.20	15.00 %	6,339.33	2.97 %	6,339.33
CH48	85.07	78.15	0.12	91.86 %	117,854.50	15.00 %	17,678.18	2.97 %	17,678.18
CH28	78.54	70.33	0.07	89.55 %	94,128.40	10.00 %	9,412.84	2.97 %	14,119.26
CH45	64.50	57.12	0.24	88.55 %	58,239.80	10.00 %	5,823.98	2.97 %	8,735.97
CH38	52.16	45.09	0.16	86.45 %	62,345.60	10.00 %	6,234.56	2.97 %	6,234.56
GUD1	68.99	59.05	0.22	85.60 %	75,802.10	10.00 %	7,580.21	2.97 %	7,580.21
CH19	108.13	92.34	0.39	85.39 %	88,778.10	10.00 %	8,877.81	2.97 %	8,877.81
CH08	134.72	113.90	0.53	84.54 %	149,368.50	10.00 %	14,936.85	2.97 %	14,936.85
CH37	27.30	22.57	0.18	82.70 %	21,234.80	10.00 %	2,123.48	2.97 %	2,123.48
CH16	155.82	126.64	0.26	81.28 %	135,107.60	10.00 %	13,510.76	2.97 %	13,510.76
AVD1	86.08	68.32	0.34	79.37 %	54,564.00	0.00 %		2.97 %	5,456.40
CH14	158.65	125.31	0.35	78.98 %	117,609.50	0.00 %		2.97 %	11,760.95
KNR1	52.32	40.96	0.02	78.28 %	39,932.60	0.00 %		2.97 %	3,993.26
CH05	131.11	99.55	0.12	75.93 %	90,642.10	0.00 %		2.97 %	
MC10	24.03	17.06	0.10	71.00 %	10,096.60	0.00 %		2.97 %	
CH35	53.12	37.70	0.04	70.97 %	31,478.40	0.00 %		2.97 %	
CH22	79.18	55.36	0.12	69.92 %	54,354.20	0.00 %		2.97 %	
SKL1	51.71	35.04	0.37	67.75 %	50,269.00	0.00 %		2.97 %	
CH39	53.14	35.74	0.30	67.25 %	43,789.30	0.00 %		2.97 %	
CH42	119.60	78.48	0.31	65.62 %	84,328.60	0.00 %		2.97 %	
CH07	113.05	68.34	0.55	60.45 %	64,906.10	0.00 %		2.97 %	
CH26	25.24	15.24	0.01	60.39 %	15,371.30	0.00 %		2.97 %	
CH30	90.02	50.50	0.21	56.09 %	33,811.30	0.00 %		2.97 %	
CGL1	65.87	35.69	0.59	54.18 %	34,513.50	0.00 %		2.97 %	
CH40	57.11	30.84	0.25	54.01 %	17,284.60	0.00 %		2.97 %	
MC09	15.48	7.76	0.00	50.13 %	5,592.60	0.00 %		2.97 %	
CH29	27.32	9.54	1.36	34.94 %	10,633.30	0.00 %		2.97 %	
MC02	20.04	4.16	0.00	20.77 %	2,419.00	0.00 %		2.97 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	23.18	25.79	0.77	111.28 %	22,635.80	30.00 %	6,790.74	2.97 %	6,790.74
UKI1	40.34	38.29	0.64	94.92 %	31,403.70	15.00 %	4,710.56	2.97 %	6,280.74
CH34	79.01	74.77	0.19	94.64 %	62,901.60	15.00 %	9,435.24	2.97 %	12,580.32
CH44	58.61	55.43	0.32	94.59 %	49,318.50	15.00 %	7,397.78	2.97 %	9,863.70
CH06	78.07	69.38	0.07	88.87 %	68,993.30	10.00 %	6,899.33	2.97 %	10,349.00
CH12	98.09	87.05	0.74	88.75 %	83,504.70	10.00 %	8,350.47	2.97 %	12,525.71
MJR1	84.43	74.31	0.14	88.01 %	56,465.80	10.00 %	5,646.58	2.97 %	8,469.87
PON1	42.88	36.56	0.17	85.26 %	36,955.00	10.00 %	3,695.50	2.97 %	3,695.50
CH41	61.81	52.26	0.49	84.54 %	48,874.00	10.00 %	4,887.40	2.97 %	4,887.40
CH15	208.47	168.61	0.23	80.88 %	142,932.90	10.00 %	14,293.29	2.97 %	14,293.29
CH43	54.75	43.94	0.27	80.26 %	46,769.80	10.00 %	4,676.98	2.97 %	4,676.98
GPD1	64.71	51.84	0.11	80.11 %	33,565.00	10.00 %	3,356.50	2.97 %	3,356.50
MC05	27.59	21.97	0.00	79.64 %	8,318.60	0.00 %		2.97 %	831.86
CH18	101.73	79.54	0.14	78.19 %	95,760.20	0.00 %		2.97 %	9,576.02
CH31	29.40	22.45	0.59	76.36 %	22,326.50	0.00 %		2.97 %	
CH03	185.37	138.51	0.20	74.72 %	138,465.20	0.00 %		2.97 %	
CH33	71.55	53.15	0.38	74.28 %	49,963.40	0.00 %		2.97 %	
CH17	41.80	30.16	0.38	72.15 %	37,809.10	0.00 %		2.97 %	
CH21	135.75	96.73	0.28	71.25 %	73,753.50	0.00 %		2.97 %	
CH20	104.20	70.95	0.10	68.08 %	60,433.20	0.00 %		2.97 %	
CH09	80.31	52.18	0.11	64.97 %	47,606.00	0.00 %		2.97 %	
CH32	17.29	10.59	0.40	61.25 %	10,659.50	0.00 %		2.97 %	
CH36	34.26	19.94	0.19	58.18 %	16,525.40	0.00 %		2.97 %	
CH46	42.13	23.60	0.77	56.02 %	24,402.30	0.00 %		2.97 %	
MC06	20.58	11.06	0.00	53.71 %	7,973.90	0.00 %		2.97 %	
CH24	79.23	42.13	0.44	53.17 %	45,460.60	0.00 %		2.97 %	
CH23	37.79	14.02	0.10	37.10 %	11,172.50	0.00 %		2.97 %	
MC08	9.47	1.92	0.00	20.29 %	659.80	0.00 %		2.97 %	
CH01	9.89	1.44	0.00	14.58 %	1,017.20	0.00 %		2.97 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	79.94	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	1.46	20.21	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	15.14	0.45	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 %	