

Accu.Target 22,561.62 L	Sales 20,771.94 L	Achieved % 92.07 %	HO Budget+ % 0.00 %	Total Com. 183.70 L
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Note : Sales Period is From :01-Aug-2025 To :21-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	180.71	183.05	101.30 %	0.00	0.00 %	0.00
NORTH ARCOT	1,714.62	1,677.18	97.82 %	48,000.00	0.00 %	48,000.00
WEST-01	1,677.19	1,640.27	97.80 %	0.00	0.00 %	0.00
WEST-02	2,088.59	2,006.29	96.06 %	0.00	0.00 %	0.00
TRICHY-01	2,576.63	2,474.38	96.03 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,670.15	1,586.58	95.00 %	45,000.00	0.00 %	45,000.00
SOUTH-01	3,740.90	3,425.28	91.56 %	0.00	0.00 %	0.00
SOUTH-03	2,689.50	2,298.34	85.46 %	0.00	0.00 %	0.00
CHENNAI-02	2,884.04	2,399.33	83.19 %	0.00	0.00 %	0.00
CHENNAI-01	3,339.29	2,764.15	82.78 %	0.00	0.00 %	0.00
OTHERS	0.00	317.08	0.00 %	0.00	0.00 %	0.00
Total	22,561.62	20,771.94	92.07 %		0.00 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	180.71	183.05	101.30%	15,000.00	0.00 %	15,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	604.13	615.61	101.90%	90,000.00	0.00 %	90,000.00
	NA02	591.24	569.27	96.28%	37,500.00	0.00 %	37,500.00
	NA03	519.26	492.30	94.81%	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	189.83	209.61	110.42%	40,000.00	0.00 %	40,000.00
	UAM1	311.36	314.99	101.17%	45,000.00	0.00 %	45,000.00
	CBE1	740.74	718.94	97.06%	52,500.00	0.00 %	52,500.00
	TPR1	196.36	184.74	94.08%	7,500.00	0.00 %	7,500.00
	PLI1	238.91	211.98	88.73%	0.00	0.00 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	462.87	478.16	103.30%	60,000.00	0.00 %	60,000.00
	HSR1	445.80	457.40	102.60%	60,000.00	0.00 %	60,000.00
	SLM1	618.48	601.24	97.21%	45,000.00	0.00 %	45,000.00
	ERD1	561.44	469.49	83.62%	0.00	0.00 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	552.52	596.12	107.89%	75,000.00	0.00 %	75,000.00
	TNJ1	546.66	566.54	103.64%	75,000.00	0.00 %	75,000.00
	PTK1	491.94	477.97	97.16%	30,000.00	0.00 %	30,000.00
	TRY1	985.51	833.75	84.60%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	574.67	590.53	102.76%	75,000.00	0.00 %	75,000.00
	SA02	598.68	552.14	92.23%	37,500.00	0.00 %	37,500.00
	SA03	496.80	443.92	89.36%	0.00	0.00 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	490.30	508.32	103.68%	75,000.00	0.00 %	75,000.00
	KVT1	621.27	606.39	97.61%	45,000.00	0.00 %	45,000.00
	TUT1	859.03	806.37	93.87%	60,000.00	0.00 %	60,000.00
	TVL1	622.13	572.73	92.06%	37,500.00	0.00 %	37,500.00
	VNR1	442.63	403.78	91.22%	30,000.00	0.00 %	30,000.00
	NGR1	705.55	527.68	74.79%	0.00	0.00 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	433.39	399.48	92.17%	22,500.00	0.00 %	22,500.00
	MDU2	775.88	690.60	89.01%	0.00	0.00 %	0.00
	KKD2	557.94	487.05	87.29%	0.00	0.00 %	0.00
	DGL1	821.42	650.85	79.24%	0.00	0.00 %	0.00
	KRR1	100.87	70.36	69.75%	0.00	0.00 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	799.99	725.13	90.64%	52,500.00	0.00 %	52,500.00
	CH07	737.05	606.74	82.32%	0.00	0.00 %	0.00
	CH01	738.52	593.75	80.40%	0.00	0.00 %	0.00
	CH09	608.48	473.69	77.85%	0.00	0.00 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	857.28	765.46	89.29%	0.00	0.00 %	0.00
	CH03	636.62	565.44	88.82%	0.00	0.00 %	0.00
	CH06	1,101.62	856.48	77.75%	0.00	0.00 %	0.00
	CH08	743.77	576.76	77.55%	0.00	0.00 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.05	0.00%	0.00	0.00 %	0.00
	CH02	0.00	105.29	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	169.94	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	10.26	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.51	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	8.08	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	7.40	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	11.56	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)
KLR1	18.15	28.16	0.00	155.19 %	15,094.20	40.00 %	6,037.68	0.00 %	6,037.68
PAS1	40.04	42.83	0.00	106.98 %	33,501.40	25.00 %	8,375.35	0.00 %	8,375.35
TVP1	122.52	112.06	0.20	91.46 %	76,309.60	15.00 %	11,446.44	0.00 %	11,446.44

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	30.90	39.24	0.14	126.96 %	36,972.40	40.00 %	14,788.96	0.00 %	14,788.96
VNB1	44.74	56.42	0.09	126.11 %	42,483.90	40.00 %	16,993.56	0.00 %	16,993.56
ARC2	55.14	67.45	0.02	122.32 %	50,712.00	40.00 %	20,284.80	0.00 %	20,284.80
ANI1	34.90	39.62	0.04	113.53 %	29,987.60	30.00 %	8,996.28	0.00 %	8,996.28
CPT1	35.71	40.27	0.04	112.77 %	42,203.00	30.00 %	12,660.90	0.00 %	12,660.90
TRR1	105.33	115.87	0.19	110.00 %	87,280.30	30.00 %	26,184.09	0.00 %	26,184.09
KPM1	61.97	67.46	0.19	108.85 %	54,430.00	25.00 %	13,607.50	0.00 %	13,607.50
AKM1	78.53	83.88	0.02	106.81 %	84,787.60	25.00 %	21,196.90	0.00 %	21,196.90
GDM1	54.03	56.92	0.00	105.35 %	46,979.30	25.00 %	11,744.83	0.00 %	11,744.83
SLG1	41.09	42.36	0.01	103.11 %	41,297.90	25.00 %	10,324.48	0.00 %	10,324.48
WJP1	54.85	54.91	0.14	100.11 %	51,008.70	25.00 %	12,752.18	0.00 %	12,752.18
KPM2	197.79	197.78	0.05	100.00 %	131,979.20	20.00 %	26,395.84	0.00 %	26,395.84
PLR1	35.15	34.73	0.06	98.80 %	25,811.20	20.00 %	5,162.24	0.00 %	5,162.24
TRL1	119.62	113.00	0.41	94.47 %	91,321.10	15.00 %	13,698.17	0.00 %	13,698.17
VEL1	102.53	95.24	0.10	92.89 %	95,674.20	15.00 %	14,351.13	0.00 %	14,351.13
CGM1	59.79	54.98	0.05	91.95 %	36,980.20	15.00 %	5,547.03	0.00 %	5,547.03
SBR1	93.46	85.92	0.25	91.93 %	90,778.70	15.00 %	13,616.81	0.00 %	13,616.81
VSI1	67.89	62.26	0.14	91.70 %	79,308.30	15.00 %	11,896.25	0.00 %	11,896.25
UGI1	46.27	41.38	0.10	89.42 %	35,075.40	10.00 %	3,507.54	0.00 %	3,507.54
CYR1	48.65	42.94	0.01	88.27 %	44,494.90	10.00 %	4,449.49	0.00 %	4,449.49
WJD1	72.29	61.57	0.04	85.17 %	55,292.10	10.00 %	5,529.21	0.00 %	5,529.21
VEL2	120.65	99.98	0.06	82.87 %	102,880.30	10.00 %	10,288.03	0.00 %	10,288.03
PTU1	25.69	20.70	0.00	80.60 %	14,717.80	10.00 %	1,471.78	0.00 %	1,471.78
TRT1	58.62	47.18	0.28	80.48 %	37,537.40	10.00 %	3,753.74	0.00 %	3,753.74
ABR1	69.02	55.14	0.26	79.89 %	58,394.70	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)
PPI1	25.78	35.83	0.10	138.99 %	43,491.10	40.00 %	17,396.44	0.00 %	17,396.44
KMD1	27.88	35.66	0.00	127.91 %	58,376.00	40.00 %	23,350.40	0.00 %	23,350.40
PDM1	26.62	32.25	0.16	121.13 %	36,772.20	40.00 %	14,708.88	0.00 %	14,708.88
ANR1	13.20	15.93	0.26	120.75 %	20,792.80	40.00 %	8,317.12	0.00 %	8,317.12
CBE6	50.83	60.91	0.08	119.83 %	69,331.00	30.00 %	20,799.30	0.00 %	20,799.30
KGI1	47.53	56.95	0.00	119.81 %	39,474.90	30.00 %	11,842.47	0.00 %	11,842.47
GBM1	36.43	43.57	0.40	119.59 %	29,944.20	30.00 %	8,983.26	0.00 %	8,983.26
DPM2	40.54	47.62	0.06	117.46 %	50,922.10	30.00 %	15,276.63	0.00 %	15,276.63
CBE1	53.41	62.18	-0.08	116.41 %	72,563.50	30.00 %	21,769.05	0.00 %	21,769.05
KMR1	117.24	133.72	-0.23	114.05 %	145,169.70	30.00 %	43,550.91	0.00 %	43,550.91
TPR3	35.09	38.15	-0.09	108.72 %	61,063.40	25.00 %	15,265.85	0.00 %	15,265.85
MPM1	50.31	54.63	0.15	108.60 %	63,206.70	25.00 %	15,801.68	0.00 %	15,801.68
AVI1	40.92	42.99	0.36	105.05 %	39,009.10	25.00 %	9,752.28	0.00 %	9,752.28
KGM1	28.47	29.63	0.20	104.10 %	31,924.40	25.00 %	7,981.10	0.00 %	7,981.10
GDR1	38.44	39.82	-0.04	103.58 %	28,030.90	25.00 %	7,007.73	0.00 %	7,007.73
CNR1	41.51	42.50	0.00	102.39 %	34,659.40	25.00 %	8,664.85	0.00 %	8,664.85
TPR4	34.59	34.77	0.32	100.52 %	30,338.80	25.00 %	7,584.70	0.00 %	7,584.70
CBE2	280.10	271.94	0.31	97.09 %	222,350.50	20.00 %	44,470.10	0.00 %	44,470.10
TPR2	86.42	82.66	0.07	95.65 %	63,973.70	20.00 %	12,794.74	0.00 %	12,794.74
SYM2	38.91	36.52	0.00	93.86 %	34,555.50	15.00 %	5,183.33	0.00 %	5,183.33
SUL1	44.96	41.71	0.19	92.77 %	54,830.40	15.00 %	8,224.56	0.00 %	8,224.56
TPR1	74.85	63.93	0.03	85.41 %	67,022.00	10.00 %	6,702.20	0.00 %	6,702.20
UAM1	105.68	85.43	0.10	80.84 %	66,709.20	10.00 %	6,670.92	0.00 %	6,670.92
CBE4	89.22	71.74	0.03	80.40 %	95,373.60	10.00 %	9,537.36	0.00 %	9,537.36
CBE3	32.41	25.92	-0.11	79.96 %	31,237.30	0.00 %		0.00 %	
PLI1	90.98	65.55	0.00	72.05 %	62,544.70	0.00 %		0.00 %	
UMP1	52.30	36.93	0.00	70.62 %	24,369.70	0.00 %		0.00 %	
SNR1	72.57	50.83	0.01	70.05 %	61,132.80	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	33.57	50.59	0.00	150.67 %	47,749.90	40.00 %	19,099.96	0.00 %	19,099.96
SLM2	55.40	70.20	0.14	126.72 %	50,257.80	40.00 %	20,103.12	0.00 %	20,103.12
PMP1	45.71	54.51	0.22	119.26 %	38,550.80	30.00 %	11,565.24	0.00 %	11,565.24
OML1	62.33	72.14	0.63	115.74 %	57,081.60	30.00 %	17,124.48	0.00 %	17,124.48
KVP1	38.16	42.95	0.00	112.56 %	36,148.10	30.00 %	10,844.43	0.00 %	10,844.43
HRR1	47.95	53.18	0.14	110.90 %	34,531.50	30.00 %	10,359.45	0.00 %	10,359.45
TRM1	70.93	78.64	0.01	110.87 %	67,824.60	30.00 %	20,347.38	0.00 %	20,347.38
TCG1	35.92	39.31	0.00	109.43 %	26,393.10	25.00 %	6,598.28	0.00 %	6,598.28
MCR1	63.34	68.78	0.00	108.59 %	67,657.80	25.00 %	16,914.45	0.00 %	16,914.45
VPD1	64.44	69.75	0.05	108.23 %	74,626.50	25.00 %	18,656.63	0.00 %	18,656.63
ATU1	78.04	84.18	0.13	107.87 %	60,852.70	25.00 %	15,213.18	0.00 %	15,213.18
DPR1	35.20	37.31	0.04	105.99 %	30,089.10	25.00 %	7,522.28	0.00 %	7,522.28
PLC1	43.63	46.01	0.00	105.44 %	43,924.70	25.00 %	10,981.18	0.00 %	10,981.18
KRI1	62.28	64.01	0.14	102.78 %	52,774.10	25.00 %	13,193.53	0.00 %	13,193.53
NKL2	80.91	82.44	0.01	101.89 %	89,411.30	25.00 %	22,352.83	0.00 %	22,352.83
EDP1	34.82	35.39	0.21	101.63 %	21,533.70	25.00 %	5,383.43	0.00 %	5,383.43
EPI1	54.05	54.20	0.21	100.27 %	49,855.70	25.00 %	12,463.93	0.00 %	12,463.93
RSP1	51.28	49.11	0.49	95.76 %	54,228.00	20.00 %	10,845.60	0.00 %	10,845.60
BMD1	48.12	45.42	0.00	94.38 %	40,792.30	15.00 %	6,118.85	0.00 %	6,118.85
HSR2	126.23	119.02	0.16	94.29 %	92,192.30	15.00 %	13,828.85	0.00 %	13,828.85
DPR2	44.52	41.13	0.00	92.39 %	38,121.20	15.00 %	5,718.18	0.00 %	5,718.18
SLM3	98.88	90.18	0.15	91.21 %	67,117.60	15.00 %	10,067.64	0.00 %	10,067.64
MTR1	90.48	81.56	0.04	90.14 %	79,761.70	15.00 %	11,964.26	0.00 %	11,964.26
CMI1	27.63	24.71	0.00	89.44 %	31,072.80	10.00 %	3,107.28	0.00 %	3,107.28
SLM1	182.25	162.47	0.01	89.15 %	107,334.50	10.00 %	10,733.45	0.00 %	10,733.45
SGG1	22.59	19.26	0.00	85.24 %	17,620.90	10.00 %	1,762.09	0.00 %	1,762.09
ERD2	109.23	92.80	0.13	84.95 %	109,941.50	10.00 %	10,994.15	0.00 %	10,994.15
HSR1	96.21	80.31	0.45	83.47 %	80,413.00	10.00 %	8,041.30	0.00 %	8,041.30
PDR1	29.32	23.70	0.34	80.83 %	30,779.30	10.00 %	3,077.93	0.00 %	3,077.93
VKL1	37.90	27.91	0.14	73.63 %	33,550.00	0.00 %		0.00 %	
APN1	50.60	34.87	0.21	68.91 %	43,894.10	0.00 %		0.00 %	
KMM1	45.19	30.00	0.18	66.38 %	29,790.40	0.00 %		0.00 %	
ERD1	121.46	80.27	0.18	66.09 %	73,050.70	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)
TVR1	41.36	53.11	0.25	128.42 %	42,793.00	40.00 %	17,117.20	0.00 %	17,117.20
KIK1	62.31	77.27	-0.21	124.02 %	75,267.10	40.00 %	30,106.84	0.00 %	30,106.84
KRN1	39.53	48.64	-0.04	123.06 %	48,480.10	40.00 %	19,392.04	0.00 %	19,392.04
PDK1	43.36	52.51	0.03	121.10 %	48,792.70	40.00 %	19,517.08	0.00 %	19,517.08
MVM1	128.26	151.25	0.09	117.93 %	158,401.70	30.00 %	47,520.51	0.00 %	47,520.51
TTP1	70.56	82.51	0.05	116.93 %	62,611.10	30.00 %	18,783.33	0.00 %	18,783.33
TVR2	107.49	123.98	0.03	115.34 %	91,315.00	30.00 %	27,394.50	0.00 %	27,394.50
MDI1	111.29	127.72	0.02	114.76 %	105,396.40	30.00 %	31,618.92	0.00 %	31,618.92
NCK1	32.04	36.49	0.00	113.87 %	25,939.90	30.00 %	7,781.97	0.00 %	7,781.97
TRY3	65.63	71.56	0.04	109.04 %	53,887.20	25.00 %	13,471.80	0.00 %	13,471.80
ORU1	50.86	53.93	0.00	106.04 %	59,870.90	25.00 %	14,967.73	0.00 %	14,967.73
AYR1	55.24	58.52	0.10	105.93 %	44,310.50	25.00 %	11,077.63	0.00 %	11,077.63
JKM1	75.66	77.08	0.10	101.87 %	57,005.50	25.00 %	14,251.38	0.00 %	14,251.38
PBR2	159.69	158.90	-0.05	99.51 %	116,816.00	20.00 %	23,363.20	0.00 %	23,363.20
TYR1	94.82	91.45	0.07	96.45 %	69,063.80	20.00 %	13,812.76	0.00 %	13,812.76
MSI1	56.48	53.70	0.00	95.09 %	49,394.70	15.00 %	7,409.21	0.00 %	7,409.21
PBR1	50.82	47.93	0.06	94.31 %	35,098.90	15.00 %	5,264.84	0.00 %	5,264.84
TNJ1	170.03	159.42	0.12	93.76 %	118,695.10	15.00 %	17,804.27	0.00 %	17,804.27
TNJ2	125.32	116.24	0.18	92.75 %	98,074.40	15.00 %	14,711.16	0.00 %	14,711.16
KUM1	167.72	154.23	0.11	91.95 %	132,598.20	15.00 %	19,889.73	0.00 %	19,889.73
PTK1	119.48	107.84	0.33	90.26 %	87,841.80	15.00 %	13,176.27	0.00 %	13,176.27
APM1	41.00	36.24	0.14	88.37 %	35,481.60	10.00 %	3,548.16	0.00 %	3,548.16
NMM1	55.51	46.64	-0.02	84.02 %	54,784.20	10.00 %	5,478.42	0.00 %	5,478.42
NGT1	94.10	77.03	0.10	81.86 %	60,650.20	10.00 %	6,065.02	0.00 %	6,065.02
TRY1	492.87	372.96	0.07	75.67 %	251,113.20	0.00 %		0.00 %	
TRY2	65.21	37.24	0.17	57.11 %	31,176.30	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	93.84	121.95	0.22	129.96 %	111,072.20	40.00 %	44,428.88	0.00 %	44,428.88
POY2	126.62	155.73	0.10	122.99 %	107,368.40	40.00 %	42,947.36	0.00 %	42,947.36
KML1	42.35	51.86	0.29	122.47 %	32,336.10	40.00 %	12,934.44	0.00 %	12,934.44
CDM1	102.66	116.00	0.45	113.00 %	96,451.80	30.00 %	28,935.54	0.00 %	28,935.54
POY1	141.82	159.01	0.09	112.12 %	155,444.40	30.00 %	46,633.32	0.00 %	46,633.32
VCM1	55.39	53.47	0.04	96.53 %	37,994.80	20.00 %	7,598.96	0.00 %	7,598.96
ULP1	89.08	85.90	0.14	96.43 %	68,764.40	20.00 %	13,752.88	0.00 %	13,752.88
TDM1	72.39	68.80	0.32	95.04 %	41,956.30	15.00 %	6,293.45	0.00 %	6,293.45
KKI2	107.09	99.67	0.14	93.08 %	70,201.10	15.00 %	10,530.17	0.00 %	10,530.17
CUD1	175.12	161.89	0.08	92.44 %	138,611.20	15.00 %	20,791.68	0.00 %	20,791.68
KLM1	89.83	80.49	0.05	89.61 %	81,555.90	10.00 %	8,155.59	0.00 %	8,155.59
SJI1	79.52	69.86	0.09	87.85 %	41,177.40	10.00 %	4,117.74	0.00 %	4,117.74
VPM1	34.90	28.44	0.25	81.49 %	17,956.20	10.00 %	1,795.62	0.00 %	1,795.62
MKM1	41.28	33.42	0.10	80.95 %	32,843.60	10.00 %	3,284.36	0.00 %	3,284.36
STP1	40.10	30.38	0.32	75.76 %	22,994.20	0.00 %		0.00 %	
PRT1	69.70	52.37	0.11	75.14 %	44,793.40	0.00 %		0.00 %	
VPM2	84.03	62.88	0.27	74.83 %	49,690.70	0.00 %		0.00 %	
TVM2	73.47	54.85	0.00	74.65 %	28,281.30	0.00 %		0.00 %	
NVL2	92.33	62.48	0.19	67.67 %	51,141.30	0.00 %		0.00 %	
TVM1	58.66	37.14	0.47	63.32 %	21,556.30	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	27.91	73.46	0.16	263.20 %	98,675.50	40.00 %	39,470.20	0.00 %	39,470.20
ERL2	56.52	103.15	0.13	182.51 %	100,540.70	40.00 %	40,216.28	0.00 %	40,216.28
TKS2	125.17	157.12	0.51	125.52 %	115,949.50	40.00 %	46,379.80	0.00 %	46,379.80
ASM1	49.55	56.05	0.23	113.12 %	65,001.50	30.00 %	19,500.45	0.00 %	19,500.45
PKD1	74.48	83.09	0.18	111.56 %	71,259.80	30.00 %	21,377.94	0.00 %	21,377.94
TKS1	111.92	124.70	0.21	111.42 %	127,215.00	30.00 %	38,164.50	0.00 %	38,164.50
KGL1	49.71	51.09	0.25	102.77 %	38,999.80	25.00 %	9,749.95	0.00 %	9,749.95
KYR1	42.54	42.48	0.40	99.87 %	40,704.00	20.00 %	8,140.80	0.00 %	8,140.80
TKY1	63.53	62.81	0.07	98.87 %	62,107.70	20.00 %	12,421.54	0.00 %	12,421.54
TVL1	363.81	350.31	0.24	96.29 %	284,325.50	20.00 %	56,865.10	0.00 %	56,865.10
UDN1	46.84	44.94	0.28	95.94 %	38,211.30	20.00 %	7,642.26	0.00 %	7,642.26
RND1	111.48	106.59	0.38	95.62 %	108,292.30	20.00 %	21,658.46	0.00 %	21,658.46
VNR2	194.48	185.90	0.18	95.59 %	167,890.70	20.00 %	33,578.14	0.00 %	33,578.14
STU2	38.33	36.57	1.17	95.42 %	27,802.10	20.00 %	5,560.42	0.00 %	5,560.42
KVT1	176.66	168.05	0.03	95.13 %	192,070.60	20.00 %	38,414.12	0.00 %	38,414.12
RPM1	108.16	102.73	0.23	94.98 %	102,341.80	15.00 %	15,351.27	0.00 %	15,351.27
TUT1	410.42	384.67	0.15	93.73 %	386,541.30	15.00 %	57,981.20	0.00 %	57,981.20
VNR1	47.99	44.92	0.12	93.60 %	37,998.90	15.00 %	5,699.84	0.00 %	5,699.84
TCN1	92.69	86.72	0.35	93.56 %	95,960.40	15.00 %	14,394.06	0.00 %	14,394.06
SDI1	51.63	48.27	0.33	93.49 %	40,961.20	15.00 %	6,144.18	0.00 %	6,144.18
KSM1	32.43	29.85	0.00	92.06 %	20,747.70	15.00 %	3,112.16	0.00 %	3,112.16
APK1	84.98	74.34	0.06	87.48 %	94,242.50	10.00 %	9,424.25	0.00 %	9,424.25
SVK1	115.18	98.63	0.15	85.63 %	80,857.80	10.00 %	8,085.78	0.00 %	8,085.78
VLY1	127.75	107.83	0.22	84.41 %	80,078.50	10.00 %	8,007.85	0.00 %	8,007.85
TUT2	154.93	130.30	0.36	84.10 %	95,312.10	10.00 %	9,531.21	0.00 %	9,531.21
PDI1	53.99	44.96	0.03	83.28 %	42,130.00	10.00 %	4,213.00	0.00 %	4,213.00
SNL1	74.10	61.52	0.42	83.02 %	38,883.20	10.00 %	3,888.32	0.00 %	3,888.32
ARM1	35.84	29.66	0.95	82.76 %	25,455.30	10.00 %	2,545.53	0.00 %	2,545.53
SGT1	39.41	30.53	0.00	77.47 %	22,641.60	0.00 %		0.00 %	
MAR1	135.18	102.13	0.08	75.55 %	73,714.30	0.00 %		0.00 %	
COL1	30.09	20.44	0.01	67.93 %	19,050.80	0.00 %		0.00 %	
NGR1	324.20	216.68	0.25	66.84 %	124,265.20	0.00 %		0.00 %	
TVL2	45.18	28.87	0.15	63.91 %	16,368.50	0.00 %		0.00 %	
MMT1	70.41	44.68	0.38	63.45 %	41,130.50	0.00 %		0.00 %	
TYI1	92.24	54.89	0.42	59.51 %	67,123.50	0.00 %		0.00 %	
VKM1	75.78	34.64	0.25	45.70 %	43,338.70	0.00 %		0.00 %	
ERL1	5.40	1.70	2.25	31.54 %	(16,066.00)	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)
TEN2	54.19	65.92	0.32	121.64 %	41,066.40	40.00 %	16,426.56	0.00 %	16,426.56
MLR1	57.56	65.90	0.10	114.49 %	57,742.00	30.00 %	17,322.60	0.00 %	17,322.60
DKI1	64.65	73.06	0.27	113.02 %	97,641.50	30.00 %	29,292.45	0.00 %	29,292.45
ADP1	45.34	50.23	0.04	110.79 %	48,216.80	30.00 %	14,465.04	0.00 %	14,465.04
PKM1	34.04	36.40	0.15	106.93 %	35,172.20	25.00 %	8,793.05	0.00 %	8,793.05
SVG1	57.76	57.98	0.17	100.38 %	71,153.00	25.00 %	17,788.25	0.00 %	17,788.25
PVI1	61.02	60.34	0.26	98.89 %	73,239.10	20.00 %	14,647.82	0.00 %	14,647.82
TPT1	63.77	62.28	-0.13	97.66 %	97,040.00	20.00 %	19,408.00	0.00 %	19,408.00
MDU6	115.27	110.17	0.22	95.58 %	87,717.40	20.00 %	17,543.48	0.00 %	17,543.48
DGL2	50.79	47.89	0.14	94.28 %	50,482.70	15.00 %	7,572.41	0.00 %	7,572.41
MDU2	146.91	138.18	0.18	94.06 %	118,389.60	15.00 %	17,758.44	0.00 %	17,758.44
CBM1	79.03	73.05	0.12	92.42 %	76,213.90	15.00 %	11,432.09	0.00 %	11,432.09
BNR1	49.85	44.86	0.07	89.99 %	46,844.00	10.00 %	4,684.40	0.00 %	4,684.40
DGL1	176.94	157.85	0.36	89.21 %	138,589.60	10.00 %	13,858.96	0.00 %	13,858.96
NKI1	40.04	35.72	0.10	89.21 %	44,020.20	10.00 %	4,402.02	0.00 %	4,402.02
PNI1	34.22	30.41	0.36	88.86 %	25,275.90	10.00 %	2,527.59	0.00 %	2,527.59
USL1	75.10	65.82	0.15	87.65 %	59,519.00	10.00 %	5,951.90	0.00 %	5,951.90
TMM1	87.58	76.57	0.02	87.43 %	55,418.60	10.00 %	5,541.86	0.00 %	5,541.86
SGP1	50.78	44.33	0.13	87.29 %	76,023.80	10.00 %	7,602.38	0.00 %	7,602.38
PNV1	32.69	28.50	0.00	87.20 %	28,064.10	10.00 %	2,806.41	0.00 %	2,806.41
MPA1	68.73	59.34	0.06	86.34 %	72,357.40	10.00 %	7,235.74	0.00 %	7,235.74
TDI1	49.40	42.62	0.22	86.28 %	52,010.20	10.00 %	5,201.02	0.00 %	5,201.02
MDU4	75.09	63.63	0.15	84.75 %	53,048.40	10.00 %	5,304.84	0.00 %	5,304.84
BTU1	32.88	27.00	0.54	82.12 %	31,081.10	10.00 %	3,108.11	0.00 %	3,108.11
CMR1	40.46	32.72	0.03	80.86 %	24,055.00	10.00 %	2,405.50	0.00 %	2,405.50
TEN1	77.50	62.60	0.53	80.78 %	48,964.50	10.00 %	4,896.45	0.00 %	4,896.45
NTM1	47.49	36.90	0.29	77.71 %	30,558.00	0.00 %		0.00 %	
KKD2	81.19	61.16	0.14	75.33 %	75,965.30	0.00 %		0.00 %	
ATG1	114.69	85.82	0.22	74.83 %	97,087.00	0.00 %		0.00 %	
ODM1	42.81	31.85	0.00	74.38 %	26,080.30	0.00 %		0.00 %	
MDU1	372.75	276.18	0.17	74.09 %	211,620.80	0.00 %		0.00 %	
MNM1	39.76	28.93	0.09	72.78 %	37,500.10	0.00 %		0.00 %	
KPT1	48.44	34.09	0.01	70.39 %	32,392.20	0.00 %		0.00 %	
KRR1	58.05	38.51	0.00	66.33 %	48,660.20	0.00 %		0.00 %	
MDU5	70.51	42.30	0.06	59.99 %	57,092.90	0.00 %		0.00 %	
MDU3	92.24	49.25	0.53	53.39 %	41,751.80	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	34.77	38.17	0.59	109.80 %	37,275.00	25.00 %	9,318.75	0.00 %	9,318.75
UKI1	60.51	63.89	0.44	105.58 %	53,374.70	25.00 %	13,343.68	0.00 %	13,343.68
CH44	87.91	91.41	0.25	103.99 %	73,575.90	25.00 %	18,393.98	0.00 %	18,393.98
MJR1	126.65	127.35	0.23	100.55 %	91,896.60	25.00 %	22,974.15	0.00 %	22,974.15
MC05	41.39	40.01	0.01	96.67 %	14,298.40	20.00 %	2,859.68	0.00 %	2,859.68
CH34	118.51	111.61	0.13	94.18 %	91,055.00	15.00 %	13,658.25	0.00 %	13,658.25
CH12	147.13	135.10	0.64	91.82 %	120,668.00	15.00 %	18,100.20	0.00 %	18,100.20
CH23	56.69	51.97	0.03	91.69 %	39,480.80	15.00 %	5,922.12	0.00 %	5,922.12
CH43	82.12	74.03	0.24	90.14 %	74,196.50	15.00 %	11,129.48	0.00 %	11,129.48
CH06	117.11	104.15	0.07	88.94 %	99,686.00	10.00 %	9,968.60	0.00 %	9,968.60
CH41	92.72	79.98	0.40	86.26 %	72,300.30	10.00 %	7,230.03	0.00 %	7,230.03
CH03	278.05	237.50	0.27	85.41 %	220,596.70	10.00 %	22,059.67	0.00 %	22,059.67
CH17	62.70	52.79	0.24	84.20 %	60,333.30	10.00 %	6,033.33	0.00 %	6,033.33
PON1	64.32	53.86	0.27	83.74 %	53,304.10	10.00 %	5,330.41	0.00 %	5,330.41
CH32	25.93	21.70	2.36	83.67 %	15,727.90	10.00 %	1,572.79	0.00 %	1,572.79
CH31	44.09	36.35	0.37	82.43 %	36,148.60	10.00 %	3,614.86	0.00 %	3,614.86
GPD1	97.07	79.78	0.10	82.19 %	46,152.50	10.00 %	4,615.25	0.00 %	4,615.25
CH15	312.71	256.64	0.19	82.07 %	209,536.10	10.00 %	20,953.61	0.00 %	20,953.61
CH33	107.32	87.70	0.23	81.71 %	77,497.20	10.00 %	7,749.72	0.00 %	7,749.72
CH18	152.60	123.18	0.36	80.72 %	142,486.30	10.00 %	14,248.63	0.00 %	14,248.63
CH20	156.31	123.39	0.34	78.94 %	91,935.10	0.00 %		0.00 %	
CH21	203.63	157.22	0.20	77.21 %	117,565.40	0.00 %		0.00 %	
CH36	51.40	38.35	0.10	74.62 %	27,128.70	0.00 %		0.00 %	
CH46	63.20	43.81	0.42	69.32 %	41,139.40	0.00 %		0.00 %	
CH09	120.46	78.29	0.07	65.00 %	68,428.20	0.00 %		0.00 %	
MC06	30.88	19.85	1.17	64.28 %	11,099.90	0.00 %		0.00 %	
CH24	118.85	66.02	0.42	55.55 %	71,431.30	0.00 %		0.00 %	
MC08	14.21	3.34	0.00	23.47 %	900.20	0.00 %		0.00 %	
CH01	14.83	1.90	0.00	12.78 %	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	40.94	46.83	0.29	114.37 %	40,071.50	30.00 %	12,021.45	0.00 %	12,021.45
CH30	135.03	146.53	0.65	108.51 %	78,686.40	25.00 %	19,671.60	0.00 %	19,671.60
MRM1	80.90	87.12	0.20	107.68 %	80,398.70	25.00 %	20,099.68	0.00 %	20,099.68
TKM1	51.83	54.96	0.15	106.05 %	61,646.00	25.00 %	15,411.50	0.00 %	15,411.50
CH45	96.75	98.81	0.18	102.13 %	95,226.10	25.00 %	23,806.53	0.00 %	23,806.53
GUD2	91.23	92.09	0.04	100.94 %	66,949.70	25.00 %	16,737.43	0.00 %	16,737.43
CH48	127.61	118.49	0.16	92.85 %	155,361.10	15.00 %	23,304.17	0.00 %	23,304.17
CH28	117.82	108.72	0.20	92.28 %	149,130.90	15.00 %	22,369.64	0.00 %	22,369.64
GUD1	103.48	93.46	0.38	90.32 %	119,737.00	15.00 %	17,960.55	0.00 %	17,960.55
CH11	117.85	105.88	0.42	89.84 %	85,672.00	10.00 %	8,567.20	0.00 %	8,567.20
CH05	196.67	174.14	0.15	88.55 %	139,217.70	10.00 %	13,921.77	0.00 %	13,921.77
CH35	79.68	70.34	0.15	88.28 %	52,655.20	10.00 %	5,265.52	0.00 %	5,265.52
CH08	202.09	170.42	0.45	84.33 %	218,768.40	10.00 %	21,876.84	0.00 %	21,876.84
CH16	233.72	196.97	0.21	84.27 %	204,460.00	10.00 %	20,446.00	0.00 %	20,446.00
CH19	162.20	136.65	0.35	84.25 %	128,266.70	10.00 %	12,826.67	0.00 %	12,826.67
KNR1	78.48	65.61	0.02	83.60 %	62,224.20	10.00 %	6,222.42	0.00 %	6,222.42
CH14	237.98	196.90	0.27	82.74 %	175,507.70	10.00 %	17,550.77	0.00 %	17,550.77
MC10	36.05	29.70	0.10	82.37 %	14,804.00	10.00 %	1,480.40	0.00 %	1,480.40
CH38	78.24	63.45	0.11	81.10 %	81,850.50	10.00 %	8,185.05	0.00 %	8,185.05
AVD1	129.12	104.18	1.12	80.68 %	87,329.80	10.00 %	8,732.98	0.00 %	8,732.98
SKL1	77.57	56.40	0.42	72.70 %	74,752.80	0.00 %		0.00 %	
CH07	169.57	120.35	0.42	70.97 %	111,876.60	0.00 %		0.00 %	
CH42	179.41	126.93	0.21	70.75 %	127,304.10	0.00 %		0.00 %	
CH26	37.85	26.55	0.09	70.13 %	24,691.10	0.00 %		0.00 %	
CH22	118.77	82.59	0.08	69.54 %	88,071.30	0.00 %		0.00 %	
CH40	85.66	54.12	0.30	63.18 %	27,465.30	0.00 %		0.00 %	
CH39	79.71	50.08	0.22	62.83 %	56,474.00	0.00 %		0.00 %	
CGL1	98.80	52.91	0.51	53.55 %	52,046.90	0.00 %		0.00 %	
MC09	23.22	12.08	0.00	52.01 %	8,769.20	0.00 %		0.00 %	
CH29	40.98	15.43	0.94	37.66 %	17,925.90	0.00 %		0.00 %	
MC02	30.06	5.48	0.00	18.24 %	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	86.88	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	3.07	9.65	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	11.56	0.04	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	10.26	0.64	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	7.40	1.19	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	18.41	0.37	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	4.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	8.08	0.00	0.00 %	0.00	0.00 %		0.00 %	