

Accu.Target 28,053.57 L	Sales 23,819.51 L	Achieved % 84.91 %	HO Budget+ % 5.09 %	Total Com. 214.59 L
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Note : Sales Period is From :01-Oct-2025 To :18-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH-03	3,587.32	3,328.70	92.79 %	99,000.00	5.09 %	99,000.00
TRICHY-01	2,982.53	2,560.39	85.85 %	0.00	5.09 %	0.00
WEST-02	3,064.09	2,590.33	84.54 %	0.00	5.09 %	0.00
NORTH ARCOT	2,203.61	1,858.14	84.32 %	0.00	5.09 %	0.00
WEST-01	2,396.64	1,982.92	82.74 %	0.00	5.09 %	0.00
SOUTH ARCOT	2,020.19	1,666.31	82.48 %	0.00	5.09 %	0.00
CHENNAI-01	3,405.80	2,746.64	80.65 %	0.00	5.09 %	0.00
SOUTH-01	4,773.33	3,788.02	79.36 %	0.00	5.09 %	0.00
CHENNAI-02	3,365.39	2,591.72	77.01 %	0.00	5.09 %	0.00
KL-SOUTH	254.67	140.49	55.17 %	0.00	5.09 %	0.00
OTHERS	0.00	565.85	0.00 %	0.00	0.00 %	0.00
Total	28,053.57	23,819.51	84.91 %		5.09 %	

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,025.90	1,009.46	98.40%	75,000.00	5.09 %	150,000.00
	KKD2	660.08	611.48	92.64%	45,000.00	5.09 %	45,000.00
	DGL1	1,115.51	1,012.18	90.74%	75,000.00	5.09 %	75,000.00
	KRR1	161.90	145.45	89.84%	0.00	5.09 %	7,500.00
	SVG1	623.93	550.12	88.17%	0.00	5.09 %	37,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	633.03	559.25	88.34%	0.00	5.09 %	37,500.00
	TNJ1	713.03	622.88	87.36%	0.00	5.09 %	45,000.00
	TRY1	887.78	748.51	84.31%	0.00	5.09 %	0.00
	PBR1	748.69	629.75	84.11%	0.00	5.09 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	813.06	732.67	90.11%	52,500.00	5.09 %	52,500.00
	SLM1	982.63	844.28	85.92%	0.00	5.09 %	60,000.00
	HSR1	620.20	523.16	84.35%	0.00	5.09 %	0.00
	MTR1	648.21	490.23	75.63%	0.00	5.09 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	809.13	741.92	91.69%	52,500.00	5.09 %	52,500.00
	NA02	685.24	583.98	85.22%	0.00	5.09 %	0.00
	NA03	709.24	532.25	75.04%	0.00	5.09 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	281.19	279.43	99.37%	15,000.00	5.09 %	30,000.00
	CBE1	989.05	849.93	85.93%	0.00	5.09 %	60,000.00
	UAM1	435.97	373.24	85.61%	0.00	5.09 %	22,500.00
	TPR1	327.03	229.96	70.32%	0.00	5.09 %	0.00
	PLI1	363.40	250.36	68.89%	0.00	5.09 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	665.62	566.22	85.07%	0.00	5.09 %	0.00
	SA03	610.91	508.55	83.24%	0.00	5.09 %	0.00
	SA02	743.66	591.54	79.54%	0.00	5.09 %	0.00
CHENNAI- 01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	1,041.11	905.51	86.98%	0.00	5.09 %	67,500.00
	CH03	655.01	551.77	84.24%	0.00	5.09 %	0.00
	CH08	762.40	588.49	77.19%	0.00	5.09 %	0.00
	CH05	947.28	700.87	73.99%	0.00	5.09 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	981.52	884.30	90.10%	60,000.00	5.09 %	60,000.00
	TKS1	663.57	562.85	84.82%	0.00	5.09 %	0.00
	KVT1	870.51	678.69	77.96%	0.00	5.09 %	0.00
	VNR1	665.88	502.90	75.52%	0.00	5.09 %	0.00
	TVL1	785.93	578.59	73.62%	0.00	5.09 %	0.00
	NGR1	805.91	580.69	72.05%	0.00	5.09 %	0.00
CHENNAI- 02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	797.33	635.80	79.74%	0.00	5.09 %	0.00
	CH09	662.03	509.20	76.92%	0.00	5.09 %	0.00
	CH04	1,034.92	786.54	76.00%	0.00	5.09 %	0.00
	CH01	871.11	660.18	75.79%	0.00	5.09 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	254.67	140.49	55.17%	0.00	5.09 %	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	131.35	0.00%	0.00	0.00 %	0.00
	HO01	0.00	379.59	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	12.70	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	6.30	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	9.35	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	18.60	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.52	0.00%	0.00	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)
MDU6	102.39	196.20	0.25	191.62 %	140,532.10	40.00 %	56,212.84	5.09 %	56,212.84
KKD3	79.89	128.76	0.33	161.17 %	161,706.60	40.00 %	64,682.64	5.09 %	64,682.64
DGL2	51.95	59.57	0.12	114.68 %	56,785.80	30.00 %	17,035.74	5.09 %	22,714.32
TEN1	85.88	95.05	0.01	110.68 %	88,608.20	30.00 %	26,582.46	5.09 %	26,582.46
PVI1	65.66	67.41	0.01	102.67 %	83,523.20	25.00 %	20,880.80	5.09 %	20,880.80
BTU1	38.17	39.13	0.41	102.52 %	42,155.00	25.00 %	10,538.75	5.09 %	10,538.75
KYK1	43.02	44.05	0.19	102.40 %	49,584.00	25.00 %	12,396.00	5.09 %	12,396.00
PNI1	33.67	34.42	0.49	102.22 %	28,729.80	25.00 %	7,182.45	5.09 %	7,182.45
MDU1	465.37	473.72	0.12	101.79 %	267,480.40	25.00 %	66,870.10	5.09 %	66,870.10
MLR1	59.87	59.71	0.04	99.73 %	55,586.80	20.00 %	11,117.36	5.09 %	13,896.70
TEN2	86.71	86.28	0.01	99.51 %	57,075.80	20.00 %	11,415.16	5.09 %	14,268.95
DKI1	86.17	84.93	0.03	98.55 %	113,140.70	20.00 %	22,628.14	5.09 %	28,285.18
TDI1	56.53	55.65	0.00	98.44 %	63,268.00	20.00 %	12,653.60	5.09 %	15,817.00
PKM1	38.34	36.40	0.14	94.93 %	41,189.00	15.00 %	6,178.35	5.09 %	8,237.80
ADP1	68.99	64.75	0.17	93.86 %	65,632.10	15.00 %	9,844.82	5.09 %	13,126.42
KPT1	46.39	43.38	0.19	93.50 %	48,662.20	15.00 %	7,299.33	5.09 %	9,732.44
USL1	78.24	72.28	0.10	92.38 %	70,379.60	15.00 %	10,556.94	5.09 %	14,075.92
KRR1	102.14	92.95	0.09	91.01 %	82,120.90	15.00 %	12,318.14	5.09 %	16,424.18
PNV1	38.31	34.68	0.08	90.52 %	37,730.70	15.00 %	5,659.61	5.09 %	7,546.14
ATG1	101.21	91.60	0.35	90.50 %	110,458.40	15.00 %	16,568.76	5.09 %	22,091.68
MDU2	225.10	202.35	0.22	89.89 %	151,469.40	10.00 %	15,146.94	5.09 %	22,720.41
SGP1	41.13	36.79	0.00	89.43 %	39,453.80	10.00 %	3,945.38	5.09 %	5,918.07
DGL1	314.31	280.04	0.10	89.09 %	225,006.30	10.00 %	22,500.63	5.09 %	33,750.95
CBM1	105.35	93.09	0.06	88.36 %	81,773.90	10.00 %	8,177.39	5.09 %	12,266.09
BNR1	70.18	62.00	0.29	88.34 %	58,461.70	10.00 %	5,846.17	5.09 %	8,769.26
ODM1	59.77	52.50	0.28	87.85 %	34,282.20	10.00 %	3,428.22	5.09 %	5,142.33
TMM1	139.69	121.23	0.22	86.79 %	90,794.70	10.00 %	9,079.47	5.09 %	13,619.21
SVG1	94.55	76.36	0.08	80.76 %	80,724.70	10.00 %	8,072.47	5.09 %	8,072.47
MDU4	86.83	68.36	0.25	78.73 %	57,247.90	0.00 %		5.09 %	5,724.79
CMR1	57.08	44.41	0.23	77.81 %	31,243.60	0.00 %		5.09 %	3,124.36
TPT1	79.84	60.08	0.21	75.25 %	107,749.50	0.00 %		5.09 %	
MDU3	137.41	96.98	0.27	70.58 %	65,266.40	0.00 %		5.09 %	
NKI1	85.66	57.59	0.23	67.23 %	77,611.10	0.00 %		5.09 %	
MDU5	78.74	52.87	0.06	67.14 %	66,955.80	0.00 %		5.09 %	
NTM1	67.20	44.39	0.00	66.05 %	40,379.80	0.00 %		5.09 %	
MNM1	56.54	37.17	0.10	65.74 %	49,032.80	0.00 %		5.09 %	
MPA1	104.26	67.17	0.13	64.42 %	80,768.40	0.00 %		5.09 %	
KKD2	54.80	14.43	0.00	26.33 %	19,135.10	0.00 %		5.09 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY4	36.70	117.41	0.03	319.90 %	63,984.50	40.00 %	25,593.80	5.09 %	25,593.80
TVR1	42.41	51.10	0.00	120.49 %	44,548.00	40.00 %	17,819.20	5.09 %	17,819.20
TRY3	78.12	90.77	0.07	116.20 %	61,467.00	30.00 %	18,440.10	5.09 %	24,586.80
TVR2	110.50	123.08	0.05	111.39 %	99,864.60	30.00 %	29,959.38	5.09 %	29,959.38
MDI1	86.52	91.14	0.16	105.34 %	79,706.30	25.00 %	19,926.58	5.09 %	23,911.89
MVM1	125.69	126.10	0.00	100.33 %	136,107.70	25.00 %	34,026.93	5.09 %	34,026.93
KRN1	55.02	54.91	0.03	99.79 %	52,261.70	20.00 %	10,452.34	5.09 %	13,065.43
TNJ2	146.34	134.84	0.02	92.14 %	102,735.90	15.00 %	15,410.39	5.09 %	20,547.18
TYR1	119.98	110.45	0.04	92.06 %	76,827.40	15.00 %	11,524.11	5.09 %	15,365.48
TRY2	54.65	50.02	0.05	91.53 %	38,313.50	15.00 %	5,747.03	5.09 %	7,662.70
KIK1	63.10	56.99	0.00	90.30 %	62,437.90	15.00 %	9,365.69	5.09 %	12,487.58
TNJ1	185.45	167.32	0.18	90.22 %	118,413.30	15.00 %	17,762.00	5.09 %	17,762.00
PDK1	63.35	56.96	0.29	89.91 %	50,071.10	10.00 %	5,007.11	5.09 %	7,510.67
PBR1	58.70	52.52	0.00	89.46 %	45,295.80	10.00 %	4,529.58	5.09 %	6,794.37
ORU1	55.70	49.49	0.09	88.86 %	56,127.10	10.00 %	5,612.71	5.09 %	8,419.07
NGT1	101.13	86.30	0.05	85.34 %	92,007.90	10.00 %	9,200.79	5.09 %	9,200.79
KUM1	162.39	131.13	0.10	80.75 %	106,176.60	10.00 %	10,617.66	5.09 %	10,617.66
AYR1	77.99	62.77	0.02	80.49 %	44,931.10	10.00 %	4,493.11	5.09 %	4,493.11
TTP1	102.75	82.47	0.00	80.26 %	85,145.00	10.00 %	8,514.50	5.09 %	8,514.50
JKM1	99.40	79.32	0.00	79.80 %	62,330.80	0.00 %		5.09 %	6,233.08
NMM1	66.47	52.43	0.07	78.88 %	61,569.90	0.00 %		5.09 %	6,156.99
PBR2	188.97	145.97	0.09	77.24 %	109,901.20	0.00 %		5.09 %	10,990.12
PTK1	132.97	98.89	0.15	74.37 %	81,082.80	0.00 %		5.09 %	
APM1	39.58	28.77	0.15	72.67 %	37,075.30	0.00 %		5.09 %	
MSI1	77.96	52.61	0.08	67.48 %	44,779.80	0.00 %		5.09 %	
TRY1	599.93	378.44	0.09	63.08 %	264,290.00	0.00 %		5.09 %	
NCK1	50.75	28.17	0.01	55.51 %	26,712.40	0.00 %		5.09 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	58.53	84.50	0.00	144.38 %	65,366.10	40.00 %	26,146.44	5.09 %	26,146.44
ERD2	150.45	177.63	0.11	118.07 %	154,353.20	30.00 %	46,305.96	5.09 %	61,741.28
APN1	56.49	60.54	0.15	107.17 %	75,525.70	25.00 %	18,881.43	5.09 %	22,657.71
PMP1	67.83	67.02	0.12	98.81 %	36,993.90	20.00 %	7,398.78	5.09 %	9,248.48
ERD1	145.07	141.15	1.35	97.29 %	102,873.80	20.00 %	20,574.76	5.09 %	25,718.45
SLM2	98.58	94.91	0.12	96.28 %	70,260.90	20.00 %	14,052.18	5.09 %	17,565.23
HSR2	158.64	151.57	0.07	95.55 %	130,343.00	20.00 %	26,068.60	5.09 %	32,585.75
EDP1	45.08	42.67	0.00	94.66 %	26,134.60	15.00 %	3,920.19	5.09 %	5,226.92
DPR1	42.79	38.98	0.01	91.10 %	28,193.00	15.00 %	4,228.95	5.09 %	5,638.60
HRR1	57.09	51.46	0.17	90.13 %	43,755.80	15.00 %	6,563.37	5.09 %	6,563.37
SLM3	143.45	129.16	0.11	90.03 %	91,629.50	10.00 %	9,162.95	5.09 %	13,744.43
VKL1	40.49	35.70	0.07	88.17 %	31,222.00	10.00 %	3,122.20	5.09 %	4,683.30
NKL2	139.68	121.03	0.29	86.65 %	110,426.20	10.00 %	11,042.62	5.09 %	16,563.93
PDR1	41.02	35.53	0.10	86.62 %	42,315.50	10.00 %	4,231.55	5.09 %	6,347.33
TCG1	54.68	45.65	0.36	83.50 %	35,908.40	10.00 %	3,590.84	5.09 %	3,590.84
KVP1	56.03	46.36	0.02	82.75 %	40,519.00	10.00 %	4,051.90	5.09 %	4,051.90
VPD1	118.27	97.20	0.00	82.18 %	116,912.50	10.00 %	11,691.25	5.09 %	11,691.25
PLC1	67.94	55.79	0.01	82.11 %	55,990.00	10.00 %	5,599.00	5.09 %	5,599.00
SLM1	301.17	243.74	0.12	80.93 %	155,615.00	10.00 %	15,561.50	5.09 %	15,561.50
ATU1	121.11	97.71	0.04	80.68 %	78,839.90	10.00 %	7,883.99	5.09 %	7,883.99
EPI1	98.47	78.34	0.06	79.56 %	71,456.20	0.00 %		5.09 %	7,145.62
BMD1	57.70	44.78	0.09	77.60 %	50,684.20	0.00 %		5.09 %	5,068.42
SGG1	43.93	33.87	0.20	77.10 %	27,994.10	0.00 %		5.09 %	2,799.41
OML1	97.97	75.30	0.00	76.87 %	73,448.60	0.00 %		5.09 %	7,344.86
CMI1	48.30	37.02	0.22	76.64 %	42,235.90	0.00 %		5.09 %	4,223.59
RSP1	84.66	64.79	0.12	76.53 %	57,332.30	0.00 %		5.09 %	5,733.23
TRM1	107.19	81.66	1.13	76.18 %	62,894.10	0.00 %		5.09 %	6,289.41
MCR1	109.85	83.25	0.01	75.78 %	68,979.00	0.00 %		5.09 %	
MTR1	118.25	77.97	0.03	65.93 %	57,859.60	0.00 %		5.09 %	
DPR2	57.38	36.84	0.00	64.21 %	27,646.10	0.00 %		5.09 %	
KMM1	64.78	40.29	0.19	62.20 %	45,219.40	0.00 %		5.09 %	
KRI1	86.29	51.47	0.00	59.65 %	25,111.10	0.00 %		5.09 %	
HSR1	124.95	66.45	0.07	53.18 %	63,073.40	0.00 %		5.09 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KPM2	260.70	271.85	0.03	104.28 %	180,568.50	25.00 %	45,142.13	5.09 %	45,142.13
SLG1	61.53	63.27	0.00	102.83 %	50,394.60	25.00 %	12,598.65	5.09 %	12,598.65
AKM1	125.55	120.92	0.13	96.31 %	89,101.10	20.00 %	17,820.22	5.09 %	22,275.28
CYR1	58.65	56.45	0.02	96.26 %	50,449.90	20.00 %	10,089.98	5.09 %	12,612.48
BGR1	43.05	41.36	0.00	96.05 %	42,226.90	20.00 %	8,445.38	5.09 %	10,556.73
VEL1	110.14	103.99	0.07	94.41 %	92,069.00	15.00 %	13,810.35	5.09 %	18,413.80
WJP1	69.58	65.02	0.37	93.43 %	55,016.20	15.00 %	8,252.43	5.09 %	11,003.24
VNB1	73.63	68.44	0.00	92.96 %	46,242.20	15.00 %	6,936.33	5.09 %	9,248.44
GDM1	69.05	60.26	0.12	87.28 %	58,140.70	10.00 %	5,814.07	5.09 %	8,721.11
ABR1	72.19	62.56	3.08	86.67 %	58,222.80	10.00 %	5,822.28	5.09 %	8,733.42
PLR1	44.80	36.91	0.00	82.38 %	35,034.60	10.00 %	3,503.46	5.09 %	3,503.46
VEL2	128.61	105.17	0.07	81.78 %	123,286.30	10.00 %	12,328.63	5.09 %	12,328.63
WJD1	81.51	65.76	0.19	80.67 %	69,667.70	10.00 %	6,966.77	5.09 %	6,966.77
TRR1	123.07	97.37	0.60	79.11 %	74,705.70	0.00 %		5.09 %	7,470.57
KPM1	79.67	62.80	0.16	78.83 %	61,188.10	0.00 %		5.09 %	6,118.81
TRL1	135.49	106.32	0.04	78.47 %	137,061.10	0.00 %		5.09 %	13,706.11
TRT1	91.05	70.42	0.28	77.34 %	55,833.90	0.00 %		5.09 %	5,583.39
CGM1	63.75	49.27	0.00	77.28 %	35,772.30	0.00 %		5.09 %	3,577.23
ARC2	85.50	65.27	0.05	76.34 %	50,738.70	0.00 %		5.09 %	5,073.87
VSI1	78.63	59.83	0.19	76.09 %	71,688.60	0.00 %		5.09 %	7,168.86
CPT1	45.71	32.53	0.03	71.18 %	33,747.90	0.00 %		5.09 %	
ANI1	47.97	33.85	0.11	70.56 %	27,544.70	0.00 %		5.09 %	
UGI1	55.89	39.09	0.30	69.94 %	38,555.10	0.00 %		5.09 %	
SBR1	168.13	102.94	0.04	61.23 %	123,565.30	0.00 %		5.09 %	
PTU1	29.76	16.48	0.11	55.38 %	17,653.20	0.00 %		5.09 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	33.86	51.55	0.56	152.26 %	72,761.70	40.00 %	29,104.68	5.09 %	29,104.68
GBM1	53.92	66.59	0.54	123.51 %	43,588.30	40.00 %	17,435.32	5.09 %	17,435.32
PPI1	44.78	54.29	0.03	121.24 %	73,475.00	40.00 %	29,390.00	5.09 %	29,390.00
MPM1	63.26	66.66	0.04	105.38 %	84,976.80	25.00 %	21,244.20	5.09 %	25,493.04
SUL1	58.53	60.33	0.11	103.08 %	85,947.00	25.00 %	21,486.75	5.09 %	21,486.75
TPR3	57.58	59.03	0.03	102.51 %	83,531.40	25.00 %	20,882.85	5.09 %	20,882.85
KGM1	39.33	40.03	0.12	101.78 %	43,970.00	25.00 %	10,992.50	5.09 %	10,992.50
CBE2	360.69	340.91	0.06	94.52 %	269,561.10	15.00 %	40,434.17	5.09 %	53,912.22
AVI1	57.79	53.28	0.00	92.19 %	48,542.40	15.00 %	7,281.36	5.09 %	9,708.48
CBE6	75.58	69.59	0.03	92.07 %	67,747.80	15.00 %	10,162.17	5.09 %	13,549.56
TPR4	38.62	35.16	0.03	91.06 %	30,495.10	15.00 %	4,574.27	5.09 %	6,099.02
ANR1	19.33	17.06	0.35	88.25 %	20,146.20	10.00 %	2,014.62	5.09 %	3,021.93
KMR1	140.69	123.73	0.02	87.95 %	145,441.10	10.00 %	14,544.11	5.09 %	21,816.17
CNR1	56.15	48.77	0.00	86.84 %	52,383.60	10.00 %	5,238.36	5.09 %	7,857.54
CBE1	60.29	51.35	0.05	85.17 %	68,485.60	10.00 %	6,848.56	5.09 %	6,848.56
PDM1	40.59	33.99	0.01	83.74 %	33,505.20	10.00 %	3,350.52	5.09 %	3,350.52
KGI1	72.66	58.27	0.00	80.19 %	40,470.40	10.00 %	4,047.04	5.09 %	4,047.04
SYM2	66.75	53.04	0.00	79.47 %	53,565.10	0.00 %		5.09 %	5,356.51
GDR1	63.68	47.06	0.11	73.90 %	34,177.90	0.00 %		5.09 %	
DPM2	79.48	58.57	0.02	73.68 %	59,935.90	0.00 %		5.09 %	
SNR1	80.23	57.47	0.11	71.62 %	54,839.20	0.00 %		5.09 %	
CBE5	52.47	36.80	0.07	70.14 %	55,400.70	0.00 %		5.09 %	
CBE3	38.87	27.04	0.01	69.55 %	44,939.70	0.00 %		5.09 %	
UAM1	146.36	100.94	0.04	68.97 %	94,685.50	0.00 %		5.09 %	
CBE4	121.70	82.72	0.15	67.97 %	94,548.60	0.00 %		5.09 %	
TPR1	121.87	78.54	0.25	64.44 %	67,922.30	0.00 %		5.09 %	
PLI1	127.60	80.95	0.08	63.44 %	73,086.10	0.00 %		5.09 %	
TPR2	147.58	92.39	0.01	62.61 %	65,464.00	0.00 %		5.09 %	
UMP1	76.39	36.82	0.47	48.20 %	40,893.80	0.00 %		5.09 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	100.86	129.56	0.15	128.45 %	84,178.20	40.00 %	33,671.28	5.09 %	33,671.28
CUD1	195.15	172.39	0.21	88.34 %	165,078.60	10.00 %	16,507.86	5.09 %	24,761.79
VPM2	99.31	87.26	0.10	87.87 %	79,000.70	10.00 %	7,900.07	5.09 %	11,850.11
NVL2	118.61	103.64	0.14	87.38 %	106,431.90	10.00 %	10,643.19	5.09 %	15,964.79
KLM1	99.93	86.99	0.18	87.06 %	101,313.50	10.00 %	10,131.35	5.09 %	15,197.03
POY2	153.50	131.90	0.04	85.93 %	104,418.60	10.00 %	10,441.86	5.09 %	15,662.79
PRT1	80.80	68.53	0.22	84.82 %	67,691.00	10.00 %	6,769.10	5.09 %	6,769.10
ULP1	100.60	84.87	0.05	84.36 %	79,295.40	10.00 %	7,929.54	5.09 %	7,929.54
CDM1	147.96	124.81	0.09	84.35 %	110,421.90	10.00 %	11,042.19	5.09 %	11,042.19
POY1	171.74	144.76	0.18	84.29 %	152,612.80	10.00 %	15,261.28	5.09 %	15,261.28
KML1	56.65	45.27	0.36	79.91 %	44,372.50	0.00 %		5.09 %	4,437.25
TRK1	127.83	99.50	0.17	77.84 %	101,851.80	0.00 %		5.09 %	10,185.18
KKI2	131.85	101.06	0.26	76.65 %	78,356.00	0.00 %		5.09 %	7,835.60
TDM1	88.69	65.51	0.11	73.86 %	51,027.30	0.00 %		5.09 %	
STP1	45.06	33.24	0.00	73.77 %	29,265.60	0.00 %		5.09 %	
TVM1	61.79	43.29	0.33	70.07 %	24,019.60	0.00 %		5.09 %	
VPM1	40.17	27.39	0.22	68.19 %	23,262.10	0.00 %		5.09 %	
MKM1	45.30	30.18	0.15	66.63 %	29,497.20	0.00 %		5.09 %	
TVM2	92.26	56.17	0.00	60.89 %	31,177.00	0.00 %		5.09 %	
VCM1	62.12	30.11	0.00	48.46 %	27,031.10	0.00 %		5.09 %	
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)
CH19	128.71	149.18	0.14	115.90 %	131,782.30	30.00 %	39,534.69	5.09 %	52,712.92
CH28	113.79	128.17	0.12	112.64 %	190,261.90	30.00 %	57,078.57	5.09 %	57,078.57
CH40	70.50	73.80	0.01	104.68 %	36,561.30	25.00 %	9,140.33	5.09 %	10,968.39
MC10	27.94	29.12	0.00	104.23 %	18,738.40	25.00 %	4,684.60	5.09 %	4,684.60
TKM1	53.57	54.93	0.00	102.54 %	60,446.70	25.00 %	15,111.68	5.09 %	15,111.68
AVD1	162.67	163.49	0.35	100.50 %	121,352.00	25.00 %	30,338.00	5.09 %	30,338.00
CH42	144.19	138.28	0.09	95.91 %	140,106.30	20.00 %	28,021.26	5.09 %	35,026.58
GUD2	93.38	85.96	0.08	92.06 %	76,748.00	15.00 %	11,512.20	5.09 %	15,349.60
CH39	64.56	57.71	0.06	89.39 %	54,971.00	10.00 %	5,497.10	5.09 %	8,245.65
CH16	227.39	200.49	0.12	88.17 %	215,298.00	10.00 %	21,529.80	5.09 %	32,294.70
GUD1	94.95	83.31	0.07	87.74 %	123,886.90	10.00 %	12,388.69	5.09 %	18,583.04
CH35	87.35	72.05	0.11	82.49 %	78,186.50	10.00 %	7,818.65	5.09 %	7,818.65
CH48	131.05	107.51	0.04	82.04 %	109,877.00	10.00 %	10,987.70	5.09 %	10,987.70
CGL1	75.93	62.14	0.13	81.85 %	56,799.90	10.00 %	5,679.99	5.09 %	5,679.99
CH38	86.67	69.88	0.12	80.63 %	75,614.10	10.00 %	7,561.41	5.09 %	7,561.41
CH45	114.99	91.02	0.42	79.16 %	89,328.40	0.00 %		5.09 %	8,932.84
SKL1	88.71	69.26	0.09	78.07 %	86,033.90	0.00 %		5.09 %	8,603.39
CH14	246.21	191.14	0.15	77.63 %	166,974.40	0.00 %		5.09 %	16,697.44
CH22	100.71	77.73	0.10	77.18 %	86,091.10	0.00 %		5.09 %	8,609.11
CH08	238.93	183.76	0.05	76.91 %	256,959.00	0.00 %		5.09 %	25,695.90
MRM1	105.55	76.02	0.11	72.03 %	81,208.30	0.00 %		5.09 %	
CH07	169.27	117.26	0.10	69.27 %	119,743.70	0.00 %		5.09 %	
CH05	203.32	139.99	0.15	68.85 %	126,010.20	0.00 %		5.09 %	
KNR1	118.80	75.93	0.17	63.91 %	61,978.00	0.00 %		5.09 %	
CH11	127.74	79.96	0.24	62.60 %	80,772.70	0.00 %		5.09 %	
CH30	139.08	86.99	0.22	62.55 %	68,019.90	0.00 %		5.09 %	
CH29	39.10	22.33	0.12	57.11 %	26,253.70	0.00 %		5.09 %	
CH26	34.05	17.85	0.04	52.41 %	19,591.90	0.00 %		5.09 %	
CH37	74.60	29.36	0.21	39.36 %	30,586.40	0.00 %		5.09 %	
MC09	21.47	8.35	0.26	38.88 %	4,393.40	0.00 %		5.09 %	
MC02	20.65	3.68	0.00	17.84 %	1,310.10	0.00 %		5.09 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARM1	61.50	73.63	0.46	119.72 %	60,800.70	30.00 %	18,240.21	5.09 %	24,320.28
ERL2	58.69	68.52	0.08	116.74 %	81,771.30	30.00 %	24,531.39	5.09 %	32,708.52
RPM1	146.11	147.17	0.34	100.72 %	142,431.60	25.00 %	35,607.90	5.09 %	35,607.90
KYR1	48.76	48.00	0.22	98.45 %	44,164.30	20.00 %	8,832.86	5.09 %	11,041.08
UDN1	59.32	58.21	0.16	98.13 %	53,570.60	20.00 %	10,714.12	5.09 %	13,392.65
TCN1	96.87	93.32	0.30	96.33 %	92,681.90	20.00 %	18,536.38	5.09 %	23,170.48
PKD1	128.91	122.09	0.18	94.71 %	124,071.20	15.00 %	18,610.68	5.09 %	24,814.24
TUT2	190.76	170.89	0.16	89.58 %	139,100.90	10.00 %	13,910.09	5.09 %	20,865.14
SKD1	56.75	49.96	0.14	88.04 %	45,354.80	10.00 %	4,535.48	5.09 %	6,803.22
TUT1	497.96	435.90	0.26	87.54 %	466,404.80	10.00 %	46,640.48	5.09 %	69,960.72
NGR1	293.41	254.16	0.83	86.62 %	207,285.40	10.00 %	20,728.54	5.09 %	31,092.81
TKS2	181.19	156.93	0.11	86.61 %	136,888.40	10.00 %	13,688.84	5.09 %	20,533.26
VNR1	63.03	54.24	0.00	86.05 %	54,917.40	10.00 %	5,491.74	5.09 %	8,237.61
TKS1	150.44	127.62	0.15	84.83 %	137,620.60	10.00 %	13,762.06	5.09 %	13,762.06
VNR2	228.72	179.22	0.07	78.36 %	169,943.80	0.00 %		5.09 %	16,994.38
SNL1	94.21	73.39	0.13	77.90 %	59,636.50	0.00 %		5.09 %	5,963.65
SDI1	68.84	53.50	0.40	77.71 %	53,417.90	0.00 %		5.09 %	5,341.79
APK1	103.80	80.51	0.05	77.57 %	89,374.00	0.00 %		5.09 %	8,937.40
ASM1	67.37	52.17	0.10	77.43 %	59,226.80	0.00 %		5.09 %	5,922.68
SVK1	154.22	117.21	0.15	76.01 %	103,045.60	0.00 %		5.09 %	
KVT1	246.11	183.27	0.44	74.47 %	225,078.30	0.00 %		5.09 %	
TYI1	77.92	57.46	0.42	73.75 %	71,953.80	0.00 %		5.09 %	
TKY1	110.31	79.41	0.13	71.99 %	58,941.40	0.00 %		5.09 %	
TVL1	461.04	328.10	0.78	71.16 %	274,951.30	0.00 %		5.09 %	
MMT1	79.09	55.29	0.13	69.91 %	46,162.50	0.00 %		5.09 %	
STU2	58.84	40.47	0.20	68.77 %	35,617.20	0.00 %		5.09 %	
RND1	173.38	118.81	0.12	68.52 %	159,145.80	0.00 %		5.09 %	
TVL2	43.92	30.09	0.16	68.52 %	13,510.30	0.00 %		5.09 %	
SGT1	43.58	29.84	0.26	68.47 %	26,109.40	0.00 %		5.09 %	
VKM1	63.56	42.71	0.06	67.20 %	58,325.50	0.00 %		5.09 %	
KGL1	71.44	47.56	0.04	66.57 %	50,831.30	0.00 %		5.09 %	
PDI1	73.41	47.80	0.23	65.11 %	46,282.40	0.00 %		5.09 %	
VLY1	152.10	94.61	0.41	62.20 %	75,251.40	0.00 %		5.09 %	
APK2	116.12	71.71	0.25	61.76 %	82,181.40	0.00 %		5.09 %	
MAR1	170.14	98.17	0.13	57.70 %	87,506.40	0.00 %		5.09 %	
KSM1	48.04	27.57	0.07	57.38 %	26,030.00	0.00 %		5.09 %	
COL1	33.48	18.54	0.02	55.37 %	20,231.40	0.00 %		5.09 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH33	100.11	96.92	0.05	96.81 %	97,625.60	20.00 %	19,525.12	5.09 %	24,406.40
CH32	21.77	20.70	0.15	95.10 %	11,008.00	15.00 %	1,651.20	5.09 %	2,752.00
CH34	145.89	131.76	0.10	90.32 %	116,245.20	15.00 %	17,436.78	5.09 %	23,249.04
CH24	123.46	109.16	0.28	88.41 %	113,072.70	10.00 %	11,307.27	5.09 %	16,960.91
CH12	186.86	162.61	0.22	87.02 %	177,009.40	10.00 %	17,700.94	5.09 %	26,551.41
CH44	110.42	95.95	0.04	86.89 %	81,920.30	10.00 %	8,192.03	5.09 %	12,288.05
CH20	173.35	150.14	0.19	86.61 %	141,329.30	10.00 %	14,132.93	5.09 %	21,199.40
CH15	342.39	295.58	0.17	86.33 %	247,164.60	10.00 %	24,716.46	5.09 %	37,074.69
CH18	143.83	123.20	0.00	85.66 %	154,057.80	10.00 %	15,405.78	5.09 %	23,108.67
CH43	107.64	92.04	0.17	85.51 %	110,380.40	10.00 %	11,038.04	5.09 %	11,038.04
CH23	51.19	42.07	0.00	82.18 %	46,781.10	10.00 %	4,678.11	5.09 %	4,678.11
CH21	234.31	190.12	0.23	81.14 %	135,811.60	10.00 %	13,581.16	5.09 %	13,581.16
CH03	329.91	262.69	0.21	79.63 %	245,665.30	0.00 %		5.09 %	24,566.53
GPD1	104.19	79.81	0.14	76.60 %	52,195.30	0.00 %		5.09 %	5,219.53
CH31	55.75	42.11	0.00	75.53 %	39,272.30	0.00 %		5.09 %	
UK11	90.49	66.91	0.13	73.94 %	53,134.10	0.00 %		5.09 %	
PON1	73.86	51.65	0.05	69.92 %	51,794.70	0.00 %		5.09 %	
CH41	124.67	84.63	0.29	67.88 %	90,482.90	0.00 %		5.09 %	
MC05	53.90	35.85	0.00	66.52 %	14,680.70	0.00 %		5.09 %	
CH46	72.25	47.63	0.34	65.93 %	41,465.70	0.00 %		5.09 %	
MC06	40.76	26.35	0.00	64.66 %	19,712.60	0.00 %		5.09 %	
CH09	135.89	87.78	0.17	64.59 %	99,421.20	0.00 %		5.09 %	
CH27	51.26	32.73	0.06	63.85 %	34,349.40	0.00 %		5.09 %	
MJR1	221.86	134.49	0.02	60.62 %	101,790.70	0.00 %		5.09 %	
CH36	70.19	42.21	0.00	60.13 %	27,747.90	0.00 %		5.09 %	
CH17	50.41	26.65	0.00	52.86 %	36,686.70	0.00 %		5.09 %	
CH06	138.93	57.29	0.12	41.23 %	64,704.40	0.00 %		5.09 %	
CH01	9.84	2.70	0.00	27.40 %	(1,438.80)	0.00 %		5.09 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	147.63	84.51	0.35	57.24 %	69,461.00	0.00 %		5.09 %	
KLR1	47.84	25.25	0.00	52.77 %	21,770.70	0.00 %		5.09 %	
PAS1	59.20	30.74	0.00	51.92 %	27,260.10	0.00 %		5.09 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	102.96	5.04	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	2.75	1.39	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	18.60	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	12.70	6.02	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.52	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	9.35	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	28.40	0.27	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 %	