

Accu.Target 13,559.17 L	Sales 9,764.20 L	Achieved % 72.01 %	HO Budget+ % 17.99 %	Total Com. 96.78 L
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Note : Sales Period is From :01-Sep-2025 To :14-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	144.76	208.59	144.10 %	0.00	17.99 %	0.00
WEST-02	1,210.67	930.21	76.83 %	0.00	17.99 %	0.00
TRICHY-01	1,394.26	1,055.50	75.70 %	0.00	17.99 %	0.00
WEST-01	995.07	748.89	75.26 %	0.00	17.99 %	0.00
SOUTH-03	1,570.45	1,132.33	72.10 %	0.00	17.99 %	0.00
NORTH ARCOT	1,084.50	778.45	71.78 %	0.00	17.99 %	0.00
CHENNAI-01	1,858.14	1,303.47	70.15 %	0.00	17.99 %	0.00
SOUTH-01	2,463.71	1,693.95	68.76 %	0.00	17.99 %	0.00
SOUTH ARCOT	1,073.18	709.00	66.07 %	0.00	17.99 %	0.00
CHENNAI-02	1,764.42	1,125.28	63.78 %	0.00	17.99 %	0.00
OTHERS	0.00	78.55	0.00 %	0.00	0.00 %	0.00
Total	13,559.17	9,764.20	72.01 %		17.99 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	144.76	208.59	144.10%	80,000.00	17.99 %	80,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	255.22	234.85	92.02%	15,000.00	17.99 %	40,000.00
	HSR1	242.03	212.62	87.85%	0.00	17.99 %	30,000.00
	SLM1	377.92	273.37	72.34%	0.00	17.99 %	0.00
	ERD1	335.50	209.37	62.41%	0.00	17.99 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	245.51	194.40	79.18%	0.00	17.99 %	7,500.00
	TNJ1	310.47	239.95	77.29%	0.00	17.99 %	15,000.00
	KUM1	294.26	220.73	75.01%	0.00	17.99 %	15,000.00
	TRY1	544.03	400.41	73.60%	0.00	17.99 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	187.33	152.98	81.66%	0.00	17.99 %	7,500.00
	TPR4	121.87	96.89	79.51%	0.00	17.99 %	0.00
	CBE1	429.77	332.41	77.34%	0.00	17.99 %	22,500.00
	PLI1	124.11	94.43	76.09%	0.00	17.99 %	0.00
	TPR1	132.00	72.18	54.68%	0.00	17.99 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	309.33	282.41	91.30%	15,000.00	17.99 %	40,000.00
	SVG1	268.71	200.75	74.71%	0.00	17.99 %	15,000.00
	MDU2	468.17	318.35	68.00%	0.00	17.99 %	0.00
	DGL1	469.74	296.55	63.13%	0.00	17.99 %	0.00
	KRR1	54.51	34.26	62.85%	0.00	17.99 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	401.71	296.34	73.77%	0.00	17.99 %	0.00
	NA03	310.80	225.27	72.48%	0.00	17.99 %	0.00
	NA02	371.99	256.84	69.05%	0.00	17.99 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	363.23	271.50	74.75%	0.00	17.99 %	15,000.00
	CH05	472.02	336.26	71.24%	0.00	17.99 %	0.00
	CH06	592.12	413.19	69.78%	0.00	17.99 %	0.00
	CH08	430.77	282.53	65.59%	0.00	17.99 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	366.63	313.45	85.49%	0.00	17.99 %	45,000.00
	NGR1	387.15	325.95	84.19%	0.00	17.99 %	45,000.00
	TUT1	497.84	406.71	81.69%	0.00	17.99 %	30,000.00
	VNR1	315.85	206.90	65.51%	0.00	17.99 %	0.00
	KVT1	413.63	265.81	64.26%	0.00	17.99 %	0.00
	TVL1	482.61	175.12	36.29%	0.00	17.99 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	351.06	241.08	68.67%	0.00	17.99 %	0.00
	SA03	336.16	218.25	64.92%	0.00	17.99 %	0.00
	SA02	385.96	249.67	64.69%	0.00	17.99 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	481.48	351.03	72.91%	0.00	17.99 %	0.00
	CH01	474.90	299.66	63.10%	0.00	17.99 %	0.00
	CH07	461.36	272.02	58.96%	0.00	17.99 %	0.00
	CH09	346.68	202.58	58.43%	0.00	17.99 %	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	28.55	53.19	0.00	186.28 %	37,985.40	40.00 %	15,194.16	17.99 %	15,194.16
TVP1	77.74	119.04	0.39	153.12 %	67,730.30	40.00 %	27,092.12	17.99 %	27,092.12
KLR1	38.46	36.36	0.03	94.54 %	31,102.60	15.00 %	4,665.39	17.99 %	9,330.78

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	22.02	27.71	0.00	125.85 %	30,603.30	40.00 %	12,241.32	17.99 %	12,241.32
TRM1	50.80	60.76	0.00	119.62 %	55,274.70	30.00 %	16,582.41	17.99 %	22,109.88
PMP1	25.06	29.47	0.17	117.62 %	17,504.00	30.00 %	5,251.20	17.99 %	7,001.60
OML1	33.22	35.49	0.15	106.84 %	33,759.60	25.00 %	8,439.90	17.99 %	13,503.84
MCR1	31.82	31.28	0.02	98.30 %	34,356.80	20.00 %	6,871.36	17.99 %	10,307.04
EDP1	15.74	15.24	0.00	96.84 %	9,389.00	20.00 %	1,877.80	17.99 %	2,816.70
PLC1	23.27	21.22	0.13	91.19 %	15,533.20	15.00 %	2,329.98	17.99 %	4,659.96
APN1	28.19	25.64	0.00	90.95 %	30,809.30	15.00 %	4,621.40	17.99 %	9,242.79
BMD1	23.41	20.92	0.00	89.37 %	25,339.80	10.00 %	2,533.98	17.99 %	6,334.95
VKL1	21.57	19.11	0.03	88.59 %	19,429.20	10.00 %	1,942.92	17.99 %	4,857.30
HRR1	29.19	24.88	0.00	85.23 %	17,010.30	10.00 %	1,701.03	17.99 %	4,252.58
VPD1	40.48	34.48	0.00	85.17 %	44,250.10	10.00 %	4,425.01	17.99 %	11,062.53
DPR1	20.19	16.98	0.00	84.12 %	14,294.50	10.00 %	1,429.45	17.99 %	3,573.63
HSR1	44.86	36.28	0.15	80.88 %	36,211.80	10.00 %	3,621.18	17.99 %	7,242.36
HSR2	70.28	56.82	0.04	80.84 %	43,343.90	10.00 %	4,334.39	17.99 %	8,668.78
ATU1	46.10	34.50	0.00	74.84 %	26,016.90	0.00 %		17.99 %	3,902.54
SLM3	56.51	42.21	0.14	74.69 %	27,923.50	0.00 %		17.99 %	4,188.53
KVP1	25.42	18.76	0.00	73.80 %	20,351.00	0.00 %		17.99 %	2,035.10
KRI1	31.13	22.36	0.12	71.85 %	15,470.40	0.00 %		17.99 %	1,547.04
SLM2	36.01	25.57	0.00	71.01 %	24,159.30	0.00 %		17.99 %	2,415.93
EPI1	32.88	23.02	0.03	70.03 %	26,190.90	0.00 %		17.99 %	2,619.09
ERD2	58.16	40.21	0.05	69.13 %	57,765.40	0.00 %		17.99 %	5,776.54
MTR1	40.00	26.97	0.00	67.43 %	23,997.90	0.00 %		17.99 %	2,399.79
DPR2	26.60	17.56	0.00	66.01 %	13,293.10	0.00 %		17.99 %	1,329.31
NKL2	59.32	38.92	0.05	65.61 %	51,233.70	0.00 %		17.99 %	
TCG1	28.02	18.02	0.00	64.30 %	14,670.90	0.00 %		17.99 %	
ERD1	55.65	35.34	0.03	63.50 %	37,689.70	0.00 %		17.99 %	
SLM1	122.02	72.72	0.07	59.59 %	50,323.00	0.00 %		17.99 %	
RSP1	31.81	18.80	0.02	59.10 %	22,063.40	0.00 %		17.99 %	
CMI1	18.55	10.33	0.00	55.69 %	13,797.50	0.00 %		17.99 %	
KMM1	23.62	12.26	0.31	51.91 %	15,015.80	0.00 %		17.99 %	
PDR1	21.79	10.29	0.03	47.24 %	13,767.20	0.00 %		17.99 %	
SGG1	17.00	6.09	0.00	35.85 %	6,326.30	0.00 %		17.99 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	23.32	26.73	0.00	114.64 %	22,924.00	30.00 %	6,877.20	17.99 %	9,169.60
ORU1	27.92	27.01	0.41	96.74 %	28,510.20	20.00 %	5,702.04	17.99 %	8,553.06
MSI1	24.66	23.50	0.13	95.31 %	25,739.90	20.00 %	5,147.98	17.99 %	7,721.97
TYR1	47.98	44.45	0.00	92.65 %	34,654.40	15.00 %	5,198.16	17.99 %	10,396.32
TVR1	23.38	21.20	0.00	90.69 %	18,714.90	15.00 %	2,807.24	17.99 %	5,614.47
NGT1	50.92	45.00	0.00	88.37 %	39,540.20	10.00 %	3,954.02	17.99 %	9,885.05
KRN1	23.81	21.01	0.00	88.22 %	24,075.20	10.00 %	2,407.52	17.99 %	6,018.80
PTK1	56.95	48.99	0.25	86.02 %	48,468.80	10.00 %	4,846.88	17.99 %	12,117.20
MDI1	41.79	34.22	0.00	81.88 %	36,349.00	10.00 %	3,634.90	17.99 %	7,269.80
KIK1	45.37	36.36	0.00	80.14 %	32,076.60	10.00 %	3,207.66	17.99 %	6,415.32
TVR2	62.82	50.01	0.22	79.61 %	42,656.40	0.00 %		17.99 %	8,531.28
TTP1	36.41	28.95	0.03	79.50 %	26,547.50	0.00 %		17.99 %	5,309.50
MVM1	64.47	50.60	0.14	78.49 %	65,029.10	0.00 %		17.99 %	13,005.82
PBR2	82.86	63.12	0.15	76.18 %	50,556.50	0.00 %		17.99 %	7,583.48
TRY1	281.32	214.04	0.07	76.09 %	143,332.80	0.00 %		17.99 %	21,499.92
AYR1	33.94	25.69	0.00	75.70 %	21,576.50	0.00 %		17.99 %	3,236.48
TNJ2	62.11	45.76	0.36	73.67 %	39,718.40	0.00 %		17.99 %	3,971.84
KUM1	76.11	54.15	0.13	71.14 %	53,660.90	0.00 %		17.99 %	5,366.09
JKM1	40.53	28.67	0.43	70.73 %	27,457.10	0.00 %		17.99 %	2,745.71
NMM1	34.69	22.31	0.15	64.30 %	32,267.60	0.00 %		17.99 %	
TNJ1	93.99	57.39	0.07	61.06 %	46,948.30	0.00 %		17.99 %	
APM1	24.75	14.94	0.11	60.37 %	17,464.90	0.00 %		17.99 %	
NCK1	26.95	16.10	0.00	59.76 %	17,375.20	0.00 %		17.99 %	
PBR1	27.86	16.20	0.00	58.14 %	14,459.70	0.00 %		17.99 %	
TRY3	51.78	26.08	0.22	50.36 %	22,068.50	0.00 %		17.99 %	
TRY2	27.58	13.02	0.00	47.22 %	9,646.90	0.00 %		17.99 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	15.27	24.12	0.05	157.98 %	29,954.90	40.00 %	11,981.96	17.99 %	11,981.96
KMR1	50.05	59.47	0.23	118.83 %	66,387.70	30.00 %	19,916.31	17.99 %	26,555.08
SNR1	31.78	30.37	0.24	95.58 %	38,373.00	20.00 %	7,674.60	17.99 %	11,511.90
KGI1	27.77	26.50	0.00	95.43 %	17,368.70	20.00 %	3,473.74	17.99 %	5,210.61
CBE5	23.51	22.24	0.09	94.59 %	43,190.30	15.00 %	6,478.55	17.99 %	12,957.09
CBE3	13.71	12.95	0.01	94.45 %	20,039.00	15.00 %	3,005.85	17.99 %	6,011.70
PDM1	16.10	14.37	0.01	89.31 %	16,603.60	10.00 %	1,660.36	17.99 %	4,150.90
GDR1	22.88	20.39	0.01	89.14 %	15,189.80	10.00 %	1,518.98	17.99 %	3,797.45
SYM2	18.50	16.13	0.00	87.19 %	20,736.50	10.00 %	2,073.65	17.99 %	5,184.13
KGM1	18.54	16.08	0.59	86.75 %	17,152.10	10.00 %	1,715.21	17.99 %	4,288.03
UAM1	58.00	48.68	0.00	83.94 %	41,271.90	10.00 %	4,127.19	17.99 %	10,317.98
DPM2	23.53	19.68	0.00	83.64 %	27,216.30	10.00 %	2,721.63	17.99 %	6,804.08
CNR1	23.42	19.31	0.00	82.46 %	17,707.00	10.00 %	1,770.70	17.99 %	4,426.75
ANR1	9.36	7.49	0.00	80.08 %	9,724.50	0.00 %		17.99 %	1,944.90
GBM1	24.37	18.65	0.00	76.53 %	17,351.30	0.00 %		17.99 %	2,602.70
KMD1	25.41	18.98	0.00	74.69 %	34,059.10	0.00 %		17.99 %	5,108.87
TPR3	28.42	21.21	0.07	74.63 %	39,686.80	0.00 %		17.99 %	5,953.02
CBE6	39.81	29.20	0.00	73.34 %	37,091.10	0.00 %		17.99 %	3,709.11
CBE2	153.65	110.64	0.10	72.01 %	109,549.40	0.00 %		17.99 %	10,954.94
CBE1	31.89	22.11	0.00	69.34 %	32,688.00	0.00 %		17.99 %	3,268.80
UMP1	23.93	16.12	0.00	67.37 %	14,653.10	0.00 %		17.99 %	1,465.31
TPR1	43.87	29.44	0.14	67.12 %	25,344.60	0.00 %		17.99 %	2,534.46
PLI1	42.01	28.17	0.28	67.06 %	33,397.70	0.00 %		17.99 %	3,339.77
MPM1	29.86	19.11	0.20	64.01 %	28,050.50	0.00 %		17.99 %	
SUL1	21.96	13.97	0.00	63.63 %	21,576.70	0.00 %		17.99 %	
AVI1	26.19	16.28	0.42	62.17 %	18,806.70	0.00 %		17.99 %	
TPR4	28.17	14.21	0.00	50.43 %	15,969.20	0.00 %		17.99 %	
CBE4	63.42	31.45	0.09	49.60 %	39,949.80	0.00 %		17.99 %	
TPR2	59.71	21.53	0.22	36.06 %	19,771.20	0.00 %		17.99 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	39.60	70.38	0.07	177.72 %	74,219.40	40.00 %	29,687.76	17.99 %	29,687.76
KYK1	19.97	25.07	0.00	125.53 %	29,174.80	40.00 %	11,669.92	17.99 %	11,669.92
ATG1	50.98	59.16	0.00	116.06 %	51,595.20	30.00 %	15,478.56	17.99 %	20,638.08
TPT1	34.25	32.83	0.00	95.87 %	56,269.90	20.00 %	11,253.98	17.99 %	16,880.97
PNV1	19.32	18.20	0.21	94.20 %	18,334.50	15.00 %	2,750.18	17.99 %	5,500.35
ADP1	27.11	25.06	0.02	92.45 %	30,004.80	15.00 %	4,500.72	17.99 %	9,001.44
MPA1	39.34	35.43	0.15	90.05 %	48,208.50	10.00 %	4,820.85	17.99 %	12,052.13
TDI1	28.35	23.85	0.07	84.11 %	27,451.40	10.00 %	2,745.14	17.99 %	6,862.85
TMM1	51.04	40.61	0.31	79.56 %	36,280.30	0.00 %		17.99 %	7,256.06
USL1	31.92	25.14	0.19	78.78 %	25,937.00	0.00 %		17.99 %	5,187.40
MNM1	26.32	20.38	0.00	77.42 %	43,175.20	0.00 %		17.99 %	6,476.28
MDU2	87.26	65.70	0.18	75.30 %	57,614.90	0.00 %		17.99 %	8,642.24
NTM1	29.54	22.12	0.06	74.86 %	17,494.90	0.00 %		17.99 %	2,624.24
MDU6	74.56	54.92	0.00	73.65 %	48,257.20	0.00 %		17.99 %	4,825.72
MLR1	26.54	19.16	0.00	72.19 %	19,195.70	0.00 %		17.99 %	1,919.57
KPT1	30.03	20.75	0.44	69.08 %	19,980.40	0.00 %		17.99 %	1,998.04
BTU1	20.35	14.04	0.14	68.99 %	15,716.40	0.00 %		17.99 %	1,571.64
SVG1	38.10	25.90	0.39	67.98 %	24,854.80	0.00 %		17.99 %	2,485.48
DGL1	100.43	68.18	1.46	67.90 %	74,116.00	0.00 %		17.99 %	7,411.60
TEN2	40.88	27.75	0.14	67.88 %	21,099.60	0.00 %		17.99 %	2,109.96
TEN1	41.09	27.65	1.04	67.28 %	29,597.70	0.00 %		17.99 %	2,959.77
CMR1	23.99	16.10	0.37	67.11 %	13,220.80	0.00 %		17.99 %	1,322.08
CBM1	40.07	26.35	0.15	65.76 %	29,277.60	0.00 %		17.99 %	2,927.76
ODM1	26.84	17.46	0.00	65.04 %	12,607.20	0.00 %		17.99 %	
PKM1	24.98	15.64	0.04	62.63 %	14,563.10	0.00 %		17.99 %	
BNR1	32.06	19.99	0.92	62.35 %	20,643.70	0.00 %		17.99 %	
SGP1	19.21	11.93	0.99	62.10 %	19,504.10	0.00 %		17.99 %	
PNI1	24.59	15.06	0.19	61.24 %	11,288.70	0.00 %		17.99 %	
KRR1	27.67	16.80	0.01	60.73 %	17,727.70	0.00 %		17.99 %	
KKD2	36.91	22.33	0.15	60.49 %	34,120.90	0.00 %		17.99 %	
MDU4	39.43	23.07	0.00	58.51 %	19,935.50	0.00 %		17.99 %	
MDU1	203.56	118.96	0.19	58.44 %	88,563.10	0.00 %		17.99 %	
MDU5	35.07	19.96	0.24	56.91 %	30,938.40	0.00 %		17.99 %	
NKI1	25.78	14.44	0.48	56.03 %	19,075.10	0.00 %		17.99 %	
MDU3	61.74	31.77	0.21	51.46 %	27,651.10	0.00 %		17.99 %	
DGL2	37.21	16.85	0.02	45.28 %	20,471.20	0.00 %		17.99 %	
DKI1	54.39	23.35	0.00	42.94 %	27,451.20	0.00 %		17.99 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ABR1	38.56	36.15	0.10	93.74 %	35,706.20	15.00 %	5,355.93	17.99 %	10,711.86
BGR1	24.24	22.70	0.00	93.64 %	23,288.00	15.00 %	3,493.20	17.99 %	6,986.40
ANI1	24.39	22.25	0.17	91.21 %	21,042.60	15.00 %	3,156.39	17.99 %	6,312.78
VNB1	27.85	25.20	0.02	90.51 %	21,466.90	15.00 %	3,220.04	17.99 %	6,440.07
VSI1	33.68	28.70	0.07	85.22 %	37,081.30	10.00 %	3,708.13	17.99 %	9,270.33
WJP1	32.57	27.69	0.06	85.01 %	24,859.40	10.00 %	2,485.94	17.99 %	6,214.85
SBR1	59.08	49.69	0.10	84.12 %	57,264.00	10.00 %	5,726.40	17.99 %	14,316.00
VEL2	63.93	53.77	0.01	84.10 %	57,170.90	10.00 %	5,717.09	17.99 %	14,292.73
AKM1	41.08	32.85	0.21	79.97 %	35,326.80	0.00 %		17.99 %	7,065.36
KPM2	116.87	90.82	0.02	77.71 %	71,663.10	0.00 %		17.99 %	10,749.47
CYR1	25.33	19.34	0.12	76.37 %	19,439.00	0.00 %		17.99 %	2,915.85
PTU1	14.64	11.04	0.00	75.40 %	9,359.60	0.00 %		17.99 %	1,403.94
ARC2	49.35	36.82	0.11	74.62 %	32,732.00	0.00 %		17.99 %	4,909.80
TRR1	63.62	46.75	0.27	73.48 %	39,328.80	0.00 %		17.99 %	3,932.88
CPT1	18.95	13.44	0.01	70.92 %	17,856.00	0.00 %		17.99 %	1,785.60
GDM1	36.51	25.18	0.26	68.97 %	24,765.50	0.00 %		17.99 %	2,476.55
TRL1	80.50	51.88	0.21	64.45 %	61,503.90	0.00 %		17.99 %	
KPM1	43.26	26.73	0.18	61.78 %	24,440.20	0.00 %		17.99 %	
SLG1	24.32	14.97	0.00	61.53 %	16,782.80	0.00 %		17.99 %	
UGI1	25.24	15.00	0.00	59.44 %	12,684.40	0.00 %		17.99 %	
TRT1	30.16	17.85	0.18	59.19 %	14,764.70	0.00 %		17.99 %	
WJD1	68.87	39.84	0.08	57.85 %	42,523.60	0.00 %		17.99 %	
VEL1	63.28	35.76	0.06	56.50 %	35,426.20	0.00 %		17.99 %	
CGM1	48.57	23.27	0.00	47.91 %	18,334.10	0.00 %		17.99 %	
PLR1	29.67	10.77	0.00	36.31 %	9,604.20	0.00 %		17.99 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TKM1	32.24	29.06	0.23	90.14 %	31,922.10	15.00 %	4,788.32	17.99 %	7,980.53
CH35	35.77	31.93	0.08	89.27 %	32,889.50	10.00 %	3,288.95	17.99 %	8,222.38
MC10	17.98	15.86	0.00	88.22 %	6,730.50	10.00 %	673.05	17.99 %	1,682.63
CH42	77.27	67.86	0.22	87.82 %	70,122.20	10.00 %	7,012.22	17.99 %	17,530.55
CH45	54.96	47.62	0.21	86.64 %	43,897.40	10.00 %	4,389.74	17.99 %	10,974.35
CH30	55.84	46.76	0.15	83.75 %	27,856.30	10.00 %	2,785.63	17.99 %	6,964.08
CH37	25.43	21.26	0.13	83.60 %	18,551.30	10.00 %	1,855.13	17.99 %	4,637.83
SKL1	40.90	31.61	0.18	77.29 %	36,432.00	0.00 %		17.99 %	5,464.80
CH16	127.31	96.95	0.23	76.15 %	117,195.80	0.00 %		17.99 %	17,579.37
GUD1	58.88	44.08	0.22	74.87 %	66,845.30	0.00 %		17.99 %	10,026.80
CH28	71.15	52.89	0.16	74.34 %	82,039.50	0.00 %		17.99 %	12,305.93
CH11	66.23	48.93	0.07	73.87 %	46,586.00	0.00 %		17.99 %	4,658.60
CH38	48.36	35.13	0.18	72.65 %	40,913.20	0.00 %		17.99 %	4,091.32
CH19	87.87	62.68	0.18	71.33 %	70,294.00	0.00 %		17.99 %	7,029.40
CH22	57.25	39.78	0.12	69.48 %	42,743.80	0.00 %		17.99 %	4,274.38
CH05	105.42	72.88	0.47	69.14 %	73,490.50	0.00 %		17.99 %	7,349.05
CH48	85.42	58.74	0.06	68.77 %	66,046.50	0.00 %		17.99 %	6,604.65
CH26	20.09	13.65	0.20	67.94 %	14,623.70	0.00 %		17.99 %	1,462.37
CH08	120.98	82.08	0.15	67.84 %	109,157.70	0.00 %		17.99 %	10,915.77
CH14	155.35	103.89	0.40	66.88 %	114,676.10	0.00 %		17.99 %	11,467.61
GUD2	56.82	37.98	0.19	66.84 %	37,980.60	0.00 %		17.99 %	3,798.06
CGL1	44.31	29.39	0.37	66.34 %	24,592.60	0.00 %		17.99 %	2,459.26
MRM1	57.16	35.90	0.65	62.81 %	39,380.20	0.00 %		17.99 %	
AVD1	74.13	45.88	0.13	61.89 %	50,125.80	0.00 %		17.99 %	
CH39	46.97	28.83	0.27	61.38 %	32,326.30	0.00 %		17.99 %	
CH07	95.61	58.53	0.00	61.21 %	55,389.60	0.00 %		17.99 %	
KNR1	50.08	29.90	0.11	59.69 %	32,127.80	0.00 %		17.99 %	
MC09	10.00	4.89	0.00	48.87 %	3,067.40	0.00 %		17.99 %	
CH29	17.57	8.32	0.00	47.34 %	10,751.70	0.00 %		17.99 %	
CH40	47.93	17.54	0.18	36.60 %	8,017.70	0.00 %		17.99 %	
MC02	12.90	2.68	0.00	20.76 %	1,223.90	0.00 %		17.99 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	33.09	39.74	0.05	120.09 %	41,526.10	40.00 %	16,610.44	17.99 %	16,610.44
KSM1	36.31	42.39	0.00	116.75 %	24,696.70	30.00 %	7,409.01	17.99 %	9,878.68
TYI1	30.56	34.89	0.00	114.17 %	44,679.00	30.00 %	13,403.70	17.99 %	17,871.60
SKD1	21.09	23.57	0.10	111.78 %	31,851.80	30.00 %	9,555.54	17.99 %	12,740.72
RPM1	93.16	103.90	0.03	111.53 %	87,159.30	30.00 %	26,147.79	17.99 %	34,863.72
SDI1	50.03	53.91	0.25	107.76 %	51,213.50	25.00 %	12,803.38	17.99 %	20,485.40
KYR1	21.64	23.18	0.43	107.09 %	20,112.40	25.00 %	5,028.10	17.99 %	8,044.96
PKD1	36.82	34.80	0.08	94.51 %	40,964.10	15.00 %	6,144.62	17.99 %	12,289.23
VNR1	34.36	30.43	0.00	88.57 %	27,630.10	10.00 %	2,763.01	17.99 %	6,907.53
MAR1	74.24	64.97	0.08	87.52 %	47,375.00	10.00 %	4,737.50	17.99 %	11,843.75
MMT1	36.31	31.11	0.00	85.69 %	33,215.30	10.00 %	3,321.53	17.99 %	8,303.83
UDN1	29.05	24.73	0.06	85.14 %	21,090.50	10.00 %	2,109.05	17.99 %	5,272.63
TKY1	42.75	34.88	0.01	81.59 %	39,231.90	10.00 %	3,923.19	17.99 %	7,846.38
TKS2	77.48	62.09	0.12	80.13 %	51,600.70	10.00 %	5,160.07	17.99 %	10,320.14
TUT2	96.15	76.99	0.03	80.07 %	74,520.20	0.00 %		17.99 %	14,904.04
VNR2	96.24	76.86	0.08	79.86 %	77,626.50	0.00 %		17.99 %	15,525.30
PDI1	31.79	25.08	0.07	78.88 %	22,953.20	0.00 %		17.99 %	4,590.64
RND1	78.79	61.43	0.13	77.97 %	66,575.80	0.00 %		17.99 %	9,986.37
NGR1	149.76	116.65	0.39	77.89 %	87,129.60	0.00 %		17.99 %	13,069.44
ASM1	28.21	21.97	0.22	77.85 %	28,764.70	0.00 %		17.99 %	4,314.71
COL1	16.01	12.19	0.63	76.12 %	13,972.90	0.00 %		17.99 %	2,095.94
TKS1	67.99	51.70	0.06	76.04 %	57,365.70	0.00 %		17.99 %	8,604.86
ARM1	30.07	22.73	0.00	75.60 %	22,508.30	0.00 %		17.99 %	3,376.25
TCN1	51.30	38.65	0.00	75.33 %	45,294.10	0.00 %		17.99 %	6,794.12
KGL1	31.78	23.76	0.00	74.78 %	19,522.70	0.00 %		17.99 %	2,928.41
TUT1	257.70	191.71	0.10	74.40 %	209,190.90	0.00 %		17.99 %	31,378.64
SVK1	62.45	46.27	0.25	74.09 %	43,587.80	0.00 %		17.99 %	6,538.17
VKM1	29.29	21.69	0.36	74.05 %	31,762.20	0.00 %		17.99 %	4,764.33
SNL1	38.80	28.34	0.00	73.03 %	25,785.50	0.00 %		17.99 %	2,578.55
VLY1	68.33	49.09	0.35	71.84 %	45,023.00	0.00 %		17.99 %	4,502.30
STU2	26.11	17.22	0.38	65.94 %	19,159.10	0.00 %		17.99 %	1,915.91
APK1	47.20	24.57	0.14	52.06 %	35,723.70	0.00 %		17.99 %	
TVL2	23.76	10.81	0.13	45.48 %	5,992.40	0.00 %		17.99 %	
APK2	75.59	28.76	0.20	38.05 %	28,602.50	0.00 %		17.99 %	
SGT1	46.18	16.78	0.00	36.34 %	10,197.70	0.00 %		17.99 %	
KVT1	161.07	55.58	0.22	34.51 %	86,138.50	0.00 %		17.99 %	
TVL1	332.24	70.53	0.40	21.23 %	73,761.20	0.00 %		17.99 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ULP1	52.18	48.75	0.11	93.42 %	41,875.70	15.00 %	6,281.36	17.99 %	12,562.71
KLM1	48.58	44.25	0.29	91.09 %	53,782.30	15.00 %	8,067.35	17.99 %	16,134.69
VPM2	55.03	47.60	0.55	86.50 %	39,800.30	10.00 %	3,980.03	17.99 %	9,950.08
KML1	28.99	22.70	0.02	78.30 %	17,807.50	0.00 %		17.99 %	3,561.50
PRT1	44.02	34.28	0.11	77.89 %	30,752.50	0.00 %		17.99 %	4,612.88
SJI1	53.36	40.48	0.00	75.85 %	33,700.10	0.00 %		17.99 %	5,055.02
CDM1	60.69	45.14	0.19	74.37 %	41,838.70	0.00 %		17.99 %	6,275.81
POY1	87.34	61.15	0.17	70.02 %	67,684.70	0.00 %		17.99 %	6,768.47
CUD1	101.25	70.57	1.41	69.70 %	74,382.90	0.00 %		17.99 %	7,438.29
TRK1	69.20	46.08	0.87	66.60 %	52,424.80	0.00 %		17.99 %	5,242.48
VPM1	23.11	14.94	0.00	64.64 %	14,972.20	0.00 %		17.99 %	
MKM1	28.32	18.22	0.20	64.32 %	19,424.30	0.00 %		17.99 %	
VCM1	32.99	19.69	0.00	59.67 %	13,881.60	0.00 %		17.99 %	
TVM1	31.43	18.07	0.06	57.49 %	12,898.30	0.00 %		17.99 %	
POY2	85.57	46.89	0.04	54.80 %	45,662.00	0.00 %		17.99 %	
KKI2	64.58	35.24	0.19	54.57 %	30,726.50	0.00 %		17.99 %	
TVM2	46.33	24.12	0.05	52.07 %	16,403.10	0.00 %		17.99 %	
TDM1	57.69	26.95	0.10	46.72 %	20,460.90	0.00 %		17.99 %	
STP1	26.10	11.64	0.09	44.60 %	9,339.20	0.00 %		17.99 %	
NVL2	76.41	32.23	0.04	42.18 %	36,944.80	0.00 %		17.99 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	42.78	41.19	0.27	96.29 %	28,947.70	20.00 %	5,789.54	17.99 %	8,684.31
CH12	90.09	71.01	0.05	78.82 %	74,613.40	0.00 %		17.99 %	14,922.68
UKI1	38.64	30.40	0.39	78.67 %	29,133.90	0.00 %		17.99 %	5,826.78
MJR1	74.19	57.44	0.16	77.42 %	51,885.40	0.00 %		17.99 %	7,782.81
CH32	12.86	9.66	7.02	75.08 %	6,445.90	0.00 %		17.99 %	966.89
CH17	36.40	27.17	0.28	74.66 %	24,820.70	0.00 %		17.99 %	3,723.11
CH44	56.76	42.37	0.30	74.65 %	41,703.70	0.00 %		17.99 %	6,255.56
MC06	20.84	15.41	0.09	73.94 %	7,044.70	0.00 %		17.99 %	1,056.71
CH33	56.28	41.06	0.00	72.94 %	52,210.00	0.00 %		17.99 %	5,221.00
CH18	89.33	65.12	0.33	72.89 %	79,694.30	0.00 %		17.99 %	7,969.43
CH43	50.43	36.41	0.12	72.20 %	45,320.50	0.00 %		17.99 %	4,532.05
CH34	78.38	53.32	0.20	68.04 %	55,155.70	0.00 %		17.99 %	5,515.57
MC05	29.62	19.88	0.00	67.14 %	5,946.60	0.00 %		17.99 %	594.66
CH21	121.40	80.93	0.16	66.67 %	67,968.50	0.00 %		17.99 %	6,796.85
CH03	166.18	108.68	0.13	65.40 %	103,823.70	0.00 %		17.99 %	
CH41	56.93	36.66	0.08	64.39 %	51,715.20	0.00 %		17.99 %	
PON1	39.72	25.48	0.13	64.16 %	25,653.80	0.00 %		17.99 %	
CH20	87.92	53.24	0.33	60.55 %	50,459.00	0.00 %		17.99 %	
CH27	25.69	14.38	0.00	55.97 %	20,768.70	0.00 %		17.99 %	
CH24	73.64	41.01	0.15	55.69 %	47,485.60	0.00 %		17.99 %	
CH46	35.38	19.43	0.00	54.93 %	19,157.70	0.00 %		17.99 %	
CH15	197.55	105.05	0.10	53.18 %	98,509.30	0.00 %		17.99 %	
CH06	78.13	41.07	0.25	52.56 %	40,773.10	0.00 %		17.99 %	
CH23	33.77	17.69	0.00	52.38 %	18,004.20	0.00 %		17.99 %	
CH31	37.45	18.82	0.00	50.23 %	20,961.10	0.00 %		17.99 %	
CH09	72.71	33.37	0.12	45.90 %	39,240.50	0.00 %		17.99 %	
MC08	12.24	4.78	0.00	39.03 %	865.80	0.00 %		17.99 %	
CH36	42.81	13.31	0.00	31.08 %	13,830.30	0.00 %		17.99 %	
CH01	6.29	0.92	0.00	14.65 %	748.80	0.00 %		17.99 %	
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 %	