

Accu.Target 19,370.25 L	Sales 12,551.84 L	Achieved % 64.80 %	HO Budget+ % 25.20 %	Total Com. 122.08 L
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Note : Sales Period is From :01-Sep-2025 To :20-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	206.79	238.11	115.14 %	0.00	25.20 %	0.00
WEST-02	1,729.52	1,170.26	67.66 %	0.00	25.20 %	0.00
TRICHY-01	1,991.80	1,344.88	67.52 %	0.00	25.20 %	0.00
WEST-01	1,421.53	948.47	66.72 %	0.00	25.20 %	0.00
SOUTH-03	2,243.50	1,465.93	65.34 %	0.00	25.20 %	0.00
NORTH ARCOT	1,549.29	1,005.15	64.88 %	0.00	25.20 %	0.00
CHENNAI-01	2,654.48	1,647.57	62.07 %	0.00	25.20 %	0.00
SOUTH-01	3,519.59	2,105.83	59.83 %	0.00	25.20 %	0.00
CHENNAI-02	2,520.60	1,477.35	58.61 %	0.00	25.20 %	0.00
SOUTH ARCOT	1,533.12	867.20	56.56 %	0.00	25.20 %	0.00
OTHERS	0.00	281.09	0.00 %	0.00	0.00 %	0.00
Total	19,370.25	12,551.84	64.80 %		25.20 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	206.79	238.11	115.14%	40,000.00	25.20 %	80,000.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	364.61	290.45	79.66%	0.00	25.20 %	30,000.00
	HSR1	345.76	271.38	78.49%	0.00	25.20 %	30,000.00
	SLM1	539.88	351.65	65.14%	0.00	25.20 %	0.00
	ERD1	479.28	256.77	53.57%	0.00	25.20 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	350.73	249.68	71.19%	0.00	25.20 %	15,000.00
	TNJ1	443.53	308.53	69.56%	0.00	25.20 %	22,500.00
	KUM1	420.37	283.65	67.48%	0.00	25.20 %	15,000.00
	TRY1	777.18	503.02	64.72%	0.00	25.20 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	267.61	194.50	72.68%	0.00	25.20 %	7,500.00
	TPR4	174.09	123.04	70.67%	0.00	25.20 %	7,500.00
	PLI1	177.30	120.69	68.07%	0.00	25.20 %	7,500.00
	CBE1	613.96	413.21	67.30%	0.00	25.20 %	0.00
	TPR1	188.57	97.04	51.46%	0.00	25.20 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	441.90	356.67	80.71%	0.00	25.20 %	45,000.00
	SVG1	383.87	256.01	66.69%	0.00	25.20 %	0.00
	MDU2	668.81	414.24	61.94%	0.00	25.20 %	0.00
	KRR1	77.87	47.28	60.71%	0.00	25.20 %	0.00
	DGL1	671.05	391.73	58.38%	0.00	25.20 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	573.87	380.80	66.36%	0.00	25.20 %	0.00
	NA03	444.01	286.29	64.48%	0.00	25.20 %	0.00
	NA02	531.41	338.05	63.61%	0.00	25.20 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	518.90	341.91	65.89%	0.00	25.20 %	0.00
	CH06	845.89	542.28	64.11%	0.00	25.20 %	0.00
	CH05	674.31	414.45	61.46%	0.00	25.20 %	0.00
	CH08	615.39	348.93	56.70%	0.00	25.20 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	523.76	375.98	71.79%	0.00	25.20 %	22,500.00
	NGR1	553.07	388.48	70.24%	0.00	25.20 %	22,500.00
	TUT1	711.21	498.30	70.06%	0.00	25.20 %	30,000.00
	VNR1	451.21	261.44	57.94%	0.00	25.20 %	0.00
	KVT1	590.91	320.98	54.32%	0.00	25.20 %	0.00
	TVL1	689.44	260.64	37.81%	0.00	25.20 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	687.83	447.83	65.11%	0.00	25.20 %	0.00
	CH01	678.43	396.57	58.45%	0.00	25.20 %	0.00
	CH07	659.09	368.00	55.83%	0.00	25.20 %	0.00
	CH09	495.26	264.96	53.50%	0.00	25.20 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	501.51	298.97	59.61%	0.00	25.20 %	0.00
	SA02	551.37	307.55	55.78%	0.00	25.20 %	0.00
	SA03	480.23	260.69	54.28%	0.00	25.20 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	15.00	0.00%	0.00	0.00 %	0.00
	CH02	0.00	111.56	0.00%	0.00	0.00 %	0.00
	HO01	0.00	83.45	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	20.60	0.00%	0.00	0.00 %	0.00
	NA01	0.00	0.23	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.74	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	17.93	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	15.30	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	16.27	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	40.79	60.21	0.14	147.62 %	45,714.60	40.00 %	18,285.84	25.20 %	18,285.84
TVP1	111.06	137.60	0.40	123.90 %	82,134.30	40.00 %	32,853.72	25.20 %	32,853.72
KLR1	54.95	40.30	0.23	73.34 %	35,256.10	0.00 %		25.20 %	7,051.22

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	31.45	36.59	0.00	116.34 %	35,622.80	30.00 %	10,686.84	25.20 %	14,249.12
PMP1	35.79	38.66	0.15	108.00 %	24,153.90	25.00 %	6,038.48	25.20 %	9,661.56
TRM1	72.57	72.33	0.11	99.67 %	68,334.40	20.00 %	13,666.88	25.20 %	27,333.76
OML1	47.45	45.42	0.17	95.71 %	42,704.10	20.00 %	8,540.82	25.20 %	17,081.64
MCR1	45.46	40.31	0.30	88.67 %	43,261.60	10.00 %	4,326.16	25.20 %	12,978.48
EDP1	22.48	19.20	0.00	85.43 %	11,876.20	10.00 %	1,187.62	25.20 %	3,562.86
APN1	40.27	32.51	0.00	80.73 %	38,778.40	10.00 %	3,877.84	25.20 %	9,694.60
PLC1	33.25	26.09	0.10	78.49 %	19,765.80	0.00 %		25.20 %	4,941.45
VPD1	57.83	44.55	0.04	77.04 %	60,040.90	0.00 %		25.20 %	15,010.23
BMD1	33.45	25.40	0.00	75.94 %	30,750.70	0.00 %		25.20 %	7,687.68
HSR2	100.40	75.76	0.04	75.46 %	59,701.00	0.00 %		25.20 %	14,925.25
HRR1	41.70	30.51	0.00	73.16 %	21,878.30	0.00 %		25.20 %	4,375.66
DPR1	28.84	20.99	0.04	72.79 %	18,249.10	0.00 %		25.20 %	3,649.82
SLM2	51.44	36.36	0.04	70.69 %	30,024.80	0.00 %		25.20 %	4,503.72
HSR1	64.09	44.49	0.14	69.43 %	44,657.80	0.00 %		25.20 %	6,698.67
VKL1	30.82	21.29	0.48	69.07 %	23,216.20	0.00 %		25.20 %	3,482.43
KVP1	36.31	23.65	0.09	65.13 %	23,216.20	0.00 %		25.20 %	2,321.62
ATU1	65.85	42.84	0.14	65.06 %	33,979.10	0.00 %		25.20 %	3,397.91
SLM3	80.73	51.85	0.13	64.23 %	37,135.40	0.00 %		25.20 %	3,713.54
MTR1	57.15	34.91	0.00	61.09 %	32,361.50	0.00 %		25.20 %	3,236.15
EPI1	46.97	28.56	0.19	60.82 %	31,337.50	0.00 %		25.20 %	3,133.75
ERD2	83.09	50.04	0.10	60.22 %	70,876.40	0.00 %		25.20 %	7,087.64
KRI1	44.47	26.14	0.18	58.77 %	18,906.10	0.00 %		25.20 %	
NKL2	84.75	47.93	0.04	56.56 %	63,835.80	0.00 %		25.20 %	
SLM1	174.32	95.77	0.13	54.94 %	63,431.60	0.00 %		25.20 %	
DPR2	37.99	20.59	0.00	54.19 %	17,062.70	0.00 %		25.20 %	
CMI1	26.51	14.18	0.00	53.48 %	18,132.20	0.00 %		25.20 %	
RSP1	45.44	23.74	0.04	52.24 %	26,880.20	0.00 %		25.20 %	
TCG1	40.03	20.68	0.00	51.67 %	18,249.60	0.00 %		25.20 %	
ERD1	79.51	40.03	0.64	50.35 %	43,728.20	0.00 %		25.20 %	
PDR1	31.13	15.15	0.02	48.68 %	20,380.40	0.00 %		25.20 %	
KMM1	33.74	14.89	0.30	44.13 %	18,298.80	0.00 %		25.20 %	
SGG1	24.28	8.84	0.51	36.42 %	10,479.50	0.00 %		25.20 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	33.31	31.94	0.00	95.88 %	28,566.40	20.00 %	5,713.28	25.20 %	11,426.56
KRN1	34.02	31.54	0.00	92.72 %	34,292.80	15.00 %	5,143.92	25.20 %	13,717.12
MSI1	35.23	31.28	0.10	88.80 %	33,239.40	10.00 %	3,323.94	25.20 %	9,971.82
ORU1	39.89	34.11	0.33	85.51 %	36,598.30	10.00 %	3,659.83	25.20 %	10,979.49
TYR1	68.54	56.27	0.00	82.10 %	43,506.00	10.00 %	4,350.60	25.20 %	10,876.50
PTK1	81.35	64.49	0.20	79.28 %	64,046.10	0.00 %		25.20 %	16,011.53
TVR1	33.39	26.16	0.00	78.33 %	24,795.10	0.00 %		25.20 %	6,198.78
NGT1	72.75	56.54	0.01	77.72 %	54,818.60	0.00 %		25.20 %	13,704.65
TTP1	52.02	38.51	0.02	74.02 %	38,284.50	0.00 %		25.20 %	7,656.90
TVR2	89.74	64.43	0.17	71.80 %	54,561.50	0.00 %		25.20 %	10,912.30
AYR1	48.49	34.53	0.00	71.22 %	28,595.10	0.00 %		25.20 %	5,719.02
MVM1	92.09	62.66	0.11	68.04 %	79,168.70	0.00 %		25.20 %	11,875.31
MDI1	59.69	40.53	0.00	67.89 %	42,483.60	0.00 %		25.20 %	6,372.54
KIK1	64.82	43.48	0.00	67.07 %	39,562.40	0.00 %		25.20 %	3,956.24
PBR2	118.37	78.52	0.18	66.34 %	63,731.70	0.00 %		25.20 %	6,373.17
TRY1	401.89	266.31	0.07	66.27 %	184,212.50	0.00 %		25.20 %	18,421.25
TNJ2	88.73	58.69	0.31	66.14 %	53,423.60	0.00 %		25.20 %	5,342.36
KUM1	108.73	71.64	0.10	65.89 %	71,893.60	0.00 %		25.20 %	7,189.36
NMM1	49.56	31.32	0.29	63.20 %	44,069.20	0.00 %		25.20 %	4,406.92
JKM1	57.91	35.93	0.41	62.04 %	35,181.50	0.00 %		25.20 %	3,518.15
NCK1	38.50	22.83	0.00	59.29 %	25,212.00	0.00 %		25.20 %	
TNJ1	134.27	74.24	0.17	55.30 %	62,148.10	0.00 %		25.20 %	
APM1	35.36	18.30	0.48	51.76 %	22,298.00	0.00 %		25.20 %	
PBR1	39.80	20.35	0.00	51.12 %	18,530.30	0.00 %		25.20 %	
TRY2	39.39	18.14	0.00	46.06 %	12,554.90	0.00 %		25.20 %	
TRY3	73.97	32.14	0.18	43.46 %	29,615.40	0.00 %		25.20 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	21.81	28.46	0.04	130.47 %	35,480.30	40.00 %	14,192.12	25.20 %	14,192.12
KMR1	71.50	67.81	0.37	94.83 %	78,386.70	15.00 %	11,758.01	25.20 %	31,354.68
KGI1	39.67	35.11	0.00	88.51 %	23,818.20	10.00 %	2,381.82	25.20 %	7,145.46
SYM2	26.43	22.45	0.00	84.93 %	27,318.10	10.00 %	2,731.81	25.20 %	8,195.43
KGM1	26.48	22.43	0.57	84.70 %	23,369.10	10.00 %	2,336.91	25.20 %	7,010.73
SNR1	45.39	37.78	0.21	83.23 %	47,047.40	10.00 %	4,704.74	25.20 %	14,114.22
CBE3	19.59	15.60	0.01	79.63 %	24,372.20	0.00 %		25.20 %	6,093.05
UAM1	82.85	63.89	0.00	77.11 %	55,879.80	0.00 %		25.20 %	13,969.95
GDR1	32.68	24.80	0.01	75.89 %	17,811.10	0.00 %		25.20 %	4,452.78
CBE5	33.59	25.34	0.08	75.44 %	48,808.70	0.00 %		25.20 %	12,202.18
PDM1	22.99	17.27	0.01	75.11 %	19,313.50	0.00 %		25.20 %	4,828.38
DPM2	33.62	25.14	0.00	74.77 %	33,297.10	0.00 %		25.20 %	6,659.42
ANR1	13.37	9.66	0.01	72.29 %	13,058.50	0.00 %		25.20 %	2,611.70
TPR1	62.67	43.30	0.13	69.09 %	34,848.30	0.00 %		25.20 %	5,227.25
KMD1	36.29	24.83	0.00	68.42 %	44,274.00	0.00 %		25.20 %	6,641.10
CBE2	219.50	146.22	0.12	66.61 %	142,718.70	0.00 %		25.20 %	14,271.87
CNR1	33.46	22.03	0.00	65.85 %	20,511.90	0.00 %		25.20 %	2,051.19
TPR3	40.59	26.53	0.06	65.37 %	46,542.50	0.00 %		25.20 %	4,654.25
GBM1	34.82	22.57	0.09	64.81 %	20,791.70	0.00 %		25.20 %	2,079.17
CBE6	56.87	35.58	0.00	62.56 %	45,667.90	0.00 %		25.20 %	4,566.79
UMP1	34.19	21.22	0.00	62.08 %	20,517.00	0.00 %		25.20 %	2,051.70
CBE1	45.55	27.78	0.00	60.99 %	42,110.10	0.00 %		25.20 %	4,211.01
AVI1	37.41	22.43	0.30	59.95 %	25,159.10	0.00 %		25.20 %	2,515.91
SUL1	31.37	18.68	0.04	59.55 %	31,324.10	0.00 %		25.20 %	
PLI1	60.02	34.62	0.23	57.69 %	41,282.60	0.00 %		25.20 %	
MPM1	42.66	23.84	0.16	55.88 %	35,087.30	0.00 %		25.20 %	
TPR4	40.25	17.47	0.00	43.41 %	18,977.50	0.00 %		25.20 %	
CBE4	90.60	38.43	0.08	42.41 %	52,148.70	0.00 %		25.20 %	
TPR2	85.31	27.21	0.18	31.89 %	23,879.70	0.00 %		25.20 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	56.57	77.70	0.07	137.35 %	83,644.60	40.00 %	33,457.84	25.20 %	33,457.84
KYK1	28.53	32.17	0.30	112.77 %	37,354.70	30.00 %	11,206.41	25.20 %	14,941.88
ATG1	72.83	67.00	0.00	92.00 %	60,251.20	15.00 %	9,037.68	25.20 %	24,100.48
ADP1	38.73	34.39	0.05	88.81 %	37,755.10	10.00 %	3,775.51	25.20 %	11,326.53
TPT1	48.93	42.10	0.00	86.05 %	71,959.20	10.00 %	7,195.92	25.20 %	21,587.76
MPA1	56.20	46.83	0.11	83.33 %	62,644.40	10.00 %	6,264.44	25.20 %	18,793.32
TDI1	40.51	33.09	0.18	81.68 %	38,262.10	10.00 %	3,826.21	25.20 %	9,565.53
PNV1	27.59	22.09	0.41	80.05 %	23,858.20	0.00 %		25.20 %	5,964.55
USL1	45.59	33.51	0.14	73.49 %	34,624.40	0.00 %		25.20 %	6,924.88
TMM1	72.91	49.99	0.32	68.56 %	45,546.90	0.00 %		25.20 %	6,832.04
DKI1	77.69	51.88	0.00	66.77 %	54,562.90	0.00 %		25.20 %	5,456.29
MLR1	37.92	24.96	0.00	65.82 %	24,338.00	0.00 %		25.20 %	2,433.80
BTU1	29.07	19.08	0.10	65.61 %	19,683.90	0.00 %		25.20 %	1,968.39
MDU6	106.52	68.89	0.05	64.67 %	61,136.30	0.00 %		25.20 %	6,113.63
NTM1	42.21	27.26	0.05	64.59 %	21,388.00	0.00 %		25.20 %	2,138.80
CMR1	34.27	22.13	0.44	64.59 %	15,914.40	0.00 %		25.20 %	1,591.44
MDU2	124.65	80.37	0.25	64.47 %	68,850.20	0.00 %		25.20 %	6,885.02
ODM1	38.35	24.56	0.00	64.04 %	17,385.80	0.00 %		25.20 %	1,738.58
KPT1	42.91	27.07	0.33	63.10 %	25,876.90	0.00 %		25.20 %	2,587.69
TEN1	58.70	36.77	0.78	62.65 %	39,661.30	0.00 %		25.20 %	3,966.13
DGL1	143.47	88.23	1.22	61.50 %	96,595.40	0.00 %		25.20 %	9,659.54
CBM1	57.24	34.86	0.18	60.90 %	37,497.10	0.00 %		25.20 %	3,749.71
TEN2	58.39	35.31	0.11	60.47 %	26,975.80	0.00 %		25.20 %	2,697.58
BNR1	45.79	27.14	0.67	59.26 %	27,845.40	0.00 %		25.20 %	
MNM1	37.61	22.08	0.00	58.71 %	45,520.70	0.00 %		25.20 %	
PKM1	35.68	20.56	0.07	57.63 %	19,975.30	0.00 %		25.20 %	
KRR1	39.53	22.72	0.01	57.49 %	23,400.70	0.00 %		25.20 %	
MDU4	56.33	32.14	0.20	57.07 %	29,708.40	0.00 %		25.20 %	
SVG1	54.43	30.75	0.41	56.49 %	30,867.90	0.00 %		25.20 %	
MDU1	290.80	158.87	0.15	54.63 %	116,046.70	0.00 %		25.20 %	
MDU5	50.09	27.29	0.37	54.47 %	38,765.00	0.00 %		25.20 %	
PNI1	35.13	18.85	0.15	53.67 %	14,779.00	0.00 %		25.20 %	
SGP1	27.44	14.70	0.86	53.59 %	22,998.00	0.00 %		25.20 %	
KKD2	52.73	26.02	0.20	49.34 %	39,914.40	0.00 %		25.20 %	
NKI1	36.83	17.93	0.39	48.67 %	23,054.80	0.00 %		25.20 %	
MDU3	88.19	42.24	0.16	47.89 %	34,905.50	0.00 %		25.20 %	
DGL2	53.16	24.40	0.01	45.90 %	30,744.90	0.00 %		25.20 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	39.78	37.27	0.27	93.70 %	31,479.60	15.00 %	4,721.94	25.20 %	12,591.84
ABR1	55.09	47.51	0.34	86.24 %	44,678.80	10.00 %	4,467.88	25.20 %	13,403.64
BGR1	34.63	28.32	0.05	81.78 %	28,975.90	10.00 %	2,897.59	25.20 %	7,243.98
KPM2	166.95	129.95	0.02	77.83 %	98,256.80	0.00 %		25.20 %	24,564.20
ANI1	34.84	26.88	0.14	77.15 %	25,051.70	0.00 %		25.20 %	6,262.93
WJP1	46.53	34.36	0.06	73.83 %	32,005.60	0.00 %		25.20 %	6,401.12
VEL2	91.33	65.33	0.25	71.53 %	67,517.20	0.00 %		25.20 %	13,503.44
SBR1	84.39	60.33	0.08	71.48 %	71,273.90	0.00 %		25.20 %	14,254.78
VSI1	48.11	33.57	0.06	69.77 %	41,434.40	0.00 %		25.20 %	6,215.16
SLG1	34.75	23.68	0.16	68.14 %	26,463.10	0.00 %		25.20 %	3,969.47
TRR1	90.89	61.88	0.20	68.08 %	52,637.80	0.00 %		25.20 %	7,895.67
AKM1	58.69	39.13	0.19	66.68 %	40,895.30	0.00 %		25.20 %	4,089.53
PTU1	20.91	13.52	0.00	64.63 %	10,977.40	0.00 %		25.20 %	1,097.74
ARC2	70.49	44.92	0.19	63.72 %	41,082.90	0.00 %		25.20 %	4,108.29
CYR1	36.18	22.63	0.11	62.54 %	23,125.20	0.00 %		25.20 %	2,312.52
GDM1	52.16	31.68	0.30	60.74 %	30,531.30	0.00 %		25.20 %	3,053.13
CPT1	27.07	16.35	0.01	60.41 %	21,415.40	0.00 %		25.20 %	2,141.54
TRL1	114.99	68.58	0.16	59.64 %	80,872.00	0.00 %		25.20 %	
UGI1	36.05	21.34	0.00	59.20 %	17,265.70	0.00 %		25.20 %	
VEL1	90.40	51.38	0.07	56.84 %	50,785.90	0.00 %		25.20 %	
KPM1	61.81	32.46	0.22	52.52 %	30,547.20	0.00 %		25.20 %	
WJD1	98.38	50.48	0.17	51.31 %	53,509.90	0.00 %		25.20 %	
TRT1	43.09	20.60	0.20	47.82 %	16,332.20	0.00 %		25.20 %	
CGM1	69.39	29.06	0.00	41.87 %	22,387.00	0.00 %		25.20 %	
PLR1	42.38	13.96	0.00	32.93 %	13,358.80	0.00 %		25.20 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC10	25.68	22.13	0.00	86.18 %	9,207.30	10.00 %	920.73	25.20 %	2,762.19
CH35	51.09	42.30	0.27	82.78 %	43,451.20	10.00 %	4,345.12	25.20 %	13,035.36
CH45	78.51	60.09	0.17	76.54 %	55,652.30	0.00 %		25.20 %	13,913.08
CH42	110.38	84.39	0.18	76.45 %	90,649.50	0.00 %		25.20 %	22,662.38
TKM1	46.05	34.29	0.19	74.45 %	39,033.90	0.00 %		25.20 %	7,806.78
CH37	36.33	26.41	0.10	72.68 %	26,031.70	0.00 %		25.20 %	5,206.34
CH30	79.77	56.57	0.44	70.93 %	34,129.40	0.00 %		25.20 %	5,119.41
CH11	94.61	66.42	0.06	70.20 %	62,894.60	0.00 %		25.20 %	9,434.19
CH16	181.87	122.54	0.30	67.38 %	143,334.70	0.00 %		25.20 %	14,333.47
CH28	101.64	67.67	0.17	66.58 %	106,270.10	0.00 %		25.20 %	10,627.01
SKL1	58.43	38.57	0.35	66.01 %	44,992.30	0.00 %		25.20 %	4,499.23
CH40	68.47	44.53	0.07	65.04 %	22,869.50	0.00 %		25.20 %	2,286.95
GUD1	84.11	54.13	0.18	64.36 %	79,477.20	0.00 %		25.20 %	7,947.72
CH38	69.08	44.03	0.14	63.74 %	52,210.40	0.00 %		25.20 %	5,221.04
GUD2	81.17	51.05	0.27	62.90 %	45,130.10	0.00 %		25.20 %	4,513.01
CH19	125.53	76.44	0.33	60.89 %	90,385.50	0.00 %		25.20 %	9,038.55
CH48	122.03	71.26	0.12	58.40 %	77,815.60	0.00 %		25.20 %	
CH14	221.93	127.83	0.38	57.60 %	137,088.50	0.00 %		25.20 %	
CGL1	63.29	36.44	0.33	57.57 %	30,358.20	0.00 %		25.20 %	
CH05	150.60	86.61	0.47	57.51 %	85,651.40	0.00 %		25.20 %	
CH08	172.83	98.69	0.13	57.10 %	135,871.90	0.00 %		25.20 %	
AVD1	105.90	59.44	0.13	56.13 %	60,771.80	0.00 %		25.20 %	
CH39	67.09	37.54	0.21	55.96 %	40,334.20	0.00 %		25.20 %	
CH22	81.79	45.62	0.24	55.78 %	47,768.70	0.00 %		25.20 %	
MRM1	81.65	45.21	0.52	55.37 %	47,901.60	0.00 %		25.20 %	
CH07	136.59	74.54	0.25	54.57 %	72,938.70	0.00 %		25.20 %	
CH26	28.69	15.29	0.53	53.29 %	16,430.10	0.00 %		25.20 %	
MC09	14.29	7.13	0.00	49.89 %	4,103.40	0.00 %		25.20 %	
KNR1	71.55	35.07	0.16	49.02 %	38,147.20	0.00 %		25.20 %	
CH29	25.09	11.73	0.00	46.75 %	13,854.20	0.00 %		25.20 %	
MC02	18.43	3.61	0.00	19.60 %	1,784.90	0.00 %		25.20 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	47.27	46.61	0.09	98.60 %	50,079.10	20.00 %	10,015.82	25.20 %	20,031.64
TYI1	43.65	42.95	0.00	98.40 %	54,819.20	20.00 %	10,963.84	25.20 %	21,927.68
SKD1	30.13	29.28	0.11	97.20 %	37,817.60	20.00 %	7,563.52	25.20 %	15,127.04
SDI1	71.47	68.64	0.20	96.05 %	64,059.60	20.00 %	12,811.92	25.20 %	25,623.84
KSM1	51.87	45.79	0.03	88.28 %	28,157.60	10.00 %	2,815.76	25.20 %	8,447.28
KYR1	30.92	26.70	0.44	86.35 %	23,146.40	10.00 %	2,314.64	25.20 %	6,943.92
PKD1	52.61	45.05	0.06	85.64 %	56,077.00	10.00 %	5,607.70	25.20 %	16,823.10
RPM1	133.09	113.71	0.03	85.44 %	99,090.00	10.00 %	9,909.00	25.20 %	29,727.00
MMT1	51.87	38.09	0.00	73.43 %	40,391.40	0.00 %		25.20 %	8,078.28
VNR1	49.09	35.92	0.00	73.17 %	34,084.90	0.00 %		25.20 %	6,816.98
UDN1	41.49	30.30	0.46	73.03 %	25,669.10	0.00 %		25.20 %	5,133.82
VNR2	137.49	99.16	0.10	72.13 %	99,714.30	0.00 %		25.20 %	19,942.86
MAR1	106.06	76.33	0.13	71.97 %	58,359.60	0.00 %		25.20 %	11,671.92
TUT2	137.36	96.20	0.03	70.03 %	86,288.10	0.00 %		25.20 %	12,943.22
PDI1	45.42	31.68	0.14	69.75 %	29,742.30	0.00 %		25.20 %	4,461.35
TKY1	61.07	42.25	0.01	69.18 %	46,451.80	0.00 %		25.20 %	6,967.77
TKS2	110.69	76.53	0.14	69.14 %	64,610.00	0.00 %		25.20 %	9,691.50
NGR1	213.94	144.71	0.55	67.64 %	104,881.80	0.00 %		25.20 %	15,732.27
TCN1	73.29	48.41	0.01	66.06 %	53,197.20	0.00 %		25.20 %	5,319.72
TKS1	97.13	64.12	0.05	66.02 %	75,353.70	0.00 %		25.20 %	7,535.37
SVK1	89.22	58.81	0.20	65.92 %	54,608.20	0.00 %		25.20 %	5,460.82
ASM1	40.31	26.47	0.19	65.66 %	35,159.60	0.00 %		25.20 %	3,515.96
RND1	112.56	72.42	0.15	64.34 %	81,787.70	0.00 %		25.20 %	8,178.77
TUT1	368.14	233.82	0.10	63.51 %	250,961.90	0.00 %		25.20 %	25,096.19
SNL1	55.43	35.12	0.27	63.36 %	31,458.70	0.00 %		25.20 %	3,145.87
VKM1	41.85	26.19	0.43	62.59 %	40,057.50	0.00 %		25.20 %	4,005.75
VLY1	97.61	60.88	0.33	62.37 %	53,025.30	0.00 %		25.20 %	5,302.53
COL1	22.87	13.94	0.56	60.95 %	18,798.60	0.00 %		25.20 %	1,879.86
STU2	37.31	22.67	0.29	60.76 %	26,368.50	0.00 %		25.20 %	2,636.85
KGL1	45.39	27.38	0.17	60.33 %	22,196.40	0.00 %		25.20 %	2,219.64
ARM1	42.95	25.63	0.00	59.66 %	24,930.10	0.00 %		25.20 %	
APK1	67.43	30.58	0.11	45.35 %	43,685.70	0.00 %		25.20 %	
TVL2	33.94	12.80	0.11	37.72 %	6,708.90	0.00 %		25.20 %	
APK2	107.99	36.97	0.37	34.24 %	37,399.40	0.00 %		25.20 %	
SGT1	65.97	21.30	0.00	32.28 %	15,300.50	0.00 %		25.20 %	
TVL1	474.63	134.86	0.38	28.41 %	120,702.30	0.00 %		25.20 %	
KVT1	230.11	63.54	0.20	27.61 %	99,142.80	0.00 %		25.20 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	61.11	49.78	0.22	81.46 %	35,723.80	10.00 %	3,572.38	25.20 %	8,930.95
CH12	128.71	94.28	0.12	73.25 %	99,202.60	0.00 %		25.20 %	19,840.52
CH43	72.04	48.01	0.32	66.65 %	59,776.40	0.00 %		25.20 %	5,977.64
MJR1	105.99	70.38	0.21	66.40 %	63,140.40	0.00 %		25.20 %	6,314.04
UKI1	55.20	36.07	0.51	65.34 %	35,921.70	0.00 %		25.20 %	3,592.17
CH34	111.97	72.85	0.15	65.06 %	72,637.00	0.00 %		25.20 %	7,263.70
CH44	81.08	52.59	0.25	64.87 %	49,863.30	0.00 %		25.20 %	4,986.33
CH18	127.62	82.78	0.28	64.86 %	99,303.50	0.00 %		25.20 %	9,930.35
CH24	105.20	67.13	0.21	63.82 %	71,555.00	0.00 %		25.20 %	7,155.50
CH21	173.43	110.02	0.23	63.44 %	85,276.50	0.00 %		25.20 %	8,527.65
CH33	80.41	50.39	1.23	62.67 %	65,936.00	0.00 %		25.20 %	6,593.60
MC06	29.77	18.32	0.09	61.54 %	9,931.60	0.00 %		25.20 %	993.16
CH32	18.37	11.19	6.05	60.92 %	8,122.50	0.00 %		25.20 %	812.25
CH17	51.99	31.41	0.54	60.41 %	32,613.30	0.00 %		25.20 %	3,261.33
MC05	42.31	25.04	0.00	59.18 %	7,925.40	0.00 %		25.20 %	
CH20	125.61	73.70	0.24	58.67 %	68,609.50	0.00 %		25.20 %	
CH03	237.39	139.20	0.10	58.64 %	133,535.00	0.00 %		25.20 %	
CH15	282.22	158.60	0.09	56.20 %	135,398.70	0.00 %		25.20 %	
PON1	56.74	31.10	0.23	54.80 %	30,579.00	0.00 %		25.20 %	
CH41	81.33	43.35	0.11	53.30 %	59,823.00	0.00 %		25.20 %	
CH46	50.54	26.56	0.00	52.56 %	23,653.40	0.00 %		25.20 %	
CH31	53.51	25.30	0.08	47.28 %	28,008.20	0.00 %		25.20 %	
CH23	48.25	22.12	0.00	45.84 %	22,088.00	0.00 %		25.20 %	
CH06	111.62	50.68	0.35	45.41 %	50,577.70	0.00 %		25.20 %	
CH27	36.71	16.51	0.00	44.98 %	23,915.30	0.00 %		25.20 %	
CH09	103.87	45.67	0.33	43.97 %	53,839.10	0.00 %		25.20 %	
CH36	61.15	18.46	0.00	30.18 %	20,124.30	0.00 %		25.20 %	
MC08	17.49	4.84	0.00	27.67 %	885.00	0.00 %		25.20 %	
CH01	8.98	1.04	0.00	11.54 %	900.80	0.00 %		25.20 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ULP1	74.54	58.41	0.13	78.36 %	50,873.90	0.00 %		25.20 %	12,718.48
KLM1	69.40	54.18	0.38	78.07 %	63,613.10	0.00 %		25.20 %	15,903.28
VPM2	78.62	54.29	0.63	69.05 %	44,348.60	0.00 %		25.20 %	6,652.29
CDM1	86.71	57.35	0.23	66.15 %	54,191.00	0.00 %		25.20 %	5,419.10
KML1	41.42	26.68	0.15	64.41 %	21,002.70	0.00 %		25.20 %	2,100.27
PRT1	62.88	40.19	0.14	63.92 %	35,037.90	0.00 %		25.20 %	3,503.79
SJI1	76.23	48.45	0.00	63.56 %	38,987.20	0.00 %		25.20 %	3,898.72
CUD1	144.65	90.82	1.11	62.79 %	94,113.40	0.00 %		25.20 %	9,411.34
POY1	124.77	77.19	0.15	61.87 %	87,020.40	0.00 %		25.20 %	8,702.04
VPM1	33.02	18.87	0.00	57.15 %	17,415.50	0.00 %		25.20 %	
TRK1	98.85	52.07	0.83	52.68 %	58,324.50	0.00 %		25.20 %	
MKM1	40.46	21.19	0.17	52.37 %	21,300.60	0.00 %		25.20 %	
TVM1	44.91	22.31	0.05	49.69 %	15,013.60	0.00 %		25.20 %	
VCM1	47.13	23.22	0.00	49.27 %	18,417.30	0.00 %		25.20 %	
TVM2	66.18	31.21	0.04	47.16 %	23,032.80	0.00 %		25.20 %	
KKI2	92.26	42.44	0.38	46.00 %	38,436.40	0.00 %		25.20 %	
POY2	122.24	55.59	0.03	45.47 %	53,180.40	0.00 %		25.20 %	
STP1	37.28	15.72	0.06	42.17 %	11,098.40	0.00 %		25.20 %	
TDM1	82.42	33.48	0.18	40.63 %	26,759.10	0.00 %		25.20 %	
NVL2	109.15	43.53	0.16	39.88 %	45,328.10	0.00 %		25.20 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	58.78	0.11	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	3.06	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	16.27	0.29	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	20.60	0.15	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	15.30	0.03	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	52.79	0.07	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.74	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	15.00	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	17.93	0.59	0.00 %	0.00	0.00 %		0.00 %	