

Accu.Target 21,487.26 L	Sales 20,249.90 L	Achieved % 94.24 %	HO Budget+ % 0.00 %	Total Com. 178.87 L
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Note : Sales Period is From :01-Aug-2025 To :20-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	1,632.97	1,642.30	100.57 %	96,000.00	0.00 %	96,000.00
WEST-01	1,597.33	1,604.42	100.44 %	0.00	0.00 %	0.00
KL-SOUTH	172.10	172.12	100.01 %	0.00	0.00 %	0.00
TRICHY-01	2,453.93	2,416.19	98.46 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,590.62	1,565.76	98.44 %	45,000.00	0.00 %	45,000.00
WEST-02	1,989.13	1,941.34	97.60 %	0.00	0.00 %	0.00
SOUTH-01	3,562.76	3,291.14	92.38 %	0.00	0.00 %	0.00
SOUTH-03	2,561.42	2,246.72	87.71 %	0.00	0.00 %	0.00
CHENNAI-02	2,746.71	2,354.20	85.71 %	0.00	0.00 %	0.00
CHENNAI-01	3,180.28	2,703.24	85.00 %	0.00	0.00 %	0.00
OTHERS	0.00	312.46	0.00 %	0.00	0.00 %	0.00
Total	21,487.26	20,249.90	94.24 %		0.00 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	575.36	598.83	104.08%	75,000.00	0.00 %	75,000.00
	NA02	563.08	559.53	99.37%	37,500.00	0.00 %	37,500.00
	NA03	494.53	483.94	97.86%	30,000.00	0.00 %	30,000.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	180.79	206.84	114.41%	40,000.00	0.00 %	40,000.00
	UAM1	296.53	306.42	103.33%	45,000.00	0.00 %	45,000.00
	CBE1	705.47	701.36	99.42%	52,500.00	0.00 %	52,500.00
	TPR1	187.01	181.16	96.87%	7,500.00	0.00 %	7,500.00
	PLI1	227.53	208.64	91.70%	15,000.00	0.00 %	15,000.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	172.10	172.12	100.01%	15,000.00	0.00 %	15,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	526.21	581.49	110.50%	100,000.00	0.00 %	100,000.00
	TNJ1	520.63	555.15	106.63%	75,000.00	0.00 %	75,000.00
	PTK1	468.52	466.77	99.63%	30,000.00	0.00 %	30,000.00
	TRY1	938.58	812.79	86.60%	0.00	0.00 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	547.30	583.18	106.56%	75,000.00	0.00 %	75,000.00
	SA02	570.17	545.15	95.61%	37,500.00	0.00 %	37,500.00
	SA03	473.14	437.43	92.45%	30,000.00	0.00 %	30,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	424.57	446.28	105.11%	60,000.00	0.00 %	60,000.00
	MTR1	440.83	447.29	101.46%	60,000.00	0.00 %	60,000.00
	SLM1	589.03	586.72	99.61%	37,500.00	0.00 %	37,500.00
	ERD1	534.70	461.06	86.23%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	466.95	496.04	106.23%	60,000.00	0.00 %	60,000.00
	KVT1	591.68	587.33	99.26%	37,500.00	0.00 %	37,500.00
	TVL1	592.51	561.51	94.77%	37,500.00	0.00 %	37,500.00
	TUT1	818.12	760.46	92.95%	52,500.00	0.00 %	52,500.00
	VNR1	421.55	390.51	92.64%	22,500.00	0.00 %	22,500.00
	NGR1	671.95	495.29	73.71%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	412.75	391.78	94.92%	22,500.00	0.00 %	22,500.00
	MDU2	738.93	677.40	91.67%	45,000.00	0.00 %	45,000.00
	KKD2	531.37	474.12	89.22%	0.00	0.00 %	0.00
	DGL1	782.30	634.28	81.08%	0.00	0.00 %	0.00
	KRR1	96.06	69.16	71.99%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	761.90	713.09	93.59%	52,500.00	0.00 %	52,500.00
	CH07	701.95	590.23	84.08%	0.00	0.00 %	0.00
	CH01	703.35	584.23	83.06%	0.00	0.00 %	0.00
	CH09	579.51	466.64	80.52%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	816.46	748.47	91.67%	52,500.00	0.00 %	52,500.00
	CH03	606.30	554.23	91.41%	37,500.00	0.00 %	37,500.00
	CH08	708.35	565.49	79.83%	0.00	0.00 %	0.00
	CH06	1,049.16	835.04	79.59%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.65	0.00%	0.00	0.00 %	0.00
	CH02	0.00	103.56	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	169.69	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	9.76	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.51	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	7.59	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	7.09	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	10.61	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	29.43	38.55	0.15	130.97 %	36,238.40	40.00 %	14,495.36	0.00 %	14,495.36
VNB1	42.61	54.90	0.09	128.84 %	41,859.80	40.00 %	16,743.92	0.00 %	16,743.92
ARC2	52.52	66.42	0.02	126.47 %	49,889.20	40.00 %	19,955.68	0.00 %	19,955.68
ANI1	33.24	39.53	0.01	118.92 %	31,405.60	30.00 %	9,421.68	0.00 %	9,421.68
CPT1	34.01	39.32	0.04	115.61 %	40,231.10	30.00 %	12,069.33	0.00 %	12,069.33
TRR1	100.32	114.56	0.05	114.19 %	86,354.10	30.00 %	25,906.23	0.00 %	25,906.23
KPM1	59.02	65.81	0.19	111.50 %	52,970.20	30.00 %	15,891.06	0.00 %	15,891.06
AKM1	74.79	82.45	0.02	110.23 %	83,322.70	30.00 %	24,996.81	0.00 %	24,996.81
GDM1	51.46	56.10	0.00	109.02 %	46,258.10	25.00 %	11,564.53	0.00 %	11,564.53
SLG1	39.13	41.26	0.00	105.46 %	40,196.40	25.00 %	10,049.10	0.00 %	10,049.10
WJP1	52.24	53.70	0.15	102.79 %	49,850.30	25.00 %	12,462.58	0.00 %	12,462.58
PLR1	33.48	33.92	0.06	101.32 %	25,202.40	25.00 %	6,300.60	0.00 %	6,300.60
KPM2	188.37	189.91	0.06	100.82 %	126,566.60	25.00 %	31,641.65	0.00 %	31,641.65
TRL1	113.92	110.90	0.42	97.34 %	89,406.00	20.00 %	17,881.20	0.00 %	17,881.20
VEL1	97.65	93.29	0.10	95.54 %	93,830.90	20.00 %	18,766.18	0.00 %	18,766.18
SBR1	89.01	85.02	0.25	95.52 %	89,718.40	20.00 %	17,943.68	0.00 %	17,943.68
VSI1	64.66	61.42	0.14	94.99 %	77,794.70	15.00 %	11,669.21	0.00 %	11,669.21
CGM1	56.94	54.02	0.05	94.88 %	36,481.60	15.00 %	5,472.24	0.00 %	5,472.24
CYR1	46.33	42.22	0.01	91.13 %	43,466.30	15.00 %	6,519.95	0.00 %	6,519.95
UGI1	44.07	40.12	0.10	91.04 %	33,954.90	15.00 %	5,093.24	0.00 %	5,093.24
VEL2	114.90	98.29	0.06	85.54 %	100,497.30	10.00 %	10,049.73	0.00 %	10,049.73
WJD1	68.85	58.81	0.04	85.41 %	52,446.10	10.00 %	5,244.61	0.00 %	5,244.61
PTU1	24.46	20.56	0.00	84.03 %	14,658.20	10.00 %	1,465.82	0.00 %	1,465.82
TRT1	55.83	46.79	0.28	83.81 %	37,084.60	10.00 %	3,708.46	0.00 %	3,708.46
ABR1	65.73	54.45	0.26	82.84 %	56,821.40	10.00 %	5,682.14	0.00 %	5,682.14

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	24.55	35.69	0.10	145.39 %	43,324.10	40.00 %	17,329.64	0.00 %	17,329.64
KMD1	26.55	35.00	0.00	131.82 %	56,948.00	40.00 %	22,779.20	0.00 %	22,779.20
ANR1	12.57	15.89	0.27	126.44 %	20,729.10	40.00 %	8,291.64	0.00 %	8,291.64
CBE6	48.41	60.12	0.08	124.19 %	68,893.20	40.00 %	27,557.28	0.00 %	27,557.28
GBM1	34.70	42.84	0.03	123.46 %	29,951.50	40.00 %	11,980.60	0.00 %	11,980.60
KGI1	45.27	55.86	0.00	123.38 %	38,419.90	40.00 %	15,367.96	0.00 %	15,367.96
PDM1	25.35	31.20	0.17	123.04 %	35,286.80	40.00 %	14,114.72	0.00 %	14,114.72
DPM2	38.61	46.95	0.06	121.62 %	49,728.70	40.00 %	19,891.48	0.00 %	19,891.48
CBE1	50.87	60.93	-0.08	119.77 %	70,760.40	30.00 %	21,228.12	0.00 %	21,228.12
KMR1	111.66	132.82	-0.23	118.96 %	144,482.60	30.00 %	43,344.78	0.00 %	43,344.78
MPM1	47.91	53.92	0.16	112.54 %	62,666.50	30.00 %	18,799.95	0.00 %	18,799.95
TPR3	33.42	37.27	-0.09	111.51 %	60,561.40	30.00 %	18,168.42	0.00 %	18,168.42
AVI1	38.97	42.33	0.37	108.60 %	38,302.10	25.00 %	9,575.53	0.00 %	9,575.53
KGM1	27.11	29.11	0.20	107.40 %	31,559.30	25.00 %	7,889.83	0.00 %	7,889.83
GDR1	36.61	38.57	-0.05	105.36 %	27,127.00	25.00 %	6,781.75	0.00 %	6,781.75
CNR1	39.53	41.62	0.00	105.28 %	34,094.90	25.00 %	8,523.73	0.00 %	8,523.73
TPR4	32.94	34.17	0.32	103.71 %	29,766.80	25.00 %	7,441.70	0.00 %	7,441.70
CBE2	266.76	262.56	0.26	98.43 %	218,983.10	20.00 %	43,796.62	0.00 %	43,796.62
TPR2	82.30	80.88	0.07	98.27 %	61,849.70	20.00 %	12,369.94	0.00 %	12,369.94
SYM2	37.06	35.93	0.00	96.96 %	33,745.40	20.00 %	6,749.08	0.00 %	6,749.08
SUL1	42.82	40.32	0.20	94.15 %	52,227.80	15.00 %	7,834.17	0.00 %	7,834.17
TPR1	71.29	63.02	0.03	88.40 %	66,107.70	10.00 %	6,610.77	0.00 %	6,610.77
CBE4	84.97	69.79	0.03	82.13 %	91,374.40	10.00 %	9,137.44	0.00 %	9,137.44
CBE3	30.87	25.10	-0.11	81.30 %	30,288.80	10.00 %	3,028.88	0.00 %	3,028.88
UAM1	100.65	81.45	0.11	80.92 %	65,100.00	10.00 %	6,510.00	0.00 %	6,510.00
PLI1	86.65	64.69	0.00	74.66 %	61,195.40	0.00 %		0.00 %	
UMP1	49.81	36.70	0.00	73.67 %	24,087.20	0.00 %		0.00 %	
SNR1	69.11	49.72	0.01	71.94 %	59,769.30	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)
KLR1	17.28	22.63	0.00	130.93 %	10,928.90	40.00 %	4,371.56	0.00 %	4,371.56
PAS1	38.13	41.91	0.00	109.90 %	32,715.40	25.00 %	8,178.85	0.00 %	8,178.85
TVP1	116.69	107.59	0.21	92.20 %	72,145.30	15.00 %	10,821.80	0.00 %	10,821.80

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	39.39	51.44	0.26	130.60 %	41,882.70	40.00 %	16,753.08	0.00 %	16,753.08
KIK1	59.34	75.23	-0.22	126.78 %	71,862.80	40.00 %	28,745.12	0.00 %	28,745.12
PDK1	41.30	52.07	0.03	126.10 %	48,294.70	40.00 %	19,317.88	0.00 %	19,317.88
KRN1	37.65	47.38	-0.04	125.87 %	47,121.60	40.00 %	18,848.64	0.00 %	18,848.64
MVM1	122.15	147.54	0.08	120.78 %	154,869.20	40.00 %	61,947.68	0.00 %	61,947.68
TTP1	67.20	80.02	0.05	119.08 %	60,114.10	30.00 %	18,034.23	0.00 %	18,034.23
TVR2	102.37	121.24	0.04	118.43 %	86,878.10	30.00 %	26,063.43	0.00 %	26,063.43
MDI1	105.99	124.31	0.02	117.29 %	101,865.00	30.00 %	30,559.50	0.00 %	30,559.50
NCK1	30.52	35.65	0.00	116.82 %	25,303.50	30.00 %	7,591.05	0.00 %	7,591.05
TRY3	62.50	70.14	0.04	112.22 %	52,988.50	30.00 %	15,896.55	0.00 %	15,896.55
ORU1	48.44	52.83	0.00	109.06 %	58,483.80	25.00 %	14,620.95	0.00 %	14,620.95
AYR1	52.61	56.96	0.11	108.27 %	42,797.90	25.00 %	10,699.48	0.00 %	10,699.48
JKM1	72.06	74.49	0.10	103.38 %	54,621.90	25.00 %	13,655.48	0.00 %	13,655.48
PBR2	152.08	154.40	-0.07	101.52 %	113,288.90	25.00 %	28,322.23	0.00 %	28,322.23
TYR1	90.30	89.24	0.07	98.83 %	67,197.50	20.00 %	13,439.50	0.00 %	13,439.50
MSI1	53.79	52.76	0.00	98.09 %	47,768.70	20.00 %	9,553.74	0.00 %	9,553.74
TNJ2	119.35	115.31	0.18	96.62 %	97,484.90	20.00 %	19,496.98	0.00 %	19,496.98
TNJ1	161.94	155.35	0.11	95.93 %	115,262.20	20.00 %	23,052.44	0.00 %	23,052.44
KUM1	159.74	151.13	0.12	94.61 %	129,688.10	15.00 %	19,453.22	0.00 %	19,453.22
PBR1	48.40	45.63	0.07	94.29 %	33,253.50	15.00 %	4,988.03	0.00 %	4,988.03
PTK1	113.79	105.52	0.34	92.74 %	84,791.20	15.00 %	12,718.68	0.00 %	12,718.68
APM1	39.05	35.62	0.14	91.21 %	34,904.50	15.00 %	5,235.68	0.00 %	5,235.68
NMM1	52.87	45.67	-0.02	86.39 %	54,140.00	10.00 %	5,414.00	0.00 %	5,414.00
NGT1	89.62	75.62	0.10	84.38 %	59,321.50	10.00 %	5,932.15	0.00 %	5,932.15
TRY1	469.40	363.85	0.07	77.51 %	245,017.90	0.00 %		0.00 %	
TRY2	62.10	36.77	0.17	59.21 %	30,690.20	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	89.37	119.10	0.23	133.27 %	107,722.60	40.00 %	43,089.04	0.00 %	43,089.04
KML1	40.33	51.58	0.29	127.89 %	32,205.70	40.00 %	12,882.28	0.00 %	12,882.28
POY2	120.59	154.08	0.10	127.77 %	105,975.70	40.00 %	42,390.28	0.00 %	42,390.28
CDM1	97.77	114.63	0.46	117.25 %	94,952.00	30.00 %	28,485.60	0.00 %	28,485.60
POY1	135.06	156.42	0.09	115.81 %	151,947.40	30.00 %	45,584.22	0.00 %	45,584.22
ULP1	84.84	85.13	0.14	100.34 %	67,957.30	25.00 %	16,989.33	0.00 %	16,989.33
VCM1	52.75	52.57	0.04	99.65 %	36,978.30	20.00 %	7,395.66	0.00 %	7,395.66
TDM1	68.94	68.05	0.33	98.70 %	41,411.80	20.00 %	8,282.36	0.00 %	8,282.36
KKI2	101.99	99.38	0.14	97.44 %	69,868.00	20.00 %	13,973.60	0.00 %	13,973.60
CUD1	166.78	160.09	0.06	95.99 %	136,296.80	20.00 %	27,259.36	0.00 %	27,259.36
KLM1	85.55	79.64	0.05	93.10 %	81,139.10	15.00 %	12,170.87	0.00 %	12,170.87
SJI1	75.74	69.07	0.07	91.20 %	40,458.60	15.00 %	6,068.79	0.00 %	6,068.79
VPM1	33.24	28.07	0.26	84.44 %	17,687.80	10.00 %	1,768.78	0.00 %	1,768.78
MKM1	39.32	32.95	0.10	83.80 %	31,880.20	10.00 %	3,188.02	0.00 %	3,188.02
STP1	38.19	29.74	0.33	77.88 %	22,446.00	0.00 %		0.00 %	
TVM2	69.97	54.29	0.00	77.59 %	27,997.30	0.00 %		0.00 %	
VPM2	80.03	62.04	0.27	77.53 %	49,266.90	0.00 %		0.00 %	
PRT1	66.38	50.33	0.11	75.82 %	43,251.80	0.00 %		0.00 %	
NVL2	87.93	61.80	0.19	70.29 %	50,377.80	0.00 %		0.00 %	
TVM1	55.86	36.80	0.48	65.88 %	21,214.90	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	31.97	49.81	0.00	155.78 %	46,937.70	40.00 %	18,775.08	0.00 %	18,775.08
SLM2	52.76	69.73	0.15	132.17 %	48,914.20	40.00 %	19,565.68	0.00 %	19,565.68
OML1	59.36	71.23	0.64	120.00 %	55,176.80	30.00 %	16,553.04	0.00 %	16,553.04
PMP1	43.53	51.96	0.23	119.37 %	37,143.80	30.00 %	11,143.14	0.00 %	11,143.14
TRM1	67.55	77.45	0.01	114.65 %	66,990.70	30.00 %	20,097.21	0.00 %	20,097.21
HRR1	45.67	52.36	0.14	114.65 %	33,915.90	30.00 %	10,174.77	0.00 %	10,174.77
KVP1	36.34	41.40	0.00	113.92 %	34,493.70	30.00 %	10,348.11	0.00 %	10,348.11
TCG1	34.21	38.22	0.00	111.72 %	25,379.10	30.00 %	7,613.73	0.00 %	7,613.73
ATU1	74.32	82.18	0.14	110.57 %	58,642.90	30.00 %	17,592.87	0.00 %	17,592.87
PLC1	41.55	45.74	0.00	110.07 %	43,489.40	30.00 %	13,046.82	0.00 %	13,046.82
MCR1	60.32	66.39	0.00	110.06 %	65,339.50	30.00 %	19,601.85	0.00 %	19,601.85
VPD1	61.37	67.46	0.06	109.92 %	73,196.30	25.00 %	18,299.08	0.00 %	18,299.08
DPR1	33.52	36.73	0.04	109.58 %	29,660.30	25.00 %	7,415.08	0.00 %	7,415.08
EDP1	33.16	34.86	0.22	105.13 %	20,971.00	25.00 %	5,242.75	0.00 %	5,242.75
KRI1	59.32	62.19	0.15	104.85 %	51,325.40	25.00 %	12,831.35	0.00 %	12,831.35
NKL2	77.06	80.12	0.01	103.97 %	85,969.00	25.00 %	21,492.25	0.00 %	21,492.25
EPI1	51.48	53.21	0.21	103.37 %	48,536.20	25.00 %	12,134.05	0.00 %	12,134.05
RSP1	48.84	48.28	0.50	98.85 %	52,957.90	20.00 %	10,591.58	0.00 %	10,591.58
HSR2	120.22	116.87	0.17	97.21 %	90,304.60	20.00 %	18,060.92	0.00 %	18,060.92
DPR2	42.40	40.94	0.00	96.55 %	37,623.20	20.00 %	7,524.64	0.00 %	7,524.64
BMD1	45.83	43.82	0.00	95.61 %	39,788.10	20.00 %	7,957.62	0.00 %	7,957.62
CMI1	26.31	24.42	0.00	92.82 %	30,404.40	15.00 %	4,560.66	0.00 %	4,560.66
SLM3	94.17	86.74	0.16	92.11 %	64,677.20	15.00 %	9,701.58	0.00 %	9,701.58
SLM1	173.57	159.33	0.01	91.79 %	104,075.80	15.00 %	15,611.37	0.00 %	15,611.37
SGG1	21.52	19.22	0.00	89.33 %	17,508.90	10.00 %	1,750.89	0.00 %	1,750.89
ERD2	104.03	90.34	0.13	86.84 %	105,498.80	10.00 %	10,549.88	0.00 %	10,549.88
HSR1	91.63	78.30	0.46	85.45 %	78,932.20	10.00 %	7,893.22	0.00 %	7,893.22
PDR1	27.92	23.53	0.34	84.26 %	30,778.30	10.00 %	3,077.83	0.00 %	3,077.83
VKL1	36.10	27.42	0.14	75.96 %	32,604.80	0.00 %		0.00 %	
KMM1	43.04	29.98	0.18	69.65 %	29,723.40	0.00 %		0.00 %	
APN1	48.19	33.20	0.22	68.89 %	41,156.20	0.00 %		0.00 %	
ERD1	115.68	79.52	0.19	68.75 %	71,892.40	0.00 %		0.00 %	
MTR1	86.17	58.37	0.06	67.74 %	64,288.50	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	26.58	71.26	0.17	268.09 %	94,676.90	40.00 %	37,870.76	0.00 %	37,870.76
ERL2	53.83	94.89	0.15	176.29 %	72,902.50	40.00 %	29,161.00	0.00 %	29,161.00
ERL1	5.14	8.19	0.47	159.32 %	9,890.00	40.00 %	3,956.00	0.00 %	3,956.00
TKS2	119.21	152.98	0.52	128.33 %	112,559.60	40.00 %	45,023.84	0.00 %	45,023.84
ASM1	47.19	55.03	0.24	116.61 %	63,682.60	30.00 %	19,104.78	0.00 %	19,104.78
TKS1	106.59	122.18	0.22	114.62 %	124,363.00	30.00 %	37,308.90	0.00 %	37,308.90
PKD1	70.94	81.09	0.16	114.31 %	68,011.20	30.00 %	20,403.36	0.00 %	20,403.36
KGL1	47.34	48.84	0.26	103.15 %	37,397.70	25.00 %	9,349.43	0.00 %	9,349.43
KYR1	40.51	40.69	0.42	100.45 %	38,015.30	25.00 %	9,503.83	0.00 %	9,503.83
TVL1	346.49	343.76	0.25	99.21 %	279,162.70	20.00 %	55,832.54	0.00 %	55,832.54
STU2	36.50	35.89	1.20	98.32 %	27,202.20	20.00 %	5,440.44	0.00 %	5,440.44
RPM1	103.01	101.08	0.23	98.12 %	101,071.20	20.00 %	20,214.24	0.00 %	20,214.24
VNR2	185.22	180.33	0.18	97.36 %	164,101.70	20.00 %	32,820.34	0.00 %	32,820.34
KVT1	168.25	163.60	0.03	97.24 %	185,796.50	20.00 %	37,159.30	0.00 %	37,159.30
UDN1	44.61	43.28	0.29	97.04 %	36,420.90	20.00 %	7,284.18	0.00 %	7,284.18
TKY1	60.50	58.65	0.03	96.94 %	59,034.60	20.00 %	11,806.92	0.00 %	11,806.92
KSM1	30.88	29.47	0.00	95.43 %	20,373.20	20.00 %	4,074.64	0.00 %	4,074.64
RND1	106.17	100.87	0.40	95.01 %	102,696.90	15.00 %	15,404.54	0.00 %	15,404.54
TCN1	88.28	83.71	0.36	94.83 %	92,093.00	15.00 %	13,813.95	0.00 %	13,813.95
VNR1	45.70	43.00	0.12	94.09 %	36,301.60	15.00 %	5,445.24	0.00 %	5,445.24
SDI1	49.17	46.18	0.34	93.91 %	38,411.60	15.00 %	5,761.74	0.00 %	5,761.74
TUT1	390.88	347.90	0.14	89.01 %	372,879.00	10.00 %	37,287.90	0.00 %	37,287.90
APK1	80.93	71.81	0.07	88.73 %	91,871.80	10.00 %	9,187.18	0.00 %	9,187.18
TUT2	147.55	128.44	0.37	87.05 %	92,643.80	10.00 %	9,264.38	0.00 %	9,264.38
SVK1	109.70	95.37	0.10	86.94 %	78,441.70	10.00 %	7,844.17	0.00 %	7,844.17
VLY1	121.66	105.46	0.23	86.68 %	78,289.90	10.00 %	7,828.99	0.00 %	7,828.99
PDI1	51.42	44.16	0.03	85.88 %	40,843.20	10.00 %	4,084.32	0.00 %	4,084.32
SNL1	70.57	60.07	0.43	85.13 %	37,645.00	10.00 %	3,764.50	0.00 %	3,764.50
ARM1	34.14	28.54	0.99	83.61 %	23,701.00	10.00 %	2,370.10	0.00 %	2,370.10
SGT1	37.54	29.47	0.00	78.50 %	21,743.80	0.00 %		0.00 %	
MAR1	128.74	97.79	0.09	75.96 %	71,199.80	0.00 %		0.00 %	
COL1	28.66	19.38	0.01	67.62 %	17,873.30	0.00 %		0.00 %	
TVL2	43.03	28.71	0.15	66.73 %	16,073.50	0.00 %		0.00 %	
MMT1	67.06	43.48	0.39	64.84 %	39,392.10	0.00 %		0.00 %	
NGR1	308.76	197.68	0.27	64.03 %	112,881.00	0.00 %		0.00 %	
TYI1	87.85	54.04	0.42	61.52 %	65,922.90	0.00 %		0.00 %	
VKM1	72.17	33.86	0.25	46.91 %	42,528.40	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	51.61	63.78	0.26	123.59 %	40,028.00	40.00 %	16,011.20	0.00 %	16,011.20
MLR1	54.82	65.30	0.10	119.12 %	56,540.00	30.00 %	16,962.00	0.00 %	16,962.00
DKI1	61.57	71.80	0.27	116.62 %	96,348.90	30.00 %	28,904.67	0.00 %	28,904.67
ADP1	43.18	49.61	0.04	114.88 %	47,483.40	30.00 %	14,245.02	0.00 %	14,245.02
PKM1	32.42	35.52	0.15	109.57 %	34,782.50	25.00 %	8,695.63	0.00 %	8,695.63
SVG1	55.01	56.60	0.18	102.88 %	69,737.50	25.00 %	17,434.38	0.00 %	17,434.38
PVI1	58.12	58.84	0.27	101.25 %	70,680.40	25.00 %	17,670.10	0.00 %	17,670.10
TPT1	60.74	60.67	-0.14	99.90 %	93,598.30	20.00 %	18,719.66	0.00 %	18,719.66
MDU6	109.78	107.82	0.22	98.22 %	85,413.10	20.00 %	17,082.62	0.00 %	17,082.62
DGL2	48.37	47.14	0.14	97.45 %	49,397.80	20.00 %	9,879.56	0.00 %	9,879.56
MDU2	139.91	136.04	0.19	97.23 %	114,962.30	20.00 %	22,992.46	0.00 %	22,992.46
CBM1	75.27	71.98	0.12	95.63 %	74,565.70	20.00 %	14,913.14	0.00 %	14,913.14
BNR1	47.48	43.82	0.07	92.29 %	45,278.90	15.00 %	6,791.84	0.00 %	6,791.84
NKI1	38.14	34.96	0.10	91.66 %	42,217.00	15.00 %	6,332.55	0.00 %	6,332.55
DGL1	168.51	153.56	0.37	91.13 %	134,575.60	15.00 %	20,186.34	0.00 %	20,186.34
USL1	71.52	64.83	0.16	90.65 %	58,803.90	15.00 %	8,820.59	0.00 %	8,820.59
TMM1	83.41	75.60	0.02	90.64 %	53,527.50	15.00 %	8,029.13	0.00 %	8,029.13
PNV1	31.13	28.08	0.00	90.21 %	27,670.60	15.00 %	4,150.59	0.00 %	4,150.59
PNI1	32.59	29.33	0.37	90.01 %	24,532.60	10.00 %	2,453.26	0.00 %	2,453.26
MPA1	65.46	58.30	0.07	89.07 %	70,925.60	10.00 %	7,092.56	0.00 %	7,092.56
SGP1	48.36	42.83	0.13	88.56 %	74,205.70	10.00 %	7,420.57	0.00 %	7,420.57
MDU4	71.51	62.13	0.15	86.89 %	51,775.00	10.00 %	5,177.50	0.00 %	5,177.50
TDI1	47.05	40.59	0.23	86.27 %	48,553.70	10.00 %	4,855.37	0.00 %	4,855.37
TEN1	73.81	61.69	0.53	83.58 %	47,595.00	10.00 %	4,759.50	0.00 %	4,759.50
CMR1	38.54	32.17	0.03	83.47 %	23,377.70	10.00 %	2,337.77	0.00 %	2,337.77
BTU1	31.31	26.11	0.56	83.39 %	30,284.90	10.00 %	3,028.49	0.00 %	3,028.49
NTM1	45.23	35.00	0.22	77.40 %	28,628.00	0.00 %		0.00 %	
ATG1	109.23	84.15	0.23	77.04 %	95,248.80	0.00 %		0.00 %	
ODM1	40.77	31.19	0.00	76.49 %	25,803.00	0.00 %		0.00 %	
MDU1	355.00	269.76	0.15	75.99 %	206,241.50	0.00 %		0.00 %	
KKD2	77.32	58.72	0.15	75.94 %	73,546.50	0.00 %		0.00 %	
MNM1	37.86	28.44	0.09	75.10 %	36,458.50	0.00 %		0.00 %	
KPT1	46.13	32.85	0.01	71.22 %	31,381.60	0.00 %		0.00 %	
KRR1	55.29	37.97	0.00	68.67 %	47,605.30	0.00 %		0.00 %	
MDU5	67.15	41.18	0.07	61.32 %	54,288.90	0.00 %		0.00 %	
MDU3	87.85	48.37	0.47	55.05 %	41,067.60	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	33.11	36.47	0.62	110.14 %	35,683.90	30.00 %	10,705.17	0.00 %	10,705.17
UKI1	57.63	62.60	0.44	108.62 %	52,562.40	25.00 %	13,140.60	0.00 %	13,140.60
CH44	83.72	90.26	0.26	107.81 %	72,470.10	25.00 %	18,117.53	0.00 %	18,117.53
MJR1	120.62	125.06	0.23	103.68 %	88,477.00	25.00 %	22,119.25	0.00 %	22,119.25
MC05	39.42	39.89	0.01	101.19 %	14,226.00	25.00 %	3,556.50	0.00 %	3,556.50
CH34	112.87	109.73	0.13	97.22 %	89,494.20	20.00 %	17,898.84	0.00 %	17,898.84
CH12	140.12	133.61	0.64	95.35 %	119,845.20	20.00 %	23,969.04	0.00 %	23,969.04
CH23	53.99	50.75	0.03	94.00 %	38,180.00	15.00 %	5,727.00	0.00 %	5,727.00
CH43	78.21	72.81	0.23	93.10 %	71,794.60	15.00 %	10,769.19	0.00 %	10,769.19
CH06	111.53	103.49	0.07	92.79 %	97,713.60	15.00 %	14,657.04	0.00 %	14,657.04
CH41	88.30	78.57	0.38	88.98 %	71,284.10	10.00 %	7,128.41	0.00 %	7,128.41
CH03	264.81	233.22	0.28	88.07 %	214,503.10	10.00 %	21,450.31	0.00 %	21,450.31
CH17	59.71	52.49	0.24	87.90 %	60,285.00	10.00 %	6,028.50	0.00 %	6,028.50
CH32	24.70	21.59	2.37	87.41 %	15,641.40	10.00 %	1,564.14	0.00 %	1,564.14
PON1	61.26	53.35	0.27	87.09 %	52,229.50	10.00 %	5,222.95	0.00 %	5,222.95
CH31	41.99	36.25	0.37	86.32 %	35,975.60	10.00 %	3,597.56	0.00 %	3,597.56
GPD1	92.45	79.19	0.10	85.66 %	45,800.10	10.00 %	4,580.01	0.00 %	4,580.01
CH15	297.82	252.54	0.20	84.80 %	206,571.30	10.00 %	20,657.13	0.00 %	20,657.13
CH33	102.21	85.47	0.23	83.62 %	75,606.30	10.00 %	7,560.63	0.00 %	7,560.63
CH18	145.33	119.19	0.37	82.01 %	137,021.90	10.00 %	13,702.19	0.00 %	13,702.19
CH20	148.86	120.89	0.35	81.21 %	90,045.50	10.00 %	9,004.55	0.00 %	9,004.55
CH21	193.93	153.02	0.21	78.91 %	115,171.90	0.00 %		0.00 %	
CH46	60.19	43.29	0.42	71.93 %	40,107.60	0.00 %		0.00 %	
CH36	48.95	33.25	0.11	67.94 %	25,901.00	0.00 %		0.00 %	
CH09	114.72	77.25	0.07	67.34 %	66,774.00	0.00 %		0.00 %	
MC06	29.41	19.66	1.18	66.86 %	10,954.90	0.00 %		0.00 %	
CH24	113.19	65.09	0.42	57.51 %	69,838.70	0.00 %		0.00 %	
MC08	13.54	3.34	0.00	24.64 %	900.20	0.00 %		0.00 %	
CH01	14.12	1.90	0.00	13.42 %	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	38.99	45.86	0.30	117.60 %	38,724.00	30.00 %	11,617.20	0.00 %	11,617.20
CH30	128.60	144.31	0.66	112.22 %	77,888.20	30.00 %	23,366.46	0.00 %	23,366.46
MRM1	77.05	85.41	0.20	110.85 %	79,531.00	30.00 %	23,859.30	0.00 %	23,859.30
TKM1	49.36	53.90	0.15	109.20 %	59,707.40	25.00 %	14,926.85	0.00 %	14,926.85
CH45	92.14	96.22	0.14	104.43 %	92,033.80	25.00 %	23,008.45	0.00 %	23,008.45
GUD2	86.88	89.88	0.02	103.45 %	64,528.30	25.00 %	16,132.08	0.00 %	16,132.08
CH48	121.54	116.64	0.16	95.97 %	152,634.40	20.00 %	30,526.88	0.00 %	30,526.88
CH28	112.21	105.54	0.20	94.06 %	144,022.70	15.00 %	21,603.41	0.00 %	21,603.41
GUD1	98.55	92.46	0.38	93.81 %	117,990.20	15.00 %	17,698.53	0.00 %	17,698.53
CH35	75.89	69.79	0.15	91.96 %	52,287.40	15.00 %	7,843.11	0.00 %	7,843.11
CH11	112.24	103.10	0.43	91.86 %	81,289.00	15.00 %	12,193.35	0.00 %	12,193.35
CH05	187.30	165.31	0.15	88.26 %	135,369.80	10.00 %	13,536.98	0.00 %	13,536.98
CH19	154.48	134.46	0.36	87.04 %	127,113.40	10.00 %	12,711.34	0.00 %	12,711.34
KNR1	74.74	64.84	0.02	86.75 %	61,109.80	10.00 %	6,110.98	0.00 %	6,110.98
CH08	192.46	166.21	0.43	86.36 %	213,333.10	10.00 %	21,333.31	0.00 %	21,333.31
CH14	226.65	194.45	0.27	85.80 %	172,212.90	10.00 %	17,221.29	0.00 %	17,221.29
CH16	222.59	190.54	0.20	85.60 %	198,795.40	10.00 %	19,879.54	0.00 %	19,879.54
MC10	34.34	29.21	0.06	85.08 %	14,666.70	10.00 %	1,466.67	0.00 %	1,466.67
CH38	74.51	62.86	0.11	84.36 %	81,629.00	10.00 %	8,162.90	0.00 %	8,162.90
AVD1	122.97	102.56	1.14	83.40 %	84,895.50	10.00 %	8,489.55	0.00 %	8,489.55
SKL1	73.88	55.23	0.43	74.76 %	72,505.80	0.00 %		0.00 %	
CH26	36.05	26.19	0.09	72.66 %	24,265.30	0.00 %		0.00 %	
CH42	170.86	124.13	0.21	72.65 %	124,700.30	0.00 %		0.00 %	
CH07	161.50	117.30	0.43	72.63 %	107,658.90	0.00 %		0.00 %	
CH22	113.12	81.47	0.08	72.02 %	85,264.70	0.00 %		0.00 %	
CH39	75.92	49.69	0.22	65.46 %	55,914.60	0.00 %		0.00 %	
CH40	81.58	52.03	0.31	63.78 %	27,009.20	0.00 %		0.00 %	
CGL1	94.10	51.91	0.52	55.17 %	50,688.20	0.00 %		0.00 %	
MC09	22.12	11.36	0.00	51.37 %	8,353.00	0.00 %		0.00 %	
CH29	39.03	14.87	0.97	38.09 %	16,923.50	0.00 %		0.00 %	
MC02	28.63	5.48	0.00	19.15 %	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	86.56	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	2.82	10.48	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	10.61	0.04	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	9.76	0.68	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	3.65	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	7.59	0.00	0.00 %	0.00	0.00 %		0.00 %	