

Accu.Target 20,412.90 L	Sales 19,701.52 L	Achieved % 96.52 %	HO Budget+ % 0.00 %	Total Com. 174.29 L
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Note : Sales Period is From :01-Aug-2025 To :19-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	1,551.32	1,596.77	102.93 %	90,000.00	0.00 %	90,000.00
WEST-01	1,517.46	1,558.52	102.71 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,511.09	1,537.73	101.76 %	90,000.00	0.00 %	90,000.00
TRICHY-01	2,331.24	2,360.67	101.26 %	0.00	0.00 %	0.00
WEST-02	1,889.68	1,890.34	100.04 %	0.00	0.00 %	0.00
SOUTH-01	3,384.62	3,166.39	93.55 %	0.00	0.00 %	0.00
SOUTH-03	2,433.35	2,194.02	90.16 %	63,000.00	0.00 %	63,000.00
CHENNAI-02	2,609.37	2,300.85	88.18 %	0.00	0.00 %	0.00
CHENNAI-01	3,021.26	2,646.79	87.61 %	0.00	0.00 %	0.00
KL-SOUTH	163.50	139.99	85.62 %	0.00	0.00 %	0.00
OTHERS	0.00	309.44	0.00 %	0.00	0.00 %	0.00
Total	20,412.90	19,701.52	96.52 %		0.00 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	546.59	583.34	106.72%	75,000.00	0.00 %	75,000.00
	NA02	534.93	543.41	101.59%	75,000.00	0.00 %	75,000.00
	NA03	469.80	470.02	100.05%	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	171.75	201.36	117.24%	40,000.00	0.00 %	40,000.00
	UAM1	281.70	293.66	104.25%	30,000.00	0.00 %	30,000.00
	CBE1	670.20	686.00	102.36%	90,000.00	0.00 %	90,000.00
	TPR1	177.66	176.92	99.58%	7,500.00	0.00 %	7,500.00
	PLI1	216.15	200.58	92.80%	15,000.00	0.00 %	15,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	519.94	572.68	110.14%	100,000.00	0.00 %	100,000.00
	SA02	541.67	534.50	98.68%	37,500.00	0.00 %	37,500.00
	SA03	449.48	430.55	95.79%	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	499.90	569.06	113.83%	100,000.00	0.00 %	100,000.00
	TNJ1	494.59	539.85	109.15%	75,000.00	0.00 %	75,000.00
	PTK1	445.09	458.94	103.11%	60,000.00	0.00 %	60,000.00
	TRY1	891.65	792.82	88.92%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	403.34	433.57	107.49%	60,000.00	0.00 %	60,000.00
	MTR1	418.79	436.41	104.21%	60,000.00	0.00 %	60,000.00
	SLM1	559.58	571.24	102.08%	75,000.00	0.00 %	75,000.00
	ERD1	507.97	449.12	88.42%	0.00	0.00 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	443.60	483.06	108.90%	60,000.00	0.00 %	60,000.00
	KVT1	562.10	572.28	101.81%	75,000.00	0.00 %	75,000.00
	TVL1	562.88	544.87	96.80%	37,500.00	0.00 %	37,500.00
	VNR1	400.47	378.81	94.59%	22,500.00	0.00 %	22,500.00
	TUT1	777.22	732.75	94.28%	52,500.00	0.00 %	52,500.00
	NGR1	638.35	454.62	71.22%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	392.12	384.59	98.08%	22,500.00	0.00 %	22,500.00
	MDU2	701.98	661.91	94.29%	45,000.00	0.00 %	45,000.00
	KKD2	504.81	463.44	91.81%	30,000.00	0.00 %	30,000.00
	DGL1	743.19	616.32	82.93%	0.00	0.00 %	0.00
	KRR1	91.26	67.75	74.23%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	723.80	697.31	96.34%	45,000.00	0.00 %	45,000.00
	CH07	666.85	574.95	86.22%	0.00	0.00 %	0.00
	CH01	668.19	574.79	86.02%	0.00	0.00 %	0.00
	CH09	550.53	453.81	82.43%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	775.63	736.88	95.00%	52,500.00	0.00 %	52,500.00
	CH03	575.99	541.75	94.06%	37,500.00	0.00 %	37,500.00
	CH08	672.94	556.17	82.65%	0.00	0.00 %	0.00
	CH06	996.70	812.00	81.47%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	163.50	139.99	85.62%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.36	0.00%	0.00	0.00 %	0.00
	CH02	0.00	102.64	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	169.20	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	9.53	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.51	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	7.31	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	7.09	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	9.80	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	27.96	37.36	0.15	133.63 %	35,836.40	40.00 %	14,334.56	0.00 %	14,334.56
VNB1	40.48	53.78	0.09	132.85 %	41,008.30	40.00 %	16,403.32	0.00 %	16,403.32
ARC2	49.89	64.58	0.02	129.44 %	48,466.40	40.00 %	19,386.56	0.00 %	19,386.56
ANI1	31.58	38.75	0.01	122.71 %	30,791.80	40.00 %	12,316.72	0.00 %	12,316.72
CPT1	32.31	38.35	0.04	118.70 %	39,434.70	30.00 %	11,830.41	0.00 %	11,830.41
TRR1	95.30	109.99	0.05	115.41 %	84,847.60	30.00 %	25,454.28	0.00 %	25,454.28
AKM1	71.05	81.86	0.02	115.21 %	83,377.90	30.00 %	25,013.37	0.00 %	25,013.37
KPM1	56.07	63.81	0.20	113.82 %	51,284.70	30.00 %	15,385.41	0.00 %	15,385.41
GDM1	48.89	54.86	0.00	112.23 %	45,033.40	30.00 %	13,510.02	0.00 %	13,510.02
SLG1	37.17	40.82	0.00	109.80 %	39,615.00	25.00 %	9,903.75	0.00 %	9,903.75
WJP1	49.63	52.82	0.06	106.44 %	49,861.40	25.00 %	12,465.35	0.00 %	12,465.35
PLR1	31.80	32.79	0.07	103.10 %	24,171.60	25.00 %	6,042.90	0.00 %	6,042.90
KPM2	178.96	181.89	0.06	101.64 %	121,048.40	25.00 %	30,262.10	0.00 %	30,262.10
VSI1	61.43	60.59	0.14	98.64 %	76,856.20	20.00 %	15,371.24	0.00 %	15,371.24
TRL1	108.23	106.43	0.42	98.34 %	86,301.90	20.00 %	17,260.38	0.00 %	17,260.38
CGM1	54.09	52.93	0.05	97.84 %	36,352.40	20.00 %	7,270.48	0.00 %	7,270.48
VEL1	92.76	90.62	0.11	97.69 %	91,220.60	20.00 %	18,244.12	0.00 %	18,244.12
SBR1	84.56	81.81	0.26	96.74 %	85,458.70	20.00 %	17,091.74	0.00 %	17,091.74
CYR1	44.01	41.27	0.01	93.76 %	42,729.90	15.00 %	6,409.49	0.00 %	6,409.49
UGI1	41.87	38.12	0.07	91.05 %	32,454.10	15.00 %	4,868.12	0.00 %	4,868.12
WJD1	65.41	58.36	0.04	89.22 %	52,069.30	10.00 %	5,206.93	0.00 %	5,206.93
TRT1	53.03	46.28	0.28	87.27 %	37,433.30	10.00 %	3,743.33	0.00 %	3,743.33
PTU1	23.24	20.26	0.00	87.17 %	14,413.40	10.00 %	1,441.34	0.00 %	1,441.34
VEL2	109.16	95.00	0.06	87.03 %	97,598.50	10.00 %	9,759.85	0.00 %	9,759.85
ABR1	62.44	53.44	0.27	85.59 %	55,741.50	10.00 %	5,574.15	0.00 %	5,574.15

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	23.32	35.00	0.10	150.07 %	42,532.20	40.00 %	17,012.88	0.00 %	17,012.88
KMD1	25.23	34.08	0.00	135.08 %	54,696.90	40.00 %	21,878.76	0.00 %	21,878.76
ANR1	11.94	15.25	0.28	127.75 %	19,303.80	40.00 %	7,721.52	0.00 %	7,721.52
CBE6	45.99	58.47	0.09	127.14 %	67,266.60	40.00 %	26,906.64	0.00 %	26,906.64
KGI1	43.01	54.18	0.00	125.97 %	36,947.60	40.00 %	14,779.04	0.00 %	14,779.04
GBM1	32.96	41.21	0.03	125.03 %	28,692.30	40.00 %	11,476.92	0.00 %	11,476.92
PDM1	24.09	30.04	0.17	124.72 %	32,878.80	40.00 %	13,151.52	0.00 %	13,151.52
DPM2	36.68	45.25	0.06	123.37 %	47,353.00	40.00 %	18,941.20	0.00 %	18,941.20
KMR1	106.08	130.55	-0.24	123.08 %	141,478.70	40.00 %	56,591.48	0.00 %	56,591.48
CBE1	48.33	59.03	-0.08	122.14 %	69,700.30	40.00 %	27,880.12	0.00 %	27,880.12
AVI1	37.03	42.00	0.29	113.43 %	37,718.80	30.00 %	11,315.64	0.00 %	11,315.64
TPR3	31.75	35.68	-0.09	112.38 %	56,707.30	30.00 %	17,012.19	0.00 %	17,012.19
MPM1	45.51	50.60	0.17	111.18 %	59,287.30	30.00 %	17,786.19	0.00 %	17,786.19
TPR4	31.29	33.47	0.33	106.94 %	28,577.80	25.00 %	7,144.45	0.00 %	7,144.45
CNR1	37.55	40.14	0.00	106.88 %	33,408.90	25.00 %	8,352.23	0.00 %	8,352.23
KGM1	25.75	27.22	0.21	105.67 %	30,055.30	25.00 %	7,513.83	0.00 %	7,513.83
GDR1	34.78	36.49	-0.05	104.90 %	25,719.40	25.00 %	6,429.85	0.00 %	6,429.85
CBE2	253.42	256.21	0.19	101.10 %	213,620.60	25.00 %	53,405.15	0.00 %	53,405.15
TPR2	78.19	78.97	0.07	101.01 %	62,022.50	25.00 %	15,505.63	0.00 %	15,505.63
SYM2	35.21	34.43	0.00	97.80 %	32,207.10	20.00 %	6,441.42	0.00 %	6,441.42
SUL1	40.68	39.57	0.20	97.27 %	51,485.80	20.00 %	10,297.16	0.00 %	10,297.16
TPR1	67.73	62.26	0.01	91.93 %	64,962.30	15.00 %	9,744.35	0.00 %	9,744.35
CBE4	80.73	68.49	0.03	84.85 %	89,665.80	10.00 %	8,966.58	0.00 %	8,966.58
CBE3	29.33	24.82	-0.11	84.65 %	30,327.90	10.00 %	3,032.79	0.00 %	3,032.79
UAM1	95.62	78.19	0.11	81.77 %	63,007.30	10.00 %	6,300.73	0.00 %	6,300.73
UMP1	47.32	36.08	0.00	76.24 %	23,484.40	0.00 %		0.00 %	
PLI1	82.31	62.00	0.00	75.32 %	59,218.70	0.00 %		0.00 %	
SNR1	65.65	48.86	0.01	74.41 %	59,099.40	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	84.90	117.23	0.23	138.08 %	106,200.50	40.00 %	42,480.20	0.00 %	42,480.20
KML1	38.31	51.05	0.29	133.23 %	31,956.70	40.00 %	12,782.68	0.00 %	12,782.68
POY2	114.56	152.53	0.10	133.14 %	108,819.80	40.00 %	43,527.92	0.00 %	43,527.92
CDM1	92.88	112.56	0.46	121.19 %	92,523.20	40.00 %	37,009.28	0.00 %	37,009.28
POY1	128.31	153.59	0.09	119.70 %	150,395.60	30.00 %	45,118.68	0.00 %	45,118.68
ULP1	80.60	82.61	0.15	102.50 %	65,866.90	25.00 %	16,466.73	0.00 %	16,466.73
TDM1	65.49	66.92	0.33	102.17 %	40,217.60	25.00 %	10,054.40	0.00 %	10,054.40
VCM1	50.12	51.19	0.04	102.14 %	36,230.50	25.00 %	9,057.63	0.00 %	9,057.63
KKI2	96.89	96.89	0.15	100.00 %	68,044.20	20.00 %	13,608.84	0.00 %	13,608.84
CUD1	158.44	157.14	0.06	99.18 %	134,536.50	20.00 %	26,907.30	0.00 %	26,907.30
KLM1	81.27	77.77	0.05	95.69 %	78,508.90	20.00 %	15,701.78	0.00 %	15,701.78
SJI1	71.95	68.24	0.02	94.84 %	40,241.80	15.00 %	6,036.27	0.00 %	6,036.27
VPM1	31.58	27.87	0.26	88.25 %	17,433.80	10.00 %	1,743.38	0.00 %	1,743.38
MKM1	37.35	31.65	0.10	84.73 %	30,228.80	10.00 %	3,022.88	0.00 %	3,022.88
VPM2	76.02	61.57	0.28	80.99 %	48,612.40	10.00 %	4,861.24	0.00 %	4,861.24
TVM2	66.47	52.82	0.00	79.46 %	26,952.70	0.00 %		0.00 %	
STP1	36.28	28.77	0.34	79.30 %	21,617.00	0.00 %		0.00 %	
PRT1	63.06	49.69	0.12	78.80 %	42,556.70	0.00 %		0.00 %	
NVL2	83.53	61.74	0.19	73.92 %	50,163.80	0.00 %		0.00 %	
TVM1	53.07	35.92	0.49	67.68 %	20,184.10	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	37.42	49.43	0.27	132.11 %	39,473.60	40.00 %	15,789.44	0.00 %	15,789.44
PDK1	39.23	51.43	0.03	131.10 %	47,269.00	40.00 %	18,907.60	0.00 %	18,907.60
KRN1	35.76	46.43	-0.04	129.84 %	45,745.40	40.00 %	18,298.16	0.00 %	18,298.16
KIK1	56.37	71.37	-0.23	126.60 %	67,653.50	40.00 %	27,061.40	0.00 %	27,061.40
MVM1	116.04	143.11	0.07	123.33 %	147,910.00	40.00 %	59,164.00	0.00 %	59,164.00
TVR2	97.25	119.69	0.04	123.08 %	85,680.30	40.00 %	34,272.12	0.00 %	34,272.12
TTP1	63.84	78.52	0.05	122.99 %	58,957.90	40.00 %	23,583.16	0.00 %	23,583.16
MDI1	100.69	123.29	0.02	122.45 %	100,730.20	40.00 %	40,292.08	0.00 %	40,292.08
NCK1	28.99	34.72	0.00	119.77 %	24,470.30	30.00 %	7,341.09	0.00 %	7,341.09
TRY3	59.38	68.96	0.04	116.14 %	52,048.40	30.00 %	15,614.52	0.00 %	15,614.52
ORU1	46.02	51.88	0.00	112.73 %	57,088.80	30.00 %	17,126.64	0.00 %	17,126.64
AYR1	49.98	55.12	0.11	110.28 %	40,208.50	30.00 %	12,062.55	0.00 %	12,062.55
JKM1	68.46	74.02	0.10	108.13 %	54,821.60	25.00 %	13,705.40	0.00 %	13,705.40
PBR2	144.48	151.36	-0.07	104.77 %	111,168.20	25.00 %	27,792.05	0.00 %	27,792.05
MSI1	51.10	51.71	0.00	101.20 %	46,207.50	25.00 %	11,551.88	0.00 %	11,551.88
TYR1	85.79	85.76	0.07	99.97 %	64,619.30	20.00 %	12,923.86	0.00 %	12,923.86
TNJ2	113.39	113.09	0.18	99.74 %	96,940.40	20.00 %	19,388.08	0.00 %	19,388.08
PBR1	45.98	45.11	0.07	98.10 %	32,578.30	20.00 %	6,515.66	0.00 %	6,515.66
TNJ1	153.84	150.53	0.07	97.85 %	111,210.30	20.00 %	22,242.06	0.00 %	22,242.06
KUM1	151.75	148.07	0.12	97.58 %	126,755.10	20.00 %	25,351.02	0.00 %	25,351.02
PTK1	108.10	103.47	0.34	95.72 %	82,888.50	20.00 %	16,577.70	0.00 %	16,577.70
APM1	37.10	34.93	0.14	94.14 %	34,430.10	15.00 %	5,164.52	0.00 %	5,164.52
NMM1	50.23	44.45	-0.02	88.50 %	52,331.30	10.00 %	5,233.13	0.00 %	5,233.13
NGT1	85.14	74.28	0.10	87.24 %	58,406.90	10.00 %	5,840.69	0.00 %	5,840.69
TRY1	445.93	353.87	0.08	79.36 %	235,819.50	0.00 %		0.00 %	
TRY2	59.00	36.04	0.17	61.08 %	30,212.50	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	30.38	47.64	0.00	156.83 %	45,495.90	40.00 %	18,198.36	0.00 %	18,198.36
SLM2	50.12	68.14	0.15	135.95 %	47,942.00	40.00 %	19,176.80	0.00 %	19,176.80
OML1	56.39	69.78	0.65	123.74 %	53,691.20	40.00 %	21,476.48	0.00 %	21,476.48
PMP1	41.35	50.78	0.24	122.79 %	36,546.50	40.00 %	14,618.60	0.00 %	14,618.60
HRR1	43.39	51.45	0.14	118.58 %	33,802.40	30.00 %	10,140.72	0.00 %	10,140.72
KVP1	34.52	40.80	0.00	118.17 %	33,592.30	30.00 %	10,077.69	0.00 %	10,077.69
TRM1	64.17	74.84	0.01	116.63 %	65,162.90	30.00 %	19,548.87	0.00 %	19,548.87
ATU1	70.61	81.11	0.14	114.88 %	57,204.70	30.00 %	17,161.41	0.00 %	17,161.41
TCG1	32.50	37.13	0.00	114.24 %	24,601.40	30.00 %	7,380.42	0.00 %	7,380.42
PLC1	39.48	45.07	0.00	114.16 %	42,726.70	30.00 %	12,818.01	0.00 %	12,818.01
VPD1	58.31	65.82	0.06	112.88 %	72,004.10	30.00 %	21,601.23	0.00 %	21,601.23
MCR1	57.31	63.97	0.00	111.63 %	62,982.80	30.00 %	18,894.84	0.00 %	18,894.84
DPR1	31.85	35.32	0.04	110.91 %	27,748.40	30.00 %	8,324.52	0.00 %	8,324.52
NKL2	73.21	77.40	0.01	105.73 %	84,059.60	25.00 %	21,014.90	0.00 %	21,014.90
EDP1	31.50	33.28	0.23	105.64 %	20,207.60	25.00 %	5,051.90	0.00 %	5,051.90
KRI1	56.35	59.49	0.16	105.57 %	49,332.90	25.00 %	12,333.23	0.00 %	12,333.23
EPI1	48.90	51.19	0.22	104.67 %	46,835.20	25.00 %	11,708.80	0.00 %	11,708.80
RSP1	46.40	47.16	0.51	101.64 %	52,042.80	25.00 %	13,010.70	0.00 %	13,010.70
BMD1	43.54	43.41	0.00	99.71 %	39,368.20	20.00 %	7,873.64	0.00 %	7,873.64
HSR2	114.21	113.01	0.16	98.95 %	87,719.90	20.00 %	17,543.98	0.00 %	17,543.98
DPR2	40.28	39.42	0.00	97.85 %	36,627.60	20.00 %	7,325.52	0.00 %	7,325.52
SLM3	89.46	85.17	0.16	95.21 %	63,586.20	20.00 %	12,717.24	0.00 %	12,717.24
CMI1	24.99	23.79	0.00	95.17 %	29,740.40	20.00 %	5,948.08	0.00 %	5,948.08
SLM1	164.90	153.93	0.01	93.35 %	101,278.00	15.00 %	15,191.70	0.00 %	15,191.70
SGG1	20.44	18.83	0.00	92.12 %	17,117.90	15.00 %	2,567.69	0.00 %	2,567.69
ERD2	98.83	88.10	0.14	89.14 %	101,944.20	10.00 %	10,194.42	0.00 %	10,194.42
HSR1	87.05	76.79	0.47	88.21 %	76,921.30	10.00 %	7,692.13	0.00 %	7,692.13
PDR1	26.53	22.82	0.35	86.02 %	30,199.60	10.00 %	3,019.96	0.00 %	3,019.96
VKL1	34.29	26.83	0.14	78.23 %	32,346.60	0.00 %		0.00 %	
KMM1	40.89	29.25	0.18	71.54 %	29,678.90	0.00 %		0.00 %	
APN1	45.78	32.60	0.22	71.21 %	40,704.00	0.00 %		0.00 %	
MTR1	81.87	58.21	0.06	71.11 %	64,025.70	0.00 %		0.00 %	
ERD1	109.89	77.83	0.19	70.82 %	70,214.90	0.00 %		0.00 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	25.25	69.90	0.17	276.81 %	92,360.50	40.00 %	36,944.20	0.00 %	36,944.20
ERL2	51.13	92.10	0.06	180.11 %	71,806.40	40.00 %	28,722.56	0.00 %	28,722.56
ERL1	4.88	8.19	0.47	167.71 %	9,890.00	40.00 %	3,956.00	0.00 %	3,956.00
TKS2	113.25	147.26	0.54	130.02 %	109,109.20	40.00 %	43,643.68	0.00 %	43,643.68
TKS1	101.26	120.14	0.14	118.64 %	120,852.00	30.00 %	36,255.60	0.00 %	36,255.60
ASM1	44.83	52.48	0.25	117.05 %	60,951.00	30.00 %	18,285.30	0.00 %	18,285.30
PKD1	67.39	78.22	0.17	116.08 %	66,319.30	30.00 %	19,895.79	0.00 %	19,895.79
KGL1	44.97	47.88	0.27	106.45 %	36,108.80	25.00 %	9,027.20	0.00 %	9,027.20
KYR1	38.48	40.05	0.42	104.06 %	37,385.30	25.00 %	9,346.33	0.00 %	9,346.33
TVL1	329.17	334.72	0.25	101.69 %	272,009.50	25.00 %	68,002.38	0.00 %	68,002.38
RPM1	97.86	99.02	0.24	101.18 %	98,933.00	25.00 %	24,733.25	0.00 %	24,733.25
KVT1	159.83	160.93	0.03	100.69 %	183,070.50	25.00 %	45,767.63	0.00 %	45,767.63
UDN1	42.38	42.04	0.30	99.21 %	35,282.60	20.00 %	7,056.52	0.00 %	7,056.52
VNR2	175.96	174.06	0.19	98.92 %	162,680.20	20.00 %	32,536.04	0.00 %	32,536.04
STU2	34.68	34.26	1.25	98.80 %	25,948.40	20.00 %	5,189.68	0.00 %	5,189.68
TKY1	57.48	56.57	0.03	98.43 %	57,217.20	20.00 %	11,443.44	0.00 %	11,443.44
SDI1	46.72	45.82	0.35	98.07 %	38,351.40	20.00 %	7,670.28	0.00 %	7,670.28
KSM1	29.34	28.48	0.00	97.08 %	19,539.30	20.00 %	3,907.86	0.00 %	3,907.86
RND1	100.86	97.19	0.41	96.36 %	99,754.30	20.00 %	19,950.86	0.00 %	19,950.86
TCN1	83.86	80.61	0.38	96.12 %	88,597.90	20.00 %	17,719.58	0.00 %	17,719.58
VNR1	43.42	41.70	0.12	96.04 %	35,101.10	20.00 %	7,020.22	0.00 %	7,020.22
SVK1	104.21	94.35	0.09	90.54 %	78,259.70	15.00 %	11,738.96	0.00 %	11,738.96
TUT1	371.33	333.08	0.11	89.70 %	359,573.50	10.00 %	35,957.35	0.00 %	35,957.35
APK1	76.88	68.70	0.05	89.36 %	86,741.70	10.00 %	8,674.17	0.00 %	8,674.17
TUT2	140.17	124.70	0.38	88.96 %	89,227.50	10.00 %	8,922.75	0.00 %	8,922.75
PDI1	48.85	42.94	0.03	87.91 %	40,179.00	10.00 %	4,017.90	0.00 %	4,017.90
VLY1	115.58	101.23	0.24	87.58 %	73,284.70	10.00 %	7,328.47	0.00 %	7,328.47
SNL1	67.04	58.48	0.45	87.24 %	37,555.90	10.00 %	3,755.59	0.00 %	3,755.59
ARM1	32.43	27.99	1.01	86.31 %	23,217.90	10.00 %	2,321.79	0.00 %	2,321.79
MAR1	122.30	95.82	0.09	78.34 %	69,669.30	0.00 %		0.00 %	
SGT1	35.66	27.89	0.00	78.20 %	20,736.10	0.00 %		0.00 %	
TVL2	40.87	28.45	0.15	69.60 %	16,080.00	0.00 %		0.00 %	
COL1	27.23	18.94	0.01	69.56 %	17,552.10	0.00 %		0.00 %	
MMT1	63.71	42.48	0.40	66.68 %	38,413.90	0.00 %		0.00 %	
TYI1	83.45	52.03	0.44	62.35 %	64,445.80	0.00 %		0.00 %	
NGR1	293.32	164.45	0.26	56.06 %	91,312.70	0.00 %		0.00 %	
VKM1	68.57	33.25	0.26	48.49 %	41,472.70	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)
TEN2	49.03	61.80	0.27	126.06 %	39,084.40	40.00 %	15,633.76	0.00 %	15,633.76
MLR1	52.08	64.65	0.10	124.14 %	56,089.00	40.00 %	22,435.60	0.00 %	22,435.60
DKI1	58.49	70.52	0.28	120.57 %	95,051.90	40.00 %	38,020.76	0.00 %	38,020.76
ADP1	41.02	48.69	0.04	118.71 %	46,762.20	30.00 %	14,028.66	0.00 %	14,028.66
PKM1	30.80	34.59	0.16	112.32 %	33,861.20	30.00 %	10,158.36	0.00 %	10,158.36
SVG1	52.26	55.82	0.13	106.81 %	69,766.60	25.00 %	17,441.65	0.00 %	17,441.65
PVI1	55.21	57.72	0.27	104.54 %	69,250.10	25.00 %	17,312.53	0.00 %	17,312.53
TPT1	57.70	59.55	-0.14	103.20 %	90,884.40	25.00 %	22,721.10	0.00 %	22,721.10
MDU6	104.29	106.26	0.12	101.88 %	84,639.30	25.00 %	21,159.83	0.00 %	21,159.83
MDU2	132.91	132.78	0.19	99.90 %	113,835.10	20.00 %	22,767.02	0.00 %	22,767.02
DGL2	45.96	45.66	0.04	99.35 %	46,411.90	20.00 %	9,282.38	0.00 %	9,282.38
CBM1	71.51	70.66	0.12	98.82 %	73,654.80	20.00 %	14,730.96	0.00 %	14,730.96
BNR1	45.10	43.31	0.07	96.03 %	44,926.10	20.00 %	8,985.22	0.00 %	8,985.22
USL1	67.95	63.87	0.16	94.00 %	57,713.00	15.00 %	8,656.95	0.00 %	8,656.95
NKI1	36.23	33.83	0.10	93.38 %	41,510.60	15.00 %	6,226.59	0.00 %	6,226.59
TMM1	79.24	73.79	0.02	93.13 %	52,222.90	15.00 %	7,833.44	0.00 %	7,833.44
PNI1	30.96	28.81	0.38	93.07 %	23,877.30	15.00 %	3,581.60	0.00 %	3,581.60
DGL1	160.08	148.69	0.38	92.88 %	130,278.20	15.00 %	19,541.73	0.00 %	19,541.73
SGP1	45.94	42.24	0.14	91.94 %	73,502.50	15.00 %	11,025.38	0.00 %	11,025.38
PNV1	29.57	27.15	0.00	91.81 %	26,583.90	15.00 %	3,987.59	0.00 %	3,987.59
MPA1	62.19	56.42	0.07	90.73 %	68,767.50	15.00 %	10,315.13	0.00 %	10,315.13
MDU4	67.93	59.96	0.16	88.27 %	49,952.10	10.00 %	4,995.21	0.00 %	4,995.21
TDI1	44.69	38.98	0.13	87.22 %	47,255.80	10.00 %	4,725.58	0.00 %	4,725.58
TEN1	70.12	60.60	0.53	86.43 %	45,533.70	10.00 %	4,553.37	0.00 %	4,553.37
BTU1	29.74	25.44	0.58	85.52 %	29,371.20	10.00 %	2,937.12	0.00 %	2,937.12
CMR1	36.61	30.98	0.03	84.62 %	22,716.20	10.00 %	2,271.62	0.00 %	2,271.62
NTM1	42.96	34.54	0.23	80.38 %	28,330.90	10.00 %	2,833.09	0.00 %	2,833.09
ATG1	103.77	82.14	0.16	79.16 %	93,209.30	0.00 %		0.00 %	
ODM1	38.74	30.64	0.00	79.10 %	25,069.10	0.00 %		0.00 %	
KKD2	73.46	57.56	0.15	78.35 %	71,405.60	0.00 %		0.00 %	
MDU1	337.25	262.51	0.14	77.84 %	200,697.20	0.00 %		0.00 %	
MNM1	35.97	27.59	0.09	76.69 %	35,192.70	0.00 %		0.00 %	
KPT1	43.82	32.60	0.01	74.39 %	30,960.30	0.00 %		0.00 %	
KRR1	52.53	37.10	0.00	70.64 %	46,608.70	0.00 %		0.00 %	
MDU5	63.79	39.70	0.07	62.23 %	51,524.50	0.00 %		0.00 %	
MDU3	83.46	46.87	0.48	56.16 %	39,595.50	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	31.45	35.71	0.55	113.53 %	35,328.10	30.00 %	10,598.43	0.00 %	10,598.43
UKI1	54.75	61.12	0.43	111.64 %	50,753.30	30.00 %	15,225.99	0.00 %	15,225.99
CH44	79.54	88.13	0.20	110.80 %	68,938.30	30.00 %	20,681.49	0.00 %	20,681.49
MJR1	114.59	121.98	0.20	106.45 %	86,824.20	25.00 %	21,706.05	0.00 %	21,706.05
MC05	37.45	37.90	0.01	101.20 %	13,550.00	25.00 %	3,387.50	0.00 %	3,387.50
CH34	107.23	107.06	0.13	99.85 %	87,518.30	20.00 %	17,503.66	0.00 %	17,503.66
CH12	133.12	131.90	0.49	99.08 %	118,122.20	20.00 %	23,624.44	0.00 %	23,624.44
CH23	51.29	50.28	0.03	98.03 %	38,555.10	20.00 %	7,711.02	0.00 %	7,711.02
CH43	74.30	71.87	0.19	96.72 %	70,795.20	20.00 %	14,159.04	0.00 %	14,159.04
CH06	105.95	97.69	0.08	92.20 %	93,350.20	15.00 %	14,002.53	0.00 %	14,002.53
CH41	83.89	77.25	0.35	92.09 %	69,666.50	15.00 %	10,449.98	0.00 %	10,449.98
CH03	251.57	228.93	0.23	91.00 %	209,343.60	15.00 %	31,401.54	0.00 %	31,401.54
CH17	56.72	51.12	0.25	90.12 %	59,397.20	15.00 %	8,909.58	0.00 %	8,909.58
PON1	58.20	52.39	0.28	90.03 %	51,559.20	10.00 %	5,155.92	0.00 %	5,155.92
GPD1	87.82	78.93	0.07	89.87 %	45,802.20	10.00 %	4,580.22	0.00 %	4,580.22
CH32	23.46	21.04	2.44	89.66 %	15,415.30	10.00 %	1,541.53	0.00 %	1,541.53
CH31	39.89	34.72	0.38	87.04 %	33,901.00	10.00 %	3,390.10	0.00 %	3,390.10
CH33	97.10	84.05	0.24	86.55 %	74,945.00	10.00 %	7,494.50	0.00 %	7,494.50
CH15	282.93	243.68	0.20	86.13 %	202,340.90	10.00 %	20,234.09	0.00 %	20,234.09
CH18	138.06	116.50	0.33	84.38 %	133,998.90	10.00 %	13,399.89	0.00 %	13,399.89
CH20	141.42	119.06	0.32	84.19 %	88,170.50	10.00 %	8,817.05	0.00 %	8,817.05
CH21	184.23	149.79	0.21	81.31 %	113,084.70	10.00 %	11,308.47	0.00 %	11,308.47
CH46	57.18	42.47	0.43	74.27 %	40,259.40	0.00 %		0.00 %	
CH36	46.50	33.14	0.11	71.26 %	26,472.20	0.00 %		0.00 %	
CH09	108.99	75.82	0.07	69.57 %	65,563.10	0.00 %		0.00 %	
MC06	27.94	19.40	1.19	69.45 %	10,911.00	0.00 %		0.00 %	
CH24	107.53	63.83	0.29	59.36 %	68,486.00	0.00 %		0.00 %	
MC08	12.86	3.20	0.00	24.88 %	842.60	0.00 %		0.00 %	
CH01	13.42	1.90	0.00	14.13 %	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	37.04	44.85	0.30	121.08 %	37,318.50	40.00 %	14,927.40	0.00 %	14,927.40
CH30	122.17	144.72	0.44	118.45 %	78,794.60	30.00 %	23,638.38	0.00 %	23,638.38
MRM1	73.20	84.48	0.12	115.41 %	79,299.90	30.00 %	23,789.97	0.00 %	23,789.97
TKM1	46.89	51.84	0.16	110.54 %	56,705.40	30.00 %	17,011.62	0.00 %	17,011.62
GUD2	82.54	87.55	0.02	106.07 %	63,045.20	25.00 %	15,761.30	0.00 %	15,761.30
CH45	87.53	92.61	0.15	105.79 %	88,862.00	25.00 %	22,215.50	0.00 %	22,215.50
CH48	115.46	116.66	0.08	101.04 %	151,638.70	25.00 %	37,909.68	0.00 %	37,909.68
GUD1	93.63	90.67	0.29	96.84 %	115,060.70	20.00 %	23,012.14	0.00 %	23,012.14
CH28	106.60	102.38	0.21	96.04 %	140,051.00	20.00 %	28,010.20	0.00 %	28,010.20
CH35	72.10	68.13	0.12	94.49 %	51,465.50	15.00 %	7,719.83	0.00 %	7,719.83
CH11	106.63	100.04	0.44	93.82 %	80,092.90	15.00 %	12,013.94	0.00 %	12,013.94
CH05	177.94	161.59	0.13	90.81 %	132,080.30	15.00 %	19,812.05	0.00 %	19,812.05
CH19	146.75	132.25	0.27	90.12 %	125,765.80	15.00 %	18,864.87	0.00 %	18,864.87
KNR1	71.00	63.85	0.02	89.92 %	60,031.10	10.00 %	6,003.11	0.00 %	6,003.11
AVD1	116.83	104.13	0.30	89.14 %	82,900.20	10.00 %	8,290.02	0.00 %	8,290.02
CH08	182.84	160.63	0.40	87.85 %	209,260.40	10.00 %	20,926.04	0.00 %	20,926.04
CH14	215.31	187.14	0.27	86.91 %	163,105.70	10.00 %	16,310.57	0.00 %	16,310.57
CH16	211.46	183.78	0.19	86.91 %	194,765.80	10.00 %	19,476.58	0.00 %	19,476.58
MC10	32.62	28.27	0.06	86.67 %	14,014.70	10.00 %	1,401.47	0.00 %	1,401.47
CH38	70.78	60.92	0.12	86.06 %	79,820.50	10.00 %	7,982.05	0.00 %	7,982.05
SKL1	70.18	55.18	0.28	78.63 %	72,249.90	0.00 %		0.00 %	
CH26	34.25	26.32	0.00	76.85 %	24,234.10	0.00 %		0.00 %	
CH07	153.42	116.31	0.34	75.81 %	106,085.80	0.00 %		0.00 %	
CH42	162.32	120.53	0.22	74.26 %	119,310.40	0.00 %		0.00 %	
CH22	107.46	79.41	0.08	73.90 %	82,587.80	0.00 %		0.00 %	
CH39	72.12	48.92	0.22	67.83 %	54,859.80	0.00 %		0.00 %	
CH40	77.50	51.50	0.31	66.45 %	26,172.90	0.00 %		0.00 %	
CGL1	89.39	51.16	0.41	57.23 %	50,328.90	0.00 %		0.00 %	
MC09	21.01	11.17	0.00	53.17 %	8,283.90	0.00 %		0.00 %	
CH29	37.07	14.35	0.90	38.72 %	15,779.60	0.00 %		0.00 %	
MC02	27.20	5.48	0.00	20.16 %	2,987.50	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	36.22	40.09	0.00	110.66 %	32,150.10	30.00 %	9,645.03	0.00 %	9,645.03
TVP1	110.86	99.91	0.23	90.13 %	69,746.00	15.00 %	10,461.90	0.00 %	10,461.90
KLR1	16.42	0.00		0.00 %	0.00	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	85.64	0.20	0.00 %	670.20	0.00 %		0.00 %	
GHUB	0.00	166.87	0.05	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.33	12.72	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	9.80	0.04	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	9.53	0.69	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	7.09	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	17.00	0.40	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.51	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	3.36	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 %	