

Accu.Target 19,322.98 L	Sales 19,166.76 L	Achieved % 99.19 %	HO Budget+ % 0.00 %	Total Com. 169.29 L
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Note : Sales Period is From :01-Aug-2025 To :18-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	1,469.68	1,553.38	105.70 %	90,000.00	0.00 %	90,000.00
WEST-01	1,437.60	1,514.22	105.33 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,431.56	1,504.58	105.10 %	90,000.00	0.00 %	90,000.00
TRICHY-01	2,208.54	2,306.24	104.42 %	0.00	0.00 %	0.00
WEST-02	1,790.22	1,842.33	102.91 %	0.00	0.00 %	0.00
KL-SOUTH	139.34	135.21	97.04 %	0.00	0.00 %	0.00
SOUTH-01	3,206.48	3,040.04	94.81 %	0.00	0.00 %	0.00
SOUTH-03	2,305.28	2,137.17	92.71 %	63,000.00	0.00 %	63,000.00
CHENNAI-02	2,472.04	2,242.40	90.71 %	66,000.00	0.00 %	66,000.00
CHENNAI-01	2,862.25	2,585.02	90.31 %	75,000.00	0.00 %	75,000.00
OTHERS	0.00	306.17	0.00 %	0.00	0.00 %	0.00
Total	19,322.98	19,166.76	99.19 %		0.00 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	517.83	565.59	109.22%	75,000.00	0.00 %	75,000.00
	NA02	506.78	527.78	104.14%	75,000.00	0.00 %	75,000.00
	NA03	445.08	460.01	103.36%	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	162.71	196.47	120.75%	30,000.00	0.00 %	30,000.00
	CBE1	634.92	671.69	105.79%	90,000.00	0.00 %	90,000.00
	UAM1	266.88	281.36	105.43%	30,000.00	0.00 %	30,000.00
	TPR1	168.31	170.43	101.26%	15,000.00	0.00 %	15,000.00
	PLI1	204.78	194.26	94.86%	7,500.00	0.00 %	7,500.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	492.57	557.57	113.20%	100,000.00	0.00 %	100,000.00
	SA02	513.16	524.36	102.18%	75,000.00	0.00 %	75,000.00
	SA03	425.83	422.66	99.26%	30,000.00	0.00 %	30,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	473.59	557.18	117.65%	100,000.00	0.00 %	100,000.00
	TNJ1	468.56	529.06	112.91%	100,000.00	0.00 %	100,000.00
	PTK1	421.66	445.49	105.65%	60,000.00	0.00 %	60,000.00
	TRY1	844.72	774.51	91.69%	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	382.11	423.67	110.88%	80,000.00	0.00 %	80,000.00
	MTR1	396.75	423.72	106.80%	60,000.00	0.00 %	60,000.00
	SLM1	530.13	554.89	104.67%	75,000.00	0.00 %	75,000.00
	ERD1	481.23	440.05	91.44%	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	139.34	135.21	97.04%	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	420.25	468.91	111.58%	80,000.00	0.00 %	80,000.00
	KVT1	532.52	558.24	104.83%	75,000.00	0.00 %	75,000.00
	TVL1	533.26	531.73	99.71%	37,500.00	0.00 %	37,500.00
	VNR1	379.39	367.67	96.91%	22,500.00	0.00 %	22,500.00
	TUT1	736.31	708.85	96.27%	52,500.00	0.00 %	52,500.00
	NGR1	604.75	404.64	66.91%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	371.48	375.36	101.04%	45,000.00	0.00 %	45,000.00
	MDU2	665.04	641.60	96.48%	45,000.00	0.00 %	45,000.00
	KKD2	478.24	450.04	94.10%	30,000.00	0.00 %	30,000.00
	DGL1	704.07	604.00	85.79%	0.00	0.00 %	0.00
	KRR1	86.46	66.16	76.53%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	685.71	674.28	98.33%	45,000.00	0.00 %	45,000.00
	CH01	633.02	563.09	88.95%	0.00	0.00 %	0.00
	CH07	631.75	561.20	88.83%	0.00	0.00 %	0.00
	CH09	521.56	443.83	85.10%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	734.81	717.61	97.66%	52,500.00	0.00 %	52,500.00
	CH03	545.67	525.59	96.32%	37,500.00	0.00 %	37,500.00
	CH08	637.52	546.87	85.78%	0.00	0.00 %	0.00
	CH06	944.24	794.96	84.19%	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	101.18	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	168.43	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	9.31	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

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	26.49	36.24	0.15	136.81 %	35,353.20	40.00 %	14,141.28	0.00 %	14,141.28
VNB1	38.35	52.21	0.09	136.14 %	39,789.90	40.00 %	15,915.96	0.00 %	15,915.96
ARC2	47.26	61.49	0.02	130.09 %	47,771.50	40.00 %	19,108.60	0.00 %	19,108.60
CPT1	30.61	37.92	0.04	123.86 %	39,104.30	40.00 %	15,641.72	0.00 %	15,641.72
ANI1	29.91	36.51	0.01	122.06 %	28,589.80	40.00 %	11,435.92	0.00 %	11,435.92
KPM1	53.12	63.35	0.20	119.26 %	50,729.70	30.00 %	15,218.91	0.00 %	15,218.91
TRR1	90.28	106.94	0.05	118.45 %	81,472.40	30.00 %	24,441.72	0.00 %	24,441.72
AKM1	67.31	79.11	-0.03	117.52 %	81,352.60	30.00 %	24,405.78	0.00 %	24,405.78
GDM1	46.31	53.41	0.00	115.32 %	43,793.40	30.00 %	13,138.02	0.00 %	13,138.02
SLG1	35.22	39.95	0.00	113.44 %	38,879.90	30.00 %	11,663.97	0.00 %	11,663.97
WJP1	47.01	51.71	0.02	109.98 %	48,136.10	25.00 %	12,034.03	0.00 %	12,034.03
PLR1	30.13	31.93	0.07	105.98 %	23,516.10	25.00 %	5,879.03	0.00 %	5,879.03
KPM2	169.54	175.51	0.06	103.52 %	116,911.40	25.00 %	29,227.85	0.00 %	29,227.85
VSI1	58.19	59.51	0.14	102.26 %	76,289.40	25.00 %	19,072.35	0.00 %	19,072.35
TRL1	102.53	104.21	0.43	101.64 %	83,411.80	25.00 %	20,852.95	0.00 %	20,852.95
SBR1	80.11	79.77	0.27	99.58 %	83,352.90	20.00 %	16,670.58	0.00 %	16,670.58
CGM1	51.25	50.93	0.05	99.38 %	35,328.40	20.00 %	7,065.68	0.00 %	7,065.68
VEL1	87.88	86.66	0.11	98.61 %	88,222.30	20.00 %	17,644.46	0.00 %	17,644.46
CYR1	41.70	40.19	0.01	96.39 %	40,640.00	20.00 %	8,128.00	0.00 %	8,128.00
UGI1	39.66	37.29	0.06	94.01 %	31,253.80	15.00 %	4,688.07	0.00 %	4,688.07
WJD1	61.97	57.73	0.04	93.16 %	51,651.00	15.00 %	7,747.65	0.00 %	7,747.65
TRT1	50.24	45.85	0.29	91.25 %	37,134.40	15.00 %	5,570.16	0.00 %	5,570.16
VEL2	103.41	93.09	0.06	90.01 %	93,840.40	10.00 %	9,384.04	0.00 %	9,384.04
ABR1	59.16	52.62	0.27	88.95 %	54,835.70	10.00 %	5,483.57	0.00 %	5,483.57
PTU1	22.02	19.28	0.00	87.57 %	13,899.70	10.00 %	1,389.97	0.00 %	1,389.97

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	22.09	33.99	0.10	153.86 %	41,220.30	40.00 %	16,488.12	0.00 %	16,488.12
KMD1	23.90	32.85	0.00	137.47 %	52,714.40	40.00 %	21,085.76	0.00 %	21,085.76
CBE6	43.57	57.71	0.09	132.47 %	65,778.70	40.00 %	26,311.48	0.00 %	26,311.48
GBM1	31.23	40.49	0.03	129.65 %	28,070.60	40.00 %	11,228.24	0.00 %	11,228.24
KGI1	40.74	52.09	0.00	127.86 %	35,463.00	40.00 %	14,185.20	0.00 %	14,185.20
ANR1	11.31	14.46	0.29	127.81 %	17,927.40	40.00 %	7,170.96	0.00 %	7,170.96
PDM1	22.82	29.16	0.18	127.79 %	31,372.90	40.00 %	12,549.16	0.00 %	12,549.16
KMR1	100.49	128.39	-0.24	127.76 %	139,733.90	40.00 %	55,893.56	0.00 %	55,893.56
DPM2	34.75	43.41	0.07	124.95 %	45,056.00	40.00 %	18,022.40	0.00 %	18,022.40
CBE1	45.78	56.94	-0.09	124.37 %	65,358.30	40.00 %	26,143.32	0.00 %	26,143.32
TPR3	30.08	34.77	-0.09	115.61 %	54,961.60	30.00 %	16,488.48	0.00 %	16,488.48
AVI1	35.08	40.20	0.30	114.61 %	35,922.30	30.00 %	10,776.69	0.00 %	10,776.69
MPM1	43.12	49.16	0.17	114.00 %	57,503.60	30.00 %	17,251.08	0.00 %	17,251.08
TPR4	29.65	32.95	0.33	111.14 %	27,635.00	30.00 %	8,290.50	0.00 %	8,290.50
CNR1	35.58	39.07	0.00	109.81 %	32,043.80	25.00 %	8,010.95	0.00 %	8,010.95
KGM1	24.40	26.62	0.22	109.11 %	29,478.70	25.00 %	7,369.68	0.00 %	7,369.68
CBE2	240.09	251.67	0.19	104.82 %	208,409.80	25.00 %	52,102.45	0.00 %	52,102.45
GDR1	32.95	34.42	-0.05	104.46 %	24,201.60	25.00 %	6,050.40	0.00 %	6,050.40
TPR2	74.07	76.42	0.08	103.16 %	59,295.90	25.00 %	14,823.98	0.00 %	14,823.98
SYM2	33.35	34.39	0.00	103.10 %	32,175.10	25.00 %	8,043.78	0.00 %	8,043.78
SUL1	38.54	39.38	0.20	102.18 %	51,052.60	25.00 %	12,763.15	0.00 %	12,763.15
TPR1	64.16	59.24	0.01	92.34 %	61,645.00	15.00 %	9,246.75	0.00 %	9,246.75
CBE3	27.78	24.53	-0.11	88.30 %	29,491.90	10.00 %	2,949.19	0.00 %	2,949.19
CBE4	76.48	67.37	0.03	88.09 %	87,040.30	10.00 %	8,704.03	0.00 %	8,704.03
UAM1	90.59	73.77	0.12	81.43 %	60,234.40	10.00 %	6,023.44	0.00 %	6,023.44
UMP1	44.83	34.99	0.00	78.05 %	22,007.80	0.00 %		0.00 %	
PLI1	77.98	60.07	0.00	77.03 %	57,559.50	0.00 %		0.00 %	
SNR1	62.20	45.71	0.01	73.49 %	55,303.40	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	80.43	114.57	0.24	142.44 %	103,993.60	40.00 %	41,597.44	0.00 %	41,597.44
KML1	36.30	50.79	0.21	139.93 %	32,017.10	40.00 %	12,806.84	0.00 %	12,806.84
POY2	108.53	149.67	0.11	137.91 %	105,511.20	40.00 %	42,204.48	0.00 %	42,204.48
CDM1	87.99	109.73	0.48	124.71 %	90,252.30	40.00 %	36,100.92	0.00 %	36,100.92
POY1	121.56	151.00	0.09	124.22 %	147,839.40	40.00 %	59,135.76	0.00 %	59,135.76
TDM1	62.05	66.92	0.33	107.84 %	40,221.60	25.00 %	10,055.40	0.00 %	10,055.40
VCM1	47.48	51.04	0.04	107.49 %	36,103.30	25.00 %	9,025.83	0.00 %	9,025.83
ULP1	76.35	80.80	0.15	105.82 %	64,600.70	25.00 %	16,150.18	0.00 %	16,150.18
KKI2	91.79	93.89	0.15	102.29 %	65,651.50	25.00 %	16,412.88	0.00 %	16,412.88
CUD1	150.10	150.01	0.06	99.94 %	128,174.60	20.00 %	25,634.92	0.00 %	25,634.92
KLM1	76.99	76.03	0.05	98.74 %	77,376.50	20.00 %	15,475.30	0.00 %	15,475.30
SJI1	68.16	66.59	0.02	97.70 %	38,656.30	20.00 %	7,731.26	0.00 %	7,731.26
VPM1	29.91	27.27	0.26	91.16 %	17,199.80	15.00 %	2,579.97	0.00 %	2,579.97
MKM1	35.38	30.86	0.10	87.20 %	29,724.70	10.00 %	2,972.47	0.00 %	2,972.47
VPM2	72.02	61.45	0.27	85.32 %	48,406.80	10.00 %	4,840.68	0.00 %	4,840.68
PRT1	59.74	48.98	0.12	81.98 %	41,733.80	10.00 %	4,173.38	0.00 %	4,173.38
STP1	34.37	27.97	0.35	81.38 %	21,080.40	10.00 %	2,108.04	0.00 %	2,108.04
TVM2	62.97	50.77	0.00	80.62 %	25,695.10	10.00 %	2,569.51	0.00 %	2,569.51
NVL2	79.14	61.16	0.19	77.29 %	49,641.10	0.00 %		0.00 %	
TVM1	50.28	35.09	0.50	69.80 %	19,861.50	0.00 %		0.00 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	35.45	49.43	0.27	139.45 %	39,473.60	40.00 %	15,789.44	0.00 %	15,789.44
PDK1	37.17	51.05	0.03	137.36 %	46,745.20	40.00 %	18,698.08	0.00 %	18,698.08
KRN1	33.88	44.84	-0.04	132.35 %	43,614.80	40.00 %	17,445.92	0.00 %	17,445.92
KIK1	53.41	70.24	-0.23	131.51 %	65,754.70	40.00 %	26,301.88	0.00 %	26,301.88
TVR2	92.13	118.82	0.04	128.96 %	84,474.60	40.00 %	33,789.84	0.00 %	33,789.84
TTP1	60.48	77.14	0.05	127.55 %	57,381.60	40.00 %	22,952.64	0.00 %	22,952.64
MVM1	109.93	139.06	0.03	126.49 %	141,157.70	40.00 %	56,463.08	0.00 %	56,463.08
MDI1	95.39	120.63	0.02	126.46 %	97,280.10	40.00 %	38,912.04	0.00 %	38,912.04
NCK1	27.46	33.56	0.00	122.19 %	23,283.30	40.00 %	9,313.32	0.00 %	9,313.32
TRY3	56.25	68.40	0.04	121.59 %	51,428.10	40.00 %	20,571.24	0.00 %	20,571.24
ORU1	43.59	50.88	0.00	116.71 %	56,026.70	30.00 %	16,808.01	0.00 %	16,808.01
AYR1	47.35	54.09	0.11	114.23 %	39,509.40	30.00 %	11,852.82	0.00 %	11,852.82
JKM1	64.85	71.86	0.10	110.81 %	53,360.50	30.00 %	16,008.15	0.00 %	16,008.15
PBR2	136.88	148.01	-0.08	108.13 %	108,259.40	25.00 %	27,064.85	0.00 %	27,064.85
TNJ2	107.42	112.14	0.18	104.39 %	95,228.20	25.00 %	23,807.05	0.00 %	23,807.05
MSI1	48.41	50.22	0.00	103.74 %	43,951.40	25.00 %	10,987.85	0.00 %	10,987.85
TYR1	81.27	83.38	0.07	102.60 %	62,409.90	25.00 %	15,602.48	0.00 %	15,602.48
KUM1	143.76	144.45	0.10	100.48 %	123,061.90	25.00 %	30,765.48	0.00 %	30,765.48
PBR1	43.56	43.70	0.01	100.33 %	30,536.70	25.00 %	7,634.18	0.00 %	7,634.18
TNJ1	145.74	145.82	0.07	100.05 %	105,558.30	20.00 %	21,111.66	0.00 %	21,111.66
APM1	35.15	34.50	0.14	98.17 %	33,830.70	20.00 %	6,766.14	0.00 %	6,766.14
PTK1	102.41	98.91	0.36	96.58 %	78,703.70	20.00 %	15,740.74	0.00 %	15,740.74
NMM1	47.58	43.46	-0.02	91.34 %	51,424.50	15.00 %	7,713.68	0.00 %	7,713.68
NGT1	80.66	70.85	0.10	87.84 %	56,969.40	10.00 %	5,696.94	0.00 %	5,696.94
TRY1	422.46	345.43	0.08	81.77 %	231,099.20	10.00 %	23,109.92	0.00 %	23,109.92
TRY2	55.89	35.37	0.18	63.28 %	29,481.50	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	28.78	46.26	0.00	160.75 %	44,303.80	40.00 %	17,721.52	0.00 %	17,721.52
SLM2	47.49	66.45	0.11	139.95 %	47,477.10	40.00 %	18,990.84	0.00 %	18,990.84
PMP1	39.18	49.96	0.24	127.53 %	35,199.10	40.00 %	14,079.64	0.00 %	14,079.64
OML1	53.43	67.91	0.56	127.11 %	52,117.10	40.00 %	20,846.84	0.00 %	20,846.84
HRR1	41.10	50.04	0.14	121.74 %	33,045.90	40.00 %	13,218.36	0.00 %	13,218.36
TRM1	60.79	73.22	0.01	120.45 %	63,899.80	40.00 %	25,559.92	0.00 %	25,559.92
KVP1	32.71	39.07	0.00	119.44 %	32,313.10	30.00 %	9,693.93	0.00 %	9,693.93
ATU1	66.89	79.58	0.14	118.97 %	56,005.40	30.00 %	16,801.62	0.00 %	16,801.62
TCG1	30.79	36.49	0.00	118.49 %	23,859.20	30.00 %	7,157.76	0.00 %	7,157.76
PLC1	37.40	44.22	0.00	118.25 %	42,202.90	30.00 %	12,660.87	0.00 %	12,660.87
VPD1	55.24	62.99	0.06	114.03 %	68,669.40	30.00 %	20,600.82	0.00 %	20,600.82
MCR1	54.29	61.89	0.00	114.00 %	61,968.50	30.00 %	18,590.55	0.00 %	18,590.55
DPR1	30.17	33.17	0.04	109.93 %	26,092.10	25.00 %	6,523.03	0.00 %	6,523.03
EDP1	29.85	32.63	0.23	109.35 %	19,746.60	25.00 %	4,936.65	0.00 %	4,936.65
KRI1	53.38	58.25	0.12	109.11 %	47,323.30	25.00 %	11,830.83	0.00 %	11,830.83
NKL2	69.35	75.43	-0.01	108.77 %	82,950.50	25.00 %	20,737.63	0.00 %	20,737.63
RSP1	43.95	46.66	0.47	106.15 %	50,797.60	25.00 %	12,699.40	0.00 %	12,699.40
EPI1	46.33	48.93	0.23	105.62 %	44,887.50	25.00 %	11,221.88	0.00 %	11,221.88
BMD1	41.25	42.91	0.00	104.04 %	38,619.30	25.00 %	9,654.83	0.00 %	9,654.83
HSR2	108.20	111.36	0.16	102.92 %	86,393.50	25.00 %	21,598.38	0.00 %	21,598.38
SLM3	84.75	83.54	0.10	98.57 %	62,290.80	20.00 %	12,458.16	0.00 %	12,458.16
DPR2	38.16	37.14	0.00	97.34 %	32,758.80	20.00 %	6,551.76	0.00 %	6,551.76
CMI1	23.68	22.81	0.00	96.32 %	28,920.20	20.00 %	5,784.04	0.00 %	5,784.04
SLM1	156.22	149.01	0.00	95.39 %	98,034.70	20.00 %	19,606.94	0.00 %	19,606.94
ERD2	93.63	86.44	0.13	92.32 %	100,604.80	15.00 %	15,090.72	0.00 %	15,090.72
PDR1	25.13	22.89	0.16	91.08 %	29,587.10	15.00 %	4,438.07	0.00 %	4,438.07
HSR1	82.47	74.55	0.48	90.40 %	74,280.50	15.00 %	11,142.08	0.00 %	11,142.08
SGG1	19.36	17.25	0.00	89.07 %	15,739.10	10.00 %	1,573.91	0.00 %	1,573.91
VKL1	32.49	26.65	0.04	82.05 %	32,031.10	10.00 %	3,203.11	0.00 %	3,203.11
MTR1	77.56	57.44	0.06	74.06 %	62,938.20	0.00 %		0.00 %	
ERD1	104.11	77.05	0.11	74.01 %	67,964.60	0.00 %		0.00 %	
KMM1	38.73	28.39	0.19	73.28 %	29,170.70	0.00 %		0.00 %	
APN1	43.37	31.74	0.23	73.19 %	39,529.90	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	34.32	38.47	0.00	112.11 %	29,548.80	30.00 %	8,864.64	0.00 %	8,864.64
TVP1	105.02	96.74	0.24	92.11 %	67,281.20	15.00 %	10,092.18	0.00 %	10,092.18

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	23.92	68.18	0.10	285.01 %	90,731.90	40.00 %	36,292.76	0.00 %	36,292.76
ERL2	48.44	89.86	0.06	185.49 %	70,022.90	40.00 %	28,009.16	0.00 %	28,009.16
ERL1	4.63	8.19	0.47	177.02 %	9,890.00	40.00 %	3,956.00	0.00 %	3,956.00
TKS2	107.29	143.04	0.56	133.32 %	105,171.40	40.00 %	42,068.56	0.00 %	42,068.56
TKS1	95.93	116.52	0.15	121.46 %	116,944.80	40.00 %	46,777.92	0.00 %	46,777.92
ASM1	42.47	51.09	0.26	120.28 %	59,170.10	40.00 %	23,668.04	0.00 %	23,668.04
PKD1	63.84	75.11	0.17	117.64 %	63,824.90	30.00 %	19,147.47	0.00 %	19,147.47
KGL1	42.61	46.34	0.28	108.75 %	34,707.90	25.00 %	8,676.98	0.00 %	8,676.98
TVL1	311.84	326.78	0.26	104.79 %	264,255.80	25.00 %	66,063.95	0.00 %	66,063.95
KVT1	151.42	157.27	0.03	103.86 %	181,125.30	25.00 %	45,281.33	0.00 %	45,281.33
KYR1	36.46	37.86	0.45	103.83 %	35,219.30	25.00 %	8,804.83	0.00 %	8,804.83
RPM1	92.71	95.87	0.24	103.41 %	94,536.60	25.00 %	23,634.15	0.00 %	23,634.15
STU2	32.85	33.96	1.26	103.38 %	25,554.30	25.00 %	6,388.58	0.00 %	6,388.58
SDI1	44.26	44.91	0.35	101.47 %	37,368.40	25.00 %	9,342.10	0.00 %	9,342.10
RND1	95.55	96.78	0.29	101.29 %	98,746.60	25.00 %	24,686.65	0.00 %	24,686.65
VNR2	166.70	168.59	0.16	101.13 %	157,270.40	25.00 %	39,317.60	0.00 %	39,317.60
KSM1	27.80	27.72	0.00	99.74 %	18,834.60	20.00 %	3,766.92	0.00 %	3,766.92
VNR1	41.13	40.98	0.00	99.63 %	37,280.10	20.00 %	7,456.02	0.00 %	7,456.02
TKY1	54.45	53.80	0.03	98.79 %	52,146.00	20.00 %	10,429.20	0.00 %	10,429.20
TCN1	79.45	77.41	0.39	97.43 %	84,506.40	20.00 %	16,901.28	0.00 %	16,901.28
UDN1	40.15	37.85	0.33	94.28 %	32,510.90	15.00 %	4,876.64	0.00 %	4,876.64
SVK1	98.73	92.61	0.09	93.80 %	77,102.90	15.00 %	11,565.44	0.00 %	11,565.44
TUT1	351.79	324.47	0.11	92.23 %	350,215.40	15.00 %	52,532.31	0.00 %	52,532.31
TUT2	132.79	120.98	0.39	91.10 %	86,741.10	15.00 %	13,011.17	0.00 %	13,011.17
VLY1	109.50	99.62	0.24	90.98 %	72,167.10	15.00 %	10,825.07	0.00 %	10,825.07
APK1	72.84	65.49	0.06	89.92 %	82,775.20	10.00 %	8,277.52	0.00 %	8,277.52
PDI1	46.28	41.61	0.03	89.92 %	39,004.80	10.00 %	3,900.48	0.00 %	3,900.48
SNL1	63.51	56.42	0.46	88.83 %	36,811.10	10.00 %	3,681.11	0.00 %	3,681.11
ARM1	30.72	26.75	1.05	87.06 %	22,092.70	10.00 %	2,209.27	0.00 %	2,209.27
SGT1	33.78	26.97	0.00	79.83 %	20,167.90	0.00 %		0.00 %	
MAR1	115.87	90.37	0.09	78.00 %	66,349.10	0.00 %		0.00 %	
COL1	25.79	18.84	0.01	73.04 %	17,409.90	0.00 %		0.00 %	
TVL2	38.72	27.49	0.16	71.00 %	15,930.70	0.00 %		0.00 %	
MMT1	60.35	39.74	0.42	65.84 %	34,927.60	0.00 %		0.00 %	
TYI1	79.06	50.09	0.46	63.36 %	61,869.50	0.00 %		0.00 %	
VKM1	64.96	32.66	0.26	50.28 %	40,534.40	0.00 %		0.00 %	
NGR1	277.89	127.84	0.27	46.00 %	73,124.60	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	49.34	63.80	0.09	129.32 %	54,881.50	40.00 %	21,952.60	0.00 %	21,952.60
TEN2	46.45	59.83	0.24	128.82 %	38,333.00	40.00 %	15,333.20	0.00 %	15,333.20
ADP1	38.86	47.81	0.01	123.01 %	45,955.90	40.00 %	18,382.36	0.00 %	18,382.36
DKI1	55.41	67.79	0.29	122.34 %	91,221.20	40.00 %	36,488.48	0.00 %	36,488.48
PKM1	29.18	32.89	0.16	112.73 %	32,283.20	30.00 %	9,684.96	0.00 %	9,684.96
SVG1	49.51	54.77	0.14	110.63 %	68,123.90	30.00 %	20,437.17	0.00 %	20,437.17
PVI1	52.30	56.07	0.28	107.19 %	67,518.60	25.00 %	16,879.65	0.00 %	16,879.65
TPT1	54.66	58.52	-0.14	107.07 %	88,905.80	25.00 %	22,226.45	0.00 %	22,226.45
MDU6	98.80	104.80	0.13	106.07 %	83,325.60	25.00 %	20,831.40	0.00 %	20,831.40
DGL2	43.54	44.71	0.04	102.70 %	45,197.40	25.00 %	11,299.35	0.00 %	11,299.35
MDU2	125.92	127.97	0.20	101.63 %	109,958.00	25.00 %	27,489.50	0.00 %	27,489.50
CBM1	67.74	68.77	0.05	101.52 %	72,224.70	25.00 %	18,056.18	0.00 %	18,056.18
BNR1	42.73	42.06	0.07	98.44 %	44,193.90	20.00 %	8,838.78	0.00 %	8,838.78
USL1	64.37	63.14	0.16	98.10 %	57,178.60	20.00 %	11,435.72	0.00 %	11,435.72
NKI1	34.32	33.27	0.10	96.95 %	40,751.60	20.00 %	8,150.32	0.00 %	8,150.32
PNI1	29.33	28.10	0.39	95.82 %	23,204.30	20.00 %	4,640.86	0.00 %	4,640.86
DGL1	151.66	144.64	0.39	95.37 %	127,360.50	20.00 %	25,472.10	0.00 %	25,472.10
SGP1	43.53	41.43	0.12	95.19 %	72,756.60	20.00 %	14,551.32	0.00 %	14,551.32
TMM1	75.07	71.28	0.02	94.96 %	49,833.40	15.00 %	7,475.01	0.00 %	7,475.01
PNV1	28.02	26.48	0.00	94.53 %	26,037.90	15.00 %	3,905.69	0.00 %	3,905.69
MPA1	58.91	55.52	0.07	94.24 %	67,451.80	15.00 %	10,117.77	0.00 %	10,117.77
MDU4	64.36	56.97	0.14	88.52 %	47,609.10	10.00 %	4,760.91	0.00 %	4,760.91
TDI1	42.34	37.36	0.13	88.23 %	45,825.90	10.00 %	4,582.59	0.00 %	4,582.59
BTU1	28.18	24.71	0.59	87.69 %	28,595.90	10.00 %	2,859.59	0.00 %	2,859.59
TEN1	66.43	57.49	0.56	86.55 %	43,555.40	10.00 %	4,355.54	0.00 %	4,355.54
CMR1	34.68	29.90	0.03	86.22 %	22,019.50	10.00 %	2,201.95	0.00 %	2,201.95
NTM1	40.70	33.85	0.20	83.17 %	27,543.50	10.00 %	2,754.35	0.00 %	2,754.35
ATG1	98.31	80.58	0.16	81.97 %	90,806.40	10.00 %	9,080.64	0.00 %	9,080.64
MDU1	319.50	257.89	0.14	80.72 %	197,803.10	10.00 %	19,780.31	0.00 %	19,780.31
ODM1	36.70	29.54	0.00	80.50 %	24,124.00	10.00 %	2,412.40	0.00 %	2,412.40
MNM1	34.08	27.35	0.09	80.26 %	34,801.30	10.00 %	3,480.13	0.00 %	3,480.13
KKD2	69.59	54.46	0.16	78.25 %	69,378.20	0.00 %		0.00 %	
KPT1	41.52	31.48	0.01	75.83 %	29,754.40	0.00 %		0.00 %	
KRR1	49.76	36.63	0.00	73.60 %	45,857.50	0.00 %		0.00 %	
MDU5	60.43	39.28	0.07	65.00 %	51,186.50	0.00 %		0.00 %	
MDU3	79.07	46.00	0.49	58.17 %	39,072.20	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	29.80	35.04	0.56	117.59 %	34,506.00	30.00 %	10,351.80	0.00 %	10,351.80
CH44	75.35	86.27	0.21	114.49 %	68,160.60	30.00 %	20,448.18	0.00 %	20,448.18
UKI1	51.87	56.71	0.46	109.34 %	46,619.40	25.00 %	11,654.85	0.00 %	11,654.85
MJR1	108.56	118.27	0.21	108.95 %	84,609.20	25.00 %	21,152.30	0.00 %	21,152.30
CH12	126.11	129.96	0.49	103.05 %	115,163.00	25.00 %	28,790.75	0.00 %	28,790.75
CH34	101.58	103.50	0.13	101.89 %	82,948.60	25.00 %	20,737.15	0.00 %	20,737.15
MC05	35.48	35.62	0.01	100.40 %	12,227.50	25.00 %	3,056.88	0.00 %	3,056.88
CH23	48.59	48.73	0.03	100.28 %	37,162.50	25.00 %	9,290.63	0.00 %	9,290.63
CH43	70.39	70.55	0.20	100.22 %	69,608.20	25.00 %	17,402.05	0.00 %	17,402.05
CH41	79.47	75.40	0.34	94.88 %	67,231.10	15.00 %	10,084.67	0.00 %	10,084.67
CH06	100.38	95.08	0.08	94.72 %	91,418.40	15.00 %	13,712.76	0.00 %	13,712.76
CH03	238.33	223.93	0.24	93.96 %	203,833.70	15.00 %	30,575.06	0.00 %	30,575.06
CH17	53.74	50.43	0.25	93.83 %	58,607.40	15.00 %	8,791.11	0.00 %	8,791.11
PON1	55.13	51.45	0.28	93.33 %	50,561.40	15.00 %	7,584.21	0.00 %	7,584.21
GPD1	83.20	77.22	0.07	92.82 %	44,679.60	15.00 %	6,701.94	0.00 %	6,701.94
CH32	22.23	20.35	2.52	91.57 %	15,121.50	15.00 %	2,268.23	0.00 %	2,268.23
CH33	91.99	82.93	0.24	90.15 %	73,973.80	15.00 %	11,096.07	0.00 %	11,096.07
CH31	37.79	33.90	0.39	89.69 %	33,330.50	10.00 %	3,333.05	0.00 %	3,333.05
CH20	133.98	118.03	0.16	88.10 %	86,783.40	10.00 %	8,678.34	0.00 %	8,678.34
CH15	268.04	235.79	0.21	87.97 %	198,753.10	10.00 %	19,875.31	0.00 %	19,875.31
CH18	130.80	114.18	0.34	87.30 %	130,282.50	10.00 %	13,028.25	0.00 %	13,028.25
CH21	174.54	145.23	0.22	83.21 %	109,362.10	10.00 %	10,936.21	0.00 %	10,936.21
MC06	26.47	19.91	0.03	75.22 %	10,925.70	0.00 %		0.00 %	
CH36	44.05	32.99	0.11	74.88 %	26,150.50	0.00 %		0.00 %	
CH46	54.17	40.11	0.45	74.04 %	38,320.30	0.00 %		0.00 %	
CH09	103.25	73.78	0.08	71.46 %	64,282.80	0.00 %		0.00 %	
CH24	101.87	61.96	0.30	60.82 %	67,898.40	0.00 %		0.00 %	
MC08	12.18	3.20	0.00	26.26 %	842.60	0.00 %		0.00 %	
CH01	12.71	1.87	0.00	14.75 %	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	35.09	44.22	0.31	126.00 %	36,934.30	40.00 %	14,773.72	0.00 %	14,773.72
CH30	115.74	140.99	0.45	121.82 %	76,666.80	40.00 %	30,666.72	0.00 %	30,666.72
MRM1	69.35	81.62	0.06	117.70 %	77,197.00	30.00 %	23,159.10	0.00 %	23,159.10
TKM1	44.43	50.97	0.16	114.73 %	55,606.10	30.00 %	16,681.83	0.00 %	16,681.83
GUD2	78.20	84.04	0.03	107.47 %	60,581.70	25.00 %	15,145.43	0.00 %	15,145.43
CH45	82.93	87.80	0.16	105.88 %	83,498.50	25.00 %	20,874.63	0.00 %	20,874.63
CH48	109.38	115.55	0.08	105.64 %	150,573.50	25.00 %	37,643.38	0.00 %	37,643.38
GUD1	88.70	88.91	0.30	100.23 %	112,962.50	25.00 %	28,240.63	0.00 %	28,240.63
CH28	100.99	101.02	0.10	100.03 %	136,577.30	20.00 %	27,315.46	0.00 %	27,315.46
CH11	101.01	98.55	0.35	97.56 %	78,399.50	20.00 %	15,679.90	0.00 %	15,679.90
CH35	68.30	66.00	0.12	96.62 %	49,440.60	20.00 %	9,888.12	0.00 %	9,888.12
CH19	139.03	130.97	0.27	94.20 %	124,244.00	15.00 %	18,636.60	0.00 %	18,636.60
CH05	168.57	158.67	0.10	94.12 %	129,584.00	15.00 %	19,437.60	0.00 %	19,437.60
KNR1	67.27	62.37	0.02	92.71 %	58,501.80	15.00 %	8,775.27	0.00 %	8,775.27
AVD1	110.68	100.76	0.31	91.04 %	79,515.30	15.00 %	11,927.30	0.00 %	11,927.30
MC10	30.90	28.13	0.06	91.02 %	13,903.70	15.00 %	2,085.56	0.00 %	2,085.56
CH08	173.22	156.06	0.42	90.09 %	200,971.20	10.00 %	20,097.12	0.00 %	20,097.12
CH16	200.33	180.15	0.20	89.92 %	189,646.40	10.00 %	18,964.64	0.00 %	18,964.64
CH38	67.06	59.77	0.12	89.13 %	78,599.50	10.00 %	7,859.95	0.00 %	7,859.95
CH14	203.98	181.69	0.28	89.07 %	156,539.00	10.00 %	15,653.90	0.00 %	15,653.90
SKL1	66.49	54.35	0.28	81.74 %	71,167.00	10.00 %	7,116.70	0.00 %	7,116.70
CH26	32.45	25.29	0.00	77.95 %	22,182.90	0.00 %		0.00 %	
CH07	145.35	112.98	0.35	77.73 %	103,198.60	0.00 %		0.00 %	
CH22	101.80	78.83	0.08	77.44 %	81,529.60	0.00 %		0.00 %	
CH42	153.78	116.64	0.21	75.85 %	114,118.20	0.00 %		0.00 %	
CH39	68.32	48.47	0.22	70.94 %	54,529.00	0.00 %		0.00 %	
CH40	73.42	50.01	0.16	68.11 %	24,876.80	0.00 %		0.00 %	
CGL1	84.69	49.78	0.43	58.78 %	48,054.80	0.00 %		0.00 %	
MC09	19.90	10.87	0.00	54.59 %	7,989.60	0.00 %		0.00 %	
CH29	35.12	14.12	0.92	40.21 %	15,507.20	0.00 %		0.00 %	
MC02	25.77	5.48	0.00	21.28 %	2,987.50	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	84.61	0.20	0.00 %	670.20	0.00 %		0.00 %	
GHUB	0.00	166.48	0.05	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.94	15.22	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	9.31	0.71	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 %	