

Accu.Target 18,401.74 L	Sales 12,055.36 L	Achieved % 65.51 %	HO Budget+ % 24.49 %	Total Com. 117.94 L
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Note : Sales Period is From :01-Sep-2025 To :19-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	196.45	235.63	119.94 %	0.00	24.49 %	0.00
TRICHY-01	1,892.22	1,310.50	69.26 %	0.00	24.49 %	0.00
WEST-02	1,643.05	1,136.97	69.20 %	0.00	24.49 %	0.00
WEST-01	1,350.46	913.73	67.66 %	0.00	24.49 %	0.00
NORTH ARCOT	1,471.83	971.02	65.97 %	0.00	24.49 %	0.00
SOUTH-03	2,131.33	1,385.90	65.03 %	0.00	24.49 %	0.00
CHENNAI-01	2,521.76	1,565.65	62.09 %	0.00	24.49 %	0.00
SOUTH-01	3,343.61	2,015.01	60.26 %	0.00	24.49 %	0.00
CHENNAI-02	2,394.58	1,425.80	59.54 %	0.00	24.49 %	0.00
SOUTH ARCOT	1,456.46	847.36	58.18 %	0.00	24.49 %	0.00
OTHERS	0.00	247.80	0.00 %	0.00	0.00 %	0.00
Total	18,401.74	12,055.36	65.51 %		24.49 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	196.45	235.63	119.94%	40,000.00	24.49 %	80,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	333.20	242.77	72.86%	0.00	24.49 %	15,000.00
	TNJ1	421.35	298.61	70.87%	0.00	24.49 %	15,000.00
	KUM1	399.35	275.65	69.03%	0.00	24.49 %	15,000.00
	TRY1	738.32	493.47	66.84%	0.00	24.49 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	346.38	284.27	82.07%	0.00	24.49 %	30,000.00
	HSR1	328.47	261.74	79.68%	0.00	24.49 %	30,000.00
	SLM1	512.89	340.05	66.30%	0.00	24.49 %	0.00
	ERD1	455.32	250.90	55.11%	0.00	24.49 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	254.23	188.60	74.18%	0.00	24.49 %	7,500.00
	TPR4	165.39	118.45	71.62%	0.00	24.49 %	7,500.00
	PLI1	168.43	116.95	69.43%	0.00	24.49 %	7,500.00
	CBE1	583.26	395.65	67.83%	0.00	24.49 %	0.00
	TPR1	179.14	94.08	52.52%	0.00	24.49 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	545.18	368.74	67.64%	0.00	24.49 %	0.00
	NA03	421.81	275.62	65.34%	0.00	24.49 %	0.00
	NA02	504.84	326.66	64.71%	0.00	24.49 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	419.80	321.88	76.67%	0.00	24.49 %	45,000.00
	SVG1	364.67	245.81	67.41%	0.00	24.49 %	0.00
	MDU2	635.37	397.82	62.61%	0.00	24.49 %	0.00
	KRR1	73.98	45.55	61.57%	0.00	24.49 %	0.00
	DGL1	637.50	374.84	58.80%	0.00	24.49 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	492.95	328.22	66.58%	0.00	24.49 %	0.00
	CH06	803.59	511.65	63.67%	0.00	24.49 %	0.00
	CH05	640.60	391.91	61.18%	0.00	24.49 %	0.00
	CH08	584.62	333.88	57.11%	0.00	24.49 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	497.57	369.70	74.30%	0.00	24.49 %	22,500.00
	NGR1	525.41	384.27	73.14%	0.00	24.49 %	22,500.00
	TUT1	675.65	485.88	71.91%	0.00	24.49 %	30,000.00
	VNR1	428.65	250.47	58.43%	0.00	24.49 %	0.00
	KVT1	561.36	313.17	55.79%	0.00	24.49 %	0.00
	TVL1	654.97	211.51	32.29%	0.00	24.49 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	653.44	431.00	65.96%	0.00	24.49 %	0.00
	CH01	644.50	381.51	59.19%	0.00	24.49 %	0.00
	CH07	626.13	356.07	56.87%	0.00	24.49 %	0.00
	CH09	470.50	257.22	54.67%	0.00	24.49 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	476.44	290.12	60.89%	0.00	24.49 %	0.00
	SA02	523.80	301.95	57.65%	0.00	24.49 %	0.00
	SA03	456.22	255.29	55.96%	0.00	24.49 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	9.30	0.00%	0.00	0.00 %	0.00
	CH02	0.00	92.18	0.00%	0.00	0.00 %	0.00
	HO01	0.00	83.07	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	17.12	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	16.97	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	12.48	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	15.99	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	38.75	59.77	0.14	154.26 %	45,458.20	40.00 %	18,183.28	24.49 %	18,183.28
TVP1	105.51	135.99	0.40	128.89 %	81,012.20	40.00 %	32,404.88	24.49 %	32,404.88
KLR1	52.20	39.87	0.12	76.38 %	35,023.30	0.00 %		24.49 %	8,755.83

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	31.65	31.15	0.00	98.42 %	27,733.90	20.00 %	5,546.78	24.49 %	11,093.56
KRN1	32.32	30.12	0.00	93.19 %	33,096.40	15.00 %	4,964.46	24.49 %	13,238.56
MSI1	33.47	30.33	0.10	90.63 %	32,414.90	15.00 %	4,862.24	24.49 %	12,965.96
ORU1	37.89	33.27	0.33	87.80 %	35,532.60	10.00 %	3,553.26	24.49 %	10,659.78
TYR1	65.11	55.69	0.00	85.53 %	43,230.10	10.00 %	4,323.01	24.49 %	12,969.03
TVR1	31.72	25.79	0.00	81.31 %	25,368.00	10.00 %	2,536.80	24.49 %	6,342.00
PTK1	77.29	62.42	0.20	80.76 %	62,780.90	10.00 %	6,278.09	24.49 %	15,695.23
NGT1	69.11	55.29	0.01	80.00 %	52,405.30	0.00 %		24.49 %	13,101.33
TTP1	49.42	36.86	0.02	74.58 %	37,703.60	0.00 %		24.49 %	7,540.72
TVR2	85.25	62.49	0.17	73.30 %	53,705.50	0.00 %		24.49 %	10,741.10
AYR1	46.06	32.35	0.00	70.23 %	27,196.90	0.00 %		24.49 %	4,079.54
MDI1	56.71	39.74	0.00	70.08 %	41,924.20	0.00 %		24.49 %	6,288.63
MVM1	87.49	60.93	0.11	69.64 %	76,496.50	0.00 %		24.49 %	11,474.48
KIK1	61.58	42.66	0.00	69.27 %	38,603.80	0.00 %		24.49 %	5,790.57
PBR2	112.45	77.37	0.18	68.80 %	62,863.30	0.00 %		24.49 %	9,429.50
TRY1	381.79	260.83	0.06	68.32 %	181,097.60	0.00 %		24.49 %	27,164.64
KUM1	103.30	69.51	0.10	67.29 %	68,952.40	0.00 %		24.49 %	6,895.24
TNJ2	84.30	56.23	0.32	66.71 %	52,250.50	0.00 %		24.49 %	5,225.05
NMM1	47.08	30.55	0.30	64.88 %	43,438.60	0.00 %		24.49 %	4,343.86
JKM1	55.01	34.54	0.43	62.79 %	34,130.70	0.00 %		24.49 %	3,413.07
NCK1	36.57	22.39	0.00	61.22 %	24,797.60	0.00 %		24.49 %	2,479.76
TNJ1	127.55	72.83	0.17	57.10 %	61,181.40	0.00 %		24.49 %	
APM1	33.59	17.91	0.49	53.33 %	21,117.50	0.00 %		24.49 %	
PBR1	37.81	19.39	0.00	51.28 %	17,582.30	0.00 %		24.49 %	
TRY2	37.42	17.95	0.00	47.97 %	12,283.30	0.00 %		24.49 %	
TRY3	70.27	31.91	0.18	45.42 %	28,529.20	0.00 %		24.49 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	29.88	34.16	0.00	114.31 %	34,961.60	30.00 %	10,488.48	24.49 %	13,984.64
PMP1	34.00	37.93	0.13	111.55 %	23,622.20	30.00 %	7,086.66	24.49 %	9,448.88
TRM1	68.94	70.79	0.11	102.69 %	67,556.30	25.00 %	16,889.08	24.49 %	27,022.52
OML1	45.08	44.64	0.17	99.02 %	41,949.80	20.00 %	8,389.96	24.49 %	16,779.92
MCR1	43.19	38.95	0.31	90.20 %	42,472.00	15.00 %	6,370.80	24.49 %	12,741.60
EDP1	21.36	18.91	0.00	88.55 %	11,798.20	10.00 %	1,179.82	24.49 %	3,539.46
PLC1	31.58	25.34	0.11	80.22 %	19,575.20	10.00 %	1,957.52	24.49 %	4,893.80
APN1	38.25	30.42	0.00	79.53 %	36,608.80	0.00 %		24.49 %	9,152.20
VPD1	54.94	42.99	0.04	78.25 %	57,602.90	0.00 %		24.49 %	14,400.73
BMD1	31.77	24.85	0.00	78.22 %	30,091.50	0.00 %		24.49 %	7,522.88
HRR1	39.61	29.93	0.00	75.56 %	21,159.50	0.00 %		24.49 %	4,231.90
DPR1	27.40	20.59	0.04	75.17 %	17,727.20	0.00 %		24.49 %	3,545.44
HSR2	95.38	71.46	0.04	74.92 %	55,568.30	0.00 %		24.49 %	11,113.66
HSR1	60.88	43.75	0.13	71.85 %	43,857.70	0.00 %		24.49 %	8,771.54
VKL1	29.28	20.86	0.49	71.26 %	22,139.70	0.00 %		24.49 %	3,320.96
SLM2	48.87	33.68	0.05	68.91 %	28,239.80	0.00 %		24.49 %	4,235.97
ATU1	62.56	42.46	0.14	67.88 %	33,652.10	0.00 %		24.49 %	3,365.21
SLM3	76.69	51.40	0.13	67.02 %	36,526.30	0.00 %		24.49 %	3,652.63
KVP1	34.50	22.77	0.09	66.00 %	23,117.70	0.00 %		24.49 %	2,311.77
MTR1	54.29	34.17	0.00	62.94 %	31,916.00	0.00 %		24.49 %	3,191.60
KRI1	42.24	26.34	0.18	62.35 %	18,279.30	0.00 %		24.49 %	1,827.93
ERD2	78.93	48.91	0.11	61.97 %	69,879.00	0.00 %		24.49 %	6,987.90
EPI1	44.62	26.98	0.20	60.47 %	29,799.70	0.00 %		24.49 %	
NKL2	80.51	47.27	0.04	58.71 %	63,107.80	0.00 %		24.49 %	
DPR2	36.09	20.34	0.00	56.36 %	16,751.50	0.00 %		24.49 %	
SLM1	165.60	93.21	0.12	56.28 %	62,320.70	0.00 %		24.49 %	
RSP1	43.17	23.94	0.04	55.45 %	26,907.10	0.00 %		24.49 %	
TCG1	38.03	20.31	0.00	53.41 %	17,646.70	0.00 %		24.49 %	
CMI1	25.18	13.44	0.00	53.36 %	17,434.40	0.00 %		24.49 %	
ERD1	75.53	39.03	0.65	51.67 %	43,033.60	0.00 %		24.49 %	
PDR1	29.57	14.75	0.02	49.87 %	20,133.90	0.00 %		24.49 %	
KMM1	32.05	14.68	0.30	45.79 %	18,172.70	0.00 %		24.49 %	
SGG1	23.07	7.73	0.58	33.50 %	8,888.40	0.00 %		24.49 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	20.72	27.01	0.04	130.36 %	33,991.50	40.00 %	13,596.60	24.49 %	13,596.60
KMR1	67.92	65.86	0.38	96.95 %	76,351.40	20.00 %	15,270.28	24.49 %	30,540.56
KGI1	37.68	34.11	0.00	90.52 %	23,411.70	15.00 %	3,511.76	24.49 %	7,023.51
KGM1	25.16	21.96	0.58	87.28 %	22,819.90	10.00 %	2,281.99	24.49 %	6,845.97
SNR1	43.12	36.83	0.21	85.41 %	46,345.10	10.00 %	4,634.51	24.49 %	13,903.53
SYM2	25.11	20.96	0.00	83.48 %	25,552.40	10.00 %	2,555.24	24.49 %	7,665.72
CBE3	18.61	15.14	0.01	81.37 %	23,683.20	10.00 %	2,368.32	24.49 %	5,920.80
UAM1	78.71	61.82	0.00	78.54 %	54,212.80	0.00 %		24.49 %	13,553.20
CBE5	31.91	24.88	0.08	77.98 %	48,020.50	0.00 %		24.49 %	12,005.13
PDM1	21.84	16.94	0.01	77.57 %	19,000.40	0.00 %		24.49 %	4,750.10
GDR1	31.05	24.07	0.01	77.51 %	17,578.50	0.00 %		24.49 %	4,394.63
ANR1	12.70	9.49	0.01	74.74 %	12,834.60	0.00 %		24.49 %	2,566.92
DPM2	31.94	23.83	0.00	74.60 %	31,196.10	0.00 %		24.49 %	6,239.22
TPR1	59.53	42.62	0.13	71.58 %	34,327.70	0.00 %		24.49 %	5,149.16
KMD1	34.48	23.98	0.00	69.54 %	43,012.50	0.00 %		24.49 %	6,451.88
TPR3	38.56	25.94	0.06	67.26 %	45,471.40	0.00 %		24.49 %	4,547.14
GBM1	33.08	22.08	0.09	66.75 %	20,243.40	0.00 %		24.49 %	2,024.34
CNR1	31.79	20.98	0.00	65.99 %	20,084.70	0.00 %		24.49 %	2,008.47
CBE2	208.52	137.45	0.12	65.91 %	134,457.20	0.00 %		24.49 %	13,445.72
UMP1	32.48	20.89	0.00	64.33 %	20,030.70	0.00 %		24.49 %	2,003.07
CBE6	54.02	34.75	0.00	64.32 %	44,674.50	0.00 %		24.49 %	4,467.45
AVI1	35.54	22.21	0.31	62.48 %	24,853.60	0.00 %		24.49 %	2,485.36
SUL1	29.80	18.03	0.05	60.48 %	30,097.00	0.00 %		24.49 %	
PLI1	57.02	33.33	0.24	58.45 %	39,600.70	0.00 %		24.49 %	
MPM1	40.53	23.65	0.16	58.36 %	34,551.30	0.00 %		24.49 %	
CBE1	43.28	24.97	0.00	57.69 %	38,098.10	0.00 %		24.49 %	
CBE4	86.07	37.75	0.08	43.86 %	51,319.80	0.00 %		24.49 %	
TPR4	38.23	16.69	0.00	43.65 %	17,157.90	0.00 %		24.49 %	
TPR2	81.04	25.53	0.19	31.50 %	22,926.70	0.00 %		24.49 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	37.79	36.47	0.28	96.51 %	30,864.70	20.00 %	6,172.94	24.49 %	12,345.88
ABR1	52.33	45.06	0.36	86.10 %	43,504.90	10.00 %	4,350.49	24.49 %	13,051.47
BGR1	32.90	26.16	0.00	79.51 %	28,341.20	0.00 %		24.49 %	7,085.30
KPM2	158.61	124.79	0.02	78.68 %	94,636.60	0.00 %		24.49 %	23,659.15
ANI1	33.10	25.77	0.14	77.85 %	24,374.00	0.00 %		24.49 %	6,093.50
WJP1	44.21	33.68	0.06	76.19 %	31,116.50	0.00 %		24.49 %	7,779.13
VEL2	86.77	65.43	0.01	75.41 %	67,417.30	0.00 %		24.49 %	13,483.46
SBR1	80.17	59.00	0.09	73.58 %	69,877.60	0.00 %		24.49 %	13,975.52
VSI1	45.71	32.95	0.06	72.08 %	40,087.80	0.00 %		24.49 %	8,017.56
AKM1	55.75	38.62	0.18	69.27 %	40,462.40	0.00 %		24.49 %	6,069.36
TRR1	86.34	59.60	0.21	69.02 %	49,970.50	0.00 %		24.49 %	7,495.58
PTU1	19.87	13.11	0.00	65.96 %	10,759.00	0.00 %		24.49 %	1,075.90
ARC2	66.97	43.42	0.20	64.83 %	39,738.10	0.00 %		24.49 %	3,973.81
CYR1	34.37	22.18	0.11	64.53 %	22,341.80	0.00 %		24.49 %	2,234.18
CPT1	25.72	16.23	0.01	63.09 %	21,364.00	0.00 %		24.49 %	2,136.40
SLG1	33.01	20.70	0.18	62.70 %	22,714.10	0.00 %		24.49 %	2,271.41
UGI1	34.25	20.94	0.00	61.14 %	17,096.00	0.00 %		24.49 %	1,709.60
TRL1	109.24	66.23	0.17	60.63 %	77,326.20	0.00 %		24.49 %	7,732.62
GDM1	49.55	29.31	0.23	59.14 %	29,001.10	0.00 %		24.49 %	
VEL1	85.88	49.70	0.07	57.87 %	49,096.40	0.00 %		24.49 %	
KPM1	58.72	31.67	0.15	53.94 %	29,466.60	0.00 %		24.49 %	
WJD1	93.46	48.61	0.18	52.01 %	52,195.70	0.00 %		24.49 %	
TRT1	40.93	20.31	0.20	49.63 %	15,995.40	0.00 %		24.49 %	
CGM1	65.92	28.03	0.00	42.52 %	21,764.00	0.00 %		24.49 %	
PLR1	40.26	13.07	0.00	32.45 %	11,695.60	0.00 %		24.49 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	53.74	76.68	0.07	142.68 %	82,645.80	40.00 %	33,058.32	24.49 %	33,058.32
KYK1	27.10	31.61	0.31	116.63 %	36,836.50	30.00 %	11,050.95	24.49 %	14,734.60
ATG1	69.19	65.56	0.00	94.75 %	58,665.30	15.00 %	8,799.80	24.49 %	23,466.12
ADP1	36.79	32.24	0.01	87.64 %	36,142.80	10.00 %	3,614.28	24.49 %	10,842.84
TPT1	46.48	39.69	0.00	85.40 %	69,659.40	10.00 %	6,965.94	24.49 %	20,897.82
MPA1	53.39	43.70	0.12	81.86 %	59,983.10	10.00 %	5,998.31	24.49 %	14,995.78
PNV1	26.21	20.79	0.43	79.29 %	22,510.60	0.00 %		24.49 %	5,627.65
TDI1	38.48	29.91	0.20	77.72 %	34,428.70	0.00 %		24.49 %	8,607.18
TMM1	69.27	49.32	0.33	71.21 %	44,710.50	0.00 %		24.49 %	6,706.58
USL1	43.31	29.86	0.16	68.94 %	32,075.70	0.00 %		24.49 %	4,811.36
NTM1	40.10	27.01	0.05	67.37 %	21,248.20	0.00 %		24.49 %	2,124.82
MLR1	36.02	24.19	0.00	67.15 %	23,851.90	0.00 %		24.49 %	2,385.19
MDU2	118.42	77.77	0.26	65.68 %	67,402.10	0.00 %		24.49 %	6,740.21
TEN1	55.76	36.19	0.80	64.91 %	38,118.30	0.00 %		24.49 %	3,811.83
KPT1	40.76	26.38	0.34	64.73 %	25,473.70	0.00 %		24.49 %	2,547.37
MDU6	101.19	65.44	0.05	64.67 %	58,646.80	0.00 %		24.49 %	5,864.68
ODM1	36.43	23.22	0.00	63.73 %	16,632.50	0.00 %		24.49 %	1,663.25
TEN2	55.47	35.02	0.12	63.14 %	26,842.10	0.00 %		24.49 %	2,684.21
DGL1	136.29	85.72	1.26	62.89 %	94,398.50	0.00 %		24.49 %	9,439.85
CMR1	32.55	20.26	0.49	62.23 %	14,897.00	0.00 %		24.49 %	1,489.70
CBM1	54.38	33.75	0.19	62.06 %	36,033.50	0.00 %		24.49 %	3,603.35
BTU1	27.62	16.99	0.11	61.53 %	18,054.00	0.00 %		24.49 %	1,805.40
MNM1	35.73	21.69	0.00	60.71 %	45,239.40	0.00 %		24.49 %	4,523.94
KRR1	37.55	22.34	0.01	59.49 %	23,145.90	0.00 %		24.49 %	
SVG1	51.71	30.38	0.33	58.75 %	30,325.50	0.00 %		24.49 %	
MDU4	53.51	31.19	0.11	58.30 %	28,737.60	0.00 %		24.49 %	
PKM1	33.90	19.69	0.07	58.08 %	19,057.40	0.00 %		24.49 %	
BNR1	43.50	25.07	0.73	57.63 %	25,364.90	0.00 %		24.49 %	
SGP1	26.07	14.42	0.88	55.32 %	22,704.00	0.00 %		24.49 %	
MDU1	276.26	151.45	0.15	54.82 %	110,361.50	0.00 %		24.49 %	
MDU5	47.59	26.09	0.39	54.82 %	37,595.80	0.00 %		24.49 %	
PNI1	33.37	18.07	0.16	54.15 %	14,655.30	0.00 %		24.49 %	
KKD2	50.10	25.80	0.20	51.50 %	39,502.10	0.00 %		24.49 %	
NKI1	34.99	17.39	0.40	49.71 %	22,421.10	0.00 %		24.49 %	
MDU3	83.78	40.87	0.16	48.78 %	34,000.70	0.00 %		24.49 %	
DGL2	50.50	22.80	0.01	45.14 %	28,267.00	0.00 %		24.49 %	
DKI1	73.81	27.35	0.00	37.05 %	32,879.60	0.00 %		24.49 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC10	24.40	21.44	0.00	87.90 %	8,978.60	10.00 %	897.86	24.49 %	2,693.58
CH35	48.54	38.72	0.29	79.77 %	41,192.90	0.00 %		24.49 %	10,298.23
CH42	104.86	80.73	0.19	76.99 %	85,952.80	0.00 %		24.49 %	21,488.20
TKM1	43.75	33.38	0.20	76.29 %	36,295.10	0.00 %		24.49 %	9,073.78
CH45	74.59	56.89	0.18	76.28 %	52,257.30	0.00 %		24.49 %	13,064.33
CH11	89.88	63.95	0.06	71.15 %	61,271.50	0.00 %		24.49 %	9,190.73
CH30	75.78	53.88	0.45	71.10 %	33,234.50	0.00 %		24.49 %	4,985.18
CH37	34.52	24.13	0.11	69.92 %	23,099.80	0.00 %		24.49 %	3,464.97
SKL1	55.51	37.24	0.37	67.10 %	43,733.30	0.00 %		24.49 %	4,373.33
CH16	172.78	115.12	0.25	66.63 %	137,030.70	0.00 %		24.49 %	13,703.07
CH28	96.56	63.81	0.18	66.09 %	99,520.80	0.00 %		24.49 %	9,952.08
GUD1	79.91	52.47	0.18	65.67 %	77,890.40	0.00 %		24.49 %	7,789.04
CH38	65.63	41.85	0.15	63.77 %	49,888.70	0.00 %		24.49 %	4,988.87
CH19	119.26	74.11	0.35	62.14 %	86,406.00	0.00 %		24.49 %	8,640.60
GUD2	77.11	47.64	0.22	61.78 %	42,811.30	0.00 %		24.49 %	4,281.13
CH05	143.07	84.27	0.48	58.90 %	82,939.10	0.00 %		24.49 %	
CH48	115.93	68.09	0.13	58.74 %	75,313.60	0.00 %		24.49 %	
CH08	164.19	96.36	0.13	58.69 %	130,017.00	0.00 %		24.49 %	
CGL1	60.13	34.84	0.34	57.95 %	28,654.80	0.00 %		24.49 %	
CH39	63.74	36.87	0.22	57.84 %	39,866.50	0.00 %		24.49 %	
CH14	210.83	120.58	0.40	57.19 %	132,320.90	0.00 %		24.49 %	
MRM1	77.57	44.30	0.53	57.11 %	45,956.80	0.00 %		24.49 %	
CH22	77.70	43.97	0.16	56.59 %	46,550.50	0.00 %		24.49 %	
CH07	129.76	72.41	0.13	55.80 %	69,883.20	0.00 %		24.49 %	
AVD1	100.60	55.85	0.14	55.52 %	58,809.90	0.00 %		24.49 %	
CH40	65.05	34.69	0.09	53.34 %	17,986.50	0.00 %		24.49 %	
CH26	27.26	14.49	0.56	53.15 %	15,971.30	0.00 %		24.49 %	
MC09	13.57	6.92	0.00	51.01 %	4,010.80	0.00 %		24.49 %	
KNR1	67.97	33.39	0.17	49.12 %	35,563.30	0.00 %		24.49 %	
CH29	23.84	9.82	0.00	41.20 %	12,814.40	0.00 %		24.49 %	
MC02	17.51	3.43	0.00	19.60 %	1,681.90	0.00 %		24.49 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	44.91	46.26	0.04	103.00 %	49,581.80	25.00 %	12,395.45	24.49 %	19,832.72
TYI1	41.47	41.89	0.00	101.01 %	53,576.90	25.00 %	13,394.23	24.49 %	21,430.76
SDI1	67.89	67.75	0.20	99.79 %	63,018.30	20.00 %	12,603.66	24.49 %	25,207.32
SKD1	28.62	28.25	0.11	98.72 %	37,267.90	20.00 %	7,453.58	24.49 %	14,907.16
KSM1	49.27	45.56	0.00	92.46 %	28,069.40	15.00 %	4,210.41	24.49 %	11,227.76
RPM1	126.43	112.47	0.03	88.96 %	97,808.80	10.00 %	9,780.88	24.49 %	29,342.64
KYR1	29.37	26.13	0.45	88.94 %	22,496.10	10.00 %	2,249.61	24.49 %	6,748.83
PKD1	49.98	43.48	0.06	86.99 %	53,161.70	10.00 %	5,316.17	24.49 %	15,948.51
MMT1	49.27	37.76	0.00	76.63 %	39,857.00	0.00 %		24.49 %	9,964.25
UDN1	39.42	29.85	0.47	75.72 %	25,129.00	0.00 %		24.49 %	6,282.25
VNR1	46.63	35.21	0.00	75.51 %	33,517.30	0.00 %		24.49 %	6,703.46
MAR1	100.76	75.25	0.13	74.68 %	57,253.00	0.00 %		24.49 %	11,450.60
TKY1	58.01	41.78	0.01	72.02 %	46,127.60	0.00 %		24.49 %	9,225.52
PDI1	43.15	31.07	0.14	71.99 %	29,386.60	0.00 %		24.49 %	5,877.32
TUT2	130.49	93.76	0.03	71.85 %	84,680.30	0.00 %		24.49 %	16,936.06
VNR2	130.61	93.43	0.10	71.53 %	93,214.00	0.00 %		24.49 %	13,982.10
TKS2	105.15	74.47	0.15	70.82 %	62,717.70	0.00 %		24.49 %	9,407.66
NGR1	203.24	143.42	0.54	70.57 %	103,021.50	0.00 %		24.49 %	15,453.23
TKS1	92.27	62.75	0.05	68.01 %	71,891.60	0.00 %		24.49 %	7,189.16
ASM1	38.29	25.89	0.19	67.63 %	33,729.20	0.00 %		24.49 %	3,372.92
TCN1	69.62	46.97	0.01	67.47 %	52,517.10	0.00 %		24.49 %	5,251.71
SVK1	84.76	56.84	0.20	67.06 %	53,212.30	0.00 %		24.49 %	5,321.23
RND1	106.93	71.52	0.11	66.88 %	80,718.20	0.00 %		24.49 %	8,071.82
VKM1	39.75	25.88	0.44	65.11 %	38,951.50	0.00 %		24.49 %	3,895.15
TUT1	349.73	227.16	0.10	64.95 %	246,181.70	0.00 %		24.49 %	24,618.17
SNL1	52.66	34.00	0.15	64.56 %	30,204.20	0.00 %		24.49 %	3,020.42
VLY1	92.73	59.28	0.34	63.93 %	51,450.40	0.00 %		24.49 %	5,145.04
KGL1	43.12	27.22	0.17	63.13 %	22,025.60	0.00 %		24.49 %	2,202.56
ARM1	40.81	25.11	0.00	61.54 %	24,369.10	0.00 %		24.49 %	2,436.91
COL1	21.73	13.28	0.59	61.12 %	17,448.20	0.00 %		24.49 %	1,744.82
STU2	35.44	21.24	0.31	59.94 %	25,495.60	0.00 %		24.49 %	
APK1	64.06	29.67	0.12	46.31 %	42,809.00	0.00 %		24.49 %	
TVL2	32.24	12.22	0.11	37.90 %	6,542.80	0.00 %		24.49 %	
APK2	102.59	35.34	0.30	34.45 %	35,266.80	0.00 %		24.49 %	
SGT1	62.67	21.20	0.00	33.82 %	15,156.60	0.00 %		24.49 %	
KVT1	218.60	62.67	0.20	28.67 %	97,170.30	0.00 %		24.49 %	
TVL1	450.90	89.00	0.38	19.74 %	92,368.80	0.00 %		24.49 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	58.06	48.54	0.23	83.61 %	34,986.40	10.00 %	3,498.64	24.49 %	10,495.92
CH12	122.27	90.46	0.12	73.99 %	95,550.00	0.00 %		24.49 %	19,110.00
CH43	68.44	47.16	0.32	68.90 %	58,033.80	0.00 %		24.49 %	8,705.07
MJR1	100.69	68.85	0.22	68.38 %	62,172.10	0.00 %		24.49 %	9,325.82
UKI1	52.44	35.13	0.52	67.00 %	34,975.20	0.00 %		24.49 %	3,497.52
CH18	121.24	79.95	0.29	65.94 %	97,637.50	0.00 %		24.49 %	9,763.75
CH44	77.03	50.10	0.26	65.05 %	47,444.20	0.00 %		24.49 %	4,744.42
CH33	76.39	49.51	1.25	64.82 %	64,635.20	0.00 %		24.49 %	6,463.52
CH34	106.37	68.94	0.16	64.81 %	69,513.50	0.00 %		24.49 %	6,951.35
CH21	164.76	105.17	0.24	63.83 %	82,622.60	0.00 %		24.49 %	8,262.26
MC06	28.28	18.05	0.09	63.82 %	9,568.10	0.00 %		24.49 %	956.81
CH17	49.39	31.25	0.54	63.27 %	32,510.50	0.00 %		24.49 %	3,251.05
CH32	17.45	10.96	6.18	62.80 %	7,871.80	0.00 %		24.49 %	787.18
CH24	99.94	62.06	0.19	62.10 %	67,708.50	0.00 %		24.49 %	6,770.85
CH20	119.33	72.74	0.24	60.96 %	67,548.80	0.00 %		24.49 %	6,754.88
MC05	40.20	24.43	0.00	60.79 %	7,721.20	0.00 %		24.49 %	772.12
CH03	225.52	136.29	0.10	60.43 %	131,257.20	0.00 %		24.49 %	
CH15	268.11	151.71	0.09	56.59 %	130,090.80	0.00 %		24.49 %	
PON1	53.90	29.83	0.15	55.34 %	30,204.50	0.00 %		24.49 %	
CH41	77.26	41.99	0.11	54.35 %	58,737.30	0.00 %		24.49 %	
CH46	48.01	24.21	0.00	50.42 %	22,228.80	0.00 %		24.49 %	
CH31	50.83	24.85	0.09	48.88 %	27,593.10	0.00 %		24.49 %	
CH27	34.87	16.22	0.00	46.52 %	23,446.40	0.00 %		24.49 %	
CH06	106.04	49.02	0.37	46.23 %	49,718.80	0.00 %		24.49 %	
CH23	45.83	20.78	0.00	45.35 %	21,404.00	0.00 %		24.49 %	
CH09	98.68	43.92	0.34	44.51 %	51,181.40	0.00 %		24.49 %	
CH36	58.10	17.78	0.00	30.61 %	18,612.30	0.00 %		24.49 %	
MC08	16.61	4.84	0.00	29.13 %	885.00	0.00 %		24.49 %	
CH01	8.53	1.04	0.00	12.15 %	900.80	0.00 %		24.49 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ULP1	70.81	57.58	0.13	81.31 %	50,037.50	10.00 %	5,003.75	24.49 %	12,509.38
KLM1	65.93	52.57	0.24	79.73 %	62,685.70	0.00 %		24.49 %	15,671.43
VPM2	74.69	53.23	0.64	71.27 %	43,814.80	0.00 %		24.49 %	6,572.22
KML1	39.35	26.90	0.07	68.36 %	20,939.20	0.00 %		24.49 %	3,140.88
CDM1	82.37	55.99	0.24	67.97 %	52,490.90	0.00 %		24.49 %	5,249.09
PRT1	59.74	39.79	0.14	66.60 %	34,825.80	0.00 %		24.49 %	3,482.58
SJI1	72.42	47.91	0.00	66.16 %	38,695.00	0.00 %		24.49 %	3,869.50
POY1	118.53	75.64	0.15	63.81 %	85,144.30	0.00 %		24.49 %	8,514.43
CUD1	137.41	86.15	1.18	62.69 %	90,488.00	0.00 %		24.49 %	9,048.80
VPM1	31.37	17.46	0.00	55.65 %	16,616.00	0.00 %		24.49 %	
TRK1	93.91	51.43	0.78	54.77 %	57,725.20	0.00 %		24.49 %	
MKM1	38.44	20.82	0.17	54.17 %	20,952.00	0.00 %		24.49 %	
VCM1	44.78	22.88	0.00	51.10 %	18,154.40	0.00 %		24.49 %	
TVM1	42.66	21.79	0.05	51.08 %	14,722.10	0.00 %		24.49 %	
TVM2	62.87	30.10	0.04	47.88 %	22,522.00	0.00 %		24.49 %	
KKI2	87.65	41.74	0.39	47.62 %	37,410.30	0.00 %		24.49 %	
POY2	116.13	54.94	0.04	47.31 %	52,420.20	0.00 %		24.49 %	
STP1	35.42	15.23	0.07	43.01 %	10,837.90	0.00 %		24.49 %	
TDM1	78.30	33.37	0.08	42.61 %	26,596.30	0.00 %		24.49 %	
NVL2	103.70	41.85	0.12	40.36 %	44,310.80	0.00 %		24.49 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	44.37	0.14	0.00 %	9,894.80	0.00 %		0.00 %	
GHUB	0.00	80.39	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.68	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	15.99	0.29	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	17.12	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	12.48	0.04	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	47.80	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	9.30	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	16.97	0.63	0.00 %	0.00	0.00 %		0.00 %	