

Accu.Target 31,170.63 L	Sales 29,947.65 L	Achieved % 96.08 %	HO Budget+ % 0.00 %	Total Com. 265.33 L
-----------------------------------	-----------------------------	------------------------------	-------------------------------	-------------------------------

Note : Sales Period is From :01-Oct-2025 To :20-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH-03	3,985.91	4,108.14	103.07 %	246,000.00	0.00 %	246,000.00
WEST-02	3,404.55	3,483.48	102.32 %	0.00	0.00 %	0.00
TRICHY-01	3,313.92	3,213.52	96.97 %	0.00	0.00 %	0.00
NORTH ARCOT	2,448.46	2,356.88	96.26 %	69,000.00	0.00 %	69,000.00
SOUTH-01	5,303.70	4,892.59	92.25 %	0.00	0.00 %	0.00
WEST-01	2,662.93	2,442.48	91.72 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,244.65	2,048.47	91.26 %	60,000.00	0.00 %	60,000.00
CHENNAI-01	3,784.22	3,398.26	89.80 %	0.00	0.00 %	0.00
CHENNAI-02	3,739.32	3,262.09	87.24 %	0.00	0.00 %	0.00
KL-SOUTH	282.97	168.38	59.51 %	0.00	0.00 %	0.00
OTHERS	0.00	573.37	0.00 %	0.00	0.00 %	0.00
Total	31,170.63	29,947.65	96.08 %		0.00 %	

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,139.89	1,236.99	108.52%	180,000.00	0.00 %	180,000.00
	KRR1	179.89	187.03	103.97%	15,000.00	0.00 %	15,000.00
	SVG1	693.26	715.92	103.27%	105,000.00	0.00 %	105,000.00
	KKD2	733.42	733.91	100.07%	105,000.00	0.00 %	105,000.00
	DGL1	1,239.46	1,234.29	99.58%	90,000.00	0.00 %	90,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	903.40	982.87	108.80%	135,000.00	0.00 %	135,000.00
	SLM1	1,091.81	1,128.76	103.38%	165,000.00	0.00 %	165,000.00
	HSR1	689.11	688.41	99.90%	45,000.00	0.00 %	45,000.00
	MTR1	720.23	683.44	94.89%	45,000.00	0.00 %	45,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PBR1	831.88	830.10	99.79%	60,000.00	0.00 %	60,000.00
	KUM1	703.37	686.92	97.66%	45,000.00	0.00 %	45,000.00
	TNJ1	792.26	756.92	95.54%	52,500.00	0.00 %	52,500.00
	TRY1	986.42	939.59	95.25%	67,500.00	0.00 %	67,500.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	899.04	918.41	102.15%	135,000.00	0.00 %	135,000.00
	NA02	761.37	746.82	98.09%	52,500.00	0.00 %	52,500.00
	NA03	788.04	691.64	87.77%	0.00	0.00 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,090.57	1,136.55	104.22%	165,000.00	0.00 %	165,000.00
	TKS1	737.30	721.21	97.82%	52,500.00	0.00 %	52,500.00
	KVT1	967.24	888.32	91.84%	60,000.00	0.00 %	60,000.00
	VNR1	739.87	658.47	89.00%	0.00	0.00 %	0.00
	TVL1	873.26	743.09	85.09%	0.00	0.00 %	0.00
	NGR1	895.46	744.94	83.19%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	312.43	370.13	118.47%	60,000.00	0.00 %	60,000.00
	UAM1	484.41	453.04	93.53%	30,000.00	0.00 %	30,000.00
	CBE1	1,098.95	1,006.59	91.60%	75,000.00	0.00 %	75,000.00
	TPR1	363.37	296.40	81.57%	0.00	0.00 %	0.00
	PLI1	403.77	316.31	78.34%	0.00	0.00 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	678.79	636.31	93.74%	45,000.00	0.00 %	45,000.00
	SA01	739.57	678.29	91.71%	45,000.00	0.00 %	45,000.00
	SA02	826.29	733.87	88.82%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	727.79	697.47	95.83%	45,000.00	0.00 %	45,000.00
	CH06	1,156.79	1,077.02	93.10%	75,000.00	0.00 %	75,000.00
	CH05	1,052.54	916.75	87.10%	0.00	0.00 %	0.00
	CH08	847.11	707.01	83.46%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	967.90	868.70	89.75%	0.00	0.00 %	0.00
	CH07	885.92	783.71	88.46%	0.00	0.00 %	0.00
	CH09	735.59	632.31	85.96%	0.00	0.00 %	0.00
	CH04	1,149.91	977.36	84.99%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	282.97	168.38	59.51%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	9.73	0.00%	0.00	0.00 %	0.00
	CH02	0.00	133.70	0.00%	0.00	0.00 %	0.00
	HO01	0.00	379.59	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	12.70	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	9.17	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	9.35	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	18.60	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.52	0.00%	0.00	0.00 %	0.00

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	113.77	231.66	0.21	203.63 %	164,244.90	40.00 %	65,697.96	0.00 %	65,697.96
KKD3	88.77	142.21	0.43	160.20 %	177,867.90	40.00 %	71,147.16	0.00 %	71,147.16
DGL2	57.72	75.00	0.09	129.93 %	67,281.10	40.00 %	26,912.44	0.00 %	26,912.44
PNI1	37.41	46.45	0.59	124.14 %	35,167.80	40.00 %	14,067.12	0.00 %	14,067.12
BTU1	42.41	52.37	0.37	123.50 %	51,991.50	40.00 %	20,796.60	0.00 %	20,796.60
KYK1	47.80	58.21	0.15	121.79 %	61,721.30	40.00 %	24,688.52	0.00 %	24,688.52
KPT1	51.55	62.36	0.14	120.98 %	63,790.50	40.00 %	25,516.20	0.00 %	25,516.20
PVI1	72.95	86.28	0.01	118.27 %	105,327.10	30.00 %	31,598.13	0.00 %	31,598.13
MLR1	66.52	77.47	0.04	116.45 %	69,577.00	30.00 %	20,873.10	0.00 %	20,873.10
PKM1	42.60	49.48	0.14	116.14 %	53,617.50	30.00 %	16,085.25	0.00 %	16,085.25
ADP1	76.65	89.00	0.13	116.11 %	86,748.60	30.00 %	26,024.58	0.00 %	26,024.58
TEN1	95.42	108.81	0.26	114.03 %	98,605.30	30.00 %	29,581.59	0.00 %	29,581.59
TEN2	96.34	107.87	0.13	111.96 %	66,888.70	30.00 %	20,066.61	0.00 %	20,066.61
KRR1	113.48	122.70	0.06	108.12 %	105,948.10	25.00 %	26,487.03	0.00 %	26,487.03
MDU1	517.08	550.08	0.11	106.38 %	295,879.90	25.00 %	73,969.98	0.00 %	73,969.98
DKI1	95.75	101.60	0.02	106.11 %	129,734.90	25.00 %	32,433.73	0.00 %	32,433.73
TDI1	62.81	66.43	0.00	105.75 %	73,379.90	25.00 %	18,344.98	0.00 %	18,344.98
USL1	86.94	91.27	0.08	104.98 %	88,284.50	25.00 %	22,071.13	0.00 %	22,071.13
SGP1	45.70	47.85	0.00	104.69 %	49,097.90	25.00 %	12,274.48	0.00 %	12,274.48
MDU2	250.11	254.18	0.18	101.63 %	174,589.30	25.00 %	43,647.33	0.00 %	43,647.33
BNR1	77.97	78.31	0.23	100.43 %	72,640.70	25.00 %	18,160.18	0.00 %	18,160.18
ATG1	112.46	111.87	0.29	99.47 %	130,561.40	20.00 %	26,112.28	0.00 %	26,112.28
PNV1	42.56	42.15	0.06	99.04 %	45,451.40	20.00 %	9,090.28	0.00 %	9,090.28
TMM1	155.21	153.15	0.35	98.67 %	112,603.70	20.00 %	22,520.74	0.00 %	22,520.74
DGL1	349.24	343.56	0.08	98.37 %	259,987.00	20.00 %	51,997.40	0.00 %	51,997.40
CBM1	117.05	114.90	0.05	98.17 %	94,901.30	20.00 %	18,980.26	0.00 %	18,980.26
ODM1	66.41	64.33	0.33	96.87 %	44,693.60	20.00 %	8,938.72	0.00 %	8,938.72
SVG1	105.06	96.56	0.06	91.91 %	94,569.20	15.00 %	14,185.38	0.00 %	14,185.38
CMR1	63.42	55.90	0.18	88.15 %	38,789.40	10.00 %	3,878.94	0.00 %	3,878.94
MDU4	96.48	83.31	0.32	86.36 %	65,650.60	10.00 %	6,565.06	0.00 %	6,565.06
MPA1	115.85	95.76	0.09	82.67 %	109,716.50	10.00 %	10,971.65	0.00 %	10,971.65
NTM1	74.67	60.07	0.00	80.45 %	48,197.90	10.00 %	4,819.79	0.00 %	4,819.79
TPT1	88.71	70.63	0.21	79.62 %	125,307.60	0.00 %		0.00 %	
NKI1	95.18	75.04	0.18	78.84 %	100,047.90	0.00 %		0.00 %	
MNM1	62.82	48.88	0.08	77.81 %	59,744.50	0.00 %		0.00 %	
MDU3	152.68	113.04	0.25	74.04 %	72,403.00	0.00 %		0.00 %	
MDU5	87.49	63.37	0.06	72.43 %	77,219.20	0.00 %		0.00 %	
KKD2	60.88	16.02	0.19	26.32 %	21,180.80	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	65.03	103.09	0.00	158.53 %	79,791.20	40.00 %	31,916.48	0.00 %	31,916.48
ERD2	167.16	227.01	0.08	135.80 %	194,758.60	40.00 %	77,903.44	0.00 %	77,903.44
EDP1	50.09	66.40	0.00	132.56 %	40,543.30	40.00 %	16,217.32	0.00 %	16,217.32
APN1	62.77	76.79	0.12	122.33 %	97,362.00	40.00 %	38,944.80	0.00 %	38,944.80
ERD1	161.19	189.32	1.02	117.45 %	137,071.30	30.00 %	41,121.39	0.00 %	41,121.39
TCG1	60.75	70.26	0.28	115.64 %	49,415.60	30.00 %	14,824.68	0.00 %	14,824.68
HRR1	63.43	72.56	0.12	114.38 %	58,161.70	30.00 %	17,448.51	0.00 %	17,448.51
PMP1	75.36	85.84	0.11	113.91 %	51,819.50	30.00 %	15,545.85	0.00 %	15,545.85
SLM2	109.53	122.88	0.10	112.19 %	91,959.10	30.00 %	27,587.73	0.00 %	27,587.73
VKL1	44.99	48.58	0.05	107.97 %	43,519.50	25.00 %	10,879.88	0.00 %	10,879.88
VPD1	131.41	141.75	0.00	107.86 %	173,804.60	25.00 %	43,451.15	0.00 %	43,451.15
HSR2	176.26	188.31	0.06	106.83 %	158,804.60	25.00 %	39,701.15	0.00 %	39,701.15
TRM1	119.10	124.02	0.74	104.13 %	91,910.20	25.00 %	22,977.55	0.00 %	22,977.55
KVP1	62.25	64.79	0.02	104.07 %	58,381.20	25.00 %	14,595.30	0.00 %	14,595.30
PDR1	45.58	46.95	0.08	103.01 %	55,369.00	25.00 %	13,842.25	0.00 %	13,842.25
SLM3	159.39	162.93	0.09	102.22 %	113,822.30	25.00 %	28,455.58	0.00 %	28,455.58
DPR1	47.54	48.60	0.01	102.22 %	35,931.40	25.00 %	8,982.85	0.00 %	8,982.85
SGG1	48.81	49.83	0.14	102.10 %	38,363.30	25.00 %	9,590.83	0.00 %	9,590.83
NKL2	155.20	156.61	0.31	100.91 %	138,571.90	25.00 %	34,642.98	0.00 %	34,642.98
RSP1	94.06	94.67	0.09	100.64 %	80,044.30	25.00 %	20,011.08	0.00 %	20,011.08
PLC1	75.49	75.86	0.00	100.49 %	74,264.30	25.00 %	18,566.08	0.00 %	18,566.08
ATU1	134.56	134.79	0.03	100.17 %	106,536.90	25.00 %	26,634.23	0.00 %	26,634.23
BMD1	64.11	63.64	0.06	99.27 %	71,714.70	20.00 %	14,342.94	0.00 %	14,342.94
SLM1	334.64	323.58	0.09	96.70 %	203,815.00	20.00 %	40,763.00	0.00 %	40,763.00
OML1	108.85	100.77	0.00	92.58 %	93,431.10	15.00 %	14,014.67	0.00 %	14,014.67
EPI1	109.41	99.64	0.04	91.07 %	90,474.00	15.00 %	13,571.10	0.00 %	13,571.10
MCR1	122.06	111.10	0.00	91.03 %	94,150.00	15.00 %	14,122.50	0.00 %	14,122.50
CMI1	53.67	47.36	0.17	88.24 %	55,196.30	10.00 %	5,519.63	0.00 %	5,519.63
DPR2	63.75	53.53	0.00	83.96 %	40,515.60	10.00 %	4,051.56	0.00 %	4,051.56
MTR1	131.39	109.22	0.02	83.13 %	78,819.20	10.00 %	7,881.92	0.00 %	7,881.92
KRI1	95.88	78.28	0.00	81.64 %	36,494.30	10.00 %	3,649.43	0.00 %	3,649.43
KMM1	71.97	52.28	0.15	72.64 %	55,503.90	0.00 %		0.00 %	
HSR1	138.83	92.25	0.05	66.45 %	84,753.70	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)
TRY4	40.78	154.62	0.02	379.15 %	91,584.60	40.00 %	36,633.84	0.00 %	36,633.84
TVR1	47.12	62.42	0.00	132.47 %	56,118.50	40.00 %	22,447.40	0.00 %	22,447.40
TRY3	86.80	114.25	0.07	131.62 %	77,697.40	40.00 %	31,078.96	0.00 %	31,078.96
TVR2	122.78	155.81	0.04	126.90 %	121,821.40	40.00 %	48,728.56	0.00 %	48,728.56
KRN1	61.14	74.97	0.02	122.63 %	72,246.30	40.00 %	28,898.52	0.00 %	28,898.52
MDI1	96.13	116.19	0.16	120.87 %	96,910.10	40.00 %	38,764.04	0.00 %	38,764.04
MVM1	139.65	161.41	0.01	115.58 %	168,847.50	30.00 %	50,654.25	0.00 %	50,654.25
TYR1	133.31	145.88	0.03	109.43 %	97,741.30	25.00 %	24,435.33	0.00 %	24,435.33
PBR1	65.23	67.98	0.00	104.22 %	55,973.20	25.00 %	13,993.30	0.00 %	13,993.30
TNJ2	162.60	167.17	0.01	102.81 %	123,354.60	25.00 %	30,838.65	0.00 %	30,838.65
PDK1	70.39	70.41	0.24	100.02 %	59,670.50	20.00 %	11,934.10	0.00 %	11,934.10
TRY2	60.72	59.61	0.04	98.17 %	44,781.30	20.00 %	8,956.26	0.00 %	8,956.26
ORU1	61.89	60.56	0.07	97.85 %	66,588.10	20.00 %	13,317.62	0.00 %	13,317.62
JKM1	110.45	105.97	0.00	95.95 %	77,842.00	20.00 %	15,568.40	0.00 %	15,568.40
AYR1	86.65	81.79	0.01	94.39 %	57,670.30	15.00 %	8,650.55	0.00 %	8,650.55
NMM1	73.85	69.71	0.06	94.39 %	79,314.30	15.00 %	11,897.15	0.00 %	11,897.15
NGT1	112.36	105.59	0.04	93.97 %	109,637.70	15.00 %	16,445.66	0.00 %	16,445.66
TNJ1	206.06	193.50	0.16	93.91 %	140,090.50	15.00 %	21,013.58	0.00 %	21,013.58
KIK1	70.12	65.50	0.00	93.41 %	70,731.70	15.00 %	10,609.76	0.00 %	10,609.76
TTP1	114.17	106.26	0.02	93.07 %	110,685.20	15.00 %	16,602.78	0.00 %	16,602.78
PBR2	209.97	190.41	0.09	90.69 %	141,718.20	15.00 %	21,257.73	0.00 %	21,257.73
MSI1	86.63	76.66	0.06	88.50 %	63,732.00	10.00 %	6,373.20	0.00 %	6,373.20
KUM1	180.43	151.91	0.08	84.19 %	124,168.00	10.00 %	12,416.80	0.00 %	12,416.80
PTK1	147.75	116.00	0.13	78.51 %	95,927.90	0.00 %		0.00 %	
APM1	43.98	33.78	0.13	76.80 %	43,890.20	0.00 %		0.00 %	
NCK1	56.39	39.43	0.01	69.93 %	37,303.80	0.00 %		0.00 %	
TRY1	666.59	465.73	0.07	69.87 %	313,983.50	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)
SLG1	68.36	80.15	0.00	117.24 %	64,863.20	30.00 %	19,458.96	0.00 %	19,458.96
CYR1	65.16	74.99	0.11	115.08 %	68,221.10	30.00 %	20,466.33	0.00 %	20,466.33
VNB1	81.81	94.05	0.00	114.97 %	65,731.80	30.00 %	19,719.54	0.00 %	19,719.54
BGR1	47.84	54.46	0.01	113.84 %	52,136.90	30.00 %	15,641.07	0.00 %	15,641.07
KPM2	289.66	328.77	0.04	113.50 %	219,464.60	30.00 %	65,839.38	0.00 %	65,839.38
WJP1	77.32	79.71	0.30	103.10 %	67,755.10	25.00 %	16,938.78	0.00 %	16,938.78
ABR1	80.21	81.27	2.37	101.32 %	75,034.50	25.00 %	18,758.63	0.00 %	18,758.63
PLR1	49.78	50.08	0.00	100.61 %	47,644.50	25.00 %	11,911.13	0.00 %	11,911.13
AKM1	139.50	139.60	0.13	100.07 %	106,320.20	20.00 %	21,264.04	0.00 %	21,264.04
CGM1	70.83	69.95	0.00	98.76 %	49,762.10	20.00 %	9,952.42	0.00 %	9,952.42
VEL1	122.38	120.45	0.06	98.42 %	112,295.70	20.00 %	22,459.14	0.00 %	22,459.14
WJD1	90.57	89.09	0.15	98.37 %	95,950.20	20.00 %	19,190.04	0.00 %	19,190.04
VSI1	87.36	85.19	0.28	97.52 %	94,057.70	20.00 %	18,811.54	0.00 %	18,811.54
TRR1	136.75	131.35	0.44	96.05 %	96,326.40	20.00 %	19,265.28	0.00 %	19,265.28
GDM1	76.72	71.98	0.10	93.82 %	69,235.20	15.00 %	10,385.28	0.00 %	10,385.28
UGI1	62.10	56.47	0.21	90.94 %	51,399.40	15.00 %	7,709.91	0.00 %	7,709.91
ANI1	53.30	48.25	0.08	90.52 %	40,094.40	15.00 %	6,014.16	0.00 %	6,014.16
CPT1	50.79	45.97	0.02	90.52 %	48,001.20	15.00 %	7,200.18	0.00 %	7,200.18
VEL2	142.90	127.68	0.06	89.35 %	149,681.10	10.00 %	14,968.11	0.00 %	14,968.11
KPM1	88.52	77.41	0.13	87.45 %	73,967.10	10.00 %	7,396.71	0.00 %	7,396.71
TRL1	150.55	130.88	0.03	86.94 %	158,843.40	10.00 %	15,884.34	0.00 %	15,884.34
TRT1	101.17	86.61	0.30	85.61 %	66,973.50	10.00 %	6,697.35	0.00 %	6,697.35
ARC2	95.00	80.59	0.06	84.83 %	63,576.50	10.00 %	6,357.65	0.00 %	6,357.65
PTU1	33.07	24.47	0.08	74.00 %	22,234.70	0.00 %		0.00 %	
SBR1	186.81	127.44	0.03	68.22 %	149,566.50	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)
ERL2	65.21	93.56	0.07	143.46 %	106,936.50	40.00 %	42,774.60	0.00 %	42,774.60
ARM1	68.33	85.67	0.45	125.38 %	70,603.20	40.00 %	28,241.28	0.00 %	28,241.28
KYR1	54.17	63.30	0.16	116.85 %	55,713.40	30.00 %	16,714.02	0.00 %	16,714.02
UDN1	65.91	74.82	0.12	113.52 %	68,887.40	30.00 %	20,666.22	0.00 %	20,666.22
RPM1	162.35	178.83	0.28	110.15 %	168,186.50	30.00 %	50,455.95	0.00 %	50,455.95
PKD1	143.23	151.96	0.15	106.09 %	151,262.50	25.00 %	37,815.63	0.00 %	37,815.63
TCN1	107.64	113.93	0.24	105.85 %	111,189.10	25.00 %	27,797.28	0.00 %	27,797.28
TUT2	211.95	217.82	0.13	102.77 %	163,279.40	25.00 %	40,819.85	0.00 %	40,819.85
SKD1	63.05	63.67	0.11	100.97 %	59,994.90	25.00 %	14,998.73	0.00 %	14,998.73
TUT1	553.28	557.58	0.22	100.78 %	570,108.90	25.00 %	142,527.23	0.00 %	142,527.23
TKS2	201.32	201.21	0.08	99.94 %	170,063.20	20.00 %	34,012.64	0.00 %	34,012.64
NGR1	326.01	319.96	0.66	98.14 %	240,867.00	20.00 %	48,173.40	0.00 %	48,173.40
SNL1	104.68	102.62	0.19	98.04 %	74,455.60	20.00 %	14,891.12	0.00 %	14,891.12
TKS1	167.15	162.68	0.12	97.33 %	170,262.90	20.00 %	34,052.58	0.00 %	34,052.58
VNR1	70.04	67.52	0.00	96.40 %	65,577.10	20.00 %	13,115.42	0.00 %	13,115.42
ASM1	74.86	71.51	0.12	95.52 %	74,661.60	20.00 %	14,932.32	0.00 %	14,932.32
VNR2	254.13	239.17	0.07	94.11 %	215,793.60	15.00 %	32,369.04	0.00 %	32,369.04
SGT1	48.42	44.95	0.17	92.83 %	35,840.00	15.00 %	5,376.00	0.00 %	5,376.00
APK1	115.33	105.67	0.03	91.63 %	114,158.50	15.00 %	17,123.78	0.00 %	17,123.78
TYI1	86.57	78.83	0.30	91.06 %	88,873.00	15.00 %	13,330.95	0.00 %	13,330.95
SDI1	76.49	68.77	0.40	89.91 %	63,765.00	10.00 %	6,376.50	0.00 %	6,376.50
VKM1	70.62	62.28	0.05	88.19 %	81,460.00	10.00 %	8,146.00	0.00 %	8,146.00
SVK1	171.35	150.26	0.13	87.69 %	124,765.50	10.00 %	12,476.55	0.00 %	12,476.55
STU2	65.38	56.97	0.14	87.13 %	47,340.90	10.00 %	4,734.09	0.00 %	4,734.09
KVT1	273.46	238.01	0.34	87.04 %	277,993.40	10.00 %	27,799.34	0.00 %	27,799.34
MMT1	87.88	75.35	0.11	85.74 %	59,517.20	10.00 %	5,951.72	0.00 %	5,951.72
KGL1	79.38	66.77	0.08	84.11 %	64,029.00	10.00 %	6,402.90	0.00 %	6,402.90
TVL1	512.27	426.29	0.67	83.22 %	335,074.90	10.00 %	33,507.49	0.00 %	33,507.49
PDI1	81.57	64.77	0.17	79.40 %	58,885.00	0.00 %		0.00 %	
RND1	192.65	149.51	0.09	77.61 %	194,575.90	0.00 %		0.00 %	
TKY1	122.56	93.55	0.11	76.33 %	71,240.60	0.00 %		0.00 %	
VLV1	169.00	126.57	0.31	74.89 %	99,286.10	0.00 %		0.00 %	
APK2	129.02	95.86	0.19	74.30 %	105,031.60	0.00 %		0.00 %	
KSM1	53.38	37.60	0.05	70.43 %	34,967.20	0.00 %		0.00 %	
MAR1	189.05	130.41	0.09	68.98 %	106,800.20	0.00 %		0.00 %	
TVL2	48.80	33.06	0.14	67.74 %	15,434.20	0.00 %		0.00 %	
COL1	37.20	21.31	0.02	57.28 %	24,473.10	0.00 %		0.00 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	37.62	59.59	0.53	158.40 %	83,418.50	40.00 %	33,367.40	0.00 %	33,367.40
PPI1	49.75	71.69	0.02	144.08 %	89,419.10	40.00 %	35,767.64	0.00 %	35,767.64
GBM1	59.91	85.41	0.46	142.57 %	53,340.30	40.00 %	21,336.12	0.00 %	21,336.12
KGM1	43.70	53.23	0.09	121.82 %	56,730.60	40.00 %	22,692.24	0.00 %	22,692.24
MPM1	70.28	85.27	0.03	121.33 %	106,157.00	40.00 %	42,462.80	0.00 %	42,462.80
TPR4	42.91	50.82	0.02	118.43 %	43,932.40	30.00 %	13,179.72	0.00 %	13,179.72
SUL1	65.03	74.08	0.09	113.92 %	105,160.80	30.00 %	31,548.24	0.00 %	31,548.24
TPR3	63.98	72.30	0.03	113.01 %	100,124.60	30.00 %	30,037.38	0.00 %	30,037.38
AVI1	64.21	72.49	0.00	112.88 %	62,465.30	30.00 %	18,739.59	0.00 %	18,739.59
ANR1	21.48	22.57	0.27	105.07 %	26,001.40	25.00 %	6,500.35	0.00 %	6,500.35
PDM1	45.10	45.61	0.01	101.11 %	44,019.30	25.00 %	11,004.83	0.00 %	11,004.83
CBE2	400.77	402.69	0.06	100.48 %	311,313.00	25.00 %	77,828.25	0.00 %	77,828.25
CBE6	83.97	81.62	0.08	97.20 %	80,670.40	20.00 %	16,134.08	0.00 %	16,134.08
CNR1	62.39	58.62	0.00	93.96 %	61,018.40	15.00 %	9,152.76	0.00 %	9,152.76
KMR1	156.32	145.38	0.02	93.00 %	165,207.70	15.00 %	24,781.16	0.00 %	24,781.16
SYM2	74.17	67.16	0.04	90.55 %	64,585.70	15.00 %	9,687.86	0.00 %	9,687.86
KGI1	80.74	71.60	0.00	88.69 %	49,088.80	10.00 %	4,908.88	0.00 %	4,908.88
CBE1	66.99	59.31	0.05	88.54 %	76,054.90	10.00 %	7,605.49	0.00 %	7,605.49
GDR1	70.75	62.48	0.08	88.31 %	47,662.00	10.00 %	4,766.20	0.00 %	4,766.20
DPM2	88.32	75.46	0.02	85.45 %	75,376.20	10.00 %	7,537.62	0.00 %	7,537.62
SNR1	89.15	70.10	0.09	78.63 %	65,548.80	0.00 %		0.00 %	
TPR2	163.97	125.01	0.01	76.24 %	87,460.30	0.00 %		0.00 %	
CBE4	135.23	100.17	0.13	74.07 %	117,898.60	0.00 %		0.00 %	
CBE5	58.30	42.93	0.06	73.63 %	63,538.20	0.00 %		0.00 %	
TPR1	135.41	99.09	0.24	73.18 %	81,804.80	0.00 %		0.00 %	
UAM1	162.62	115.47	0.03	71.01 %	105,033.00	0.00 %		0.00 %	
CBE3	43.19	30.32	0.01	70.20 %	49,184.10	0.00 %		0.00 %	
PLI1	141.78	95.90	0.09	67.64 %	85,414.30	0.00 %		0.00 %	
UMP1	84.88	46.12	0.43	54.34 %	48,343.20	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)
SJI2	112.07	162.04	0.12	144.59 %	103,997.20	40.00 %	41,598.88	0.00 %	41,598.88
KLM1	111.03	113.18	0.13	101.93 %	131,337.90	25.00 %	32,834.48	0.00 %	32,834.48
VPM2	110.34	106.13	0.12	96.18 %	95,335.80	20.00 %	19,067.16	0.00 %	19,067.16
CUD1	216.83	207.88	0.18	95.87 %	197,026.60	20.00 %	39,405.32	0.00 %	39,405.32
PRT1	89.78	85.89	0.22	95.67 %	80,804.80	20.00 %	16,160.96	0.00 %	16,160.96
ULP1	111.78	106.83	0.04	95.57 %	99,228.60	20.00 %	19,845.72	0.00 %	19,845.72
NVL2	131.79	125.89	0.15	95.52 %	134,077.50	20.00 %	26,815.50	0.00 %	26,815.50
STP1	50.07	46.94	0.00	93.75 %	39,579.00	15.00 %	5,936.85	0.00 %	5,936.85
KML1	62.95	58.91	0.54	93.58 %	57,545.50	15.00 %	8,631.83	0.00 %	8,631.83
TRK1	142.04	128.56	0.20	90.51 %	129,719.60	15.00 %	19,457.94	0.00 %	19,457.94
POY2	170.55	152.59	0.08	89.47 %	120,440.90	10.00 %	12,044.09	0.00 %	12,044.09
CDM1	164.40	143.80	0.16	87.47 %	124,878.80	10.00 %	12,487.88	0.00 %	12,487.88
KKI2	146.50	127.30	0.21	86.89 %	99,344.20	10.00 %	9,934.42	0.00 %	9,934.42
TDM1	98.54	85.25	0.08	86.51 %	67,759.90	10.00 %	6,775.99	0.00 %	6,775.99
POY1	190.83	164.05	0.18	85.97 %	171,037.40	10.00 %	17,103.74	0.00 %	17,103.74
MKM1	50.33	40.58	0.11	80.63 %	37,748.50	10.00 %	3,774.85	0.00 %	3,774.85
TVM1	68.65	54.32	0.27	79.13 %	29,404.30	0.00 %		0.00 %	
VPM1	44.63	33.79	0.18	75.71 %	29,695.40	0.00 %		0.00 %	
TVM2	102.51	66.35	0.00	64.73 %	38,169.10	0.00 %		0.00 %	
VCM1	69.02	38.32	0.00	55.52 %	34,542.40	0.00 %		0.00 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH19	143.01	174.70	0.17	122.16 %	156,141.40	40.00 %	62,456.56	0.00 %	62,456.56
CH28	126.43	151.26	0.11	119.64 %	223,620.70	30.00 %	67,086.21	0.00 %	67,086.21
MC10	31.05	35.43	0.00	114.13 %	23,557.60	30.00 %	7,067.28	0.00 %	7,067.28
TKM1	59.52	67.36	0.06	113.17 %	74,105.00	30.00 %	22,231.50	0.00 %	22,231.50
CH40	78.34	83.01	0.01	105.96 %	44,004.00	25.00 %	11,001.00	0.00 %	11,001.00
CH35	97.06	101.21	0.08	104.27 %	101,051.30	25.00 %	25,262.83	0.00 %	25,262.83
CH37	82.88	85.40	0.07	103.04 %	65,851.70	25.00 %	16,462.93	0.00 %	16,462.93
CH42	160.21	163.60	0.09	102.12 %	168,491.80	25.00 %	42,122.95	0.00 %	42,122.95
AVD1	180.74	181.06	0.36	100.18 %	138,480.50	25.00 %	34,620.13	0.00 %	34,620.13
CH39	71.73	71.75	0.05	100.03 %	68,719.60	20.00 %	13,743.92	0.00 %	13,743.92
GUD2	103.75	103.35	0.06	99.61 %	96,068.90	20.00 %	19,213.78	0.00 %	19,213.78
CH16	252.65	244.81	0.12	96.90 %	260,690.50	20.00 %	52,138.10	0.00 %	52,138.10
GUD1	105.50	100.97	0.06	95.71 %	147,855.30	20.00 %	29,571.06	0.00 %	29,571.06
MRM1	117.28	110.11	0.08	93.89 %	118,250.90	15.00 %	17,737.64	0.00 %	17,737.64
CGL1	84.36	78.28	0.11	92.80 %	71,179.60	15.00 %	10,676.94	0.00 %	10,676.94
CH45	127.77	115.46	0.45	90.36 %	107,458.50	15.00 %	16,118.78	0.00 %	16,118.78
CH38	96.30	86.49	0.10	89.82 %	91,619.40	10.00 %	9,161.94	0.00 %	9,161.94
CH48	145.61	128.75	0.07	88.42 %	134,411.00	10.00 %	13,441.10	0.00 %	13,441.10
SKL1	98.57	86.52	0.15	87.77 %	103,848.90	10.00 %	10,384.89	0.00 %	10,384.89
CH14	273.56	239.92	0.19	87.70 %	208,390.80	10.00 %	20,839.08	0.00 %	20,839.08
CH22	111.90	93.92	0.11	83.93 %	102,055.00	10.00 %	10,205.50	0.00 %	10,205.50
CH08	265.48	215.18	0.05	81.06 %	303,737.50	10.00 %	30,373.75	0.00 %	30,373.75
CH05	225.92	178.03	0.13	78.80 %	156,183.00	0.00 %		0.00 %	
CH07	188.08	138.87	0.13	73.84 %	142,165.20	0.00 %		0.00 %	
KNR1	132.00	92.75	0.14	70.27 %	79,336.10	0.00 %		0.00 %	
CH11	141.93	98.84	0.20	69.64 %	98,020.80	0.00 %		0.00 %	
CH30	154.54	107.06	0.23	69.28 %	86,576.60	0.00 %		0.00 %	
CH26	37.84	24.08	0.04	63.63 %	24,282.00	0.00 %		0.00 %	
CH29	43.45	25.12	0.10	57.83 %	29,339.80	0.00 %		0.00 %	
MC09	23.85	10.22	0.22	42.84 %	5,141.40	0.00 %		0.00 %	
MC02	22.94	4.75	0.00	20.71 %	1,770.10	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)
CH17	56.01	75.51	0.00	134.81 %	77,301.10	40.00 %	30,920.44	0.00 %	30,920.44
CH46	80.28	92.21	0.17	114.87 %	70,650.20	30.00 %	21,195.06	0.00 %	21,195.06
CH33	111.24	111.23	0.04	99.99 %	114,982.90	20.00 %	22,996.58	0.00 %	22,996.58
CH34	162.10	158.59	0.08	97.83 %	138,517.70	20.00 %	27,703.54	0.00 %	27,703.54
CH23	56.88	53.93	0.00	94.82 %	65,271.90	15.00 %	9,790.79	0.00 %	9,790.79
GPD1	115.76	109.62	0.11	94.70 %	69,410.20	15.00 %	10,411.53	0.00 %	10,411.53
UKI1	100.54	94.74	0.12	94.23 %	72,772.80	15.00 %	10,915.92	0.00 %	10,915.92
CH06	154.37	145.39	0.07	94.18 %	123,054.40	15.00 %	18,458.16	0.00 %	18,458.16
CH12	207.63	194.23	0.20	93.55 %	211,062.20	15.00 %	31,659.33	0.00 %	31,659.33
CH24	137.18	127.14	0.29	92.68 %	132,383.40	15.00 %	19,857.51	0.00 %	19,857.51
CH32	24.19	22.20	0.14	91.77 %	12,302.40	15.00 %	1,845.36	0.00 %	1,845.36
CH43	119.60	109.61	0.15	91.65 %	133,680.80	15.00 %	20,052.12	0.00 %	20,052.12
CH18	159.81	146.19	0.01	91.48 %	186,864.40	15.00 %	28,029.66	0.00 %	28,029.66
CH44	122.69	111.04	0.03	90.50 %	96,263.80	15.00 %	14,439.57	0.00 %	14,439.57
CH15	380.44	339.25	0.15	89.17 %	289,619.80	10.00 %	28,961.98	0.00 %	28,961.98
CH20	192.61	170.38	0.62	88.46 %	165,171.00	10.00 %	16,517.10	0.00 %	16,517.10
CH21	260.35	230.17	0.19	88.41 %	170,137.10	10.00 %	17,013.71	0.00 %	17,013.71
CH03	366.57	316.86	0.17	86.44 %	296,177.00	10.00 %	29,617.70	0.00 %	29,617.70
PON1	82.07	66.60	0.04	81.15 %	64,949.30	10.00 %	6,494.93	0.00 %	6,494.93
CH31	61.94	50.07	0.01	80.84 %	46,357.30	10.00 %	4,635.73	0.00 %	4,635.73
CH41	138.52	101.76	0.24	73.46 %	113,821.50	0.00 %		0.00 %	
CH09	150.99	106.67	0.14	70.64 %	121,419.60	0.00 %		0.00 %	
CH27	56.95	39.52	0.05	69.38 %	41,924.50	0.00 %		0.00 %	
MC06	45.28	31.16	0.00	68.82 %	22,871.40	0.00 %		0.00 %	
MJR1	246.52	167.58	0.04	67.98 %	130,761.60	0.00 %		0.00 %	
MC05	59.88	39.02	0.00	65.17 %	15,811.70	0.00 %		0.00 %	
CH36	77.99	47.31	0.02	60.67 %	31,992.30	0.00 %		0.00 %	
CH01	10.94	4.13	0.00	37.73 %	237.00	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)
TVP1	164.04	100.71	0.32	61.39 %	83,942.50	0.00 %		0.00 %	
PAS1	65.77	39.95	0.00	60.73 %	35,161.60	0.00 %		0.00 %	
KLR1	53.15	27.73	0.13	52.17 %	24,585.90	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	105.30	4.92	0.00 %	(5,233.30)	0.00 %		0.00 %	
GHUB	0.00	376.84	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.75	1.39	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	18.60	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	12.70	10.15	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.52	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	9.35	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	28.40	0.27	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	9.73	0.06	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	9.17	4.50	0.00 %	0.00	0.00 %		0.00 %	