

Accu.Target 24,936.51 L	Sales 19,141.43 L	Achieved % 76.76 %	HO Budget+ % 13.24 %	Total Com. 174.47 L
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Note : Sales Period is From :01-Oct-2025 To :16-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	2,651.14	2,142.57	80.82 %	0.00	13.24 %	0.00
SOUTH ARCOT	1,795.72	1,386.26	77.20 %	0.00	13.24 %	0.00
CHENNAI-01	3,027.38	2,331.12	77.00 %	0.00	13.24 %	0.00
SOUTH-03	3,188.73	2,420.58	75.91 %	0.00	13.24 %	0.00
WEST-02	2,723.64	2,067.38	75.90 %	0.00	13.24 %	0.00
WEST-01	2,130.34	1,607.44	75.45 %	0.00	13.24 %	0.00
SOUTH-01	4,242.96	3,062.77	72.18 %	0.00	13.24 %	0.00
NORTH ARCOT	1,958.77	1,397.10	71.33 %	0.00	13.24 %	0.00
CHENNAI-02	2,991.46	2,057.51	68.78 %	0.00	13.24 %	0.00
KL-SOUTH	226.37	127.83	56.47 %	0.00	13.24 %	0.00
OTHERS	0.00	540.88	0.00 %	0.00	0.00 %	0.00
Total	24,936.51	19,141.43	76.76 %		13.24 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	633.81	528.10	83.32%	0.00	13.24 %	37,500.00
	KUM1	562.69	465.62	82.75%	0.00	13.24 %	30,000.00
	TRY1	789.14	628.58	79.65%	0.00	13.24 %	45,000.00
	PBR1	665.50	520.27	78.18%	0.00	13.24 %	37,500.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	591.66	474.55	80.21%	0.00	13.24 %	30,000.00
	SA03	543.03	425.34	78.33%	0.00	13.24 %	30,000.00
	SA02	661.03	486.37	73.58%	0.00	13.24 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	925.43	771.72	83.39%	0.00	13.24 %	52,500.00
	CH03	582.23	457.59	78.59%	0.00	13.24 %	30,000.00
	CH08	677.69	505.30	74.56%	0.00	13.24 %	0.00
	CH05	842.03	596.52	70.84%	0.00	13.24 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	911.91	823.52	90.31%	60,000.00	13.24 %	120,000.00
	KKD2	586.74	478.39	81.53%	0.00	13.24 %	30,000.00
	SVG1	554.61	419.54	75.65%	0.00	13.24 %	0.00
	KRR1	143.91	100.75	70.01%	0.00	13.24 %	0.00
	DGL1	991.57	598.39	60.35%	0.00	13.24 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	551.29	446.85	81.06%	0.00	13.24 %	30,000.00
	SLM1	873.45	683.57	78.26%	0.00	13.24 %	45,000.00
	ERD1	722.72	551.96	76.37%	0.00	13.24 %	0.00
	MTR1	576.19	385.00	66.82%	0.00	13.24 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	249.95	218.89	87.58%	0.00	13.24 %	30,000.00
	CBE1	879.16	705.81	80.28%	0.00	13.24 %	52,500.00
	UAM1	387.53	300.62	77.57%	0.00	13.24 %	0.00
	TPR1	290.69	187.29	64.43%	0.00	13.24 %	0.00
	PLI1	323.02	194.82	60.31%	0.00	13.24 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	872.46	735.25	84.27%	0.00	13.24 %	52,500.00
	TKS1	589.84	465.35	78.89%	0.00	13.24 %	30,000.00
	KVT1	773.79	559.08	72.25%	0.00	13.24 %	0.00
	TVL1	698.61	466.55	66.78%	0.00	13.24 %	0.00
	NGR1	716.37	460.85	64.33%	0.00	13.24 %	0.00
	VNR1	591.90	375.69	63.47%	0.00	13.24 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	609.10	470.69	77.28%	0.00	13.24 %	0.00
	NA03	630.44	453.94	72.00%	0.00	13.24 %	0.00
	NA01	719.23	472.46	65.69%	0.00	13.24 %	0.00
CHENNAI- 02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	708.74	549.29	77.50%	0.00	13.24 %	0.00
	CH01	774.32	550.34	71.07%	0.00	13.24 %	0.00
	CH09	588.47	397.28	67.51%	0.00	13.24 %	0.00
	CH04	919.93	560.61	60.94%	0.00	13.24 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	226.37	127.83	56.47%	0.00	13.24 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	7.43	0.00%	0.00	0.00 %	0.00
	CH02	0.00	119.21	0.00%	0.00	0.00 %	0.00
	HO01	0.00	378.78	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	8.28	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	6.30	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	7.13	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	13.24	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.51	0.00%	0.00	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)
TRY4	32.62	96.07	0.04	294.47 %	47,910.70	40.00 %	19,164.28	13.24 %	19,164.28
TVR1	37.70	44.57	0.00	118.23 %	38,006.20	30.00 %	11,401.86	13.24 %	15,202.48
TRY3	69.44	80.83	0.08	116.41 %	53,510.80	30.00 %	16,053.24	13.24 %	21,404.32
TVR2	98.22	101.48	0.06	103.32 %	80,557.20	25.00 %	20,139.30	13.24 %	24,167.16
MVM1	111.72	108.41	0.00	97.04 %	116,137.80	20.00 %	23,227.56	13.24 %	34,841.34
MDI1	76.90	74.04	0.19	96.27 %	65,837.70	20.00 %	13,167.54	13.24 %	19,751.31
TNJ1	164.85	148.89	0.21	90.32 %	105,574.20	15.00 %	15,836.13	13.24 %	26,393.55
TNJ2	130.08	114.35	0.02	87.90 %	89,212.70	10.00 %	8,921.27	13.24 %	22,303.18
TRY2	48.58	42.07	0.06	86.60 %	33,083.50	10.00 %	3,308.35	13.24 %	6,616.70
ORU1	49.51	42.64	0.10	86.13 %	49,174.30	10.00 %	4,917.43	13.24 %	9,834.86
PDK1	56.31	48.50	0.35	86.12 %	43,184.00	10.00 %	4,318.40	13.24 %	8,636.80
KRN1	48.91	41.67	0.04	85.20 %	39,242.50	10.00 %	3,924.25	13.24 %	7,848.50
TYR1	106.65	89.81	0.05	84.21 %	62,471.80	10.00 %	6,247.18	13.24 %	12,494.36
NGT1	89.89	73.22	0.06	81.46 %	78,717.50	10.00 %	7,871.75	13.24 %	11,807.63
PBR1	52.18	42.47	0.00	81.40 %	37,620.30	10.00 %	3,762.03	13.24 %	5,643.05
KIK1	56.09	45.35	0.00	80.85 %	50,167.10	10.00 %	5,016.71	13.24 %	7,525.07
KUM1	144.35	115.00	0.11	79.67 %	94,453.80	0.00 %		13.24 %	14,168.07
AYR1	69.32	51.64	0.02	74.49 %	37,198.10	0.00 %		13.24 %	3,719.81
NMM1	59.08	43.52	0.09	73.65 %	50,988.00	0.00 %		13.24 %	5,098.80
PBR2	167.97	120.77	0.11	71.90 %	90,399.10	0.00 %		13.24 %	9,039.91
JKM1	88.36	62.49	0.00	70.73 %	50,784.00	0.00 %		13.24 %	5,078.40
APM1	35.18	24.55	0.18	69.78 %	30,646.20	0.00 %		13.24 %	3,064.62
TTP1	91.33	63.37	0.00	69.38 %	64,679.10	0.00 %		13.24 %	
PTK1	118.20	80.12	0.19	67.79 %	65,283.50	0.00 %		13.24 %	
MSI1	69.30	44.68	0.10	64.48 %	38,246.10	0.00 %		13.24 %	
TRY1	533.27	319.44	0.10	59.90 %	228,135.70	0.00 %		13.24 %	
NCK1	45.11	22.62	0.01	50.14 %	21,179.60	0.00 %		13.24 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	89.66	115.62	0.08	128.96 %	73,696.80	40.00 %	29,478.72	13.24 %	29,478.72
NVL2	105.43	92.16	0.15	87.42 %	92,216.00	10.00 %	9,221.60	13.24 %	23,054.00
VPM2	88.27	75.81	0.11	85.88 %	67,736.70	10.00 %	6,773.67	13.24 %	13,547.34
CUD1	173.47	148.68	0.22	85.71 %	137,969.20	10.00 %	13,796.92	13.24 %	27,593.84
POY2	136.44	110.67	0.04	81.11 %	83,222.00	10.00 %	8,322.20	13.24 %	12,483.30
KLM1	88.83	70.93	0.18	79.85 %	81,269.00	0.00 %		13.24 %	12,190.35
ULP1	89.42	70.87	0.06	79.25 %	66,553.10	0.00 %		13.24 %	9,982.97
POY1	152.66	118.48	0.09	77.61 %	119,161.10	0.00 %		13.24 %	11,916.11
PRT1	71.82	54.96	0.27	76.52 %	55,001.10	0.00 %		13.24 %	5,500.11
TRK1	113.63	84.84	0.20	74.66 %	82,081.00	0.00 %		13.24 %	8,208.10
CDM1	131.52	97.81	0.10	74.37 %	83,489.20	0.00 %		13.24 %	8,348.92
KML1	50.36	37.34	0.44	74.14 %	37,161.70	0.00 %		13.24 %	3,716.17
KKI2	117.20	83.29	0.32	71.07 %	63,286.60	0.00 %		13.24 %	6,328.66
TDM1	78.83	55.76	0.13	70.73 %	41,529.20	0.00 %		13.24 %	4,152.92
STP1	40.06	26.87	0.00	67.09 %	23,740.70	0.00 %		13.24 %	
MKM1	40.26	25.79	0.17	64.04 %	24,888.80	0.00 %		13.24 %	
VPM1	35.71	22.02	0.28	61.66 %	17,724.80	0.00 %		13.24 %	
TVM1	54.92	32.83	0.44	59.77 %	19,246.40	0.00 %		13.24 %	
TVM2	82.01	38.61	0.00	47.08 %	22,616.00	0.00 %		13.24 %	
VCM1	55.22	23.06	0.00	41.77 %	20,596.80	0.00 %		13.24 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	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)
CH28	101.15	111.91	0.14	110.64 %	165,793.20	30.00 %	49,737.96	13.24 %	66,317.28
CH19	114.41	125.10	0.16	109.34 %	112,110.60	25.00 %	28,027.65	13.24 %	44,844.24
CH40	62.67	67.22	0.01	107.26 %	31,928.70	25.00 %	7,982.18	13.24 %	12,771.48
AVD1	144.59	149.52	0.38	103.41 %	106,343.70	25.00 %	26,585.93	13.24 %	31,903.11
TKM1	47.62	45.61	0.00	95.79 %	49,630.50	20.00 %	9,926.10	13.24 %	14,889.15
CH42	128.17	120.13	0.11	93.73 %	121,378.70	15.00 %	18,206.81	13.24 %	30,344.68
MC10	24.84	22.81	0.00	91.85 %	13,916.40	15.00 %	2,087.46	13.24 %	3,479.10
CH39	57.38	49.07	0.07	85.51 %	45,212.30	10.00 %	4,521.23	13.24 %	9,042.46
CH16	202.12	169.21	0.14	83.72 %	186,339.80	10.00 %	18,633.98	13.24 %	37,267.96
GUD2	83.00	68.65	0.10	82.71 %	62,076.00	10.00 %	6,207.60	13.24 %	12,415.20
GUD1	84.40	69.20	0.07	81.99 %	105,937.40	10.00 %	10,593.74	13.24 %	15,890.61
CH38	77.04	60.64	0.13	78.72 %	65,301.00	0.00 %		13.24 %	9,795.15
CGL1	67.49	52.53	0.12	77.84 %	46,964.30	0.00 %		13.24 %	4,696.43
CH35	77.65	59.88	0.14	77.12 %	66,093.90	0.00 %		13.24 %	6,609.39
CH22	89.52	66.57	0.12	74.36 %	75,619.80	0.00 %		13.24 %	7,561.98
CH45	102.21	75.69	0.36	74.05 %	73,165.20	0.00 %		13.24 %	7,316.52
CH48	116.49	86.00	0.05	73.83 %	88,834.90	0.00 %		13.24 %	8,883.49
SKL1	78.85	57.82	0.00	73.33 %	72,014.20	0.00 %		13.24 %	7,201.42
CH08	212.38	154.25	0.06	72.63 %	215,764.10	0.00 %		13.24 %	21,576.41
CH14	218.85	153.54	0.17	70.16 %	136,255.60	0.00 %		13.24 %	13,625.56
MRM1	93.82	65.26	0.10	69.56 %	68,221.70	0.00 %		13.24 %	6,822.17
KNR1	105.60	70.77	0.18	67.01 %	54,523.80	0.00 %		13.24 %	
CH07	150.46	98.26	0.12	65.30 %	99,089.70	0.00 %		13.24 %	
CH05	180.73	117.21	0.16	64.85 %	103,499.60	0.00 %		13.24 %	
CH11	113.54	68.22	0.28	60.08 %	67,895.90	0.00 %		13.24 %	
CH30	123.63	74.15	0.26	59.98 %	56,239.10	0.00 %		13.24 %	
CH29	34.76	18.53	0.14	53.33 %	22,612.70	0.00 %		13.24 %	
CH26	30.27	14.89	0.05	49.21 %	16,888.60	0.00 %		13.24 %	
MC09	19.08	7.92	0.28	41.51 %	4,244.00	0.00 %		13.24 %	
CH37	66.31	27.32	0.23	41.20 %	29,693.60	0.00 %		13.24 %	
MC02	18.35	3.23	0.00	17.61 %	1,159.70	0.00 %		13.24 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	91.01	166.23	0.22	182.64 %	118,670.30	40.00 %	47,468.12	13.24 %	47,468.12
KKD3	71.01	105.43	0.30	148.47 %	129,973.20	40.00 %	51,989.28	13.24 %	51,989.28
TEN1	76.34	76.26	0.01	99.90 %	75,934.30	20.00 %	15,186.86	13.24 %	22,780.29
DGL2	46.18	45.03	0.16	97.51 %	42,905.50	20.00 %	8,581.10	13.24 %	12,871.65
PNI1	29.93	28.65	0.59	95.72 %	23,449.40	20.00 %	4,689.88	13.24 %	7,034.82
TEN2	77.07	71.75	0.01	93.09 %	46,995.60	15.00 %	7,049.34	13.24 %	11,748.90
DKI1	76.60	69.40	0.04	90.61 %	89,745.00	15.00 %	13,461.75	13.24 %	22,436.25
BTU1	33.93	30.56	0.52	90.09 %	32,969.90	10.00 %	3,296.99	13.24 %	8,242.48
PVI1	58.36	52.49	0.01	89.93 %	65,647.20	10.00 %	6,564.72	13.24 %	16,411.80
TDI1	50.25	43.93	0.00	87.42 %	47,727.90	10.00 %	4,772.79	13.24 %	11,931.98
KYK1	38.24	32.64	0.26	85.37 %	37,329.20	10.00 %	3,732.92	13.24 %	7,465.84
MDU2	200.09	170.50	0.27	85.21 %	128,562.80	10.00 %	12,856.28	13.24 %	25,712.56
MLR1	53.22	45.32	0.05	85.17 %	40,841.00	10.00 %	4,084.10	13.24 %	8,168.20
CBM1	93.64	77.75	0.07	83.03 %	70,945.10	10.00 %	7,094.51	13.24 %	14,189.02
PKM1	34.08	28.22	0.18	82.82 %	31,619.80	10.00 %	3,161.98	13.24 %	6,323.96
PNV1	34.05	28.00	0.09	82.22 %	30,095.50	10.00 %	3,009.55	13.24 %	4,514.33
DGL1	279.39	227.41	0.13	81.39 %	189,744.90	10.00 %	18,974.49	13.24 %	28,461.74
ADP1	61.32	49.58	0.23	80.85 %	50,013.60	10.00 %	5,001.36	13.24 %	7,502.04
BNR1	62.38	47.84	0.10	76.69 %	46,250.50	0.00 %		13.24 %	4,625.05
SGP1	36.56	27.87	0.00	76.22 %	29,942.80	0.00 %		13.24 %	2,994.28
TMM1	124.17	93.95	0.27	75.66 %	67,021.80	0.00 %		13.24 %	6,702.18
USL1	69.55	52.45	0.14	75.42 %	53,638.50	0.00 %		13.24 %	5,363.85
KPT1	41.24	30.77	0.18	74.62 %	34,380.20	0.00 %		13.24 %	3,438.02
ATG1	89.97	66.38	0.48	73.78 %	81,516.00	0.00 %		13.24 %	8,151.60
KRR1	90.79	66.94	0.12	73.73 %	65,670.90	0.00 %		13.24 %	6,567.09
SVG1	84.05	60.73	0.06	72.26 %	59,200.10	0.00 %		13.24 %	5,920.01
MDU4	77.18	52.68	0.33	68.26 %	44,816.10	0.00 %		13.24 %	
CMR1	50.74	34.62	0.29	68.24 %	23,194.90	0.00 %		13.24 %	
MPA1	92.68	59.38	0.14	64.07 %	70,403.50	0.00 %		13.24 %	
ODM1	53.13	33.81	0.43	63.64 %	24,698.20	0.00 %		13.24 %	
MDU3	122.14	76.31	0.32	62.48 %	53,510.90	0.00 %		13.24 %	
MDU5	69.99	43.05	0.07	61.50 %	57,922.00	0.00 %		13.24 %	
TPT1	70.97	43.50	0.22	61.29 %	76,423.00	0.00 %		13.24 %	
NKI1	76.14	44.87	0.29	58.93 %	59,490.50	0.00 %		13.24 %	
MNM1	50.26	28.76	0.13	57.23 %	37,998.70	0.00 %		13.24 %	
NTM1	59.74	32.72	0.00	54.78 %	32,797.00	0.00 %		13.24 %	
MDU1	413.66	162.15	0.33	39.20 %	119,612.20	0.00 %		13.24 %	
KKD2	48.71	12.63	0.00	25.93 %	16,796.10	0.00 %		13.24 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	52.03	75.08	0.00	144.31 %	57,701.30	40.00 %	23,080.52	13.24 %	23,080.52
APN1	50.21	50.69	0.17	100.95 %	59,571.50	25.00 %	14,892.88	13.24 %	17,871.45
HSR2	141.01	137.27	0.08	97.34 %	117,529.10	20.00 %	23,505.82	13.24 %	35,258.73
PMP1	60.29	58.09	0.14	96.34 %	31,216.30	20.00 %	6,243.26	13.24 %	9,364.89
ERD1	128.95	113.27	1.68	87.84 %	84,920.70	10.00 %	8,492.07	13.24 %	21,230.18
SLM3	127.51	112.00	0.13	87.83 %	77,522.10	10.00 %	7,752.21	13.24 %	19,380.53
SLM2	87.62	76.25	0.16	87.02 %	56,610.10	10.00 %	5,661.01	13.24 %	14,152.53
PDR1	36.46	30.22	0.12	82.87 %	34,730.10	10.00 %	3,473.01	13.24 %	6,946.02
EDP1	40.07	33.07	0.00	82.52 %	20,952.10	10.00 %	2,095.21	13.24 %	4,190.42
PLC1	60.39	48.28	0.01	79.94 %	50,379.40	0.00 %		13.24 %	7,556.91
VKL1	35.99	28.74	0.08	79.83 %	25,965.20	0.00 %		13.24 %	3,894.78
NKL2	124.16	98.88	0.36	79.64 %	94,793.40	0.00 %		13.24 %	14,219.01
DPR1	38.03	29.80	0.01	78.34 %	22,574.00	0.00 %		13.24 %	3,386.10
HRR1	50.75	39.54	0.22	77.92 %	31,842.60	0.00 %		13.24 %	3,184.26
CMI1	42.94	33.24	0.24	77.41 %	38,136.40	0.00 %		13.24 %	3,813.64
KVP1	49.80	38.54	0.03	77.39 %	34,646.00	0.00 %		13.24 %	3,464.60
TCG1	48.60	36.83	0.44	75.78 %	29,937.10	0.00 %		13.24 %	2,993.71
SLM1	267.71	201.76	0.02	75.36 %	128,039.60	0.00 %		13.24 %	12,803.96
EPI1	87.53	65.31	0.07	74.61 %	60,065.10	0.00 %		13.24 %	6,006.51
ERD2	133.73	98.67	0.19	73.78 %	104,957.90	0.00 %		13.24 %	10,495.79
OML1	87.08	63.18	0.00	72.55 %	62,557.80	0.00 %		13.24 %	6,255.78
SGG1	39.05	27.81	0.25	71.22 %	22,302.80	0.00 %		13.24 %	2,230.28
BMD1	51.29	36.12	0.11	70.43 %	40,512.60	0.00 %		13.24 %	4,051.26
ATU1	107.65	73.13	0.05	67.93 %	58,972.80	0.00 %		13.24 %	
VPD1	105.13	71.37	0.00	67.88 %	85,901.30	0.00 %		13.24 %	
TRM1	95.28	64.30	1.44	67.49 %	52,004.60	0.00 %		13.24 %	
RSP1	75.25	50.23	0.16	66.75 %	44,496.30	0.00 %		13.24 %	
MCR1	97.65	63.97	0.01	65.51 %	51,225.60	0.00 %		13.24 %	
KMM1	57.58	34.07	0.23	59.18 %	37,928.50	0.00 %		13.24 %	
MTR1	105.11	60.18	0.05	57.25 %	47,009.80	0.00 %		13.24 %	
DPR2	51.00	27.91	0.00	54.73 %	22,352.40	0.00 %		13.24 %	
KRI1	76.70	39.83	0.00	51.93 %	19,535.30	0.00 %		13.24 %	
HSR1	111.07	49.76	0.10	44.80 %	47,216.90	0.00 %		13.24 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	30.10	42.59	0.67	141.51 %	62,360.60	40.00 %	24,944.24	13.24 %	24,944.24
PPI1	39.80	43.59	0.04	109.51 %	54,705.40	25.00 %	13,676.35	13.24 %	21,882.16
GBM1	47.93	50.59	0.66	105.55 %	34,969.30	25.00 %	8,742.33	13.24 %	13,987.72
SUL1	52.03	51.69	0.13	99.35 %	73,502.60	20.00 %	14,700.52	13.24 %	22,050.78
TPR3	51.18	49.81	0.04	97.31 %	72,204.40	20.00 %	14,440.88	13.24 %	21,661.32
MPM1	56.23	53.60	0.05	95.33 %	70,420.90	20.00 %	14,084.18	13.24 %	17,605.23
KGM1	34.96	31.44	0.15	89.94 %	35,006.30	10.00 %	3,500.63	13.24 %	8,751.58
CBE2	320.61	286.06	0.08	89.22 %	229,966.40	10.00 %	22,996.64	13.24 %	57,491.60
KMR1	125.06	107.20	0.03	85.72 %	124,512.90	10.00 %	12,451.29	13.24 %	24,902.58
CBE6	67.18	56.68	0.04	84.37 %	55,404.30	10.00 %	5,540.43	13.24 %	11,080.86
AVI1	51.37	42.03	0.00	81.82 %	37,407.30	10.00 %	3,740.73	13.24 %	5,611.10
CBE1	53.59	42.27	0.06	78.87 %	59,025.50	0.00 %		13.24 %	8,853.83
ANR1	17.18	13.30	0.46	77.43 %	16,567.50	0.00 %		13.24 %	1,656.75
TPR4	34.33	26.54	0.04	77.32 %	23,737.00	0.00 %		13.24 %	2,373.70
CNR1	49.91	38.57	0.00	77.28 %	41,678.20	0.00 %		13.24 %	4,167.82
PDM1	36.08	26.61	0.00	73.73 %	27,032.50	0.00 %		13.24 %	2,703.25
SYM2	59.33	42.84	0.00	72.20 %	44,231.00	0.00 %		13.24 %	4,423.10
KGI1	64.59	43.94	0.00	68.04 %	32,341.80	0.00 %		13.24 %	
UAM1	130.10	85.11	0.04	65.42 %	82,093.30	0.00 %		13.24 %	
GDR1	56.60	36.80	0.14	65.01 %	26,443.00	0.00 %		13.24 %	
CBE3	34.55	22.44	0.01	64.94 %	38,096.50	0.00 %		13.24 %	
DPM2	70.65	45.62	0.03	64.56 %	46,630.20	0.00 %		13.24 %	
CBE5	46.64	30.10	0.08	64.54 %	46,057.90	0.00 %		13.24 %	
CBE4	108.18	66.04	0.19	61.04 %	74,353.10	0.00 %		13.24 %	
SNR1	71.32	43.33	0.15	60.76 %	45,157.70	0.00 %		13.24 %	
TPR2	131.18	76.52	0.01	58.33 %	54,219.40	0.00 %		13.24 %	
TPR1	108.33	60.97	0.32	56.28 %	54,087.00	0.00 %		13.24 %	
PLI1	113.42	63.00	0.01	55.55 %	60,130.20	0.00 %		13.24 %	
UMP1	67.90	28.16	0.62	41.47 %	32,019.20	0.00 %		13.24 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARM1	54.66	65.25	0.44	119.37 %	54,227.60	30.00 %	16,268.28	13.24 %	21,691.04
ERL2	52.17	58.08	0.10	111.32 %	69,340.60	30.00 %	20,802.18	13.24 %	27,736.24
RPM1	129.88	127.73	0.39	98.34 %	124,113.10	20.00 %	24,822.62	13.24 %	37,233.93
UDN1	52.73	51.84	0.17	98.32 %	48,101.80	20.00 %	9,620.36	13.24 %	14,430.54
KYR1	43.34	39.66	0.26	91.50 %	37,601.40	15.00 %	5,640.21	13.24 %	9,400.35
PKD1	114.59	103.55	0.22	90.37 %	104,669.90	15.00 %	15,700.49	13.24 %	26,167.48
TCN1	86.11	77.59	0.34	90.11 %	78,412.00	15.00 %	11,761.80	13.24 %	19,603.00
TUT1	442.63	367.99	0.27	83.14 %	398,623.10	10.00 %	39,862.31	13.24 %	79,724.62
TKS2	161.06	127.54	0.10	79.19 %	112,428.30	0.00 %		13.24 %	16,864.25
VNR1	56.03	44.33	0.00	79.11 %	45,230.60	0.00 %		13.24 %	6,784.59
TUT2	169.56	133.75	0.13	78.88 %	114,927.50	0.00 %		13.24 %	17,239.13
TKS1	133.72	103.83	0.18	77.65 %	111,862.20	0.00 %		13.24 %	11,186.22
SKD1	50.44	39.03	0.18	77.38 %	35,078.20	0.00 %		13.24 %	3,507.82
TKY1	98.05	74.71	0.09	76.20 %	54,546.80	0.00 %		13.24 %	5,454.68
NGR1	260.81	196.54	1.07	75.36 %	171,617.80	0.00 %		13.24 %	17,161.78
VNR2	203.30	145.55	0.07	71.59 %	142,536.30	0.00 %		13.24 %	14,253.63
KVT1	218.77	153.99	0.22	70.39 %	181,393.20	0.00 %		13.24 %	18,139.32
SNL1	83.74	58.69	0.16	70.08 %	48,687.60	0.00 %		13.24 %	4,868.76
SVK1	137.08	95.14	0.14	69.41 %	89,793.30	0.00 %		13.24 %	
ASM1	59.89	41.17	0.13	68.74 %	48,279.70	0.00 %		13.24 %	
SDI1	61.19	41.02	0.52	67.03 %	41,092.70	0.00 %		13.24 %	
SGT1	38.74	25.73	0.30	66.41 %	22,395.80	0.00 %		13.24 %	
TYI1	69.26	45.99	0.52	66.41 %	59,835.00	0.00 %		13.24 %	
TVL1	409.82	268.36	0.94	65.48 %	233,321.40	0.00 %		13.24 %	
RND1	154.12	99.41	0.12	64.50 %	130,868.00	0.00 %		13.24 %	
MMT1	70.30	43.20	0.17	61.45 %	38,616.20	0.00 %		13.24 %	
PDI1	65.25	39.50	0.25	60.54 %	39,655.80	0.00 %		13.24 %	
STU2	52.30	31.58	0.25	60.37 %	28,336.70	0.00 %		13.24 %	
VKM1	56.50	33.17	0.07	58.71 %	46,406.90	0.00 %		13.24 %	
TVL2	39.04	22.17	0.21	56.79 %	11,211.50	0.00 %		13.24 %	
APK2	103.22	57.20	0.11	55.42 %	67,019.00	0.00 %		13.24 %	
KGL1	63.50	34.89	0.05	54.95 %	40,210.40	0.00 %		13.24 %	
VLY1	135.20	69.60	0.56	51.48 %	59,702.40	0.00 %		13.24 %	
COL1	29.76	15.11	0.03	50.76 %	17,264.20	0.00 %		13.24 %	
KSM1	42.70	21.59	0.09	50.56 %	19,502.80	0.00 %		13.24 %	
MAR1	151.24	74.80	0.17	49.46 %	69,373.60	0.00 %		13.24 %	
APK1	92.26	33.47	0.11	36.28 %	43,247.70	0.00 %		13.24 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SLG1	54.69	56.07	0.00	102.52 %	44,873.80	25.00 %	11,218.45	13.24 %	13,462.14
AKM1	111.60	109.77	0.15	98.36 %	81,713.50	20.00 %	16,342.70	13.24 %	24,514.05
WJP1	61.85	57.45	0.42	92.88 %	47,162.90	15.00 %	7,074.44	13.24 %	11,790.73
VEL1	97.90	88.16	0.09	90.04 %	79,364.90	10.00 %	7,936.49	13.24 %	19,841.23
BGR1	38.27	32.59	0.00	85.17 %	33,821.90	10.00 %	3,382.19	13.24 %	6,764.38
GDM1	61.38	52.04	0.14	84.79 %	50,706.80	10.00 %	5,070.68	13.24 %	10,141.36
ABR1	64.17	54.23	3.55	84.52 %	50,764.30	10.00 %	5,076.43	13.24 %	10,152.86
TRT1	80.93	66.06	0.30	81.62 %	52,040.30	10.00 %	5,204.03	13.24 %	7,806.05
VEL2	114.32	93.31	0.08	81.62 %	107,189.40	10.00 %	10,718.94	13.24 %	16,078.41
WJD1	72.45	57.46	0.18	79.30 %	59,546.40	0.00 %		13.24 %	8,931.96
ARC2	76.00	60.24	0.06	79.26 %	46,458.00	0.00 %		13.24 %	6,968.70
PLR1	39.82	30.93	0.00	77.67 %	30,111.20	0.00 %		13.24 %	3,011.12
TRR1	109.40	84.08	0.65	76.85 %	62,471.70	0.00 %		13.24 %	6,247.17
TRL1	120.44	90.31	0.04	74.98 %	117,907.90	0.00 %		13.24 %	11,790.79
CGM1	56.67	42.43	0.00	74.88 %	28,694.70	0.00 %		13.24 %	2,869.47
CPT1	40.63	28.21	0.03	69.42 %	28,361.60	0.00 %		13.24 %	
VSI1	69.89	47.97	0.24	68.64 %	57,338.30	0.00 %		13.24 %	
UGI1	49.68	33.65	0.35	67.73 %	33,504.10	0.00 %		13.24 %	
KPM1	70.82	45.58	0.21	64.36 %	47,533.90	0.00 %		13.24 %	
ANI1	42.64	26.96	0.14	63.23 %	22,656.00	0.00 %		13.24 %	
SBR1	149.45	85.39	0.02	57.14 %	96,674.40	0.00 %		13.24 %	
PTU1	26.46	13.69	0.14	51.75 %	14,289.20	0.00 %		13.24 %	
KPM2	231.73	95.40	0.08	41.17 %	76,253.90	0.00 %		13.24 %	
VNB1	65.45	25.51	0.00	38.98 %	21,388.40	0.00 %		13.24 %	
CYR1	52.13	19.62	0.06	37.64 %	20,957.30	0.00 %		13.24 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH33	88.99	79.08	0.06	88.86 %	82,170.50	10.00 %	8,217.05	13.24 %	20,542.63
CH34	129.68	113.58	0.11	87.59 %	97,366.60	10.00 %	9,736.66	13.24 %	24,341.65
CH18	127.85	109.03	0.00	85.28 %	131,384.30	10.00 %	13,138.43	13.24 %	26,276.86
CH24	109.74	93.31	0.27	85.02 %	97,294.70	10.00 %	9,729.47	13.24 %	19,458.94
CH15	304.35	257.85	0.20	84.72 %	216,054.50	10.00 %	21,605.45	13.24 %	43,210.90
CH43	95.68	80.22	0.14	83.84 %	97,744.90	10.00 %	9,774.49	13.24 %	19,548.98
CH44	98.15	80.65	0.04	82.17 %	68,674.30	10.00 %	6,867.43	13.24 %	10,301.15
CH23	45.50	35.06	0.00	77.05 %	40,215.50	0.00 %		13.24 %	4,021.55
CH21	208.28	159.11	0.26	76.39 %	106,911.70	0.00 %		13.24 %	10,691.17
CH12	166.10	126.57	0.29	76.20 %	136,490.10	0.00 %		13.24 %	13,649.01
CH03	293.25	217.98	0.24	74.33 %	199,710.10	0.00 %		13.24 %	19,971.01
CH32	19.35	13.72	0.22	70.90 %	6,225.80	0.00 %		13.24 %	622.58
CH46	64.22	43.99	0.37	68.49 %	37,208.50	0.00 %		13.24 %	
CH31	49.55	32.92	0.00	66.43 %	32,791.60	0.00 %		13.24 %	
MC05	47.91	31.42	0.00	65.59 %	13,388.80	0.00 %		13.24 %	
PON1	65.66	42.71	0.07	65.05 %	43,302.80	0.00 %		13.24 %	
MC06	36.23	23.42	0.00	64.65 %	17,675.40	0.00 %		13.24 %	
CH20	154.09	99.24	0.29	64.40 %	93,726.50	0.00 %		13.24 %	
CH41	110.82	69.99	0.35	63.16 %	75,015.30	0.00 %		13.24 %	
CH09	120.79	72.06	0.21	59.66 %	81,604.90	0.00 %		13.24 %	
CH17	44.81	26.03	0.00	58.09 %	35,839.70	0.00 %		13.24 %	
CH27	45.56	26.34	0.07	57.80 %	28,046.90	0.00 %		13.24 %	
CH36	62.39	34.31	0.00	54.99 %	21,451.10	0.00 %		13.24 %	
GPD1	92.61	40.98	0.28	44.25 %	27,554.80	0.00 %		13.24 %	
CH06	123.49	54.00	0.13	43.73 %	60,762.60	0.00 %		13.24 %	
UKI1	80.43	33.05	0.26	41.09 %	33,175.60	0.00 %		13.24 %	
MJR1	197.21	59.10	0.00	29.97 %	57,061.50	0.00 %		13.24 %	
CH01	8.75	1.79	0.00	20.50 %	(2,183.80)	0.00 %		13.24 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	131.23	78.25	0.37	59.63 %	65,248.70	0.00 %		13.24 %	
KLR1	42.52	22.61	0.00	53.16 %	18,636.10	0.00 %		13.24 %	
PAS1	52.62	26.97	0.00	51.25 %	23,379.30	0.00 %		13.24 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	95.97	5.40	0.00 %	(5,233.30)	0.00 %		0.00 %	
GHUB	0.00	376.84	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.94	1.97	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	13.24	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	8.28	9.24	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	7.13	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	23.23	0.33	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	7.43	0.08	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	6.30	6.55	0.00 %	0.00	0.00 %		0.00 %	