

Accu.Target 16,102.46 L	Sales 15,963.17 L	Achieved % 99.14 %	HO Budget+ % 0.00 %	Total Com. 142.43 L
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Note : Sales Period is From :01-Aug-2025 To :15-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	1,491.85	1,572.86	105.43 %	0.00	0.00 %	0.00
WEST-01	1,197.99	1,258.14	105.02 %	0.00	0.00 %	0.00
NORTH ARCOT	1,224.73	1,283.58	104.81 %	72,000.00	0.00 %	72,000.00
TRICHY-01	1,840.45	1,877.24	102.00 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,192.96	1,179.62	98.88 %	33,000.00	0.00 %	33,000.00
SOUTH-01	2,672.07	2,510.54	93.96 %	0.00	0.00 %	0.00
SOUTH-03	1,921.07	1,800.43	93.72 %	54,000.00	0.00 %	54,000.00
CHENNAI-02	2,060.03	1,896.10	92.04 %	54,000.00	0.00 %	54,000.00
CHENNAI-01	2,385.20	2,184.98	91.61 %	63,000.00	0.00 %	63,000.00
KL-SOUTH	116.11	102.82	88.55 %	0.00	0.00 %	0.00
OTHERS	0.00	296.88	0.00 %	0.00	0.00 %	0.00
Total	16,102.46	15,963.17	99.14 %		0.00 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	318.43	355.55	111.66%	60,000.00	0.00 %	60,000.00
	MTR1	330.62	365.44	110.53%	60,000.00	0.00 %	60,000.00
	SLM1	441.77	480.85	108.85%	60,000.00	0.00 %	60,000.00
	ERD1	401.03	371.02	92.52%	22,500.00	0.00 %	22,500.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	135.59	171.27	126.32%	30,000.00	0.00 %	30,000.00
	CBE1	529.10	546.88	103.36%	75,000.00	0.00 %	75,000.00
	UAM1	222.40	228.96	102.95%	30,000.00	0.00 %	30,000.00
	TPR1	140.26	142.77	101.79%	15,000.00	0.00 %	15,000.00
	PLI1	170.65	168.25	98.60%	7,500.00	0.00 %	7,500.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	422.31	443.52	105.02%	60,000.00	0.00 %	60,000.00
	NA01	431.52	452.70	104.91%	60,000.00	0.00 %	60,000.00
	NA03	370.90	387.36	104.44%	45,000.00	0.00 %	45,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	394.66	453.69	114.96%	80,000.00	0.00 %	80,000.00
	TNJ1	390.47	434.91	111.38%	80,000.00	0.00 %	80,000.00
	PTK1	351.39	359.45	102.29%	45,000.00	0.00 %	45,000.00
	TRY1	703.93	629.19	89.38%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	427.63	456.34	106.71%	60,000.00	0.00 %	60,000.00
	SA03	354.86	368.53	103.85%	45,000.00	0.00 %	45,000.00
	SA01	410.48	354.74	86.42%	0.00	0.00 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	350.21	400.48	114.35%	80,000.00	0.00 %	80,000.00
	KVT1	443.76	487.54	109.86%	60,000.00	0.00 %	60,000.00
	TVL1	444.38	465.94	104.85%	60,000.00	0.00 %	60,000.00
	TUT1	613.59	592.20	96.51%	37,500.00	0.00 %	37,500.00
	VNR1	316.16	222.78	70.47%	0.00	0.00 %	0.00
	NGR1	503.96	341.60	67.78%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	309.57	323.93	104.64%	45,000.00	0.00 %	45,000.00
	KKD2	398.53	380.83	95.56%	22,500.00	0.00 %	22,500.00
	MDU2	554.20	526.68	95.03%	37,500.00	0.00 %	37,500.00
	DGL1	586.73	511.10	87.11%	0.00	0.00 %	0.00
	KRR1	72.05	57.89	80.35%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	571.42	574.04	100.46%	75,000.00	0.00 %	75,000.00
	CH07	526.46	473.38	89.92%	0.00	0.00 %	0.00
	CH01	527.52	472.46	89.56%	0.00	0.00 %	0.00
	CH09	434.63	376.22	86.56%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	454.73	450.77	99.13%	30,000.00	0.00 %	30,000.00
	CH05	612.34	590.74	96.47%	37,500.00	0.00 %	37,500.00
	CH08	531.27	465.02	87.53%	0.00	0.00 %	0.00
	CH06	786.87	678.45	86.22%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	116.11	102.82	88.55%	0.00	0.00 %	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	95.23	0.00%	0.00	0.00 %	0.00
	HO01	0.00	168.11	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-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	23.98	39.22	0.00	163.54 %	38,336.70	40.00 %	15,334.68	0.00 %	15,334.68
SLM2	39.57	58.53	0.04	147.91 %	42,257.50	40.00 %	16,903.00	0.00 %	16,903.00
OML1	44.52	58.35	0.47	131.07 %	44,507.60	40.00 %	17,803.04	0.00 %	17,803.04
ATU1	55.74	71.27	0.16	127.85 %	49,684.30	40.00 %	19,873.72	0.00 %	19,873.72
HRR1	34.25	42.93	0.10	125.34 %	29,239.40	40.00 %	11,695.76	0.00 %	11,695.76
TRM1	50.66	62.58	0.01	123.53 %	55,734.40	40.00 %	22,293.76	0.00 %	22,293.76
VPD1	46.03	56.42	0.00	122.56 %	61,544.50	40.00 %	24,617.80	0.00 %	24,617.80
PMP1	32.65	39.85	0.06	122.06 %	28,255.50	40.00 %	11,302.20	0.00 %	11,302.20
KVP1	27.26	32.63	0.00	119.72 %	28,232.10	30.00 %	8,469.63	0.00 %	8,469.63
PLC1	31.17	36.87	0.00	118.29 %	38,254.50	30.00 %	11,476.35	0.00 %	11,476.35
KRI1	44.49	51.61	0.13	116.01 %	41,850.70	30.00 %	12,555.21	0.00 %	12,555.21
MCR1	45.24	52.28	0.00	115.55 %	53,870.70	30.00 %	16,161.21	0.00 %	16,161.21
DPR1	25.14	28.46	0.05	113.21 %	23,630.70	30.00 %	7,089.21	0.00 %	7,089.21
TCG1	25.66	28.68	0.00	111.77 %	18,602.50	30.00 %	5,580.75	0.00 %	5,580.75
BMD1	34.37	38.33	0.00	111.50 %	34,682.60	30.00 %	10,404.78	0.00 %	10,404.78
RSP1	36.63	40.31	0.15	110.04 %	43,903.00	30.00 %	13,170.90	0.00 %	13,170.90
NKL2	57.79	63.12	-0.04	109.22 %	67,714.60	25.00 %	16,928.65	0.00 %	16,928.65
EDP1	24.87	26.56	0.28	106.79 %	16,086.70	25.00 %	4,021.68	0.00 %	4,021.68
EPI1	38.61	40.52	0.21	104.95 %	36,999.90	25.00 %	9,249.98	0.00 %	9,249.98
HSR2	90.16	94.43	0.08	104.73 %	74,272.60	25.00 %	18,568.15	0.00 %	18,568.15
CMI1	19.73	20.44	0.00	103.56 %	25,638.00	25.00 %	6,409.50	0.00 %	6,409.50
SLM1	130.18	131.83	0.00	101.26 %	86,448.80	25.00 %	21,612.20	0.00 %	21,612.20
DPR2	31.80	32.11	0.00	100.97 %	27,736.70	25.00 %	6,934.18	0.00 %	6,934.18
SLM3	70.63	68.37	0.05	96.80 %	50,712.40	20.00 %	10,142.48	0.00 %	10,142.48
SGG1	16.14	15.23	0.00	94.37 %	13,939.00	15.00 %	2,090.85	0.00 %	2,090.85
ERD2	78.02	72.31	0.12	92.67 %	84,762.70	15.00 %	12,714.41	0.00 %	12,714.41
PDR1	20.94	18.99	0.19	90.67 %	25,136.30	15.00 %	3,770.45	0.00 %	3,770.45
HSR1	68.72	60.95	-0.02	88.68 %	62,254.60	10.00 %	6,225.46	0.00 %	6,225.46
VKL1	27.07	22.66	0.04	83.70 %	27,047.90	10.00 %	2,704.79	0.00 %	2,704.79
MTR1	64.63	50.39	0.00	77.97 %	54,319.90	0.00 %		0.00 %	
ERD1	86.76	67.26	0.12	77.53 %	58,691.80	0.00 %		0.00 %	
APN1	36.15	27.37	0.21	75.71 %	33,389.10	0.00 %		0.00 %	
KMM1	32.28	22.03	0.24	68.26 %	22,278.60	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	18.41	29.84	0.03	162.08 %	36,369.10	40.00 %	14,547.64	0.00 %	14,547.64
ANR1	9.43	13.00	0.32	137.92 %	15,700.00	40.00 %	6,280.00	0.00 %	6,280.00
KMD1	19.92	27.23	0.00	136.71 %	45,362.80	40.00 %	18,145.12	0.00 %	18,145.12
KMR1	83.74	114.15	-0.36	136.31 %	127,550.90	40.00 %	51,020.36	0.00 %	51,020.36
GBM1	26.02	34.96	0.04	134.36 %	24,916.60	40.00 %	9,966.64	0.00 %	9,966.64
PDM1	19.02	25.16	0.06	132.30 %	25,514.30	40.00 %	10,205.72	0.00 %	10,205.72
CBE6	36.30	46.37	0.11	127.72 %	53,765.70	40.00 %	21,506.28	0.00 %	21,506.28
KGI1	33.95	42.86	0.00	126.23 %	31,055.40	40.00 %	12,422.16	0.00 %	12,422.16
DPM2	28.95	35.52	0.08	122.69 %	37,298.40	40.00 %	14,919.36	0.00 %	14,919.36
AVI1	29.23	34.83	0.26	119.14 %	30,262.10	30.00 %	9,078.63	0.00 %	9,078.63
TPR4	24.71	29.28	0.34	118.52 %	24,324.20	30.00 %	7,297.26	0.00 %	7,297.26
CBE1	38.15	44.02	-0.22	115.38 %	55,353.10	30.00 %	16,605.93	0.00 %	16,605.93
KGM1	20.33	22.93	0.25	112.80 %	23,863.10	30.00 %	7,158.93	0.00 %	7,158.93
TPR3	25.06	27.95	-0.12	111.52 %	42,388.40	30.00 %	12,716.52	0.00 %	12,716.52
MPM1	35.93	38.87	0.09	108.18 %	45,935.80	25.00 %	11,483.95	0.00 %	11,483.95
TPR2	61.73	66.57	0.09	107.85 %	53,249.40	25.00 %	13,312.35	0.00 %	13,312.35
CNR1	29.65	31.56	0.00	106.45 %	26,085.10	25.00 %	6,521.28	0.00 %	6,521.28
SYM2	27.79	29.36	0.00	105.63 %	28,293.20	25.00 %	7,073.30	0.00 %	7,073.30
CBE2	200.07	204.63	0.17	102.28 %	172,902.50	25.00 %	43,225.63	0.00 %	43,225.63
GDR1	27.46	27.41	-0.06	99.83 %	19,816.20	20.00 %	3,963.24	0.00 %	3,963.24
SUL1	32.11	31.32	0.14	97.52 %	42,849.50	20.00 %	8,569.90	0.00 %	8,569.90
TPR1	53.47	48.25	0.01	90.24 %	52,048.20	15.00 %	7,807.23	0.00 %	7,807.23
CBE3	23.15	19.85	-0.14	85.74 %	22,013.40	10.00 %	2,201.34	0.00 %	2,201.34
PLI1	64.98	54.43	0.00	83.76 %	50,856.30	10.00 %	5,085.63	0.00 %	5,085.63
CBE4	63.73	52.47	-0.03	82.33 %	72,928.20	10.00 %	7,292.82	0.00 %	7,292.82
UAM1	75.49	61.03	0.15	80.85 %	51,480.40	10.00 %	5,148.04	0.00 %	5,148.04
UMP1	37.36	30.20	0.00	80.84 %	17,661.80	10.00 %	1,766.18	0.00 %	1,766.18
SNR1	51.83	34.07	0.01	65.73 %	45,127.00	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	31.96	43.37	0.10	135.70 %	34,529.20	40.00 %	13,811.68	0.00 %	13,811.68
ARC2	39.39	51.53	0.03	130.84 %	38,069.50	40.00 %	15,227.80	0.00 %	15,227.80
CPT1	25.51	33.11	-0.01	129.80 %	33,735.00	40.00 %	13,494.00	0.00 %	13,494.00
BGR1	22.07	27.49	0.20	124.52 %	28,058.70	40.00 %	11,223.48	0.00 %	11,223.48
TRR1	75.24	93.20	0.06	123.87 %	71,107.20	40.00 %	28,442.88	0.00 %	28,442.88
AKM1	56.10	69.34	-0.03	123.61 %	71,684.60	40.00 %	28,673.84	0.00 %	28,673.84
ANI1	24.93	29.13	0.01	116.85 %	23,472.70	30.00 %	7,041.81	0.00 %	7,041.81
SLG1	29.35	33.03	0.00	112.55 %	33,076.70	30.00 %	9,923.01	0.00 %	9,923.01
GDM1	38.59	43.19	0.00	111.90 %	35,057.50	30.00 %	10,517.25	0.00 %	10,517.25
WJP1	39.18	42.68	0.00	108.93 %	39,613.80	25.00 %	9,903.45	0.00 %	9,903.45
VSI1	48.49	52.64	0.16	108.55 %	68,024.40	25.00 %	17,006.10	0.00 %	17,006.10
PLR1	25.11	27.25	0.08	108.55 %	21,228.00	25.00 %	5,307.00	0.00 %	5,307.00
TRL1	85.44	89.49	0.18	104.73 %	72,778.20	25.00 %	18,194.55	0.00 %	18,194.55
KPM1	44.26	45.96	0.17	103.83 %	38,702.70	25.00 %	9,675.68	0.00 %	9,675.68
CGM1	42.71	42.45	0.06	99.40 %	30,842.90	20.00 %	6,168.58	0.00 %	6,168.58
SBR1	66.76	65.78	0.31	98.53 %	66,842.90	20.00 %	13,368.58	0.00 %	13,368.58
VEL1	73.23	71.88	0.00	98.15 %	74,625.60	20.00 %	14,925.12	0.00 %	14,925.12
TRT1	41.87	40.69	0.18	97.18 %	32,352.60	20.00 %	6,470.52	0.00 %	6,470.52
CYR1	34.75	33.38	0.01	96.07 %	33,058.70	20.00 %	6,611.74	0.00 %	6,611.74
KPM2	141.28	132.53	0.07	93.81 %	90,905.20	15.00 %	13,635.78	0.00 %	13,635.78
WJD1	51.64	48.15	0.04	93.23 %	43,745.20	15.00 %	6,561.78	0.00 %	6,561.78
VEL2	86.18	78.24	0.06	90.79 %	78,580.10	15.00 %	11,787.02	0.00 %	11,787.02
PTU1	18.35	16.51	0.00	89.98 %	12,129.00	10.00 %	1,212.90	0.00 %	1,212.90
ABR1	49.30	43.95	0.33	89.16 %	46,020.00	10.00 %	4,602.00	0.00 %	4,602.00
UGI1	33.05	28.63	0.07	86.62 %	26,590.10	10.00 %	2,659.01	0.00 %	2,659.01

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	29.54	41.72	0.28	141.22 %	32,252.40	40.00 %	12,900.96	0.00 %	12,900.96
PDK1	30.97	42.45	0.02	137.05 %	38,594.50	40.00 %	15,437.80	0.00 %	15,437.80
KIK1	44.51	59.61	-0.27	133.94 %	55,881.10	40.00 %	22,352.44	0.00 %	22,352.44
TTP1	50.40	65.45	0.06	129.86 %	48,903.80	40.00 %	19,561.52	0.00 %	19,561.52
KRN1	28.23	36.32	-0.05	128.62 %	34,298.60	40.00 %	13,719.44	0.00 %	13,719.44
MVM1	91.61	112.65	0.04	122.96 %	116,953.00	40.00 %	46,781.20	0.00 %	46,781.20
NCK1	22.89	28.02	0.00	122.41 %	20,469.80	40.00 %	8,187.92	0.00 %	8,187.92
TRY3	46.88	57.14	-0.02	121.89 %	41,863.10	40.00 %	16,745.24	0.00 %	16,745.24
TVR2	76.78	92.40	0.05	120.35 %	67,554.90	40.00 %	27,021.96	0.00 %	27,021.96
AYR1	39.46	45.85	0.08	116.19 %	33,644.20	30.00 %	10,093.26	0.00 %	10,093.26
ORU1	36.33	41.81	0.00	115.09 %	45,576.10	30.00 %	13,672.83	0.00 %	13,672.83
MDI1	79.49	90.98	0.02	114.45 %	76,865.50	30.00 %	23,059.65	0.00 %	23,059.65
JKM1	54.04	59.32	0.12	109.76 %	44,210.10	25.00 %	11,052.53	0.00 %	11,052.53
PBR2	114.06	121.68	-0.13	106.68 %	89,944.70	25.00 %	22,486.18	0.00 %	22,486.18
MSI1	40.34	41.42	0.00	102.69 %	36,578.90	25.00 %	9,144.73	0.00 %	9,144.73
PBR1	36.30	36.85	0.01	101.51 %	27,797.80	25.00 %	6,949.45	0.00 %	6,949.45
TNJ2	89.52	90.03	0.23	100.58 %	75,257.70	25.00 %	18,814.43	0.00 %	18,814.43
APM1	29.29	29.45	0.17	100.54 %	29,126.30	25.00 %	7,281.58	0.00 %	7,281.58
KUM1	119.80	119.60	0.08	99.83 %	101,330.30	20.00 %	20,266.06	0.00 %	20,266.06
TNJ1	121.45	118.84	0.02	97.85 %	83,888.70	20.00 %	16,777.74	0.00 %	16,777.74
TYR1	67.73	62.82	0.00	92.75 %	51,570.90	15.00 %	7,735.64	0.00 %	7,735.64
PTK1	85.34	77.65	0.16	90.99 %	60,725.70	15.00 %	9,108.86	0.00 %	9,108.86
NGT1	67.21	60.84	0.07	90.51 %	46,985.20	15.00 %	7,047.78	0.00 %	7,047.78
NMM1	39.65	35.08	-0.03	88.46 %	41,898.90	10.00 %	4,189.89	0.00 %	4,189.89
TRY1	352.05	279.10	0.07	79.28 %	184,906.70	0.00 %		0.00 %	
TRY2	46.58	30.18	0.03	64.80 %	25,254.40	0.00 %		0.00 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRK1	67.03	98.64	0.17	147.16 %	86,943.90	40.00 %	34,777.56	0.00 %	34,777.56
KML1	30.25	44.32	0.04	146.52 %	27,848.30	40.00 %	11,139.32	0.00 %	11,139.32
CDM1	73.33	94.10	0.16	128.33 %	77,647.40	40.00 %	31,058.96	0.00 %	31,058.96
VCM1	39.57	46.29	0.04	116.99 %	34,056.10	30.00 %	10,216.83	0.00 %	10,216.83
TDM1	51.71	58.87	0.38	113.86 %	35,989.10	30.00 %	10,796.73	0.00 %	10,796.73
ULP1	63.63	69.75	0.05	109.62 %	56,962.60	25.00 %	14,240.65	0.00 %	14,240.65
KKI2	76.49	82.68	0.13	108.09 %	57,047.80	25.00 %	14,261.95	0.00 %	14,261.95
KLM1	64.16	67.09	0.06	104.56 %	69,044.40	25.00 %	17,261.10	0.00 %	17,261.10
CUD1	125.09	129.37	0.07	103.43 %	112,093.10	25.00 %	28,023.28	0.00 %	28,023.28
SJI1	56.80	56.84	0.02	100.07 %	33,652.20	20.00 %	6,730.44	0.00 %	6,730.44
VPM1	24.93	23.93	0.30	96.01 %	14,560.10	20.00 %	2,912.02	0.00 %	2,912.02
VPM2	60.02	56.99	0.22	94.96 %	44,418.00	15.00 %	6,662.70	0.00 %	6,662.70
POY1	101.30	94.72	0.15	93.51 %	97,480.20	15.00 %	14,622.03	0.00 %	14,622.03
MKM1	29.49	26.19	0.00	88.81 %	24,900.10	10.00 %	2,490.01	0.00 %	2,490.01
STP1	28.64	25.26	0.28	88.21 %	19,006.20	10.00 %	1,900.62	0.00 %	1,900.62
TVM2	52.48	44.02	0.00	83.88 %	21,944.80	10.00 %	2,194.48	0.00 %	2,194.48
PRT1	49.79	41.72	0.14	83.80 %	37,655.90	10.00 %	3,765.59	0.00 %	3,765.59
NVL2	65.95	52.23	0.23	79.20 %	41,366.50	0.00 %		0.00 %	
TVM1	41.90	29.24	0.60	69.78 %	17,030.60	0.00 %		0.00 %	
POY2	90.44	37.37	0.25	41.32 %	35,482.80	0.00 %		0.00 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	19.94	63.78	0.00	319.95 %	84,231.10	40.00 %	33,692.44	0.00 %	33,692.44
ERL1	3.86	8.19	0.47	212.43 %	9,890.00	40.00 %	3,956.00	0.00 %	3,956.00
ERL2	40.37	66.24	0.00	164.09 %	50,176.90	40.00 %	20,070.76	0.00 %	20,070.76
TKS2	89.41	123.13	0.45	137.71 %	88,256.60	40.00 %	35,302.64	0.00 %	35,302.64
PKD1	53.20	68.74	0.19	129.21 %	58,378.10	40.00 %	23,351.24	0.00 %	23,351.24
TKS1	79.95	101.75	0.17	127.28 %	104,086.50	40.00 %	41,634.60	0.00 %	41,634.60
ASM1	35.40	44.65	0.00	126.16 %	50,183.90	40.00 %	20,073.56	0.00 %	20,073.56
TVL1	259.87	284.48	0.25	109.47 %	226,350.90	25.00 %	56,587.73	0.00 %	56,587.73
KGL1	35.51	38.51	0.14	108.47 %	31,086.60	25.00 %	7,771.65	0.00 %	7,771.65
STU2	27.38	29.28	0.42	106.94 %	21,921.60	25.00 %	5,480.40	0.00 %	5,480.40
KVT1	126.18	134.83	0.00	106.85 %	160,760.20	25.00 %	40,190.05	0.00 %	40,190.05
RPM1	77.26	81.97	0.28	106.10 %	80,611.40	25.00 %	20,152.85	0.00 %	20,152.85
KYR1	30.38	31.30	0.08	103.01 %	29,716.20	25.00 %	7,429.05	0.00 %	7,429.05
RND1	79.63	81.94	0.28	102.91 %	84,696.10	25.00 %	21,174.03	0.00 %	21,174.03
KSM1	23.16	23.73	0.00	102.44 %	15,709.00	25.00 %	3,927.25	0.00 %	3,927.25
VNR1	34.28	34.58	0.00	100.87 %	31,347.40	25.00 %	7,836.85	0.00 %	7,836.85
ARM1	25.60	25.33	0.67	98.94 %	20,625.60	20.00 %	4,125.12	0.00 %	4,125.12
UDN1	33.45	33.06	0.11	98.81 %	27,633.50	20.00 %	5,526.70	0.00 %	5,526.70
TCN1	66.21	65.35	0.23	98.70 %	73,258.70	20.00 %	14,651.74	0.00 %	14,651.74
TKY1	45.38	44.28	0.02	97.59 %	42,699.80	20.00 %	8,539.96	0.00 %	8,539.96
VLY1	91.25	87.71	0.04	96.13 %	62,445.20	20.00 %	12,489.04	0.00 %	12,489.04
SDI1	36.88	34.85	0.45	94.49 %	26,742.60	15.00 %	4,011.39	0.00 %	4,011.39
TUT1	293.16	274.98	0.07	93.80 %	311,011.90	15.00 %	46,651.79	0.00 %	46,651.79
PDI1	38.56	36.11	0.03	93.63 %	34,161.30	15.00 %	5,124.20	0.00 %	5,124.20
SNL1	52.93	49.54	0.28	93.60 %	30,960.40	15.00 %	4,644.06	0.00 %	4,644.06
TUT2	110.66	102.98	0.20	93.06 %	75,370.50	15.00 %	11,305.58	0.00 %	11,305.58
APK1	60.70	56.30	0.06	92.75 %	71,775.00	15.00 %	10,766.25	0.00 %	10,766.25
SVK1	82.27	73.52	-0.03	89.36 %	59,703.40	10.00 %	5,970.34	0.00 %	5,970.34
SGT1	28.15	22.67	0.00	80.54 %	16,064.50	10.00 %	1,606.45	0.00 %	1,606.45
COL1	21.49	16.52	0.02	76.85 %	15,164.70	0.00 %		0.00 %	
MAR1	96.56	73.59	0.12	76.21 %	54,906.30	0.00 %		0.00 %	
TVL2	32.27	23.76	0.18	73.63 %	13,026.80	0.00 %		0.00 %	
MMT1	50.29	34.00	0.47	67.60 %	30,327.30	0.00 %		0.00 %	
TYI1	65.88	41.40	0.05	62.84 %	51,412.20	0.00 %		0.00 %	
VKM1	54.13	28.13	0.04	51.97 %	35,083.00	0.00 %		0.00 %	
NGR1	231.57	110.98	0.28	47.92 %	62,274.80	0.00 %		0.00 %	
VNR2	138.91	58.39	0.69	42.04 %	63,807.50	0.00 %		0.00 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MLR1	41.11	58.26	0.02	141.71 %	50,589.40	40.00 %	20,235.76	0.00 %	20,235.76
TEN2	38.70	51.01	0.21	131.80 %	34,552.70	40.00 %	13,821.08	0.00 %	13,821.08
DKI1	46.18	56.26	0.11	121.85 %	76,773.00	40.00 %	30,709.20	0.00 %	30,709.20
ADP1	32.39	39.11	0.00	120.77 %	39,578.90	40.00 %	15,831.56	0.00 %	15,831.56
SVG1	41.26	48.98	0.15	118.72 %	62,524.20	30.00 %	18,757.26	0.00 %	18,757.26
TPT1	45.55	50.53	-0.23	110.94 %	73,791.50	30.00 %	22,137.45	0.00 %	22,137.45
PKM1	24.31	26.97	0.07	110.90 %	25,177.60	30.00 %	7,553.28	0.00 %	7,553.28
PVI1	43.59	45.94	0.34	105.39 %	56,854.60	25.00 %	14,213.65	0.00 %	14,213.65
CBM1	56.45	59.38	0.06	105.18 %	59,602.90	25.00 %	14,900.73	0.00 %	14,900.73
DGL2	36.28	37.84	0.05	104.29 %	39,287.40	25.00 %	9,821.85	0.00 %	9,821.85
PNI1	24.44	24.63	0.36	100.77 %	21,120.00	25.00 %	5,280.00	0.00 %	5,280.00
SGP1	36.27	36.45	0.14	100.49 %	67,930.20	25.00 %	16,982.55	0.00 %	16,982.55
USL1	53.64	53.28	0.11	99.33 %	49,830.50	20.00 %	9,966.10	0.00 %	9,966.10
TMM1	62.55	61.57	-0.09	98.42 %	41,226.10	20.00 %	8,245.22	0.00 %	8,245.22
BNR1	35.61	34.77	0.08	97.65 %	36,911.70	20.00 %	7,382.34	0.00 %	7,382.34
MDU2	104.93	101.41	0.16	96.64 %	85,290.90	20.00 %	17,058.18	0.00 %	17,058.18
NKI1	28.60	27.54	0.05	96.29 %	31,777.80	20.00 %	6,355.56	0.00 %	6,355.56
PNV1	23.35	22.47	0.00	96.25 %	21,092.20	20.00 %	4,218.44	0.00 %	4,218.44
MDU6	82.34	78.72	0.02	95.61 %	62,679.60	20.00 %	12,535.92	0.00 %	12,535.92
DGL1	126.38	120.30	0.25	95.19 %	108,957.00	20.00 %	21,791.40	0.00 %	21,791.40
MPA1	49.09	44.00	0.09	89.63 %	54,790.80	10.00 %	5,479.08	0.00 %	5,479.08
TEN1	55.35	48.66	0.00	87.91 %	37,037.90	10.00 %	3,703.79	0.00 %	3,703.79
TDI1	35.28	30.41	0.16	86.20 %	37,949.30	10.00 %	3,794.93	0.00 %	3,794.93
ODM1	30.58	26.20	0.00	85.69 %	21,362.80	10.00 %	2,136.28	0.00 %	2,136.28
CMR1	28.90	24.71	0.02	85.51 %	18,189.10	10.00 %	1,818.91	0.00 %	1,818.91
MDU4	53.63	45.72	0.12	85.25 %	39,654.20	10.00 %	3,965.42	0.00 %	3,965.42
BTU1	23.48	19.89	0.61	84.70 %	22,730.80	10.00 %	2,273.08	0.00 %	2,273.08
KKD2	57.99	48.76	0.15	84.09 %	61,812.70	10.00 %	6,181.27	0.00 %	6,181.27
MDU1	266.25	221.47	0.14	83.18 %	168,798.80	10.00 %	16,879.88	0.00 %	16,879.88
NTM1	33.92	28.05	0.24	82.69 %	21,869.70	10.00 %	2,186.97	0.00 %	2,186.97
ATG1	81.92	67.52	0.10	82.42 %	76,453.30	10.00 %	7,645.33	0.00 %	7,645.33
KPT1	34.60	27.44	-0.06	79.30 %	27,173.70	0.00 %		0.00 %	
MNM1	28.40	22.48	0.11	79.15 %	29,037.40	0.00 %		0.00 %	
KRR1	41.47	31.69	0.00	76.41 %	41,522.80	0.00 %		0.00 %	
MDU5	50.36	34.81	0.01	69.12 %	44,651.60	0.00 %		0.00 %	
MDU3	65.89	43.18	0.52	65.54 %	37,656.20	0.00 %		0.00 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	24.83	30.69	0.64	123.60 %	28,045.00	40.00 %	11,218.00	0.00 %	11,218.00
CH44	62.79	73.85	0.24	117.62 %	58,526.30	30.00 %	17,557.89	0.00 %	17,557.89
MJR1	90.46	102.40	0.10	113.19 %	74,856.20	30.00 %	22,456.86	0.00 %	22,456.86
CH12	105.09	111.87	0.57	106.45 %	100,019.50	25.00 %	25,004.88	0.00 %	25,004.88
CH34	84.65	88.87	0.16	104.98 %	71,281.60	25.00 %	17,820.40	0.00 %	17,820.40
CH06	83.65	87.19	0.05	104.24 %	83,980.50	25.00 %	20,995.13	0.00 %	20,995.13
UKI1	43.22	44.70	0.55	103.42 %	37,513.80	25.00 %	9,378.45	0.00 %	9,378.45
MC05	29.56	30.26	0.00	102.36 %	10,476.60	25.00 %	2,619.15	0.00 %	2,619.15
CH41	66.23	64.85	0.40	97.92 %	58,356.50	20.00 %	11,671.30	0.00 %	11,671.30
PON1	45.94	44.05	0.15	95.89 %	43,765.80	20.00 %	8,753.16	0.00 %	8,753.16
CH03	198.61	187.68	0.15	94.50 %	174,208.70	15.00 %	26,131.31	0.00 %	26,131.31
CH43	58.66	55.40	0.22	94.45 %	56,872.50	15.00 %	8,530.88	0.00 %	8,530.88
CH17	44.78	41.87	0.27	93.49 %	50,341.80	15.00 %	7,551.27	0.00 %	7,551.27
CH15	223.36	206.52	0.18	92.46 %	172,557.20	15.00 %	25,883.58	0.00 %	25,883.58
CH32	18.52	17.12	0.25	92.45 %	13,287.10	15.00 %	1,993.07	0.00 %	1,993.07
CH33	76.66	70.25	0.29	91.64 %	62,075.00	15.00 %	9,311.25	0.00 %	9,311.25
CH31	31.50	28.68	0.47	91.06 %	28,912.50	15.00 %	4,336.88	0.00 %	4,336.88
CH23	40.49	36.69	0.04	90.60 %	29,741.20	15.00 %	4,461.18	0.00 %	4,461.18
CH21	145.45	130.04	0.21	89.40 %	99,655.00	10.00 %	9,965.50	0.00 %	9,965.50
GPD1	69.33	59.87	0.09	86.34 %	37,305.60	10.00 %	3,730.56	0.00 %	3,730.56
CH20	111.65	96.16	0.07	86.13 %	76,909.60	10.00 %	7,690.96	0.00 %	7,690.96
CH18	109.00	92.78	0.12	85.13 %	112,758.00	10.00 %	11,275.80	0.00 %	11,275.80
CH36	36.71	27.20	0.14	74.08 %	20,796.30	0.00 %		0.00 %	
CH46	45.14	32.39	0.56	71.75 %	31,927.30	0.00 %		0.00 %	
CH09	86.04	61.54	0.09	71.53 %	54,571.90	0.00 %		0.00 %	
MC06	22.05	15.19	0.00	68.89 %	9,223.20	0.00 %		0.00 %	
CH24	84.89	53.15	0.35	62.62 %	58,041.20	0.00 %		0.00 %	
MC08	10.15	3.02	0.00	29.76 %	818.00	0.00 %		0.00 %	
CH01	10.59	1.80	0.00	16.98 %	1,468.20	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)
CH37	29.25	35.59	0.11	121.70 %	29,894.00	40.00 %	11,957.60	0.00 %	11,957.60
MRM1	57.79	68.62	0.07	118.74 %	65,766.80	30.00 %	19,730.04	0.00 %	19,730.04
TKM1	37.02	42.77	0.18	115.54 %	47,251.40	30.00 %	14,175.42	0.00 %	14,175.42
CH30	96.45	107.15	0.10	111.10 %	56,492.30	30.00 %	16,947.69	0.00 %	16,947.69
GUD2	65.16	72.28	0.03	110.93 %	51,998.10	30.00 %	15,599.43	0.00 %	15,599.43
GUD1	73.92	80.66	0.16	109.13 %	101,100.30	25.00 %	25,275.08	0.00 %	25,275.08
CH28	84.15	88.66	0.05	105.36 %	120,063.90	25.00 %	30,015.98	0.00 %	30,015.98
CH48	91.15	95.48	0.10	104.75 %	134,022.40	25.00 %	33,505.60	0.00 %	33,505.60
CH45	69.11	71.66	0.19	103.69 %	71,021.30	25.00 %	17,755.33	0.00 %	17,755.33
CH11	84.18	87.05	0.40	103.42 %	68,418.60	25.00 %	17,104.65	0.00 %	17,104.65
CH19	115.86	115.19	0.31	99.43 %	109,482.30	20.00 %	21,896.46	0.00 %	21,896.46
AVD1	92.23	89.86	0.26	97.43 %	70,750.30	20.00 %	14,150.06	0.00 %	14,150.06
CH35	56.92	54.69	0.03	96.09 %	42,691.20	20.00 %	8,538.24	0.00 %	8,538.24
CH05	140.48	132.06	0.09	94.01 %	112,034.90	15.00 %	16,805.24	0.00 %	16,805.24
CH08	144.35	133.94	0.45	92.79 %	175,519.00	15.00 %	26,327.85	0.00 %	26,327.85
CH38	55.88	51.51	0.14	92.18 %	67,784.70	15.00 %	10,167.71	0.00 %	10,167.71
KNR1	56.06	51.12	0.02	91.19 %	48,194.20	15.00 %	7,229.13	0.00 %	7,229.13
MC10	25.75	23.47	0.07	91.15 %	12,088.00	15.00 %	1,813.20	0.00 %	1,813.20
CH16	166.94	151.17	0.21	90.55 %	153,767.80	15.00 %	23,065.17	0.00 %	23,065.17
CH14	169.98	152.45	0.29	89.68 %	137,317.10	10.00 %	13,731.71	0.00 %	13,731.71
SKL1	55.41	47.51	0.27	85.74 %	63,174.00	10.00 %	6,317.40	0.00 %	6,317.40
CH22	84.84	68.15	0.10	80.33 %	70,096.30	10.00 %	7,009.63	0.00 %	7,009.63
CH07	121.12	96.33	0.39	79.53 %	86,648.50	0.00 %		0.00 %	
CH42	128.15	97.39	0.25	76.00 %	97,040.30	0.00 %		0.00 %	
CH39	56.94	41.61	0.26	73.08 %	47,731.30	0.00 %		0.00 %	
CH26	27.04	18.93	0.00	70.02 %	17,439.80	0.00 %		0.00 %	
CH40	61.19	40.46	0.19	66.12 %	22,234.80	0.00 %		0.00 %	
CGL1	70.57	43.80	0.48	62.07 %	41,663.30	0.00 %		0.00 %	
MC09	16.59	8.63	0.00	52.03 %	6,388.80	0.00 %		0.00 %	
CH29	29.27	11.63	1.12	39.75 %	12,430.80	0.00 %		0.00 %	
MC02	21.47	5.15	0.00	23.97 %	2,808.50	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	28.60	28.45	0.00	99.48 %	20,588.30	20.00 %	4,117.66	0.00 %	4,117.66
TVP1	87.52	74.37	0.31	84.98 %	51,016.60	10.00 %	5,101.66	0.00 %	5,101.66

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	1.62	18.23	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	15.28	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 %	