

Accu.Target 15,496.20 L	Sales 10,586.52 L	Achieved % 68.32 %	HO Budget+ % 21.68 %	Total Com. 105.69 L
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Note : Sales Period is From :01-Sep-2025 To :16-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	165.43	220.09	133.04 %	0.00	21.68 %	0.00
WEST-02	1,383.62	1,017.27	73.52 %	0.00	21.68 %	0.00
WEST-01	1,137.23	815.34	71.70 %	0.00	21.68 %	0.00
TRICHY-01	1,593.44	1,141.06	71.61 %	0.00	21.68 %	0.00
NORTH ARCOT	1,239.43	852.33	68.77 %	0.00	21.68 %	0.00
SOUTH-03	1,794.80	1,214.49	67.67 %	0.00	21.68 %	0.00
CHENNAI-01	2,123.59	1,407.90	66.30 %	0.00	21.68 %	0.00
SOUTH-01	2,815.67	1,824.17	64.79 %	0.00	21.68 %	0.00
SOUTH ARCOT	1,226.50	768.91	62.69 %	0.00	21.68 %	0.00
CHENNAI-02	2,016.48	1,228.09	60.90 %	0.00	21.68 %	0.00
OTHERS	0.00	96.88	0.00 %	0.00	0.00 %	0.00
Total	15,496.20	10,586.52	68.32 %		21.68 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	165.43	220.09	133.04%	80,000.00	21.68 %	80,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	291.69	258.40	88.59%	0.00	21.68 %	40,000.00
	HSR1	276.61	233.50	84.41%	0.00	21.68 %	30,000.00
	SLM1	431.90	295.33	68.38%	0.00	21.68 %	0.00
	ERD1	383.42	230.04	60.00%	0.00	21.68 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	214.09	167.52	78.25%	0.00	21.68 %	7,500.00
	TPR4	139.27	106.04	76.14%	0.00	21.68 %	7,500.00
	CBE1	491.17	360.00	73.29%	0.00	21.68 %	22,500.00
	PLI1	141.84	103.07	72.66%	0.00	21.68 %	7,500.00
	TPR1	150.85	78.71	52.18%	0.00	21.68 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	280.59	212.12	75.60%	0.00	21.68 %	15,000.00
	TNJ1	354.82	257.34	72.53%	0.00	21.68 %	15,000.00
	KUM1	336.29	240.12	71.40%	0.00	21.68 %	15,000.00
	TRY1	621.74	431.47	69.40%	0.00	21.68 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA03	355.21	249.24	70.17%	0.00	21.68 %	0.00
	NA01	459.10	321.17	69.96%	0.00	21.68 %	0.00
	NA02	425.13	281.92	66.31%	0.00	21.68 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	353.52	299.09	84.60%	0.00	21.68 %	30,000.00
	SVG1	307.09	216.75	70.58%	0.00	21.68 %	15,000.00
	MDU2	535.05	340.64	63.67%	0.00	21.68 %	0.00
	KRR1	62.30	37.40	60.04%	0.00	21.68 %	0.00
	DGL1	536.84	320.60	59.72%	0.00	21.68 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	415.12	291.10	70.12%	0.00	21.68 %	0.00
	CH05	539.45	364.43	67.56%	0.00	21.68 %	0.00
	CH06	676.71	445.99	65.91%	0.00	21.68 %	0.00
	CH08	492.31	306.38	62.23%	0.00	21.68 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	442.45	356.98	80.68%	0.00	21.68 %	45,000.00
	TKS1	419.01	330.86	78.96%	0.00	21.68 %	45,000.00
	TUT1	568.96	436.36	76.69%	0.00	21.68 %	30,000.00
	VNR1	360.97	222.00	61.50%	0.00	21.68 %	0.00
	KVT1	472.73	287.41	60.80%	0.00	21.68 %	0.00
	TVL1	551.55	190.54	34.55%	0.00	21.68 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	401.21	261.81	65.25%	0.00	21.68 %	0.00
	SA02	441.10	273.61	62.03%	0.00	21.68 %	0.00
	SA03	384.19	233.49	60.78%	0.00	21.68 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	550.27	377.91	68.68%	0.00	21.68 %	0.00
	CH01	518.51	328.34	63.32%	0.00	21.68 %	0.00
	CH07	527.27	298.93	56.69%	0.00	21.68 %	0.00
	CH09	420.44	222.90	53.02%	0.00	21.68 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.42	0.00%	0.00	0.00 %	0.00
	CH02	0.00	52.56	0.00%	0.00	0.00 %	0.00
	HO01	0.00	14.02	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	8.33	0.00%	0.00	0.00 %	0.00
	NA01	0.00	0.23	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.46	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	6.73	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	4.33	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	6.80	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	32.63	56.17	0.03	172.13 %	40,614.20	40.00 %	16,245.68	21.68 %	16,245.68
TVP1	88.85	126.06	0.38	141.89 %	74,063.60	40.00 %	29,625.44	21.68 %	29,625.44
KLR1	43.96	37.86	0.03	86.13 %	32,217.40	10.00 %	3,221.74	21.68 %	8,054.35

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PMP1	28.63	33.67	0.15	117.58 %	20,486.60	30.00 %	6,145.98	21.68 %	8,194.64
SGI1	25.16	29.28	0.00	116.35 %	30,905.20	30.00 %	9,271.56	21.68 %	12,362.08
TRM1	58.05	65.39	0.00	112.63 %	61,016.50	30.00 %	18,304.95	21.68 %	24,406.60
OML1	37.96	39.67	0.13	104.49 %	37,236.90	25.00 %	9,309.23	21.68 %	14,894.76
MCR1	36.37	36.05	0.02	99.12 %	39,157.40	20.00 %	7,831.48	21.68 %	15,662.96
EDP1	17.98	15.77	0.00	87.72 %	9,832.10	10.00 %	983.21	21.68 %	2,949.63
PLC1	26.60	23.32	0.11	87.69 %	17,431.90	10.00 %	1,743.19	21.68 %	5,229.57
BMD1	26.76	23.13	0.00	86.46 %	27,729.70	10.00 %	2,772.97	21.68 %	8,318.91
APN1	32.21	27.06	0.00	84.02 %	32,181.50	10.00 %	3,218.15	21.68 %	8,045.38
VPD1	46.26	38.84	0.03	83.96 %	50,138.60	10.00 %	5,013.86	21.68 %	12,534.65
HRR1	33.36	27.40	0.00	82.12 %	19,157.30	10.00 %	1,915.73	21.68 %	4,789.33
VKL1	24.66	19.90	0.03	80.70 %	19,954.30	10.00 %	1,995.43	21.68 %	4,988.58
DPR1	23.07	18.58	0.00	80.54 %	16,081.10	10.00 %	1,608.11	21.68 %	4,020.28
HSR1	51.27	41.06	0.14	80.09 %	40,651.20	0.00 %		21.68 %	10,162.80
HSR2	80.32	62.72	0.05	78.09 %	48,146.20	0.00 %		21.68 %	9,629.24
SLM2	41.15	29.47	0.06	71.60 %	26,011.70	0.00 %		21.68 %	3,901.76
SLM3	64.58	45.49	0.15	70.44 %	31,086.90	0.00 %		21.68 %	3,108.69
ATU1	52.68	36.87	0.00	69.99 %	28,636.00	0.00 %		21.68 %	2,863.60
ERD2	66.47	46.18	0.09	69.48 %	65,369.20	0.00 %		21.68 %	6,536.92
KVP1	29.05	19.63	0.10	67.59 %	21,193.50	0.00 %		21.68 %	2,119.35
KRI1	35.57	23.81	0.11	66.95 %	16,654.70	0.00 %		21.68 %	1,665.47
EPI1	37.57	24.85	0.03	66.14 %	28,000.20	0.00 %		21.68 %	2,800.02
MTR1	45.72	29.41	0.00	64.32 %	27,267.70	0.00 %		21.68 %	2,726.77
NKL2	67.80	43.11	0.05	63.59 %	57,989.80	0.00 %		21.68 %	5,798.98
DPR2	30.39	18.78	0.00	61.78 %	15,066.40	0.00 %		21.68 %	
TCG1	32.02	19.47	0.00	60.79 %	16,138.30	0.00 %		21.68 %	
ERD1	63.61	37.71	0.13	59.29 %	41,205.40	0.00 %		21.68 %	
RSP1	36.35	20.87	0.01	57.40 %	24,144.60	0.00 %		21.68 %	
CMI1	21.21	12.13	0.00	57.21 %	15,911.90	0.00 %		21.68 %	
SLM1	139.46	76.97	0.11	55.19 %	53,859.00	0.00 %		21.68 %	
KMM1	26.99	13.30	0.29	49.29 %	16,382.60	0.00 %		21.68 %	
PDR1	24.90	11.31	0.03	45.40 %	15,271.60	0.00 %		21.68 %	
SGG1	19.42	6.07	0.44	31.23 %	6,790.00	0.00 %		21.68 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	17.45	25.68	0.05	147.17 %	32,546.50	40.00 %	13,018.60	21.68 %	13,018.60
KMR1	57.20	62.50	0.41	109.27 %	70,682.00	25.00 %	17,670.50	21.68 %	28,272.80
CBE3	15.67	13.92	0.01	88.82 %	21,202.60	10.00 %	2,120.26	21.68 %	6,360.78
KGM1	21.18	18.79	0.51	88.68 %	19,502.70	10.00 %	1,950.27	21.68 %	5,850.81
KGI1	31.73	28.12	0.00	88.61 %	19,995.80	10.00 %	1,999.58	21.68 %	5,998.74
CBE5	26.87	23.58	0.09	87.74 %	45,279.50	10.00 %	4,527.95	21.68 %	13,583.85
SNR1	36.31	31.47	0.23	86.66 %	40,124.70	10.00 %	4,012.47	21.68 %	12,037.41
PDM1	18.39	15.52	0.01	84.39 %	17,791.90	10.00 %	1,779.19	21.68 %	4,447.98
SYM2	21.15	17.71	0.00	83.73 %	21,932.50	10.00 %	2,193.25	21.68 %	5,483.13
UAM1	66.28	55.35	0.00	83.51 %	48,426.80	10.00 %	4,842.68	21.68 %	12,106.70
GDR1	26.14	21.72	0.01	83.09 %	15,595.00	10.00 %	1,559.50	21.68 %	3,898.75
ANR1	10.69	8.43	0.00	78.87 %	11,377.00	0.00 %		21.68 %	2,844.25
DPM2	26.90	20.53	0.00	76.35 %	27,586.00	0.00 %		21.68 %	5,517.20
CNR1	26.77	20.22	0.00	75.53 %	18,861.40	0.00 %		21.68 %	3,772.28
GBM1	27.86	20.26	0.10	72.72 %	18,409.80	0.00 %		21.68 %	2,761.47
KMD1	29.03	21.02	0.00	72.40 %	37,897.20	0.00 %		21.68 %	5,684.58
TPR3	32.47	23.42	0.07	72.10 %	43,457.30	0.00 %		21.68 %	6,518.60
CBE2	175.60	123.37	0.09	70.25 %	120,961.00	0.00 %		21.68 %	12,096.10
CBE6	45.49	31.62	0.00	69.49 %	40,656.80	0.00 %		21.68 %	4,065.68
UMP1	27.35	17.99	0.00	65.76 %	16,830.90	0.00 %		21.68 %	1,683.09
CBE1	36.44	23.14	0.00	63.49 %	35,182.00	0.00 %		21.68 %	3,518.20
AVI1	29.93	18.98	0.36	63.43 %	21,704.80	0.00 %		21.68 %	2,170.48
PLI1	48.02	30.24	0.26	62.98 %	35,684.00	0.00 %		21.68 %	3,568.40
TPR1	50.13	31.56	0.13	62.96 %	28,096.20	0.00 %		21.68 %	2,809.62
SUL1	25.10	15.61	0.05	62.18 %	24,987.50	0.00 %		21.68 %	
MPM1	34.13	21.09	0.18	61.79 %	31,385.30	0.00 %		21.68 %	
CBE4	72.48	34.81	0.08	48.02 %	45,742.00	0.00 %		21.68 %	
TPR4	32.20	14.98	0.00	46.54 %	15,799.10	0.00 %		21.68 %	
TPR2	68.25	23.74	0.20	34.78 %	21,639.80	0.00 %		21.68 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	26.65	28.58	0.00	107.24 %	25,263.80	25.00 %	6,315.95	21.68 %	10,105.52
MSI1	28.18	25.63	0.12	90.96 %	27,876.00	15.00 %	4,181.40	21.68 %	8,362.80
ORU1	31.91	28.84	0.38	90.38 %	30,263.10	15.00 %	4,539.47	21.68 %	9,078.93
TYR1	54.83	47.40	0.00	86.45 %	36,170.40	10.00 %	3,617.04	21.68 %	10,851.12
TVR1	26.71	22.61	0.00	84.65 %	20,460.60	10.00 %	2,046.06	21.68 %	5,115.15
NGT1	58.20	48.58	0.01	83.47 %	44,585.70	10.00 %	4,458.57	21.68 %	11,146.43
KRN1	27.22	22.45	0.00	82.50 %	25,694.90	10.00 %	2,569.49	21.68 %	6,423.73
PTK1	65.08	53.09	0.24	81.57 %	52,949.40	10.00 %	5,294.94	21.68 %	13,237.35
MDI1	47.75	38.16	0.00	79.92 %	41,276.40	0.00 %		21.68 %	10,319.10
TVR2	71.79	55.25	0.20	76.96 %	46,955.10	0.00 %		21.68 %	9,391.02
AYR1	38.79	29.25	0.00	75.42 %	24,766.30	0.00 %		21.68 %	4,953.26
TTP1	41.62	31.08	0.02	74.68 %	28,667.30	0.00 %		21.68 %	5,733.46
MVM1	73.67	53.83	0.13	73.07 %	68,866.00	0.00 %		21.68 %	10,329.90
KIK1	51.86	37.45	0.00	72.21 %	33,890.20	0.00 %		21.68 %	5,083.53
PBR2	94.69	67.89	0.21	71.70 %	55,995.10	0.00 %		21.68 %	8,399.27
TRY1	321.51	228.45	0.07	71.05 %	158,598.20	0.00 %		21.68 %	23,789.73
KUM1	86.99	60.32	0.12	69.35 %	60,503.30	0.00 %		21.68 %	6,050.33
TNJ2	70.99	48.24	0.34	67.96 %	42,804.50	0.00 %		21.68 %	4,280.45
JKM1	46.33	30.53	0.40	65.90 %	29,069.70	0.00 %		21.68 %	2,906.97
NMM1	39.65	24.88	0.14	62.75 %	35,688.50	0.00 %		21.68 %	3,568.85
TNJ1	107.41	62.53	0.06	58.22 %	51,495.10	0.00 %		21.68 %	
APM1	28.29	16.34	0.10	57.76 %	19,023.10	0.00 %		21.68 %	
PBR1	31.84	18.27	0.00	57.40 %	16,537.10	0.00 %		21.68 %	
NCK1	30.80	17.57	0.00	57.06 %	18,512.90	0.00 %		21.68 %	
TRY2	31.51	15.44	0.00	48.98 %	11,044.00	0.00 %		21.68 %	
TRY3	59.17	28.38	0.20	47.96 %	25,159.40	0.00 %		21.68 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ABR1	44.07	39.26	0.09	89.09 %	39,532.10	10.00 %	3,953.21	21.68 %	11,859.63
VNB1	31.82	28.35	0.02	89.08 %	25,000.20	10.00 %	2,500.02	21.68 %	7,500.06
BGR1	27.71	24.33	0.00	87.83 %	25,149.50	10.00 %	2,514.95	21.68 %	7,544.85
ANI1	27.87	23.56	0.16	84.51 %	22,676.80	10.00 %	2,267.68	21.68 %	5,669.20
WJP1	37.23	30.27	0.05	81.32 %	27,644.70	10.00 %	2,764.47	21.68 %	6,911.18
VEL2	73.07	59.08	0.01	80.86 %	62,233.90	10.00 %	6,223.39	21.68 %	15,558.48
SBR1	67.51	54.06	0.09	80.07 %	63,804.90	0.00 %		21.68 %	15,951.23
VSI1	38.49	30.01	0.07	77.98 %	37,868.40	0.00 %		21.68 %	7,573.68
KPM2	133.56	101.16	0.02	75.74 %	81,081.80	0.00 %		21.68 %	16,216.36
AKM1	46.95	35.30	0.19	75.19 %	38,074.50	0.00 %		21.68 %	7,614.90
ARC2	56.39	39.96	0.22	70.87 %	35,046.10	0.00 %		21.68 %	5,256.92
TRR1	72.71	51.14	0.24	70.33 %	43,612.50	0.00 %		21.68 %	4,361.25
PTU1	16.73	11.61	0.00	69.41 %	9,883.80	0.00 %		21.68 %	988.38
CYR1	28.94	20.05	0.12	69.28 %	20,323.40	0.00 %		21.68 %	2,032.34
CPT1	21.66	14.27	0.01	65.87 %	19,422.80	0.00 %		21.68 %	1,942.28
TRL1	91.99	60.00	0.18	65.22 %	70,817.60	0.00 %		21.68 %	7,081.76
UGI1	28.84	18.80	0.00	65.19 %	15,273.60	0.00 %		21.68 %	1,527.36
GDM1	41.73	26.87	0.25	64.40 %	26,638.60	0.00 %		21.68 %	2,663.86
SLG1	27.80	16.51	0.00	59.41 %	17,699.90	0.00 %		21.68 %	
KPM1	49.45	28.17	0.17	56.96 %	26,828.40	0.00 %		21.68 %	
TRT1	34.47	19.63	0.16	56.94 %	15,835.70	0.00 %		21.68 %	
VEL1	72.32	39.99	0.09	55.29 %	41,560.70	0.00 %		21.68 %	
WJD1	78.70	42.70	0.20	54.25 %	45,457.60	0.00 %		21.68 %	
CGM1	55.51	25.26	0.00	45.51 %	19,897.60	0.00 %		21.68 %	
PLR1	33.90	11.97	0.00	35.30 %	10,682.10	0.00 %		21.68 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	45.26	72.20	0.07	159.54 %	76,179.20	40.00 %	30,471.68	21.68 %	30,471.68
KYK1	22.82	27.22	0.00	119.29 %	31,803.40	30.00 %	9,541.02	21.68 %	12,721.36
ATG1	58.26	62.07	0.00	106.54 %	54,131.20	25.00 %	13,532.80	21.68 %	21,652.48
TPT1	39.14	35.92	0.00	91.78 %	64,971.10	15.00 %	9,745.67	21.68 %	19,491.33
PNV1	22.07	19.41	0.19	87.93 %	20,405.80	10.00 %	2,040.58	21.68 %	6,121.74
ADP1	30.98	26.63	0.02	85.97 %	31,938.20	10.00 %	3,193.82	21.68 %	7,984.55
MPA1	44.96	37.80	0.14	84.07 %	52,349.40	10.00 %	5,234.94	21.68 %	13,087.35
TDI1	32.41	26.91	0.22	83.05 %	30,882.30	10.00 %	3,088.23	21.68 %	7,720.58
USL1	36.47	26.95	0.18	73.88 %	29,271.00	0.00 %		21.68 %	4,390.65
TMM1	58.33	42.73	0.37	73.25 %	39,399.10	0.00 %		21.68 %	5,909.87
NTM1	33.77	23.98	0.06	71.01 %	19,012.30	0.00 %		21.68 %	2,851.85
MDU2	99.72	69.92	0.17	70.12 %	60,973.90	0.00 %		21.68 %	6,097.39
MNM1	30.09	20.85	0.00	69.30 %	43,878.00	0.00 %		21.68 %	4,387.80
MLR1	30.34	20.83	0.00	68.68 %	20,791.60	0.00 %		21.68 %	2,079.16
MDU6	85.22	57.79	0.00	67.81 %	51,219.20	0.00 %		21.68 %	5,121.92
KPT1	34.33	22.96	0.39	66.88 %	22,670.90	0.00 %		21.68 %	2,267.09
BTU1	23.26	15.48	0.13	66.54 %	16,939.70	0.00 %		21.68 %	1,693.97
DGL1	114.77	73.78	1.46	64.28 %	82,248.30	0.00 %		21.68 %	8,224.83
SVG1	43.54	27.79	0.37	63.82 %	28,288.30	0.00 %		21.68 %	2,828.83
CBM1	45.79	29.06	0.13	63.45 %	33,024.80	0.00 %		21.68 %	3,302.48
CMR1	27.41	17.26	0.35	62.98 %	13,960.30	0.00 %		21.68 %	1,396.03
TEN2	46.71	29.41	0.14	62.97 %	22,337.20	0.00 %		21.68 %	2,233.72
TEN1	46.96	28.93	0.99	61.61 %	30,633.90	0.00 %		21.68 %	
ODM1	30.68	18.81	0.00	61.32 %	13,936.30	0.00 %		21.68 %	
PKM1	28.54	17.28	0.08	60.52 %	16,143.50	0.00 %		21.68 %	
MDU4	45.06	26.80	0.13	59.47 %	25,815.40	0.00 %		21.68 %	
BNR1	36.63	21.69	0.84	59.21 %	22,080.90	0.00 %		21.68 %	
SGP1	21.95	12.96	0.98	59.05 %	21,385.10	0.00 %		21.68 %	
KRR1	31.62	18.59	0.01	58.79 %	19,450.40	0.00 %		21.68 %	
PNI1	28.10	16.16	0.18	57.50 %	12,482.30	0.00 %		21.68 %	
KKD2	42.19	23.48	0.14	55.65 %	36,224.00	0.00 %		21.68 %	
MDU5	40.07	22.23	0.22	55.47 %	33,939.60	0.00 %		21.68 %	
MDU1	232.64	127.08	0.18	54.62 %	96,218.50	0.00 %		21.68 %	
NKI1	29.46	15.52	0.45	52.69 %	20,742.40	0.00 %		21.68 %	
MDU3	70.55	33.14	0.20	46.98 %	29,088.90	0.00 %		21.68 %	
DGL2	42.53	19.58	0.02	46.04 %	24,849.00	0.00 %		21.68 %	
DKI1	62.15	25.28	0.00	40.67 %	30,402.00	0.00 %		21.68 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC10	20.54	18.45	0.00	89.83 %	7,485.70	10.00 %	748.57	21.68 %	2,245.71
CH35	40.87	35.43	0.10	86.68 %	37,740.10	10.00 %	3,774.01	21.68 %	11,322.03
TKM1	36.84	30.78	0.22	83.55 %	34,156.20	10.00 %	3,415.62	21.68 %	8,539.05
CH42	88.30	72.34	0.21	81.92 %	76,926.70	10.00 %	7,692.67	21.68 %	19,231.68
CH45	62.81	50.48	0.20	80.38 %	46,549.10	10.00 %	4,654.91	21.68 %	11,637.28
CH37	29.07	22.24	0.12	76.51 %	19,559.90	0.00 %		21.68 %	3,911.98
CH30	63.81	48.37	0.27	75.80 %	28,839.20	0.00 %		21.68 %	5,767.84
CH16	145.50	104.72	0.22	71.97 %	126,291.30	0.00 %		21.68 %	18,943.70
CH11	75.69	54.47	0.07	71.97 %	51,788.00	0.00 %		21.68 %	7,768.20
GUD1	67.29	48.07	0.20	71.44 %	72,336.10	0.00 %		21.68 %	10,850.42
SKL1	46.74	33.38	0.36	71.42 %	39,543.30	0.00 %		21.68 %	5,931.50
CH28	81.31	57.87	0.20	71.17 %	87,710.40	0.00 %		21.68 %	13,156.56
CH38	55.26	38.43	0.16	69.53 %	44,692.00	0.00 %		21.68 %	4,469.20
CH19	100.43	66.65	0.22	66.37 %	76,989.00	0.00 %		21.68 %	7,698.90
CH05	120.48	79.63	0.51	66.09 %	78,230.00	0.00 %		21.68 %	7,823.00
GUD2	64.93	42.73	0.17	65.81 %	40,297.70	0.00 %		21.68 %	4,029.77
CH48	97.62	62.66	0.06	64.19 %	68,980.20	0.00 %		21.68 %	6,898.02
CH22	65.43	41.90	0.17	64.03 %	43,851.90	0.00 %		21.68 %	4,385.19
CH08	138.26	87.93	0.14	63.59 %	119,729.70	0.00 %		21.68 %	11,972.97
CH26	22.95	14.57	0.18	63.49 %	15,704.00	0.00 %		21.68 %	1,570.40
CH14	177.54	112.06	0.40	63.12 %	124,480.40	0.00 %		21.68 %	12,448.04
AVD1	84.72	52.13	0.12	61.53 %	55,542.90	0.00 %		21.68 %	
CH39	53.67	32.51	0.25	60.56 %	36,503.10	0.00 %		21.68 %	
CH07	109.27	65.20	0.08	59.67 %	63,778.80	0.00 %		21.68 %	
CGL1	50.63	30.21	0.36	59.66 %	25,274.90	0.00 %		21.68 %	
MRM1	65.32	36.98	0.63	56.61 %	40,915.30	0.00 %		21.68 %	
KNR1	57.24	31.84	0.10	55.64 %	33,582.20	0.00 %		21.68 %	
MC09	11.43	5.54	0.00	48.48 %	3,377.40	0.00 %		21.68 %	
CH29	20.07	9.43	0.00	46.97 %	11,948.30	0.00 %		21.68 %	
CH40	54.78	17.95	0.17	32.77 %	8,215.30	0.00 %		21.68 %	
MC02	14.75	2.94	0.00	19.94 %	1,436.50	0.00 %		21.68 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	37.82	43.16	0.04	114.12 %	46,969.20	30.00 %	14,090.76	21.68 %	18,787.68
TYI1	34.92	38.04	0.00	108.91 %	48,908.70	25.00 %	12,227.18	21.68 %	19,563.48
SKD1	24.10	26.14	0.09	108.44 %	35,060.20	25.00 %	8,765.05	21.68 %	14,024.08
KSM1	41.49	44.17	0.00	106.44 %	26,906.90	25.00 %	6,726.73	21.68 %	10,762.76
RPM1	106.47	106.65	0.03	100.17 %	90,625.20	25.00 %	22,656.30	21.68 %	36,250.08
KYR1	24.74	24.39	0.48	98.58 %	21,254.70	20.00 %	4,250.94	21.68 %	8,501.88
SDI1	57.17	55.11	0.25	96.40 %	53,263.00	20.00 %	10,652.60	21.68 %	21,305.20
PKD1	42.09	37.89	0.07	90.03 %	45,422.20	10.00 %	4,542.22	21.68 %	13,626.66
MMT1	41.49	34.91	0.00	84.14 %	35,942.90	10.00 %	3,594.29	21.68 %	8,985.73
MAR1	84.85	71.07	0.14	83.77 %	53,551.30	10.00 %	5,355.13	21.68 %	13,387.83
VNR1	39.27	31.82	0.00	81.02 %	29,608.30	10.00 %	2,960.83	21.68 %	7,402.08
UDN1	33.19	26.53	0.06	79.93 %	23,296.30	0.00 %		21.68 %	5,824.08
TKY1	48.85	37.92	0.01	77.62 %	42,396.30	0.00 %		21.68 %	8,479.26
NGR1	171.15	131.08	0.38	76.59 %	95,294.40	0.00 %		21.68 %	19,058.88
PDI1	36.34	27.46	0.15	75.56 %	26,503.60	0.00 %		21.68 %	5,300.72
RND1	90.05	67.05	0.12	74.46 %	75,755.80	0.00 %		21.68 %	11,363.37
TUT2	109.89	81.80	0.03	74.44 %	78,783.20	0.00 %		21.68 %	11,817.48
VNR2	109.99	81.42	0.12	74.03 %	82,427.90	0.00 %		21.68 %	12,364.19
TKS2	88.55	65.49	0.12	73.96 %	54,493.00	0.00 %		21.68 %	8,173.95
TKS1	77.70	56.90	0.05	73.23 %	65,316.90	0.00 %		21.68 %	9,797.54
COL1	18.30	13.32	0.58	72.81 %	16,305.30	0.00 %		21.68 %	2,445.80
ASM1	32.25	23.42	0.21	72.63 %	30,645.00	0.00 %		21.68 %	4,596.75
SNL1	44.35	31.38	0.00	70.76 %	28,869.70	0.00 %		21.68 %	4,330.46
SVK1	71.38	50.47	0.22	70.70 %	49,302.50	0.00 %		21.68 %	7,395.38
VKM1	33.48	23.54	0.33	70.32 %	35,825.80	0.00 %		21.68 %	3,582.58
TUT1	294.51	206.00	0.09	69.95 %	225,596.40	0.00 %		21.68 %	22,559.64
TCN1	58.63	40.84	0.01	69.66 %	47,551.00	0.00 %		21.68 %	4,755.10
ARM1	34.36	23.73	0.00	69.05 %	23,037.80	0.00 %		21.68 %	2,303.78
KGL1	36.31	24.50	0.00	67.48 %	20,250.40	0.00 %		21.68 %	2,025.04
VLY1	78.09	51.87	0.33	66.43 %	47,259.10	0.00 %		21.68 %	4,725.91
STU2	29.85	18.87	0.35	63.24 %	22,431.30	0.00 %		21.68 %	2,243.13
APK1	53.95	26.94	0.13	49.94 %	39,780.40	0.00 %		21.68 %	
TVL2	27.15	11.83	0.12	43.56 %	6,324.20	0.00 %		21.68 %	
SGT1	52.78	19.26	0.00	36.49 %	12,674.60	0.00 %		21.68 %	
APK2	86.39	31.36	0.18	36.30 %	31,965.30	0.00 %		21.68 %	
KVT1	184.09	58.16	0.22	31.59 %	89,117.20	0.00 %		21.68 %	
TVL1	379.70	79.70	0.42	20.99 %	82,167.70	0.00 %		21.68 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLM1	55.52	48.91	0.26	88.10 %	60,553.30	10.00 %	6,055.33	21.68 %	18,165.99
ULP1	59.63	52.32	0.14	87.73 %	46,439.40	10.00 %	4,643.94	21.68 %	13,931.82
VPM2	62.90	49.10	0.64	78.06 %	40,808.20	0.00 %		21.68 %	8,161.64
CDM1	69.37	50.91	0.17	73.39 %	45,743.90	0.00 %		21.68 %	6,861.59
KML1	33.14	24.31	0.02	73.36 %	18,945.60	0.00 %		21.68 %	2,841.84
PRT1	50.30	36.27	0.11	72.09 %	32,936.00	0.00 %		21.68 %	4,940.40
SJI1	60.99	43.48	0.00	71.30 %	35,789.40	0.00 %		21.68 %	5,368.41
CUD1	115.72	76.93	1.32	66.48 %	81,800.10	0.00 %		21.68 %	8,180.01
POY1	99.81	65.47	0.16	65.60 %	73,897.80	0.00 %		21.68 %	7,389.78
MKM1	32.37	20.41	0.18	63.07 %	20,818.90	0.00 %		21.68 %	2,081.89
TRK1	79.08	48.70	0.82	61.58 %	55,141.50	0.00 %		21.68 %	
VPM1	26.42	16.04	0.00	60.73 %	16,014.30	0.00 %		21.68 %	
VCM1	37.71	21.25	0.00	56.35 %	16,069.00	0.00 %		21.68 %	
TVM1	35.93	19.88	0.05	55.32 %	13,294.30	0.00 %		21.68 %	
KKI2	73.81	38.25	0.42	51.82 %	33,977.10	0.00 %		21.68 %	
POY2	97.79	50.08	0.04	51.21 %	48,007.00	0.00 %		21.68 %	
TVM2	52.94	26.14	0.05	49.37 %	18,661.30	0.00 %		21.68 %	
TDM1	65.94	30.15	0.09	45.73 %	23,432.00	0.00 %		21.68 %	
STP1	29.82	13.36	0.08	44.81 %	10,166.90	0.00 %		21.68 %	
NVL2	87.32	36.95	0.04	42.31 %	40,437.20	0.00 %		21.68 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	48.89	44.99	0.25	92.03 %	32,136.10	15.00 %	4,820.42	21.68 %	9,640.83
UKI1	44.16	33.62	0.40	76.13 %	33,819.90	0.00 %		21.68 %	6,763.98
CH12	102.97	75.89	0.15	73.71 %	83,368.10	0.00 %		21.68 %	12,505.22
CH44	64.86	46.58	0.28	71.81 %	44,533.80	0.00 %		21.68 %	6,680.07
MJR1	84.79	60.53	0.25	71.39 %	55,340.90	0.00 %		21.68 %	8,301.14
CH43	57.63	40.65	0.29	70.54 %	50,206.00	0.00 %		21.68 %	5,020.60
CH18	102.10	70.76	0.33	69.31 %	88,032.00	0.00 %		21.68 %	8,803.20
CH32	14.70	10.13	6.69	68.94 %	6,991.40	0.00 %		21.68 %	699.14
MC06	23.82	16.09	0.10	67.57 %	7,956.60	0.00 %		21.68 %	795.66
CH17	41.59	27.75	0.53	66.71 %	26,838.70	0.00 %		21.68 %	2,683.87
MC05	33.85	22.06	0.00	65.17 %	6,923.20	0.00 %		21.68 %	692.32
CH33	64.33	41.24	1.50	64.12 %	56,199.10	0.00 %		21.68 %	5,619.91
CH03	189.91	119.97	0.12	63.17 %	115,730.20	0.00 %		21.68 %	11,573.02
CH34	89.57	56.58	0.19	63.16 %	59,465.50	0.00 %		21.68 %	5,946.55
CH21	138.75	87.04	0.21	62.74 %	72,541.50	0.00 %		21.68 %	7,254.15
CH24	84.16	52.70	0.16	62.62 %	58,414.50	0.00 %		21.68 %	
CH41	65.06	39.68	0.07	60.98 %	55,773.90	0.00 %		21.68 %	
PON1	45.39	26.51	0.12	58.40 %	27,346.80	0.00 %		21.68 %	
CH20	100.49	58.08	0.31	57.80 %	56,828.80	0.00 %		21.68 %	
CH27	29.37	15.43	0.00	52.56 %	21,719.50	0.00 %		21.68 %	
CH15	225.78	117.68	0.11	52.12 %	108,831.00	0.00 %		21.68 %	
CH46	40.43	20.58	0.00	50.90 %	19,845.20	0.00 %		21.68 %	
CH23	38.60	19.17	0.00	49.65 %	19,426.60	0.00 %		21.68 %	
CH06	89.30	43.59	0.41	48.82 %	43,295.40	0.00 %		21.68 %	
CH31	42.81	20.72	0.00	48.41 %	25,090.50	0.00 %		21.68 %	
CH09	83.10	38.69	0.10	46.56 %	46,704.40	0.00 %		21.68 %	
MC08	13.99	4.84	0.00	34.59 %	885.00	0.00 %		21.68 %	
CH36	48.92	15.59	0.00	31.86 %	16,205.90	0.00 %		21.68 %	
CH01	7.18	0.94	0.00	13.07 %	803.80	0.00 %		21.68 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	19.62	0.31	0.00 %	3,667.70	0.00 %		0.00 %	
GHUB	0.00	12.11	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.91	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	6.80	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	8.33	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	4.33	0.11	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	32.94	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.46	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	3.42	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	6.73	1.58	0.00 %	0.00	0.00 %		0.00 %	