

Accu.Target 18,249.49 L	Sales 18,468.43 L	Achieved % 101.20 %	HO Budget+ % 0.00 %	Total Com. 163.25 L
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Note : Sales Period is From :01-Aug-2025 To :17-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,352.03	1,454.56	107.58 %	84,000.00	0.00 %	84,000.00
WEST-01	1,357.73	1,455.02	107.17 %	0.00	0.00 %	0.00
NORTH ARCOT	1,388.03	1,482.85	106.83 %	84,000.00	0.00 %	84,000.00
TRICHY-01	2,085.84	2,217.27	106.30 %	0.00	0.00 %	0.00
WEST-02	1,690.76	1,778.39	105.18 %	0.00	0.00 %	0.00
KL-SOUTH	131.60	130.45	99.13 %	0.00	0.00 %	0.00
SOUTH-01	3,028.35	2,919.53	96.41 %	0.00	0.00 %	0.00
SOUTH-03	2,177.21	2,064.61	94.83 %	60,000.00	0.00 %	60,000.00
CHENNAI-02	2,334.70	2,164.10	92.69 %	63,000.00	0.00 %	63,000.00
CHENNAI-01	2,703.24	2,498.60	92.43 %	72,000.00	0.00 %	72,000.00
OTHERS	0.00	303.06	0.00 %	0.00	0.00 %	0.00
Total	18,249.49	18,468.43	101.20 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	465.21	539.44	115.96%	100,000.00	0.00 %	100,000.00
	SA02	484.65	508.67	104.96%	75,000.00	0.00 %	75,000.00
	SA03	402.17	406.45	101.06%	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	153.67	189.87	123.56%	30,000.00	0.00 %	30,000.00
	CBE1	599.65	645.24	107.60%	90,000.00	0.00 %	90,000.00
	UAM1	252.05	267.93	106.30%	30,000.00	0.00 %	30,000.00
	TPR1	158.96	163.90	103.11%	15,000.00	0.00 %	15,000.00
	PLI1	193.40	188.09	97.25%	7,500.00	0.00 %	7,500.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	489.06	540.39	110.50%	100,000.00	0.00 %	100,000.00
	NA03	420.35	441.13	104.94%	60,000.00	0.00 %	60,000.00
	NA02	478.62	501.33	104.74%	75,000.00	0.00 %	75,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	447.28	538.77	120.45%	150,000.00	0.00 %	150,000.00
	TNJ1	442.53	509.71	115.18%	100,000.00	0.00 %	100,000.00
	PTK1	398.24	431.55	108.37%	60,000.00	0.00 %	60,000.00
	TRY1	797.79	737.24	92.41%	52,500.00	0.00 %	52,500.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	360.88	405.60	112.39%	80,000.00	0.00 %	80,000.00
	MTR1	374.71	407.98	108.88%	60,000.00	0.00 %	60,000.00
	SLM1	500.68	540.53	107.96%	75,000.00	0.00 %	75,000.00
	ERD1	454.50	424.28	93.35%	30,000.00	0.00 %	30,000.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	131.60	130.45	99.13%	7,500.00	0.00 %	7,500.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	396.91	449.94	113.36%	80,000.00	0.00 %	80,000.00
	KVT1	502.93	539.57	107.29%	75,000.00	0.00 %	75,000.00
	TVL1	503.63	514.64	102.19%	75,000.00	0.00 %	75,000.00
	TUT1	695.40	680.42	97.84%	45,000.00	0.00 %	45,000.00
	VNR1	358.32	348.61	97.29%	22,500.00	0.00 %	22,500.00
	NGR1	571.16	386.35	67.64%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	350.84	362.76	103.40%	45,000.00	0.00 %	45,000.00
	MDU2	628.09	617.86	98.37%	45,000.00	0.00 %	45,000.00
	KKD2	451.67	434.18	96.13%	30,000.00	0.00 %	30,000.00
	DGL1	664.96	585.56	88.06%	0.00	0.00 %	0.00
	KRR1	81.65	64.24	78.68%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	647.61	645.55	99.68%	45,000.00	0.00 %	45,000.00
	CH01	597.85	545.17	91.19%	37,500.00	0.00 %	37,500.00
	CH07	596.66	543.51	91.09%	37,500.00	0.00 %	37,500.00
	CH09	492.58	429.87	87.27%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	693.99	697.42	100.49%	90,000.00	0.00 %	90,000.00
	CH03	515.36	501.55	97.32%	37,500.00	0.00 %	37,500.00
	CH08	602.10	531.83	88.33%	0.00	0.00 %	0.00
	CH06	891.79	767.79	86.10%	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	75.96	111.70	0.24	147.04 %	99,480.00	40.00 %	39,792.00	0.00 %	39,792.00
KML1	34.28	49.40	0.15	144.10 %	30,978.80	40.00 %	12,391.52	0.00 %	12,391.52
POY2	102.50	145.64	0.11	142.08 %	101,761.90	40.00 %	40,704.76	0.00 %	40,704.76
CDM1	83.10	105.90	0.31	127.44 %	87,001.30	40.00 %	34,800.52	0.00 %	34,800.52
POY1	114.80	145.97	0.09	127.14 %	143,616.30	40.00 %	57,446.52	0.00 %	57,446.52
VCM1	44.84	49.94	0.04	111.36 %	35,748.30	30.00 %	10,724.49	0.00 %	10,724.49
TDM1	58.60	64.45	0.34	109.98 %	39,171.10	25.00 %	9,792.78	0.00 %	9,792.78
ULP1	72.11	77.31	0.09	107.21 %	61,886.20	25.00 %	15,471.55	0.00 %	15,471.55
KKI2	86.69	90.95	0.16	104.92 %	63,688.30	25.00 %	15,922.08	0.00 %	15,922.08
KLM1	72.72	74.03	0.05	101.81 %	75,107.60	25.00 %	18,776.90	0.00 %	18,776.90
CUD1	141.76	143.41	0.06	101.16 %	122,411.20	25.00 %	30,602.80	0.00 %	30,602.80
SJI1	64.38	62.66	0.02	97.33 %	36,661.80	20.00 %	7,332.36	0.00 %	7,332.36
VPM1	28.25	26.19	0.27	92.70 %	16,224.70	15.00 %	2,433.71	0.00 %	2,433.71
MKM1	33.42	30.39	0.11	90.94 %	29,339.10	15.00 %	4,400.87	0.00 %	4,400.87
VPM2	68.02	60.97	0.27	89.63 %	47,839.10	10.00 %	4,783.91	0.00 %	4,783.91
STP1	32.46	27.71	0.35	85.38 %	20,877.90	10.00 %	2,087.79	0.00 %	2,087.79
PRT1	56.42	47.09	0.12	83.46 %	40,919.30	10.00 %	4,091.93	0.00 %	4,091.93
NVL2	74.74	60.37	0.19	80.77 %	48,355.70	10.00 %	4,835.57	0.00 %	4,835.57
TVM2	59.47	46.83	0.00	78.75 %	23,119.40	0.00 %		0.00 %	
TVM1	47.48	33.65	0.52	70.86 %	19,456.00	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	20.87	32.69	0.10	156.68 %	40,087.30	40.00 %	16,034.92	0.00 %	16,034.92
KMD1	22.57	31.13	0.00	137.91 %	49,883.10	40.00 %	19,953.24	0.00 %	19,953.24
CBE6	41.15	55.73	0.09	135.45 %	63,300.60	40.00 %	25,320.24	0.00 %	25,320.24
GBM1	29.49	39.50	0.04	133.95 %	27,685.40	40.00 %	11,074.16	0.00 %	11,074.16
KMR1	94.91	126.31	-0.25	133.08 %	136,872.30	40.00 %	54,748.92	0.00 %	54,748.92
ANR1	10.68	13.91	0.30	130.21 %	16,610.00	40.00 %	6,644.00	0.00 %	6,644.00
KGI1	38.48	49.88	0.00	129.63 %	33,719.10	40.00 %	13,487.64	0.00 %	13,487.64
DPM2	32.82	42.16	0.07	128.47 %	43,592.80	40.00 %	17,437.12	0.00 %	17,437.12
PDM1	21.55	27.43	0.05	127.28 %	29,286.60	40.00 %	11,714.64	0.00 %	11,714.64
AVI1	33.13	39.85	0.30	120.29 %	35,628.50	40.00 %	14,251.40	0.00 %	14,251.40
TPR3	28.41	33.81	-0.10	119.02 %	53,353.80	30.00 %	16,006.14	0.00 %	16,006.14
CBE1	43.24	51.46	-0.09	119.01 %	61,108.70	30.00 %	18,332.61	0.00 %	18,332.61
MPM1	40.72	48.22	0.17	118.41 %	56,576.20	30.00 %	16,972.86	0.00 %	16,972.86
TPR4	28.00	31.88	0.34	113.86 %	25,919.20	30.00 %	7,775.76	0.00 %	7,775.76
CNR1	33.60	37.65	0.00	112.05 %	31,403.70	30.00 %	9,421.11	0.00 %	9,421.11
KGM1	23.04	25.52	0.23	110.73 %	28,061.10	30.00 %	8,418.33	0.00 %	8,418.33
TPR2	69.96	75.25	0.08	107.56 %	58,210.80	25.00 %	14,552.70	0.00 %	14,552.70
CBE2	226.75	241.12	0.19	106.34 %	201,543.80	25.00 %	50,385.95	0.00 %	50,385.95
SUL1	36.40	37.59	0.13	103.28 %	49,549.90	25.00 %	12,387.48	0.00 %	12,387.48
GDR1	31.12	31.70	-0.06	101.85 %	22,387.10	25.00 %	5,596.78	0.00 %	5,596.78
SYM2	31.50	32.03	0.00	101.68 %	30,920.80	25.00 %	7,730.20	0.00 %	7,730.20
CBE4	72.23	65.84	0.03	91.16 %	85,208.90	15.00 %	12,781.34	0.00 %	12,781.34
TPR1	60.60	54.84	0.01	90.50 %	58,272.90	15.00 %	8,740.94	0.00 %	8,740.94
CBE3	26.24	23.30	-0.12	88.79 %	27,606.70	10.00 %	2,760.67	0.00 %	2,760.67
UAM1	85.55	69.36	0.13	81.07 %	57,320.50	10.00 %	5,732.05	0.00 %	5,732.05
PLI1	73.65	59.18	0.00	80.36 %	56,617.00	10.00 %	5,661.70	0.00 %	5,661.70
UMP1	42.34	33.80	0.00	79.83 %	20,306.90	0.00 %		0.00 %	
SNR1	58.74	43.89	0.01	74.71 %	53,861.00	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	36.22	48.79	0.10	134.70 %	37,871.10	40.00 %	15,148.44	0.00 %	15,148.44
BGR1	25.02	33.63	0.17	134.41 %	33,088.80	40.00 %	13,235.52	0.00 %	13,235.52
ARC2	44.64	57.85	0.03	129.60 %	44,842.20	40.00 %	17,936.88	0.00 %	17,936.88
CPT1	28.91	36.05	0.05	124.71 %	36,703.30	40.00 %	14,681.32	0.00 %	14,681.32
AKM1	63.57	78.39	-0.03	123.30 %	80,452.20	40.00 %	32,180.88	0.00 %	32,180.88
TRR1	85.27	103.92	0.05	121.87 %	79,384.30	40.00 %	31,753.72	0.00 %	31,753.72
KPM1	50.17	60.70	0.21	121.00 %	48,219.10	40.00 %	19,287.64	0.00 %	19,287.64
ANI1	28.25	33.81	0.01	119.68 %	27,058.90	30.00 %	8,117.67	0.00 %	8,117.67
SLG1	33.26	38.80	0.00	116.66 %	38,100.00	30.00 %	11,430.00	0.00 %	11,430.00
GDM1	43.74	50.90	0.00	116.37 %	42,362.10	30.00 %	12,708.63	0.00 %	12,708.63
WJP1	44.40	49.97	0.02	112.53 %	45,632.00	30.00 %	13,689.60	0.00 %	13,689.60
VSI1	54.96	58.82	0.15	107.02 %	75,106.00	25.00 %	18,776.50	0.00 %	18,776.50
PLR1	28.46	29.99	0.07	105.40 %	22,439.70	25.00 %	5,609.93	0.00 %	5,609.93
KPM2	160.12	166.14	0.06	103.76 %	111,588.30	25.00 %	27,897.08	0.00 %	27,897.08
TRL1	96.83	99.57	0.37	102.83 %	79,747.00	25.00 %	19,936.75	0.00 %	19,936.75
SBR1	75.66	76.87	0.28	101.60 %	79,863.50	25.00 %	19,965.88	0.00 %	19,965.88
CGM1	48.40	49.06	0.05	101.37 %	34,383.50	25.00 %	8,595.88	0.00 %	8,595.88
CYR1	39.38	38.45	0.01	97.63 %	39,372.20	20.00 %	7,874.44	0.00 %	7,874.44
VEL1	83.00	79.86	0.10	96.22 %	81,724.50	20.00 %	16,344.90	0.00 %	16,344.90
WJD1	58.52	55.07	0.04	94.11 %	49,111.70	15.00 %	7,366.76	0.00 %	7,366.76
UGI1	37.46	35.24	0.06	94.07 %	29,740.90	15.00 %	4,461.14	0.00 %	4,461.14
TRT1	47.45	44.15	0.30	93.04 %	35,694.10	15.00 %	5,354.12	0.00 %	5,354.12
VEL2	97.67	88.55	0.05	90.66 %	87,746.60	15.00 %	13,161.99	0.00 %	13,161.99
ABR1	55.87	50.25	0.29	89.95 %	52,389.40	10.00 %	5,238.94	0.00 %	5,238.94
PTU1	20.79	18.00	0.00	86.55 %	13,197.80	10.00 %	1,319.78	0.00 %	1,319.78

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	33.48	47.66	0.28	142.37 %	37,126.20	40.00 %	14,850.48	0.00 %	14,850.48
PDK1	35.10	48.99	0.04	139.58 %	45,021.40	40.00 %	18,008.56	0.00 %	18,008.56
KIK1	50.44	68.15	-0.24	135.10 %	64,565.00	40.00 %	25,826.00	0.00 %	25,826.00
KRN1	32.00	42.56	-0.04	133.02 %	40,837.50	40.00 %	16,335.00	0.00 %	16,335.00
TVR2	87.01	114.59	0.04	131.69 %	80,962.50	40.00 %	32,385.00	0.00 %	32,385.00
MDI1	90.09	117.84	0.02	130.81 %	94,952.80	40.00 %	37,981.12	0.00 %	37,981.12
MVM1	103.83	135.48	0.03	130.49 %	136,142.30	40.00 %	54,456.92	0.00 %	54,456.92
TTP1	57.12	74.22	0.05	129.94 %	55,510.50	40.00 %	22,204.20	0.00 %	22,204.20
NCK1	25.94	32.20	0.00	124.14 %	22,572.60	40.00 %	9,029.04	0.00 %	9,029.04
TRY3	53.13	65.25	0.05	122.82 %	48,735.40	40.00 %	19,494.16	0.00 %	19,494.16
ORU1	41.17	48.44	0.00	117.66 %	52,738.80	30.00 %	15,821.64	0.00 %	15,821.64
AYR1	44.72	52.24	0.07	116.82 %	37,082.00	30.00 %	11,124.60	0.00 %	11,124.60
JKM1	61.25	69.34	0.11	113.21 %	51,108.60	30.00 %	15,332.58	0.00 %	15,332.58
PBR2	129.27	143.24	-0.09	110.80 %	104,101.10	30.00 %	31,230.33	0.00 %	31,230.33
TNJ2	101.45	109.59	0.19	108.02 %	92,794.50	25.00 %	23,198.63	0.00 %	23,198.63
MSI1	45.72	48.17	0.00	105.37 %	42,884.00	25.00 %	10,721.00	0.00 %	10,721.00
PBR1	41.14	42.34	0.01	102.91 %	29,668.40	25.00 %	7,417.10	0.00 %	7,417.10
KUM1	135.78	139.49	0.10	102.74 %	118,572.30	25.00 %	29,643.08	0.00 %	29,643.08
APM1	33.19	33.90	0.14	102.13 %	33,416.00	25.00 %	8,354.00	0.00 %	8,354.00
TNJ1	137.65	139.73	0.08	101.51 %	101,306.40	25.00 %	25,326.60	0.00 %	25,326.60
PTK1	96.72	95.31	0.37	98.54 %	74,652.80	20.00 %	14,930.56	0.00 %	14,930.56
TYR1	76.76	74.25	0.08	96.73 %	59,325.20	20.00 %	11,865.04	0.00 %	11,865.04
NMM1	44.94	41.72	-0.02	92.84 %	49,012.20	15.00 %	7,351.83	0.00 %	7,351.83
NGT1	76.18	68.56	0.06	90.00 %	54,128.40	10.00 %	5,412.84	0.00 %	5,412.84
TRY1	398.99	329.64	0.08	82.62 %	221,674.30	10.00 %	22,167.43	0.00 %	22,167.43
TRY2	52.79	34.36	0.18	65.08 %	28,934.30	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	27.18	44.32	0.00	163.07 %	43,142.40	40.00 %	17,256.96	0.00 %	17,256.96
SLM2	44.85	63.67	0.11	141.97 %	45,312.80	40.00 %	18,125.12	0.00 %	18,125.12
OML1	50.46	66.14	0.58	131.07 %	50,575.10	40.00 %	20,230.04	0.00 %	20,230.04
PMP1	37.00	47.59	0.05	128.63 %	32,743.70	40.00 %	13,097.48	0.00 %	13,097.48
HRR1	38.82	48.60	0.14	125.19 %	32,247.80	40.00 %	12,899.12	0.00 %	12,899.12
TRM1	57.42	71.54	0.01	124.60 %	62,115.00	40.00 %	24,846.00	0.00 %	24,846.00
ATU1	63.17	78.17	0.14	123.75 %	54,672.80	40.00 %	21,869.12	0.00 %	21,869.12
TCG1	29.08	35.20	0.00	121.05 %	23,533.50	40.00 %	9,413.40	0.00 %	9,413.40
PLC1	35.32	42.55	0.00	120.47 %	41,227.50	40.00 %	16,491.00	0.00 %	16,491.00
KVP1	30.89	36.78	0.00	119.06 %	30,669.00	30.00 %	9,200.70	0.00 %	9,200.70
VPD1	52.17	61.27	0.06	117.44 %	66,526.40	30.00 %	19,957.92	0.00 %	19,957.92
EDP1	28.19	31.68	0.24	112.39 %	18,977.40	30.00 %	5,693.22	0.00 %	5,693.22
MCR1	51.27	57.54	0.00	112.21 %	58,112.90	30.00 %	17,433.87	0.00 %	17,433.87
KRI1	50.42	56.47	0.12	112.00 %	45,712.80	30.00 %	13,713.84	0.00 %	13,713.84
DPR1	28.49	31.68	0.04	111.20 %	24,946.30	30.00 %	7,483.89	0.00 %	7,483.89
EPI1	43.76	48.08	0.18	109.88 %	43,877.50	25.00 %	10,969.38	0.00 %	10,969.38
NKL2	65.50	71.59	-0.03	109.30 %	77,610.20	25.00 %	19,402.55	0.00 %	19,402.55
RSP1	41.51	44.92	0.42	108.20 %	49,877.60	25.00 %	12,469.40	0.00 %	12,469.40
BMD1	38.96	41.07	0.00	105.42 %	37,118.90	25.00 %	9,279.73	0.00 %	9,279.73
HSR2	102.19	107.12	0.17	104.83 %	83,824.30	25.00 %	20,956.08	0.00 %	20,956.08
SLM3	80.04	81.05	0.10	101.26 %	60,958.30	25.00 %	15,239.58	0.00 %	15,239.58
CMI1	22.36	22.55	0.00	100.82 %	28,620.40	25.00 %	7,155.10	0.00 %	7,155.10
DPR2	36.04	35.80	0.00	99.33 %	31,101.60	20.00 %	6,220.32	0.00 %	6,220.32
SLM1	147.54	145.32	0.00	98.50 %	94,446.30	20.00 %	18,889.26	0.00 %	18,889.26
ERD2	88.43	82.98	0.10	93.84 %	96,516.20	15.00 %	14,477.43	0.00 %	14,477.43
PDR1	23.73	22.11	0.16	93.14 %	28,992.60	15.00 %	4,348.89	0.00 %	4,348.89
HSR1	77.89	70.77	0.02	90.86 %	71,042.60	15.00 %	10,656.39	0.00 %	10,656.39
SGG1	18.29	16.58	0.00	90.65 %	15,059.00	15.00 %	2,258.85	0.00 %	2,258.85
VKL1	30.68	25.85	0.04	84.26 %	31,056.50	10.00 %	3,105.65	0.00 %	3,105.65
ERD1	98.33	75.13	0.11	76.41 %	65,184.30	0.00 %		0.00 %	
APN1	40.96	31.29	0.23	76.37 %	38,825.50	0.00 %		0.00 %	
MTR1	73.25	55.61	0.06	75.92 %	60,163.60	0.00 %		0.00 %	
KMM1	36.58	27.37	0.19	74.82 %	27,897.70	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	32.41	37.59	0.00	115.98 %	28,939.10	30.00 %	8,681.73	0.00 %	8,681.73
TVP1	99.19	92.86	0.25	93.63 %	64,985.60	15.00 %	9,747.84	0.00 %	9,747.84

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	22.59	66.86	0.11	295.92 %	88,962.30	40.00 %	35,584.92	0.00 %	35,584.92
ERL1	4.37	8.19	0.47	187.44 %	9,890.00	40.00 %	3,956.00	0.00 %	3,956.00
ERL2	45.75	85.71	0.07	187.35 %	66,068.20	40.00 %	26,427.28	0.00 %	26,427.28
TKS2	101.33	138.22	0.57	136.40 %	100,059.00	40.00 %	40,023.60	0.00 %	40,023.60
ASM1	40.11	50.10	0.26	124.88 %	57,549.70	40.00 %	23,019.88	0.00 %	23,019.88
TKS1	90.60	111.95	0.16	123.56 %	114,416.20	40.00 %	45,766.48	0.00 %	45,766.48
PKD1	60.30	74.16	0.18	122.99 %	62,493.60	40.00 %	24,997.44	0.00 %	24,997.44
KGL1	40.24	43.63	0.12	108.41 %	33,458.70	25.00 %	8,364.68	0.00 %	8,364.68
TVL1	294.52	314.26	0.27	106.70 %	254,421.00	25.00 %	63,605.25	0.00 %	63,605.25
KVT1	143.01	152.01	0.03	106.30 %	174,759.50	25.00 %	43,689.88	0.00 %	43,689.88
STU2	31.03	32.58	0.94	105.01 %	24,170.40	25.00 %	6,042.60	0.00 %	6,042.60
KYR1	34.43	35.73	0.48	103.78 %	32,755.80	25.00 %	8,188.95	0.00 %	8,188.95
RPM1	87.56	90.86	0.26	103.76 %	90,280.00	25.00 %	22,570.00	0.00 %	22,570.00
SDI1	41.80	43.11	0.37	103.15 %	36,052.80	25.00 %	9,013.20	0.00 %	9,013.20
KSM1	26.25	26.91	0.00	102.51 %	17,672.30	25.00 %	4,418.08	0.00 %	4,418.08
RND1	90.24	92.12	0.31	102.08 %	95,014.30	25.00 %	23,753.58	0.00 %	23,753.58
VNR2	157.44	160.35	0.17	101.85 %	152,580.30	25.00 %	38,145.08	0.00 %	38,145.08
TKY1	51.43	51.85	0.03	100.82 %	49,991.50	25.00 %	12,497.88	0.00 %	12,497.88
TCN1	75.04	75.57	0.37	100.72 %	82,435.20	25.00 %	20,608.80	0.00 %	20,608.80
VNR1	38.85	39.11	0.00	100.68 %	35,064.60	25.00 %	8,766.15	0.00 %	8,766.15
UDN1	37.92	36.44	0.34	96.10 %	32,070.20	20.00 %	6,414.04	0.00 %	6,414.04
TUT1	332.25	312.94	0.09	94.19 %	340,680.90	15.00 %	51,102.14	0.00 %	51,102.14
VLY1	103.41	96.95	0.25	93.75 %	69,715.80	15.00 %	10,457.37	0.00 %	10,457.37
SVK1	93.24	87.01	0.10	93.32 %	71,723.50	15.00 %	10,758.53	0.00 %	10,758.53
PDI1	43.71	40.25	0.03	92.08 %	37,527.10	15.00 %	5,629.07	0.00 %	5,629.07
TUT2	125.42	114.55	0.41	91.33 %	82,707.00	15.00 %	12,406.05	0.00 %	12,406.05
SNL1	59.98	54.33	0.48	90.57 %	35,678.80	15.00 %	5,351.82	0.00 %	5,351.82
APK1	68.79	62.14	0.06	90.33 %	79,181.00	15.00 %	11,877.15	0.00 %	11,877.15
ARM1	29.02	26.14	1.08	90.07 %	21,459.80	10.00 %	2,145.98	0.00 %	2,145.98
SGT1	31.91	25.56	0.00	80.10 %	19,330.60	10.00 %	1,933.06	0.00 %	1,933.06
MAR1	109.43	86.74	0.10	79.27 %	63,815.50	0.00 %		0.00 %	
COL1	24.36	18.38	0.01	75.44 %	17,203.10	0.00 %		0.00 %	
TVL2	36.57	27.20	0.16	74.38 %	15,433.30	0.00 %		0.00 %	
MMT1	57.00	37.77	0.42	66.27 %	34,050.70	0.00 %		0.00 %	
TYI1	74.67	47.02	0.49	62.97 %	59,427.70	0.00 %		0.00 %	
VKM1	61.35	31.77	0.27	51.79 %	39,252.80	0.00 %		0.00 %	
NGR1	262.45	121.07	0.28	46.13 %	69,218.70	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	46.60	62.63	0.02	134.40 %	53,887.50	40.00 %	21,555.00	0.00 %	21,555.00
TEN2	43.87	57.02	0.25	129.99 %	36,965.80	40.00 %	14,786.32	0.00 %	14,786.32
ADP1	36.70	46.50	0.01	126.69 %	45,031.50	40.00 %	18,012.60	0.00 %	18,012.60
DKI1	52.33	65.43	0.30	125.02 %	88,161.40	40.00 %	35,264.56	0.00 %	35,264.56
PKM1	27.56	31.59	0.06	114.64 %	31,119.00	30.00 %	9,335.70	0.00 %	9,335.70
SVG1	46.76	51.83	0.14	110.85 %	66,092.30	30.00 %	19,827.69	0.00 %	19,827.69
TPT1	51.63	56.88	-0.20	110.18 %	84,246.40	30.00 %	25,273.92	0.00 %	25,273.92
PVI1	49.40	54.28	0.29	109.88 %	65,445.20	25.00 %	16,361.30	0.00 %	16,361.30
DGL2	41.12	43.88	0.04	106.71 %	44,185.60	25.00 %	11,046.40	0.00 %	11,046.40
MDU6	93.31	99.11	0.13	106.21 %	80,332.00	25.00 %	20,083.00	0.00 %	20,083.00
CBM1	63.98	66.62	0.05	104.13 %	69,577.50	25.00 %	17,394.38	0.00 %	17,394.38
MDU2	118.92	123.63	0.17	103.96 %	106,762.30	25.00 %	26,690.58	0.00 %	26,690.58
USL1	60.79	61.55	0.16	101.24 %	55,881.90	25.00 %	13,970.48	0.00 %	13,970.48
BNR1	40.36	40.50	0.07	100.35 %	42,968.20	25.00 %	10,742.05	0.00 %	10,742.05
PNI1	27.70	27.57	0.37	99.52 %	22,824.50	20.00 %	4,564.90	0.00 %	4,564.90
NKI1	32.42	31.77	0.11	98.00 %	38,711.70	20.00 %	7,742.34	0.00 %	7,742.34
TMM1	70.90	69.40	-0.04	97.89 %	48,023.20	20.00 %	9,604.64	0.00 %	9,604.64
DGL1	143.23	138.69	0.40	96.83 %	123,329.90	20.00 %	24,665.98	0.00 %	24,665.98
SGP1	41.11	39.43	0.13	95.92 %	71,239.40	20.00 %	14,247.88	0.00 %	14,247.88
PNV1	26.46	25.34	0.00	95.78 %	24,772.60	20.00 %	4,954.52	0.00 %	4,954.52
MPA1	55.64	52.59	0.07	94.53 %	64,671.80	15.00 %	9,700.77	0.00 %	9,700.77
TDI1	39.99	36.24	0.14	90.63 %	44,618.90	15.00 %	6,692.84	0.00 %	6,692.84
MDU4	60.78	54.86	0.14	90.26 %	46,201.60	15.00 %	6,930.24	0.00 %	6,930.24
BTU1	26.61	23.71	0.62	89.11 %	27,296.80	10.00 %	2,729.68	0.00 %	2,729.68
CMR1	32.76	29.02	0.03	88.60 %	21,099.80	10.00 %	2,109.98	0.00 %	2,109.98
TEN1	62.74	54.68	0.37	87.15 %	41,791.00	10.00 %	4,179.10	0.00 %	4,179.10
MDU1	301.75	252.50	0.15	83.68 %	191,778.30	10.00 %	19,177.83	0.00 %	19,177.83
ATG1	92.85	77.10	0.08	83.04 %	86,729.50	10.00 %	8,672.95	0.00 %	8,672.95
ODM1	34.66	28.67	0.00	82.71 %	23,546.70	10.00 %	2,354.67	0.00 %	2,354.67
NTM1	38.44	31.62	0.21	82.26 %	25,803.40	10.00 %	2,580.34	0.00 %	2,580.34
KKD2	65.72	53.49	0.16	81.39 %	67,980.90	10.00 %	6,798.09	0.00 %	6,798.09
MNM1	32.18	25.98	0.10	80.73 %	32,632.20	10.00 %	3,263.22	0.00 %	3,263.22
KPT1	39.21	30.28	0.01	77.23 %	28,999.50	0.00 %		0.00 %	
KRR1	47.00	35.58	0.00	75.70 %	44,928.90	0.00 %		0.00 %	
MDU5	57.08	38.71	0.07	67.82 %	50,244.50	0.00 %		0.00 %	
MDU3	74.67	45.92	0.49	61.50 %	39,000.20	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	28.14	34.12	0.58	121.23 %	33,402.40	40.00 %	13,360.96	0.00 %	13,360.96
CH44	71.16	83.92	0.21	117.93 %	65,608.30	30.00 %	19,682.49	0.00 %	19,682.49
MJR1	102.53	115.49	0.19	112.64 %	83,402.50	30.00 %	25,020.75	0.00 %	25,020.75
CH12	119.10	127.59	0.50	107.13 %	112,314.40	25.00 %	28,078.60	0.00 %	28,078.60
UK11	48.99	52.39	0.50	106.95 %	42,641.20	25.00 %	10,660.30	0.00 %	10,660.30
CH34	95.94	100.53	0.14	104.78 %	79,837.60	25.00 %	19,959.40	0.00 %	19,959.40
MC05	33.51	34.87	0.01	104.06 %	11,931.60	25.00 %	2,982.90	0.00 %	2,982.90
CH23	45.89	47.34	0.03	103.17 %	35,736.40	25.00 %	8,934.10	0.00 %	8,934.10
CH43	66.48	68.03	0.21	102.32 %	67,164.60	25.00 %	16,791.15	0.00 %	16,791.15
CH41	75.06	73.89	0.35	98.45 %	65,978.10	20.00 %	13,195.62	0.00 %	13,195.62
CH06	94.80	92.75	0.08	97.84 %	89,420.00	20.00 %	17,884.00	0.00 %	17,884.00
CH17	50.75	49.10	0.26	96.73 %	58,092.50	20.00 %	11,618.50	0.00 %	11,618.50
CH03	225.09	215.93	0.25	95.93 %	196,055.50	20.00 %	39,211.10	0.00 %	39,211.10
PON1	52.07	49.84	0.29	95.72 %	49,173.90	20.00 %	9,834.78	0.00 %	9,834.78
CH31	35.69	33.38	0.40	93.53 %	32,976.40	15.00 %	4,946.46	0.00 %	4,946.46
CH33	86.88	81.14	0.25	93.39 %	71,641.70	15.00 %	10,746.26	0.00 %	10,746.26
CH32	20.99	19.40	2.64	92.40 %	14,636.30	15.00 %	2,195.45	0.00 %	2,195.45
CH15	253.15	230.11	0.22	90.90 %	193,240.30	15.00 %	28,986.05	0.00 %	28,986.05
CH20	126.53	113.02	0.16	89.32 %	84,525.00	10.00 %	8,452.50	0.00 %	8,452.50
CH18	123.53	109.30	0.16	88.48 %	125,712.30	10.00 %	12,571.23	0.00 %	12,571.23
GPD1	78.58	68.31	0.08	86.93 %	41,446.90	10.00 %	4,144.69	0.00 %	4,144.69
CH21	164.84	140.20	0.22	85.05 %	105,693.10	10.00 %	10,569.31	0.00 %	10,569.31
CH36	41.61	31.59	0.12	75.94 %	24,973.90	0.00 %		0.00 %	
CH46	51.16	38.05	0.48	74.38 %	35,845.50	0.00 %		0.00 %	
CH09	97.51	71.52	0.08	73.35 %	60,553.40	0.00 %		0.00 %	
MC06	25.00	17.33	0.04	69.35 %	10,058.90	0.00 %		0.00 %	
CH24	96.21	59.88	0.31	62.24 %	65,923.80	0.00 %		0.00 %	
MC08	11.51	3.20	0.00	27.80 %	842.60	0.00 %		0.00 %	
CH01	12.00	1.87	0.00	15.61 %	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	33.14	42.78	0.09	129.08 %	34,408.00	40.00 %	13,763.20	0.00 %	13,763.20
CH30	109.31	138.01	0.27	126.25 %	74,770.40	40.00 %	29,908.16	0.00 %	29,908.16
MRM1	65.49	78.63	0.06	120.06 %	73,984.50	40.00 %	29,593.80	0.00 %	29,593.80
TKM1	41.96	48.67	0.17	116.01 %	52,443.90	30.00 %	15,733.17	0.00 %	15,733.17
GUD2	73.85	81.59	0.03	110.48 %	58,136.90	30.00 %	17,441.07	0.00 %	17,441.07
CH48	103.31	111.86	0.08	108.28 %	147,486.20	25.00 %	36,871.55	0.00 %	36,871.55
CH28	95.38	100.11	0.10	104.97 %	135,515.60	25.00 %	33,878.90	0.00 %	33,878.90
GUD1	83.77	87.03	0.31	103.90 %	108,396.30	25.00 %	27,099.08	0.00 %	27,099.08
CH45	78.32	78.77	0.17	100.57 %	77,645.20	25.00 %	19,411.30	0.00 %	19,411.30
CH35	64.51	64.67	0.13	100.26 %	48,525.60	25.00 %	12,131.40	0.00 %	12,131.40
CH11	95.40	93.98	0.37	98.51 %	75,625.80	20.00 %	15,125.16	0.00 %	15,125.16
CH19	131.31	129.02	0.28	98.26 %	121,856.70	20.00 %	24,371.34	0.00 %	24,371.34
CH05	159.21	154.75	0.11	97.20 %	126,520.90	20.00 %	25,304.18	0.00 %	25,304.18
KNR1	63.53	60.17	0.02	94.71 %	56,025.10	15.00 %	8,403.77	0.00 %	8,403.77
AVD1	104.53	98.51	0.32	94.24 %	76,642.40	15.00 %	11,496.36	0.00 %	11,496.36
CH08	163.59	152.67	0.40	93.32 %	196,603.50	15.00 %	29,490.53	0.00 %	29,490.53
CH38	63.33	58.00	0.12	91.58 %	76,096.00	15.00 %	11,414.40	0.00 %	11,414.40
CH14	192.65	174.05	0.29	90.35 %	150,219.50	15.00 %	22,532.93	0.00 %	22,532.93
CH16	189.20	170.65	0.21	90.20 %	177,920.50	15.00 %	26,688.08	0.00 %	26,688.08
MC10	29.19	26.14	0.07	89.55 %	12,972.30	10.00 %	1,297.23	0.00 %	1,297.23
SKL1	62.80	52.92	0.24	84.27 %	70,125.20	10.00 %	7,012.52	0.00 %	7,012.52
CH26	30.64	24.65	0.00	80.44 %	21,492.20	10.00 %	2,149.22	0.00 %	2,149.22
CH07	137.27	109.59	0.36	79.84 %	100,821.60	0.00 %		0.00 %	
CH22	96.15	76.56	0.08	79.63 %	77,609.40	0.00 %		0.00 %	
CH42	145.23	113.22	0.22	77.96 %	111,450.60	0.00 %		0.00 %	
CH39	64.53	46.14	0.23	71.51 %	53,057.50	0.00 %		0.00 %	
CH40	69.34	48.49	0.16	69.92 %	24,195.00	0.00 %		0.00 %	
CGL1	79.98	47.80	0.44	59.76 %	45,807.00	0.00 %		0.00 %	
MC09	18.80	10.15	0.00	53.99 %	7,431.80	0.00 %		0.00 %	
CH29	33.17	13.61	0.95	41.04 %	15,066.60	0.00 %		0.00 %	
MC02	24.34	5.39	0.00	22.15 %	2,963.00	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 %	