

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
16,464.71 L	11,001.49 L	66.82 %	23.18 %	109.99 L

Note : Sales Period is From :01-Sep-2025 To :17-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	175.77	226.38	128.79 %	0.00	23.18 %	0.00
WEST-02	1,470.10	1,058.28	71.99 %	0.00	23.18 %	0.00
TRICHY-01	1,693.03	1,214.99	71.76 %	0.00	23.18 %	0.00
WEST-01	1,208.30	838.79	69.42 %	0.00	23.18 %	0.00
NORTH ARCOT	1,316.90	889.77	67.57 %	0.00	23.18 %	0.00
SOUTH-03	1,906.98	1,253.30	65.72 %	0.00	23.18 %	0.00
CHENNAI-01	2,256.31	1,457.91	64.61 %	0.00	23.18 %	0.00
SOUTH-01	2,991.65	1,876.50	62.72 %	0.00	23.18 %	0.00
SOUTH ARCOT	1,303.15	792.35	60.80 %	0.00	23.18 %	0.00
CHENNAI-02	2,142.51	1,274.38	59.48 %	0.00	23.18 %	0.00
OTHERS	0.00	118.85	0.00 %	0.00	0.00 %	0.00
Total	16,464.71	11,001.49	66.82 %		23.18 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	175.77	226.38	128.79%	60,000.00	23.18 %	80,000.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	309.92	265.67	85.72%	0.00	23.18 %	40,000.00
	HSR1	293.90	242.31	82.45%	0.00	23.18 %	30,000.00
	SLM1	458.90	309.31	67.40%	0.00	23.18 %	0.00
	ERD1	407.39	241.00	59.16%	0.00	23.18 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	298.12	224.91	75.44%	0.00	23.18 %	15,000.00
	TNJ1	377.00	277.06	73.49%	0.00	23.18 %	15,000.00
	KUM1	357.31	256.09	71.67%	0.00	23.18 %	15,000.00
	TRY1	660.60	456.92	69.17%	0.00	23.18 %	30,000.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	227.47	172.62	75.89%	0.00	23.18 %	7,500.00
	TPR4	147.98	109.71	74.14%	0.00	23.18 %	7,500.00
	PLI1	150.70	106.95	70.96%	0.00	23.18 %	7,500.00
	CBE1	521.87	369.65	70.83%	0.00	23.18 %	22,500.00
	TPR1	160.28	79.86	49.83%	0.00	23.18 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	487.79	336.61	69.01%	0.00	23.18 %	0.00
	NA03	377.41	257.81	68.31%	0.00	23.18 %	0.00
	NA02	451.70	295.35	65.39%	0.00	23.18 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	375.61	307.16	81.77%	0.00	23.18 %	45,000.00
	SVG1	326.29	224.83	68.91%	0.00	23.18 %	0.00
	MDU2	568.49	353.81	62.24%	0.00	23.18 %	0.00
	KRR1	66.19	38.45	58.09%	0.00	23.18 %	0.00
	DGL1	570.39	329.05	57.69%	0.00	23.18 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	441.06	302.68	68.62%	0.00	23.18 %	0.00
	CH05	573.17	373.66	65.19%	0.00	23.18 %	0.00
	CH06	719.00	464.45	64.60%	0.00	23.18 %	0.00
	CH08	523.08	317.11	60.62%	0.00	23.18 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	470.11	364.28	77.49%	0.00	23.18 %	45,000.00
	TKS1	445.20	339.87	76.34%	0.00	23.18 %	22,500.00
	TUT1	604.52	449.64	74.38%	0.00	23.18 %	30,000.00
	VNR1	383.53	228.55	59.59%	0.00	23.18 %	0.00
	KVT1	502.27	295.94	58.92%	0.00	23.18 %	0.00
	TVL1	586.02	198.22	33.82%	0.00	23.18 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	426.29	269.13	63.13%	0.00	23.18 %	0.00
	SA02	468.67	282.51	60.28%	0.00	23.18 %	0.00
	SA03	408.20	240.71	58.97%	0.00	23.18 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	584.66	391.69	66.99%	0.00	23.18 %	0.00
	CH01	550.91	339.20	61.57%	0.00	23.18 %	0.00
	CH07	560.22	310.88	55.49%	0.00	23.18 %	0.00
	CH09	446.72	232.61	52.07%	0.00	23.18 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.56	0.00%	0.00	0.00 %	0.00
	CH02	0.00	64.58	0.00%	0.00	0.00 %	0.00
	HO01	0.00	14.23	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	9.70	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	9.32	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	6.65	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	9.12	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	34.67	57.56	0.03	166.02 %	42,255.50	40.00 %	16,902.20	23.18 %	16,902.20
TVP1	94.40	130.15	0.37	137.87 %	76,604.60	40.00 %	30,641.84	23.18 %	30,641.84
KLR1	46.70	38.67	0.03	82.80 %	33,456.40	10.00 %	3,345.64	23.18 %	8,364.10

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PMP1	30.42	36.04	0.14	118.46 %	22,546.60	30.00 %	6,763.98	23.18 %	9,018.64
SGI1	26.74	30.44	0.00	113.84 %	32,370.80	30.00 %	9,711.24	23.18 %	12,948.32
TRM1	61.68	67.15	0.00	108.86 %	64,100.60	25.00 %	16,025.15	23.18 %	25,640.24
OML1	40.34	41.05	0.13	101.77 %	38,945.60	25.00 %	9,736.40	23.18 %	15,578.24
MCR1	38.64	36.76	0.02	95.12 %	39,821.30	20.00 %	7,964.26	23.18 %	15,928.52
EDP1	19.11	16.12	0.00	84.38 %	10,148.70	10.00 %	1,014.87	23.18 %	2,537.18
PLC1	28.26	23.52	0.11	83.22 %	17,714.90	10.00 %	1,771.49	23.18 %	4,428.73
APN1	34.23	28.41	0.00	83.02 %	34,444.90	10.00 %	3,444.49	23.18 %	8,611.23
BMD1	28.43	23.46	0.00	82.52 %	28,148.60	10.00 %	2,814.86	23.18 %	7,037.15
VPD1	49.15	40.29	0.03	81.96 %	53,589.50	10.00 %	5,358.95	23.18 %	13,397.38
HRR1	35.44	27.99	0.00	78.98 %	19,429.30	0.00 %		23.18 %	4,857.33
VKL1	26.20	20.48	0.02	78.19 %	20,280.20	0.00 %		23.18 %	5,070.05
DPR1	24.51	19.02	0.00	77.60 %	16,287.10	0.00 %		23.18 %	4,071.78
HSR2	85.34	65.45	0.05	76.70 %	51,143.50	0.00 %		23.18 %	10,228.70
HSR1	54.47	41.39	0.14	75.99 %	41,231.40	0.00 %		23.18 %	8,246.28
ATU1	55.98	40.14	0.00	71.71 %	31,588.20	0.00 %		23.18 %	4,738.23
SLM2	43.72	31.03	0.05	70.97 %	28,575.50	0.00 %		23.18 %	4,286.33
ERD2	70.62	49.05	0.09	69.45 %	70,465.50	0.00 %		23.18 %	10,569.83
SLM3	68.62	46.88	0.14	68.32 %	32,188.30	0.00 %		23.18 %	3,218.83
KVP1	30.87	20.75	0.10	67.21 %	22,374.70	0.00 %		23.18 %	2,237.47
EPI1	39.92	26.77	0.03	67.05 %	29,996.00	0.00 %		23.18 %	2,999.60
KRI1	37.80	24.72	0.11	65.41 %	16,977.10	0.00 %		23.18 %	1,697.71
MTR1	48.57	31.10	0.00	64.02 %	28,310.30	0.00 %		23.18 %	2,831.03
NKL2	72.03	44.58	0.05	61.89 %	59,277.60	0.00 %		23.18 %	5,927.76
DPR2	32.29	19.14	0.00	59.27 %	15,310.50	0.00 %		23.18 %	
TCG1	34.02	20.14	0.00	59.20 %	17,083.80	0.00 %		23.18 %	
RSP1	38.62	22.46	0.01	58.15 %	26,215.00	0.00 %		23.18 %	
ERD1	67.58	38.46	0.13	56.91 %	42,385.80	0.00 %		23.18 %	
CMI1	22.53	12.64	0.00	56.09 %	16,387.10	0.00 %		23.18 %	
SLM1	148.17	79.66	0.11	53.76 %	55,253.80	0.00 %		23.18 %	
KMM1	28.68	14.11	0.27	49.20 %	17,454.40	0.00 %		23.18 %	
PDR1	26.46	12.33	0.02	46.59 %	17,089.10	0.00 %		23.18 %	
SGG1	20.64	6.75	0.40	32.71 %	7,545.20	0.00 %		23.18 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	28.32	30.40	0.00	107.36 %	26,873.70	25.00 %	6,718.43	23.18 %	10,749.48
MSI1	29.94	28.28	0.11	94.46 %	30,258.10	15.00 %	4,538.72	23.18 %	12,103.24
ORU1	33.90	31.53	0.35	93.01 %	33,322.20	15.00 %	4,998.33	23.18 %	13,328.88
TYR1	58.26	51.81	0.00	88.92 %	38,458.80	10.00 %	3,845.88	23.18 %	11,537.64
KRN1	28.92	24.96	0.00	86.33 %	29,395.90	10.00 %	2,939.59	23.18 %	8,818.77
TVR1	28.38	24.18	0.00	85.20 %	23,302.30	10.00 %	2,330.23	23.18 %	6,990.69
PTK1	69.15	57.72	0.22	83.47 %	57,624.40	10.00 %	5,762.44	23.18 %	14,406.10
NGT1	61.83	51.35	0.01	83.05 %	48,226.00	10.00 %	4,822.60	23.18 %	12,056.50
TTP1	44.22	34.14	0.02	77.22 %	33,217.30	0.00 %		23.18 %	8,304.33
TVR2	76.28	58.15	0.19	76.23 %	50,304.60	0.00 %		23.18 %	10,060.92
AYR1	41.21	30.82	0.00	74.77 %	26,181.90	0.00 %		23.18 %	5,236.38
MVM1	78.28	58.16	0.12	74.29 %	73,212.20	0.00 %		23.18 %	14,642.44
MDI1	50.74	37.50	0.00	73.90 %	40,430.00	0.00 %		23.18 %	8,086.00
PBR2	100.61	72.38	0.19	71.94 %	58,597.40	0.00 %		23.18 %	8,789.61
KIK1	55.10	38.97	0.00	70.73 %	35,303.70	0.00 %		23.18 %	5,295.56
TRY1	341.60	239.25	0.07	70.04 %	166,117.90	0.00 %		23.18 %	24,917.69
TNJ2	75.42	52.62	0.34	69.76 %	47,948.00	0.00 %		23.18 %	7,192.20
KUM1	92.42	63.48	0.11	68.68 %	64,217.30	0.00 %		23.18 %	6,421.73
JKM1	49.22	31.84	0.38	64.69 %	30,976.00	0.00 %		23.18 %	3,097.60
NMM1	42.13	27.08	0.13	64.29 %	38,364.10	0.00 %		23.18 %	3,836.41
NCK1	32.72	20.29	0.00	61.99 %	21,921.50	0.00 %		23.18 %	2,192.15
TNJ1	114.13	67.77	0.10	59.38 %	56,740.50	0.00 %		23.18 %	
APM1	30.06	17.11	0.51	56.94 %	20,429.50	0.00 %		23.18 %	
PBR1	33.83	18.81	0.00	55.59 %	16,902.70	0.00 %		23.18 %	
TRY2	33.48	16.16	0.00	48.26 %	11,951.20	0.00 %		23.18 %	
TRY3	62.87	30.23	0.19	48.08 %	27,076.00	0.00 %		23.18 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	18.54	26.18	0.05	141.22 %	32,810.50	40.00 %	13,124.20	23.18 %	13,124.20
KMR1	60.77	63.81	0.40	105.00 %	72,549.50	25.00 %	18,137.38	23.18 %	29,019.80
CBE3	16.65	14.58	0.01	87.56 %	22,689.90	10.00 %	2,268.99	23.18 %	6,806.97
KGM1	22.51	19.41	0.49	86.24 %	20,065.20	10.00 %	2,006.52	23.18 %	6,019.56
KGI1	33.72	28.52	0.00	84.58 %	20,618.80	10.00 %	2,061.88	23.18 %	6,185.64
CBE5	28.55	23.99	0.08	84.04 %	46,697.70	10.00 %	4,669.77	23.18 %	11,674.43
SNR1	38.58	32.27	0.24	83.64 %	41,079.20	10.00 %	4,107.92	23.18 %	10,269.80
PDM1	19.54	16.14	0.01	82.60 %	18,628.70	10.00 %	1,862.87	23.18 %	4,657.18
GDR1	27.78	22.74	0.01	81.88 %	16,642.30	10.00 %	1,664.23	23.18 %	4,160.58
SYM2	22.47	18.36	0.00	81.70 %	23,087.50	10.00 %	2,308.75	23.18 %	5,771.88
UAM1	70.43	57.18	0.00	81.19 %	50,758.60	10.00 %	5,075.86	23.18 %	12,689.65
ANR1	11.36	9.06	0.01	79.77 %	12,071.00	0.00 %		23.18 %	3,017.75
DPM2	28.58	21.55	0.00	75.39 %	28,566.20	0.00 %		23.18 %	5,713.24
KMD1	30.85	22.12	0.00	71.72 %	40,324.70	0.00 %		23.18 %	6,048.71
GBM1	29.60	21.17	0.09	71.53 %	19,099.50	0.00 %		23.18 %	2,864.93
CNR1	28.44	20.29	0.00	71.34 %	19,139.40	0.00 %		23.18 %	2,870.91
TPR3	34.50	23.86	0.07	69.15 %	43,195.70	0.00 %		23.18 %	4,319.57
CBE6	48.34	32.86	0.00	67.98 %	42,144.40	0.00 %		23.18 %	4,214.44
CBE2	186.57	125.47	0.11	67.25 %	123,620.20	0.00 %		23.18 %	12,362.02
UMP1	29.06	19.46	0.00	66.96 %	19,210.10	0.00 %		23.18 %	1,921.01
CBE1	38.72	24.63	0.00	63.61 %	37,061.00	0.00 %		23.18 %	3,706.10
AVI1	31.80	19.80	0.35	62.27 %	22,843.00	0.00 %		23.18 %	2,284.30
MPM1	36.26	21.76	0.18	60.02 %	32,976.80	0.00 %		23.18 %	
TPR1	53.27	31.90	0.13	59.89 %	28,448.30	0.00 %		23.18 %	
SUL1	26.67	15.89	0.05	59.57 %	25,330.10	0.00 %		23.18 %	
PLI1	51.02	30.39	0.26	59.56 %	36,559.20	0.00 %		23.18 %	
CBE4	77.01	36.15	0.08	46.95 %	47,801.80	0.00 %		23.18 %	
TPR4	34.21	15.13	0.00	44.24 %	16,022.90	0.00 %		23.18 %	
TPR2	72.51	24.10	0.20	33.24 %	21,949.30	0.00 %		23.18 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	33.81	31.36	0.02	92.75 %	27,169.80	15.00 %	4,075.47	23.18 %	10,867.92
ABR1	46.82	42.43	0.09	90.61 %	41,555.50	15.00 %	6,233.33	23.18 %	12,466.65
BGR1	29.44	25.19	0.00	85.55 %	26,393.90	10.00 %	2,639.39	23.18 %	7,918.17
WJP1	39.55	32.18	0.07	81.36 %	29,056.80	10.00 %	2,905.68	23.18 %	7,264.20
ANI1	29.61	24.09	0.15	81.33 %	23,543.40	10.00 %	2,354.34	23.18 %	5,885.85
SBR1	71.73	56.17	0.09	78.31 %	66,713.80	0.00 %		23.18 %	16,678.45
VEL2	77.63	60.64	0.01	78.12 %	63,915.80	0.00 %		23.18 %	15,978.95
KPM2	141.91	108.23	0.02	76.26 %	86,673.70	0.00 %		23.18 %	17,334.74
VSI1	40.90	30.93	0.07	75.63 %	38,612.80	0.00 %		23.18 %	7,722.56
AKM1	49.88	35.74	0.19	71.65 %	38,821.10	0.00 %		23.18 %	5,823.17
ARC2	59.92	41.67	0.21	69.54 %	37,040.30	0.00 %		23.18 %	5,556.05
TRR1	77.25	52.88	0.24	68.45 %	44,917.20	0.00 %		23.18 %	4,491.72
CYR1	30.75	20.63	0.11	67.07 %	20,968.60	0.00 %		23.18 %	2,096.86
PTU1	17.78	11.90	0.00	66.94 %	10,072.20	0.00 %		23.18 %	1,007.22
UGI1	30.65	19.90	0.00	64.93 %	16,359.50	0.00 %		23.18 %	1,635.95
TRL1	97.74	61.84	0.18	63.27 %	73,797.10	0.00 %		23.18 %	7,379.71
CPT1	23.01	14.51	0.01	63.04 %	19,887.80	0.00 %		23.18 %	1,988.78
GDM1	44.34	27.83	0.24	62.77 %	28,244.40	0.00 %		23.18 %	2,824.44
SLG1	29.53	17.58	0.00	59.51 %	19,285.50	0.00 %		23.18 %	
KPM1	52.54	29.25	0.16	55.67 %	27,761.90	0.00 %		23.18 %	
VEL1	76.84	42.00	0.09	54.66 %	42,987.10	0.00 %		23.18 %	
TRT1	36.62	19.80	0.21	54.06 %	15,883.20	0.00 %		23.18 %	
WJD1	83.62	44.83	0.19	53.61 %	48,214.80	0.00 %		23.18 %	
CGM1	58.98	26.06	0.00	44.18 %	20,188.00	0.00 %		23.18 %	
PLR1	36.02	12.15	0.00	33.72 %	10,743.10	0.00 %		23.18 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	48.09	73.94	0.07	153.76 %	80,457.00	40.00 %	32,182.80	23.18 %	32,182.80
KYK1	24.25	28.60	0.00	117.96 %	33,547.10	30.00 %	10,064.13	23.18 %	13,418.84
ATG1	61.90	63.51	0.00	102.59 %	56,264.50	25.00 %	14,066.13	23.18 %	22,505.80
TPT1	41.59	37.45	0.00	90.05 %	67,060.00	10.00 %	6,706.00	23.18 %	20,118.00
PNV1	23.45	20.52	0.22	87.48 %	21,570.00	10.00 %	2,157.00	23.18 %	6,471.00
ADP1	32.92	27.32	0.02	82.99 %	32,498.70	10.00 %	3,249.87	23.18 %	8,124.68
TDI1	34.43	27.85	0.22	80.90 %	32,346.10	10.00 %	3,234.61	23.18 %	8,086.53
MPA1	47.77	38.21	0.14	80.00 %	53,082.40	0.00 %		23.18 %	13,270.60
USL1	38.75	27.88	0.17	71.95 %	29,986.30	0.00 %		23.18 %	4,497.95
TMM1	61.98	43.85	0.36	70.75 %	40,513.00	0.00 %		23.18 %	6,076.95
NTM1	35.88	25.12	0.05	70.03 %	19,768.60	0.00 %		23.18 %	2,965.29
MLR1	32.23	22.10	0.00	68.57 %	21,956.80	0.00 %		23.18 %	2,195.68
MDU2	105.96	71.13	0.17	67.13 %	62,000.60	0.00 %		23.18 %	6,200.06
MDU6	90.54	60.42	0.05	66.73 %	54,264.10	0.00 %		23.18 %	5,426.41
MNM1	31.97	21.17	0.00	66.22 %	44,496.00	0.00 %		23.18 %	4,449.60
CBM1	48.65	31.57	0.20	64.88 %	34,773.30	0.00 %		23.18 %	3,477.33
BTU1	24.71	15.88	0.12	64.27 %	17,368.80	0.00 %		23.18 %	1,736.88
KPT1	36.47	23.43	0.39	64.24 %	23,168.30	0.00 %		23.18 %	2,316.83
SVG1	46.26	28.94	0.35	62.55 %	28,928.50	0.00 %		23.18 %	2,892.85
CMR1	29.13	18.21	0.33	62.50 %	14,126.30	0.00 %		23.18 %	1,412.63
TEN2	49.63	30.77	0.13	62.00 %	23,197.50	0.00 %		23.18 %	2,319.75
DGL1	121.95	75.42	1.43	61.85 %	83,750.40	0.00 %		23.18 %	8,375.04
TEN1	49.89	29.65	0.97	59.42 %	32,459.20	0.00 %		23.18 %	
PKM1	30.33	18.00	0.08	59.35 %	16,849.90	0.00 %		23.18 %	
BNR1	38.92	22.88	0.80	58.77 %	23,414.90	0.00 %		23.18 %	
ODM1	32.59	19.12	0.00	58.67 %	14,398.30	0.00 %		23.18 %	
KRR1	33.60	19.33	0.01	57.53 %	21,104.60	0.00 %		23.18 %	
MDU4	47.88	27.47	0.12	57.37 %	26,293.80	0.00 %		23.18 %	
SGP1	23.32	13.35	0.95	57.22 %	22,139.40	0.00 %		23.18 %	
PNI1	29.86	16.56	0.17	55.45 %	12,996.50	0.00 %		23.18 %	
MDU5	42.58	22.89	0.21	53.76 %	34,630.00	0.00 %		23.18 %	
KKD2	44.82	23.69	0.22	52.86 %	36,579.70	0.00 %		23.18 %	
MDU1	247.18	130.48	0.18	52.79 %	97,773.80	0.00 %		23.18 %	
NKI1	31.30	16.15	0.43	51.59 %	21,245.30	0.00 %		23.18 %	
MDU3	74.96	34.39	0.20	45.88 %	29,872.30	0.00 %		23.18 %	
DGL2	45.19	20.37	0.02	45.09 %	26,028.20	0.00 %		23.18 %	
DKI1	66.04	25.68	0.00	38.89 %	31,304.00	0.00 %		23.18 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC10	21.83	19.62	0.00	89.88 %	8,242.60	10.00 %	824.26	23.18 %	2,472.78
CH35	43.43	36.65	0.16	84.40 %	38,906.80	10.00 %	3,890.68	23.18 %	9,726.70
CH42	93.82	75.42	0.20	80.38 %	80,635.40	10.00 %	8,063.54	23.18 %	20,158.85
TKM1	39.15	31.43	0.21	80.29 %	34,633.60	10.00 %	3,463.36	23.18 %	8,658.40
CH45	66.74	52.90	0.19	79.27 %	49,093.00	0.00 %		23.18 %	12,273.25
CH11	80.42	60.86	0.06	75.68 %	56,424.00	0.00 %		23.18 %	11,284.80
CH30	67.80	51.08	0.46	75.33 %	30,170.60	0.00 %		23.18 %	6,034.12
CH37	30.88	23.12	0.12	74.85 %	21,030.70	0.00 %		23.18 %	4,206.14
SKL1	49.66	35.00	0.35	70.48 %	41,186.70	0.00 %		23.18 %	6,178.01
CH28	86.39	60.70	0.19	70.26 %	93,820.00	0.00 %		23.18 %	14,073.00
CH16	154.59	108.52	0.21	70.20 %	130,609.20	0.00 %		23.18 %	19,591.38
GUD1	71.50	49.23	0.20	68.86 %	73,636.40	0.00 %		23.18 %	7,363.64
CH38	58.72	39.82	0.15	67.81 %	47,568.50	0.00 %		23.18 %	4,756.85
GUD2	68.99	44.96	0.16	65.16 %	41,975.50	0.00 %		23.18 %	4,197.55
CH19	106.70	68.09	0.22	63.81 %	79,535.60	0.00 %		23.18 %	7,953.56
CH05	128.01	81.20	0.50	63.43 %	80,177.20	0.00 %		23.18 %	8,017.72
CH48	103.72	65.60	0.06	63.24 %	73,563.20	0.00 %		23.18 %	7,356.32
CH08	146.90	90.28	0.14	61.46 %	122,622.80	0.00 %		23.18 %	
CH22	69.52	42.48	0.16	61.11 %	45,128.40	0.00 %		23.18 %	
CH14	188.64	114.30	0.39	60.59 %	126,192.30	0.00 %		23.18 %	
CH26	24.39	14.61	0.18	59.90 %	15,800.50	0.00 %		23.18 %	
CH39	57.03	33.74	0.24	59.17 %	38,073.40	0.00 %		23.18 %	
AVD1	90.01	52.71	0.12	58.56 %	56,273.60	0.00 %		23.18 %	
CGL1	53.80	31.35	0.35	58.27 %	26,084.70	0.00 %		23.18 %	
CH07	116.10	67.16	0.08	57.84 %	65,778.80	0.00 %		23.18 %	
MRM1	69.41	38.19	0.61	55.03 %	42,462.30	0.00 %		23.18 %	
KNR1	60.81	32.26	0.10	53.05 %	33,872.80	0.00 %		23.18 %	
MC09	12.14	5.92	0.00	48.76 %	3,551.00	0.00 %		23.18 %	
CH29	21.33	9.56	0.00	44.83 %	12,381.70	0.00 %		23.18 %	
CH40	58.20	17.97	0.17	30.88 %	8,339.30	0.00 %		23.18 %	
MC02	15.67	3.18	0.00	20.28 %	1,564.10	0.00 %		23.18 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	40.18	44.07	0.04	109.66 %	47,345.60	25.00 %	11,836.40	23.18 %	18,938.24
TYI1	37.11	39.34	0.00	106.03 %	50,035.10	25.00 %	12,508.78	23.18 %	20,014.04
SKD1	25.61	26.22	0.12	102.38 %	34,510.40	25.00 %	8,627.60	23.18 %	13,804.16
KSM1	44.09	44.22	0.00	100.30 %	27,043.30	25.00 %	6,760.83	23.18 %	10,817.32
RPM1	113.12	108.54	0.03	95.95 %	93,007.20	20.00 %	18,601.44	23.18 %	37,202.88
KYR1	26.28	24.69	0.47	93.94 %	21,477.80	15.00 %	3,221.67	23.18 %	8,591.12
SDI1	60.75	55.44	0.25	91.26 %	53,577.20	15.00 %	8,036.58	23.18 %	16,073.16
PKD1	44.72	39.91	0.07	89.25 %	48,413.60	10.00 %	4,841.36	23.18 %	14,524.08
MMT1	44.09	36.34	0.00	82.43 %	38,617.10	10.00 %	3,861.71	23.18 %	9,654.28
MAR1	90.15	72.62	0.13	80.55 %	55,111.50	10.00 %	5,511.15	23.18 %	13,777.88
VNR1	41.72	33.42	0.00	80.10 %	32,193.60	0.00 %		23.18 %	8,048.40
UDN1	35.27	27.40	0.10	77.70 %	24,039.50	0.00 %		23.18 %	6,009.88
TKY1	51.91	39.18	0.01	75.48 %	43,972.10	0.00 %		23.18 %	8,794.42
PDI1	38.61	28.85	0.16	74.73 %	27,401.50	0.00 %		23.18 %	5,480.30
NGR1	181.85	134.07	0.37	73.72 %	97,269.70	0.00 %		23.18 %	19,453.94
TKS2	94.08	68.63	0.16	72.95 %	58,755.90	0.00 %		23.18 %	8,813.39
ASM1	34.26	24.82	0.20	72.46 %	32,624.10	0.00 %		23.18 %	4,893.62
TUT2	116.76	84.40	0.03	72.28 %	79,134.40	0.00 %		23.18 %	11,870.16
VNR2	116.86	84.33	0.11	72.16 %	84,993.50	0.00 %		23.18 %	12,749.03
RND1	95.68	69.04	0.12	72.16 %	77,722.70	0.00 %		23.18 %	11,658.41
TKS1	82.56	58.25	0.05	70.55 %	67,083.40	0.00 %		23.18 %	10,062.51
VKM1	35.57	24.48	0.32	68.83 %	36,582.20	0.00 %		23.18 %	3,658.22
TCN1	62.29	42.73	0.01	68.60 %	49,428.60	0.00 %		23.18 %	4,942.86
COL1	19.44	13.32	0.58	68.53 %	16,305.30	0.00 %		23.18 %	1,630.53
SVK1	75.84	51.37	0.22	67.74 %	50,699.20	0.00 %		23.18 %	5,069.92
SNL1	47.12	31.88	0.00	67.65 %	29,142.50	0.00 %		23.18 %	2,914.25
TUT1	312.92	211.70	0.09	67.65 %	233,081.30	0.00 %		23.18 %	23,308.13
ARM1	36.51	24.17	0.00	66.20 %	23,621.20	0.00 %		23.18 %	2,362.12
VLY1	82.97	54.32	0.32	65.47 %	49,311.60	0.00 %		23.18 %	4,931.16
STU2	31.71	20.30	0.32	64.01 %	24,992.40	0.00 %		23.18 %	2,499.24
KGL1	38.58	24.54	0.00	63.59 %	20,335.90	0.00 %		23.18 %	2,033.59
APK1	57.32	27.68	0.13	48.28 %	40,796.90	0.00 %		23.18 %	
TVL2	28.85	11.86	0.11	41.13 %	6,348.60	0.00 %		23.18 %	
SGT1	56.08	20.16	0.00	35.96 %	13,636.10	0.00 %		23.18 %	
APK2	91.79	31.76	0.18	34.60 %	32,708.30	0.00 %		23.18 %	
KVT1	195.59	59.43	0.21	30.39 %	90,978.30	0.00 %		23.18 %	
TVL1	403.43	83.04	0.41	20.58 %	87,307.10	0.00 %		23.18 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLM1	58.99	49.96	0.25	84.69 %	61,819.70	10.00 %	6,181.97	23.18 %	18,545.91
ULP1	63.36	53.60	0.14	84.59 %	47,449.60	10.00 %	4,744.96	23.18 %	14,234.88
VPM2	66.83	49.86	0.65	74.61 %	41,779.30	0.00 %		23.18 %	8,355.86
PRT1	53.45	38.24	0.10	71.55 %	33,353.60	0.00 %		23.18 %	5,003.04
CDM1	73.70	52.49	0.17	71.22 %	47,304.20	0.00 %		23.18 %	7,095.63
KML1	35.21	24.93	0.02	70.80 %	19,703.20	0.00 %		23.18 %	2,955.48
SJI1	64.80	44.84	0.00	69.20 %	36,557.10	0.00 %		23.18 %	3,655.71
CUD1	122.95	79.35	1.28	64.54 %	84,226.30	0.00 %		23.18 %	8,422.63
POY1	106.05	67.85	0.16	63.98 %	78,051.70	0.00 %		23.18 %	7,805.17
MKM1	34.39	20.36	0.18	59.21 %	20,734.90	0.00 %		23.18 %	
TRK1	84.03	49.51	0.81	58.93 %	56,450.70	0.00 %		23.18 %	
VPM1	28.07	16.33	0.00	58.19 %	16,294.80	0.00 %		23.18 %	
VCM1	40.06	21.89	0.00	54.65 %	16,721.20	0.00 %		23.18 %	
TVM1	38.17	20.49	0.05	53.68 %	13,839.40	0.00 %		23.18 %	
KKI2	78.42	39.93	0.41	50.91 %	35,401.30	0.00 %		23.18 %	
TVM2	56.25	28.20	0.05	50.13 %	20,788.70	0.00 %		23.18 %	
POY2	103.90	51.61	0.04	49.67 %	49,313.00	0.00 %		23.18 %	
TDM1	70.06	31.47	0.09	44.92 %	24,781.10	0.00 %		23.18 %	
STP1	31.69	13.44	0.08	42.42 %	10,215.30	0.00 %		23.18 %	
NVL2	92.78	37.99	0.04	40.95 %	41,462.00	0.00 %		23.18 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	51.95	45.78	0.24	88.14 %	32,972.70	10.00 %	3,297.27	23.18 %	9,891.81
UKI1	46.92	34.79	0.39	74.14 %	34,650.20	0.00 %		23.18 %	6,930.04
CH12	109.40	77.58	0.15	70.92 %	85,803.50	0.00 %		23.18 %	12,870.53
MJR1	90.09	62.65	0.24	69.54 %	57,202.40	0.00 %		23.18 %	8,580.36
CH43	61.23	42.33	0.28	69.12 %	53,874.30	0.00 %		23.18 %	5,387.43
CH44	68.92	47.46	0.27	68.87 %	45,456.10	0.00 %		23.18 %	4,545.61
CH18	108.48	74.11	0.32	68.32 %	92,141.50	0.00 %		23.18 %	9,214.15
MC06	25.31	17.23	0.09	68.09 %	9,144.80	0.00 %		23.18 %	914.48
CH17	44.19	29.39	0.58	66.51 %	30,006.30	0.00 %		23.18 %	3,000.63
CH32	15.62	10.33	6.56	66.14 %	7,239.40	0.00 %		23.18 %	723.94
MC05	35.97	22.60	0.00	62.85 %	7,137.40	0.00 %		23.18 %	713.74
CH21	147.42	92.20	0.20	62.54 %	74,706.40	0.00 %		23.18 %	7,470.64
CH33	68.35	42.58	1.45	62.30 %	57,186.70	0.00 %		23.18 %	5,718.67
CH24	89.42	55.35	0.16	61.90 %	62,949.20	0.00 %		23.18 %	6,294.92
CH34	95.17	58.67	0.18	61.64 %	62,376.90	0.00 %		23.18 %	6,237.69
CH03	201.78	123.48	0.11	61.20 %	120,392.10	0.00 %		23.18 %	
CH41	69.13	40.79	0.07	59.00 %	57,461.10	0.00 %		23.18 %	
CH20	106.77	61.00	0.29	57.13 %	58,670.60	0.00 %		23.18 %	
PON1	48.23	27.54	0.12	57.11 %	28,833.20	0.00 %		23.18 %	
CH15	239.89	121.72	0.12	50.74 %	111,578.20	0.00 %		23.18 %	
CH27	31.20	15.82	0.00	50.70 %	22,538.40	0.00 %		23.18 %	
CH31	45.48	22.17	0.00	48.74 %	26,916.40	0.00 %		23.18 %	
CH23	41.01	19.92	0.00	48.58 %	20,252.50	0.00 %		23.18 %	
CH06	94.88	46.01	0.39	48.49 %	46,742.90	0.00 %		23.18 %	
CH46	42.96	20.80	0.00	48.42 %	20,401.40	0.00 %		23.18 %	
CH09	88.29	40.06	0.10	45.38 %	48,482.00	0.00 %		23.18 %	
MC08	14.86	4.84	0.00	32.56 %	885.00	0.00 %		23.18 %	
CH36	51.98	16.23	0.00	31.23 %	16,881.30	0.00 %		23.18 %	
CH01	7.63	0.94	0.00	12.30 %	803.80	0.00 %		23.18 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	15.28	0.40	0.00 %	2,754.80	0.00 %		0.00 %	
GHUB	0.00	12.11	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.12	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	9.12	0.51	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	9.70	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	6.65	0.07	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	49.30	0.08	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	4.56	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	9.32	1.14	0.00 %	0.00	0.00 %		0.00 %	