

Accu.Target 17,175.99 L	Sales 17,320.27 L	Achieved % 100.84 %	HO Budget+ % 0.00 %	Total Com. 153.31 L
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Note : Sales Period is From :01-Aug-2025 To :16-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,272.50	1,392.24	109.41 %	78,000.00	0.00 %	78,000.00
TRICHY-01	1,963.15	2,101.57	107.05 %	0.00	0.00 %	0.00
NORTH ARCOT	1,306.38	1,374.04	105.18 %	78,000.00	0.00 %	78,000.00
WEST-01	1,277.86	1,341.54	104.98 %	0.00	0.00 %	0.00
WEST-02	1,591.31	1,663.51	104.54 %	0.00	0.00 %	0.00
SOUTH-01	2,850.21	2,738.20	96.07 %	0.00	0.00 %	0.00
KL-SOUTH	123.86	116.94	94.41 %	0.00	0.00 %	0.00
SOUTH-03	2,049.14	1,924.43	93.91 %	57,000.00	0.00 %	57,000.00
CHENNAI-02	2,197.37	2,027.52	92.27 %	60,000.00	0.00 %	60,000.00
CHENNAI-01	2,544.22	2,337.23	91.86 %	69,000.00	0.00 %	69,000.00
OTHERS	0.00	303.06	0.00 %	0.00	0.00 %	0.00
Total	17,175.99	17,320.27	100.84 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	437.84	516.87	118.05%	100,000.00	0.00 %	100,000.00
	SA02	456.14	486.43	106.64%	60,000.00	0.00 %	60,000.00
	SA03	378.51	388.94	102.75%	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	420.97	512.53	121.75%	150,000.00	0.00 %	150,000.00
	TNJ1	416.50	480.34	115.33%	80,000.00	0.00 %	80,000.00
	PTK1	374.81	411.18	109.70%	60,000.00	0.00 %	60,000.00
	TRY1	750.86	697.52	92.90%	45,000.00	0.00 %	45,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	460.29	492.20	106.93%	60,000.00	0.00 %	60,000.00
	NA02	450.47	470.91	104.54%	60,000.00	0.00 %	60,000.00
	NA03	395.62	410.93	103.87%	60,000.00	0.00 %	60,000.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	144.63	177.89	123.00%	30,000.00	0.00 %	30,000.00
	CBE1	564.38	588.67	104.30%	75,000.00	0.00 %	75,000.00
	UAM1	237.22	247.28	104.24%	30,000.00	0.00 %	30,000.00
	TPR1	149.61	149.92	100.21%	15,000.00	0.00 %	15,000.00
	PLI1	182.02	177.78	97.67%	7,500.00	0.00 %	7,500.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	339.65	375.72	110.62%	60,000.00	0.00 %	60,000.00
	MTR1	352.67	383.10	108.63%	45,000.00	0.00 %	45,000.00
	SLM1	471.23	509.39	108.10%	75,000.00	0.00 %	75,000.00
	ERD1	427.76	395.30	92.41%	22,500.00	0.00 %	22,500.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	373.56	423.83	113.46%	80,000.00	0.00 %	80,000.00
	KVT1	473.35	513.20	108.42%	75,000.00	0.00 %	75,000.00
	TVL1	474.01	485.55	102.43%	60,000.00	0.00 %	60,000.00
	TUT1	654.50	636.94	97.32%	45,000.00	0.00 %	45,000.00
	VNR1	337.24	312.59	92.69%	22,500.00	0.00 %	22,500.00
	NGR1	537.56	366.09	68.10%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	123.86	116.94	94.41%	7,500.00	0.00 %	7,500.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	330.20	344.50	104.33%	45,000.00	0.00 %	45,000.00
	MDU2	591.14	565.54	95.67%	37,500.00	0.00 %	37,500.00
	KKD2	425.10	405.83	95.47%	30,000.00	0.00 %	30,000.00
	DGL1	625.84	547.50	87.48%	0.00	0.00 %	0.00
	KRR1	76.85	61.06	79.46%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	609.52	605.86	99.40%	45,000.00	0.00 %	45,000.00
	CH07	561.56	511.71	91.12%	37,500.00	0.00 %	37,500.00
	CH01	562.68	509.00	90.46%	37,500.00	0.00 %	37,500.00
	CH09	463.61	400.95	86.49%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	653.17	653.28	100.02%	90,000.00	0.00 %	90,000.00
	CH03	485.04	470.75	97.05%	30,000.00	0.00 %	30,000.00
	CH08	566.68	494.61	87.28%	0.00	0.00 %	0.00
	CH06	839.33	718.59	85.61%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.13	0.00%	0.00	0.00 %	0.00
	CH02	0.00	98.30	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	168.11	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	9.41	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.32	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	7.31	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	6.92	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	9.58	0.00%	0.00	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	71.49	105.83	0.26	148.02 %	93,795.40	40.00 %	37,518.16	0.00 %	37,518.16
POY2	96.47	140.17	0.11	145.29 %	93,358.30	40.00 %	37,343.32	0.00 %	37,343.32
KML1	32.26	46.05	0.17	142.75 %	29,388.00	40.00 %	11,755.20	0.00 %	11,755.20
POY1	108.05	138.98	0.10	128.63 %	135,268.00	40.00 %	54,107.20	0.00 %	54,107.20
CDM1	78.21	98.09	0.23	125.41 %	81,222.50	40.00 %	32,489.00	0.00 %	32,489.00
VCM1	42.20	48.98	0.04	116.06 %	34,843.80	30.00 %	10,453.14	0.00 %	10,453.14
TDM1	55.15	61.90	0.36	112.23 %	38,059.20	30.00 %	11,417.76	0.00 %	11,417.76
KKI2	81.59	88.90	0.16	108.96 %	61,947.40	25.00 %	15,486.85	0.00 %	15,486.85
ULP1	67.87	72.37	0.10	106.62 %	59,171.40	25.00 %	14,792.85	0.00 %	14,792.85
KLM1	68.44	71.16	0.05	103.98 %	72,063.70	25.00 %	18,015.93	0.00 %	18,015.93
CUD1	133.42	137.54	0.06	103.09 %	118,347.90	25.00 %	29,586.98	0.00 %	29,586.98
SJI1	60.59	58.77	0.02	97.00 %	34,736.70	20.00 %	6,947.34	0.00 %	6,947.34
VPM1	26.59	24.96	0.29	93.88 %	15,258.60	15.00 %	2,288.79	0.00 %	2,288.79
VPM2	64.02	59.55	0.28	93.02 %	46,553.50	15.00 %	6,983.03	0.00 %	6,983.03
MKM1	31.45	29.02	0.00	92.26 %	27,245.00	15.00 %	4,086.75	0.00 %	4,086.75
PRT1	53.10	46.23	0.12	87.05 %	40,021.00	10.00 %	4,002.10	0.00 %	4,002.10
STP1	30.55	26.49	0.27	86.72 %	20,329.10	10.00 %	2,032.91	0.00 %	2,032.91
NVL2	70.34	59.32	0.20	84.33 %	46,589.30	10.00 %	4,658.93	0.00 %	4,658.93
TVM2	55.97	46.18	0.00	82.50 %	22,512.80	10.00 %	2,251.28	0.00 %	2,251.28
TVM1	44.69	31.75	0.55	71.03 %	17,644.70	0.00 %		0.00 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	31.51	45.99	0.29	145.95 %	35,447.00	40.00 %	14,178.80	0.00 %	14,178.80
PDK1	33.04	46.21	0.02	139.89 %	42,858.10	40.00 %	17,143.24	0.00 %	17,143.24
KIK1	47.47	64.07	-0.25	134.95 %	61,223.10	40.00 %	24,489.24	0.00 %	24,489.24
TVR2	81.89	109.00	0.04	133.10 %	77,268.70	40.00 %	30,907.48	0.00 %	30,907.48
TTP1	53.76	71.49	0.05	132.98 %	52,574.40	40.00 %	21,029.76	0.00 %	21,029.76
MDI1	84.79	112.31	0.02	132.45 %	91,937.40	40.00 %	36,774.96	0.00 %	36,774.96
MVM1	97.72	128.96	0.03	131.97 %	130,595.80	40.00 %	52,238.32	0.00 %	52,238.32
KRN1	30.12	39.54	-0.05	131.29 %	38,065.60	40.00 %	15,226.24	0.00 %	15,226.24
NCK1	24.41	30.78	0.00	126.10 %	21,821.10	40.00 %	8,728.44	0.00 %	8,728.44
TRY3	50.00	60.97	0.05	121.93 %	44,813.30	40.00 %	17,925.32	0.00 %	17,925.32
ORU1	38.75	46.47	0.00	119.92 %	51,034.40	30.00 %	15,310.32	0.00 %	15,310.32
AYR1	42.09	49.69	0.07	118.05 %	36,169.80	30.00 %	10,850.94	0.00 %	10,850.94
JKM1	57.65	66.05	0.11	114.57 %	49,291.20	30.00 %	14,787.36	0.00 %	14,787.36
PBR2	121.67	135.93	-0.09	111.72 %	99,498.70	30.00 %	29,849.61	0.00 %	29,849.61
TNJ2	95.48	103.11	0.20	107.98 %	85,396.10	25.00 %	21,349.03	0.00 %	21,349.03
PBR1	38.72	40.97	0.01	105.80 %	28,866.00	25.00 %	7,216.50	0.00 %	7,216.50
MSI1	43.03	45.48	0.00	105.69 %	40,131.30	25.00 %	10,032.83	0.00 %	10,032.83
KUM1	127.79	131.75	0.10	103.10 %	111,574.10	25.00 %	27,893.53	0.00 %	27,893.53
TNJ1	129.55	131.25	0.08	101.32 %	94,247.70	25.00 %	23,561.93	0.00 %	23,561.93
APM1	31.24	31.47	0.16	100.74 %	30,808.50	25.00 %	7,702.13	0.00 %	7,702.13
PTK1	91.03	90.96	0.39	99.92 %	71,351.70	20.00 %	14,270.34	0.00 %	14,270.34
TYR1	72.24	69.40	0.09	96.07 %	56,794.00	20.00 %	11,358.80	0.00 %	11,358.80
NMM1	42.30	39.26	-0.03	92.82 %	46,132.70	15.00 %	6,919.91	0.00 %	6,919.91
NGT1	71.70	65.70	0.07	91.63 %	51,935.40	15.00 %	7,790.31	0.00 %	7,790.31
TRY1	375.52	311.74	0.06	83.01 %	209,491.30	10.00 %	20,949.13	0.00 %	20,949.13
TRY2	49.68	33.04	0.19	66.51 %	27,807.80	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	34.09	45.51	0.11	133.50 %	35,601.30	40.00 %	14,240.52	0.00 %	14,240.52
BGR1	23.55	31.14	0.18	132.24 %	30,518.00	40.00 %	12,207.20	0.00 %	12,207.20
CPT1	27.21	34.82	0.05	127.95 %	34,813.40	40.00 %	13,925.36	0.00 %	13,925.36
ARC2	42.01	53.41	0.03	127.12 %	39,916.40	40.00 %	15,966.56	0.00 %	15,966.56
TRR1	80.25	97.55	0.06	121.56 %	74,248.90	40.00 %	29,699.56	0.00 %	29,699.56
AKM1	59.83	72.49	-0.03	121.15 %	74,835.30	40.00 %	29,934.12	0.00 %	29,934.12
GDM1	41.17	47.90	0.00	116.35 %	38,560.40	30.00 %	11,568.12	0.00 %	11,568.12
ANI1	26.59	30.86	0.01	116.07 %	25,415.60	30.00 %	7,624.68	0.00 %	7,624.68
SLG1	31.30	35.62	0.00	113.80 %	35,664.30	30.00 %	10,699.29	0.00 %	10,699.29
KPM1	47.22	52.33	0.24	110.83 %	43,025.60	30.00 %	12,907.68	0.00 %	12,907.68
VSI1	51.73	56.78	0.15	109.77 %	71,734.60	25.00 %	17,933.65	0.00 %	17,933.65
WJP1	41.79	45.22	0.00	108.22 %	41,534.30	25.00 %	10,383.58	0.00 %	10,383.58
PLR1	26.78	27.97	0.08	104.45 %	21,699.50	25.00 %	5,424.88	0.00 %	5,424.88
TRL1	91.14	94.15	0.28	103.30 %	76,142.80	25.00 %	19,035.70	0.00 %	19,035.70
CGM1	45.55	46.45	0.05	101.97 %	32,521.70	25.00 %	8,130.43	0.00 %	8,130.43
KPM2	150.70	151.44	0.06	100.49 %	101,688.30	25.00 %	25,422.08	0.00 %	25,422.08
SBR1	71.21	69.39	0.31	97.45 %	71,751.00	20.00 %	14,350.20	0.00 %	14,350.20
VEL1	78.12	75.03	0.02	96.05 %	77,674.90	20.00 %	15,534.98	0.00 %	15,534.98
WJD1	55.08	52.36	0.05	95.05 %	46,437.90	15.00 %	6,965.69	0.00 %	6,965.69
TRT1	44.66	42.24	0.18	94.58 %	34,052.70	15.00 %	5,107.91	0.00 %	5,107.91
CYR1	37.06	34.09	0.01	91.97 %	34,105.00	15.00 %	5,115.75	0.00 %	5,115.75
VEL2	91.92	83.15	0.05	90.46 %	81,863.30	15.00 %	12,279.50	0.00 %	12,279.50
ABR1	52.58	47.34	0.30	90.03 %	50,112.90	10.00 %	5,011.29	0.00 %	5,011.29
PTU1	19.57	17.23	0.00	88.01 %	12,686.20	10.00 %	1,268.62	0.00 %	1,268.62
UGI1	35.26	29.57	0.08	83.87 %	27,284.50	10.00 %	2,728.45	0.00 %	2,728.45

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	19.64	30.92	0.11	157.44 %	36,980.70	40.00 %	14,792.28	0.00 %	14,792.28
KMD1	21.24	29.21	0.00	137.50 %	47,652.40	40.00 %	19,060.96	0.00 %	19,060.96
KMR1	89.33	119.22	-0.26	133.47 %	130,735.80	40.00 %	52,294.32	0.00 %	52,294.32
GBM1	27.76	36.80	0.04	132.57 %	26,181.00	40.00 %	10,472.40	0.00 %	10,472.40
CBE6	38.73	51.03	0.10	131.77 %	59,083.30	40.00 %	23,633.32	0.00 %	23,633.32
ANR1	10.05	13.14	0.31	130.65 %	15,644.30	40.00 %	6,257.72	0.00 %	6,257.72
PDM1	20.28	26.34	0.05	129.85 %	27,547.20	40.00 %	11,018.88	0.00 %	11,018.88
DPM2	30.89	38.79	0.08	125.60 %	39,864.80	40.00 %	15,945.92	0.00 %	15,945.92
KGI1	36.22	44.07	0.00	121.69 %	31,342.30	40.00 %	12,536.92	0.00 %	12,536.92
AVI1	31.18	36.77	0.33	117.94 %	31,838.60	30.00 %	9,551.58	0.00 %	9,551.58
CBE1	40.70	47.16	-0.10	115.88 %	58,949.90	30.00 %	17,684.97	0.00 %	17,684.97
MPM1	38.33	43.56	0.18	113.65 %	51,243.00	30.00 %	15,372.90	0.00 %	15,372.90
TPR4	26.35	29.47	0.33	111.83 %	24,267.30	30.00 %	7,280.19	0.00 %	7,280.19
TPR3	26.74	29.48	-0.11	110.25 %	43,919.70	30.00 %	13,175.91	0.00 %	13,175.91
KGM1	21.69	23.83	0.24	109.89 %	25,196.00	25.00 %	6,299.00	0.00 %	6,299.00
CNR1	31.62	34.33	0.00	108.55 %	29,140.30	25.00 %	7,285.08	0.00 %	7,285.08
TPR2	65.84	69.25	0.08	105.18 %	53,504.50	25.00 %	13,376.13	0.00 %	13,376.13
SYM2	29.65	30.80	0.00	103.89 %	29,393.10	25.00 %	7,348.28	0.00 %	7,348.28
CBE2	213.41	218.83	0.21	102.54 %	181,125.00	25.00 %	45,281.25	0.00 %	45,281.25
GDR1	29.29	29.96	-0.06	102.27 %	21,571.50	25.00 %	5,392.88	0.00 %	5,392.88
SUL1	34.26	33.80	0.14	98.66 %	46,559.80	20.00 %	9,311.96	0.00 %	9,311.96
TPR1	57.03	51.19	0.01	89.76 %	54,521.00	10.00 %	5,452.10	0.00 %	5,452.10
CBE3	24.70	21.86	-0.13	88.51 %	25,512.90	10.00 %	2,551.29	0.00 %	2,551.29
CBE4	67.98	57.58	0.03	84.70 %	76,813.30	10.00 %	7,681.33	0.00 %	7,681.33
UAM1	80.52	66.16	0.14	82.16 %	55,438.90	10.00 %	5,543.89	0.00 %	5,543.89
PLI1	69.32	56.65	0.00	81.73 %	53,177.30	10.00 %	5,317.73	0.00 %	5,317.73
UMP1	39.85	32.16	0.00	80.71 %	18,351.30	10.00 %	1,835.13	0.00 %	1,835.13
SNR1	55.29	39.19	0.01	70.89 %	48,882.20	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	25.58	42.51	0.00	166.18 %	41,161.00	40.00 %	16,464.40	0.00 %	16,464.40
SLM2	42.21	61.05	0.04	144.64 %	43,310.70	40.00 %	17,324.28	0.00 %	17,324.28
OML1	47.49	60.62	0.63	127.66 %	47,486.90	40.00 %	18,994.76	0.00 %	18,994.76
ATU1	59.46	74.07	0.15	124.57 %	52,215.00	40.00 %	20,886.00	0.00 %	20,886.00
HRR1	36.54	45.22	0.15	123.77 %	30,716.90	40.00 %	12,286.76	0.00 %	12,286.76
PMP1	34.82	42.61	0.06	122.37 %	29,765.50	40.00 %	11,906.20	0.00 %	11,906.20
TRM1	54.04	65.45	0.01	121.12 %	58,470.80	40.00 %	23,388.32	0.00 %	23,388.32
VPD1	49.10	58.97	0.07	120.11 %	63,985.40	40.00 %	25,594.16	0.00 %	25,594.16
KVP1	29.07	34.65	0.00	119.19 %	29,333.90	30.00 %	8,800.17	0.00 %	8,800.17
PLC1	33.24	38.68	0.00	116.34 %	39,631.60	30.00 %	11,889.48	0.00 %	11,889.48
TCG1	27.37	31.77	0.00	116.08 %	21,416.20	30.00 %	6,424.86	0.00 %	6,424.86
MCR1	48.26	55.04	0.00	114.05 %	54,912.00	30.00 %	16,473.60	0.00 %	16,473.60
EDP1	26.53	30.24	0.25	113.98 %	18,122.70	30.00 %	5,436.81	0.00 %	5,436.81
KRI1	47.45	53.22	0.13	112.16 %	42,719.00	30.00 %	12,815.70	0.00 %	12,815.70
RSP1	39.07	43.34	0.14	110.91 %	46,965.20	30.00 %	14,089.56	0.00 %	14,089.56
DPR1	26.82	29.70	0.05	110.75 %	24,248.50	30.00 %	7,274.55	0.00 %	7,274.55
NKL2	61.65	66.98	-0.04	108.65 %	73,079.80	25.00 %	18,269.95	0.00 %	18,269.95
EPI1	41.18	44.65	0.19	108.42 %	41,068.00	25.00 %	10,267.00	0.00 %	10,267.00
BMD1	36.67	39.54	0.00	107.84 %	35,932.20	25.00 %	8,983.05	0.00 %	8,983.05
HSR2	96.18	100.38	0.16	104.37 %	79,232.10	25.00 %	19,808.03	0.00 %	19,808.03
CMI1	21.05	21.30	0.00	101.20 %	26,598.60	25.00 %	6,649.65	0.00 %	6,649.65
SLM1	138.86	138.46	0.00	99.71 %	90,166.10	20.00 %	18,033.22	0.00 %	18,033.22
DPR2	33.92	33.19	0.00	97.84 %	29,162.00	20.00 %	5,832.40	0.00 %	5,832.40
SLM3	75.33	72.59	0.11	96.36 %	54,261.70	20.00 %	10,852.34	0.00 %	10,852.34
ERD2	83.23	78.41	0.11	94.22 %	91,473.80	15.00 %	13,721.07	0.00 %	13,721.07
SGG1	17.21	15.73	0.00	91.39 %	14,456.80	15.00 %	2,168.52	0.00 %	2,168.52
PDR1	22.34	19.56	0.18	87.57 %	25,670.80	10.00 %	2,567.08	0.00 %	2,567.08
HSR1	73.31	63.67	0.02	86.85 %	65,279.30	10.00 %	6,527.93	0.00 %	6,527.93
VKL1	28.88	24.05	0.04	83.29 %	28,547.30	10.00 %	2,854.73	0.00 %	2,854.73
MTR1	68.94	54.33	0.07	78.81 %	59,357.30	0.00 %		0.00 %	
APN1	38.55	29.37	0.25	76.17 %	36,858.90	0.00 %		0.00 %	
ERD1	92.54	69.22	0.12	74.80 %	60,551.80	0.00 %		0.00 %	
KMM1	34.43	24.93	0.21	72.42 %	25,997.40	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	21.26	65.38	0.11	307.46 %	86,628.20	40.00 %	34,651.28	0.00 %	34,651.28
ERL1	4.11	8.19	0.47	199.15 %	9,890.00	40.00 %	3,956.00	0.00 %	3,956.00
ERL2	43.06	74.40	0.08	172.78 %	57,725.70	40.00 %	23,090.28	0.00 %	23,090.28
TKS2	95.37	129.56	0.61	135.85 %	94,355.80	40.00 %	37,742.32	0.00 %	37,742.32
TKS1	85.27	108.37	0.16	127.09 %	110,222.60	40.00 %	44,089.04	0.00 %	44,089.04
PKD1	56.75	71.47	0.18	125.94 %	60,461.60	40.00 %	24,184.64	0.00 %	24,184.64
ASM1	37.75	46.89	0.08	124.19 %	53,863.50	40.00 %	21,545.40	0.00 %	21,545.40
KGL1	37.87	41.79	0.13	110.35 %	32,398.40	30.00 %	9,719.52	0.00 %	9,719.52
TVL1	277.19	296.88	0.29	107.10 %	239,162.50	25.00 %	59,790.63	0.00 %	59,790.63
KVT1	134.60	144.10	0.03	107.06 %	168,108.20	25.00 %	42,027.05	0.00 %	42,027.05
RPM1	82.41	85.97	0.27	104.32 %	85,705.00	25.00 %	21,426.25	0.00 %	21,426.25
VNR1	36.56	37.93	0.00	103.75 %	33,741.90	25.00 %	8,435.48	0.00 %	8,435.48
RND1	84.93	87.50	0.27	103.02 %	90,757.80	25.00 %	22,689.45	0.00 %	22,689.45
STU2	29.20	30.07	0.81	102.98 %	22,205.10	25.00 %	5,551.28	0.00 %	5,551.28
KYR1	32.41	32.88	0.08	101.47 %	30,995.90	25.00 %	7,748.98	0.00 %	7,748.98
KSM1	24.71	24.97	0.00	101.07 %	16,642.60	25.00 %	4,160.65	0.00 %	4,160.65
TCN1	70.62	70.75	0.34	100.19 %	77,318.70	25.00 %	19,329.68	0.00 %	19,329.68
SDI1	39.34	38.23	0.41	97.18 %	30,156.30	20.00 %	6,031.26	0.00 %	6,031.26
TKY1	48.40	46.95	0.03	97.00 %	45,103.10	20.00 %	9,020.62	0.00 %	9,020.62
UDN1	35.69	34.20	0.11	95.85 %	29,042.20	20.00 %	5,808.44	0.00 %	5,808.44
TUT1	312.70	295.34	0.10	94.45 %	325,568.80	15.00 %	48,835.32	0.00 %	48,835.32
VLV1	97.33	90.60	0.12	93.08 %	64,112.40	15.00 %	9,616.86	0.00 %	9,616.86
VNR2	148.18	137.09	0.22	92.52 %	131,129.80	15.00 %	19,669.47	0.00 %	19,669.47
TUT2	118.04	109.15	0.43	92.47 %	78,785.40	15.00 %	11,817.81	0.00 %	11,817.81
SNL1	56.45	51.40	0.51	91.05 %	32,201.80	15.00 %	4,830.27	0.00 %	4,830.27
APK1	64.74	58.87	0.06	90.93 %	75,465.80	15.00 %	11,319.87	0.00 %	11,319.87
ARM1	27.31	24.82	1.14	90.91 %	20,416.00	15.00 %	3,062.40	0.00 %	3,062.40
PDI1	41.14	37.37	0.03	90.86 %	34,815.30	15.00 %	5,222.30	0.00 %	5,222.30
SVK1	87.76	78.69	-0.03	89.67 %	62,853.10	10.00 %	6,285.31	0.00 %	6,285.31
SGT1	30.03	24.32	0.00	81.00 %	17,385.50	10.00 %	1,738.55	0.00 %	1,738.55
MAR1	102.99	81.88	0.10	79.50 %	60,238.50	0.00 %		0.00 %	
COL1	22.93	17.60	0.02	76.75 %	16,353.10	0.00 %		0.00 %	
TVL2	34.42	26.35	0.16	76.56 %	14,936.50	0.00 %		0.00 %	
MMT1	53.65	35.86	0.45	66.84 %	31,923.80	0.00 %		0.00 %	
TYI1	70.28	44.90	0.51	63.90 %	56,515.90	0.00 %		0.00 %	
VKM1	57.74	30.40	0.28	52.65 %	37,921.90	0.00 %		0.00 %	
NGR1	247.01	117.04	0.29	47.38 %	66,040.30	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	30.50	32.93	0.00	107.95 %	24,819.50	25.00 %	6,204.88	0.00 %	6,204.88
TVP1	93.35	84.01	0.27	89.99 %	58,308.10	10.00 %	5,830.81	0.00 %	5,830.81

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MLR1	43.86	60.01	0.02	136.83 %	51,692.80	40.00 %	20,677.12	0.00 %	20,677.12
TEN2	41.29	54.41	0.23	131.79 %	36,093.30	40.00 %	14,437.32	0.00 %	14,437.32
DKI1	49.25	60.31	0.32	122.45 %	81,838.00	40.00 %	32,735.20	0.00 %	32,735.20
ADP1	34.54	40.59	0.01	117.51 %	41,092.40	30.00 %	12,327.72	0.00 %	12,327.72
SVG1	44.01	50.72	0.15	115.26 %	64,065.40	30.00 %	19,219.62	0.00 %	19,219.62
PKM1	25.94	29.08	0.07	112.12 %	28,194.00	30.00 %	8,458.20	0.00 %	8,458.20
TPT1	48.59	53.46	-0.22	110.02 %	80,422.60	30.00 %	24,126.78	0.00 %	24,126.78
PVI1	46.49	49.25	0.32	105.93 %	60,761.60	25.00 %	15,190.40	0.00 %	15,190.40
CBM1	60.22	63.26	0.06	105.06 %	64,580.80	25.00 %	16,145.20	0.00 %	16,145.20
USL1	57.22	59.67	0.17	104.29 %	54,352.60	25.00 %	13,588.15	0.00 %	13,588.15
DGL2	38.70	39.34	0.05	101.64 %	40,368.10	25.00 %	10,092.03	0.00 %	10,092.03
MDU6	87.82	88.12	0.15	100.34 %	71,108.00	25.00 %	17,777.00	0.00 %	17,777.00
MPA1	52.37	51.77	0.07	98.85 %	63,210.60	20.00 %	12,642.12	0.00 %	12,642.12
SGP1	38.69	38.18	0.13	98.67 %	69,662.00	20.00 %	13,932.40	0.00 %	13,932.40
MDU2	111.93	110.10	0.19	98.37 %	92,234.70	20.00 %	18,446.94	0.00 %	18,446.94
PNV1	24.90	24.45	0.00	98.20 %	22,432.60	20.00 %	4,486.52	0.00 %	4,486.52
BNR1	37.98	37.12	0.08	97.73 %	39,313.10	20.00 %	7,862.62	0.00 %	7,862.62
NKI1	30.51	29.79	0.12	97.64 %	34,724.10	20.00 %	6,944.82	0.00 %	6,944.82
PNI1	26.07	25.36	0.40	97.28 %	21,648.40	20.00 %	4,329.68	0.00 %	4,329.68
TMM1	66.73	64.76	-0.04	97.05 %	44,290.40	20.00 %	8,858.08	0.00 %	8,858.08
DGL1	134.81	130.21	0.35	96.59 %	116,424.00	20.00 %	23,284.80	0.00 %	23,284.80
TEN1	59.05	51.85	0.07	87.82 %	40,596.00	10.00 %	4,059.60	0.00 %	4,059.60
TDI1	37.64	32.89	0.15	87.40 %	40,899.60	10.00 %	4,089.96	0.00 %	4,089.96
BTU1	25.05	21.80	0.67	87.01 %	24,932.60	10.00 %	2,493.26	0.00 %	2,493.26
MDU4	57.21	49.04	0.16	85.72 %	42,949.40	10.00 %	4,294.94	0.00 %	4,294.94
CMR1	30.83	26.28	0.03	85.25 %	18,802.60	10.00 %	1,880.26	0.00 %	1,880.26
ODM1	32.62	27.52	0.00	84.37 %	22,276.00	10.00 %	2,227.60	0.00 %	2,227.60
MDU1	284.00	234.92	0.16	82.72 %	179,377.30	10.00 %	17,937.73	0.00 %	17,937.73
KKD2	61.86	51.17	0.14	82.71 %	64,475.60	10.00 %	6,447.56	0.00 %	6,447.56
ATG1	87.39	72.14	0.09	82.55 %	82,304.80	10.00 %	8,230.48	0.00 %	8,230.48
NTM1	36.18	29.29	0.23	80.95 %	23,307.90	10.00 %	2,330.79	0.00 %	2,330.79
MNM1	30.29	23.98	0.10	79.17 %	30,275.40	0.00 %		0.00 %	
KPT1	36.90	28.67	-0.02	77.70 %	27,142.90	0.00 %		0.00 %	
KRR1	44.23	33.54	0.00	75.84 %	42,791.40	0.00 %		0.00 %	
MDU5	53.72	36.62	0.05	68.18 %	47,477.30	0.00 %		0.00 %	
MDU3	70.28	44.75	0.50	63.68 %	38,365.30	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	26.49	32.25	0.61	121.76 %	30,340.20	40.00 %	12,136.08	0.00 %	12,136.08
CH44	66.98	77.67	0.23	115.96 %	60,505.70	30.00 %	18,151.71	0.00 %	18,151.71
MJR1	96.50	110.24	0.10	114.24 %	79,558.20	30.00 %	23,867.46	0.00 %	23,867.46
CH12	112.10	119.77	0.54	106.84 %	105,058.70	25.00 %	26,264.68	0.00 %	26,264.68
UKI1	46.11	48.82	0.50	105.90 %	40,571.50	25.00 %	10,142.88	0.00 %	10,142.88
MC05	31.54	32.44	0.00	102.85 %	11,154.70	25.00 %	2,788.68	0.00 %	2,788.68
CH34	90.30	92.48	0.15	102.41 %	74,016.10	25.00 %	18,504.03	0.00 %	18,504.03
CH23	43.19	44.13	0.03	102.17 %	33,493.40	25.00 %	8,373.35	0.00 %	8,373.35
CH43	62.57	62.71	0.22	100.22 %	61,071.20	25.00 %	15,267.80	0.00 %	15,267.80
CH06	89.22	89.16	0.09	99.92 %	87,021.90	20.00 %	17,404.38	0.00 %	17,404.38
CH32	19.76	19.57	1.01	99.07 %	14,274.20	20.00 %	2,854.84	0.00 %	2,854.84
CH41	70.64	68.27	0.38	96.64 %	61,593.70	20.00 %	12,318.74	0.00 %	12,318.74
PON1	49.01	46.62	0.14	95.13 %	45,882.10	20.00 %	9,176.42	0.00 %	9,176.42
CH03	211.85	201.43	0.22	95.08 %	184,901.30	15.00 %	27,735.20	0.00 %	27,735.20
CH17	47.77	45.24	0.28	94.72 %	53,785.60	15.00 %	8,067.84	0.00 %	8,067.84
CH31	33.59	31.16	0.43	92.75 %	32,313.20	15.00 %	4,846.98	0.00 %	4,846.98
CH33	81.77	75.83	0.26	92.73 %	65,993.90	15.00 %	9,899.09	0.00 %	9,899.09
CH15	238.26	220.22	0.19	92.43 %	186,728.00	15.00 %	28,009.20	0.00 %	28,009.20
CH20	119.09	103.56	0.07	86.96 %	81,160.50	10.00 %	8,116.05	0.00 %	8,116.05
CH21	155.14	134.29	0.23	86.56 %	101,711.40	10.00 %	10,171.14	0.00 %	10,171.14
CH18	116.26	99.78	0.17	85.82 %	120,089.00	10.00 %	12,008.90	0.00 %	12,008.90
GPD1	73.96	63.31	0.09	85.60 %	38,732.00	10.00 %	3,873.20	0.00 %	3,873.20
CH36	39.16	30.06	0.12	76.75 %	22,374.30	0.00 %		0.00 %	
CH09	91.78	66.80	0.08	72.78 %	57,541.40	0.00 %		0.00 %	
CH46	48.15	34.45	0.53	71.55 %	33,853.70	0.00 %		0.00 %	
MC06	23.53	15.63	0.04	66.43 %	9,389.10	0.00 %		0.00 %	
CH24	90.55	56.58	0.33	62.48 %	61,800.70	0.00 %		0.00 %	
MC08	10.83	3.20	0.00	29.54 %	842.60	0.00 %		0.00 %	
CH01	11.30	1.87	0.00	16.59 %	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	31.19	39.40	0.10	126.31 %	33,105.60	40.00 %	13,242.24	0.00 %	13,242.24
CH30	102.88	128.11	0.29	124.52 %	67,670.90	40.00 %	27,068.36	0.00 %	27,068.36
TKM1	39.49	45.88	0.18	116.19 %	49,243.30	30.00 %	14,772.99	0.00 %	14,772.99
MRM1	61.64	71.46	0.07	115.93 %	67,467.90	30.00 %	20,240.37	0.00 %	20,240.37
GUD2	69.51	76.21	0.03	109.64 %	54,723.40	25.00 %	13,680.85	0.00 %	13,680.85
CH48	97.23	103.63	0.09	106.59 %	141,069.40	25.00 %	35,267.35	0.00 %	35,267.35
GUD1	78.84	83.19	0.32	105.52 %	104,720.70	25.00 %	26,180.18	0.00 %	26,180.18
CH28	89.77	93.47	0.10	104.12 %	128,273.50	25.00 %	32,068.38	0.00 %	32,068.38
CH45	73.71	75.19	0.18	102.01 %	74,475.00	25.00 %	18,618.75	0.00 %	18,618.75
CH11	89.79	90.77	0.38	101.09 %	72,739.10	25.00 %	18,184.78	0.00 %	18,184.78
CH19	123.58	121.18	0.29	98.06 %	114,971.60	20.00 %	22,994.32	0.00 %	22,994.32
CH05	149.84	146.07	0.08	97.48 %	120,346.90	20.00 %	24,069.38	0.00 %	24,069.38
CH35	60.71	58.75	0.14	96.77 %	44,521.30	20.00 %	8,904.26	0.00 %	8,904.26
AVD1	98.38	94.73	0.33	96.29 %	73,943.90	20.00 %	14,788.78	0.00 %	14,788.78
CH08	153.97	144.67	0.43	93.96 %	186,542.30	15.00 %	27,981.35	0.00 %	27,981.35
KNR1	59.79	55.21	0.02	92.34 %	51,976.60	15.00 %	7,796.49	0.00 %	7,796.49
CH14	181.32	165.78	0.31	91.43 %	144,379.00	15.00 %	21,656.85	0.00 %	21,656.85
CH38	59.61	54.31	0.13	91.11 %	70,953.00	15.00 %	10,642.95	0.00 %	10,642.95
MC10	27.47	24.82	0.07	90.36 %	12,578.10	15.00 %	1,886.72	0.00 %	1,886.72
CH16	178.07	160.79	0.20	90.29 %	163,130.50	15.00 %	24,469.58	0.00 %	24,469.58
SKL1	59.10	48.54	0.27	82.12 %	64,784.80	10.00 %	6,478.48	0.00 %	6,478.48
CH22	90.49	73.28	0.09	80.98 %	74,904.40	10.00 %	7,490.44	0.00 %	7,490.44
CH07	129.20	99.95	0.40	77.36 %	90,480.50	0.00 %		0.00 %	
CH42	136.69	102.96	0.24	75.32 %	102,532.40	0.00 %		0.00 %	
CH39	60.73	43.47	0.25	71.57 %	50,901.50	0.00 %		0.00 %	
CH26	28.84	20.44	0.00	70.88 %	18,991.10	0.00 %		0.00 %	
CH40	65.26	42.91	0.18	65.75 %	23,053.20	0.00 %		0.00 %	
CGL1	75.28	45.46	0.47	60.39 %	42,701.80	0.00 %		0.00 %	
MC09	17.69	9.49	0.00	53.66 %	7,061.00	0.00 %		0.00 %	
CH29	31.22	11.85	1.10	37.94 %	12,798.20	0.00 %		0.00 %	
MC02	22.91	5.26	0.00	22.95 %	2,849.00	0.00 %		0.00 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	81.73	0.21	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	9.58	0.04	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	9.41	0.38	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	6.92	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	16.57	0.41	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.32	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	-10.90	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	3.13	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	7.31	0.00	0.00 %	0.00	0.00 %		0.00 %	