

Accu.Target 20,338.78 L	Sales 12,849.88 L	Achieved % 63.18 %	HO Budget+ % 26.82 %	Total Com. 125.04 L
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Note : Sales Period is From :01-Sep-2025 To :21-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	217.13	238.78	109.97 %	0.00	26.82 %	0.00
WEST-02	1,816.00	1,193.42	65.72 %	0.00	26.82 %	0.00
WEST-01	1,492.61	976.93	65.45 %	0.00	26.82 %	0.00
TRICHY-01	2,091.40	1,364.34	65.24 %	0.00	26.82 %	0.00
NORTH ARCOT	1,626.76	1,048.21	64.44 %	0.00	26.82 %	0.00
SOUTH-03	2,355.68	1,508.29	64.03 %	0.00	26.82 %	0.00
CHENNAI-01	2,787.21	1,704.63	61.16 %	0.00	26.82 %	0.00
SOUTH-01	3,695.57	2,133.08	57.72 %	0.00	26.82 %	0.00
CHENNAI-02	2,646.64	1,520.33	57.44 %	0.00	26.82 %	0.00
SOUTH ARCOT	1,609.78	879.26	54.62 %	0.00	26.82 %	0.00
OTHERS	0.00	282.60	0.00 %	0.00	0.00 %	0.00
Total	20,338.78	12,849.88	63.18 %		26.82 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	217.13	238.78	109.97%	30,000.00	26.82 %	80,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	382.84	296.99	77.58%	0.00	26.82 %	30,000.00
	HSR1	363.05	276.70	76.22%	0.00	26.82 %	30,000.00
	SLM1	566.87	358.29	63.21%	0.00	26.82 %	0.00
	ERD1	503.24	261.44	51.95%	0.00	26.82 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	280.99	199.84	71.12%	0.00	26.82 %	7,500.00
	TPR4	182.80	129.53	70.86%	0.00	26.82 %	7,500.00
	PLI1	186.17	122.50	65.80%	0.00	26.82 %	0.00
	CBE1	644.66	423.56	65.70%	0.00	26.82 %	0.00
	TPR1	198.00	101.50	51.27%	0.00	26.82 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	368.27	253.58	68.86%	0.00	26.82 %	15,000.00
	TNJ1	465.70	312.26	67.05%	0.00	26.82 %	22,500.00
	KUM1	441.39	287.47	65.13%	0.00	26.82 %	0.00
	TRY1	816.04	511.03	62.62%	0.00	26.82 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	602.57	402.67	66.83%	0.00	26.82 %	30,000.00
	NA03	466.21	297.99	63.92%	0.00	26.82 %	0.00
	NA02	557.98	347.55	62.29%	0.00	26.82 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	464.00	363.25	78.29%	0.00	26.82 %	45,000.00
	SVG1	403.06	262.64	65.16%	0.00	26.82 %	0.00
	MDU2	702.25	431.73	61.48%	0.00	26.82 %	0.00
	KRR1	81.77	49.73	60.81%	0.00	26.82 %	0.00
	DGL1	704.61	400.95	56.90%	0.00	26.82 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	888.18	568.62	64.02%	0.00	26.82 %	0.00
	CH03	544.85	347.99	63.87%	0.00	26.82 %	0.00
	CH05	708.03	429.62	60.68%	0.00	26.82 %	0.00
	CH08	646.16	358.39	55.47%	0.00	26.82 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	549.95	381.40	69.35%	0.00	26.82 %	22,500.00
	TUT1	746.77	504.79	67.60%	0.00	26.82 %	37,500.00
	NGR1	580.72	390.78	67.29%	0.00	26.82 %	22,500.00
	VNR1	473.77	264.01	55.73%	0.00	26.82 %	0.00
	KVT1	620.45	327.11	52.72%	0.00	26.82 %	0.00
	TVL1	723.91	264.99	36.61%	0.00	26.82 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	722.23	467.77	64.77%	0.00	26.82 %	0.00
	CH01	712.35	405.70	56.95%	0.00	26.82 %	0.00
	CH07	692.04	377.37	54.53%	0.00	26.82 %	0.00
	CH09	520.02	269.49	51.82%	0.00	26.82 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	526.59	303.13	57.56%	0.00	26.82 %	0.00
	SA02	578.94	312.72	54.02%	0.00	26.82 %	0.00
	SA03	504.25	263.40	52.24%	0.00	26.82 %	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	113.07	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	42.83	60.22	0.14	140.62 %	45,753.60	40.00 %	18,301.44	26.82 %	18,301.44
TVP1	116.61	137.93	0.40	118.28 %	82,882.70	30.00 %	24,864.81	26.82 %	33,153.08
KLR1	57.69	40.63	0.23	70.43 %	35,731.70	0.00 %		26.82 %	7,146.34

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	33.03	37.39	0.00	113.22 %	36,022.30	30.00 %	10,806.69	26.82 %	14,408.92
PMP1	37.58	39.04	0.15	103.87 %	24,301.20	25.00 %	6,075.30	26.82 %	9,720.48
TRM1	76.20	73.41	0.11	96.34 %	68,886.90	20.00 %	13,777.38	26.82 %	27,554.76
OML1	49.83	45.93	0.17	92.18 %	43,260.70	15.00 %	6,489.11	26.82 %	17,304.28
MCR1	47.73	41.12	0.30	86.14 %	43,981.80	10.00 %	4,398.18	26.82 %	13,194.54
EDP1	23.60	19.44	0.00	82.37 %	12,061.70	10.00 %	1,206.17	26.82 %	3,618.51
APN1	42.28	33.19	0.00	78.51 %	39,541.10	0.00 %		26.82 %	9,885.28
PLC1	34.91	26.78	0.10	76.71 %	20,495.90	0.00 %		26.82 %	5,123.98
VPD1	60.72	45.42	0.04	74.81 %	61,124.20	0.00 %		26.82 %	15,281.05
BMD1	35.12	26.03	0.00	74.11 %	31,606.80	0.00 %		26.82 %	7,901.70
HSR2	105.42	78.02	0.05	74.01 %	62,962.20	0.00 %		26.82 %	15,740.55
HRR1	43.79	31.61	0.00	72.19 %	22,541.40	0.00 %		26.82 %	4,508.28
DPR1	30.28	21.56	0.04	71.21 %	18,533.90	0.00 %		26.82 %	3,706.78
HSR1	67.29	44.98	0.14	66.84 %	45,267.60	0.00 %		26.82 %	6,790.14
SLM2	54.01	35.98	0.05	66.61 %	29,407.00	0.00 %		26.82 %	4,411.05
VKL1	32.36	21.50	0.47	66.43 %	23,440.30	0.00 %		26.82 %	3,516.05
ATU1	69.15	43.39	0.14	62.75 %	34,470.40	0.00 %		26.82 %	3,447.04
SLM3	84.76	52.61	0.13	62.07 %	38,155.00	0.00 %		26.82 %	3,815.50
KVP1	38.13	23.63	0.64	61.99 %	23,477.20	0.00 %		26.82 %	2,347.72
MTR1	60.00	36.17	0.00	60.27 %	33,450.60	0.00 %		26.82 %	3,345.06
EPI1	49.32	29.34	0.18	59.50 %	31,835.20	0.00 %		26.82 %	3,183.52
ERD2	87.24	51.49	0.10	59.02 %	72,055.50	0.00 %		26.82 %	7,205.55
KRI1	46.69	26.86	0.17	57.52 %	19,089.90	0.00 %		26.82 %	
NKL2	88.98	48.42	0.04	54.42 %	64,412.00	0.00 %		26.82 %	
SLM1	183.04	98.91	0.12	54.04 %	64,330.60	0.00 %		26.82 %	
DPR2	39.89	21.17	0.00	53.07 %	17,798.60	0.00 %		26.82 %	
CMI1	27.83	14.40	0.00	51.74 %	18,460.00	0.00 %		26.82 %	
TCG1	42.03	21.36	0.00	50.83 %	19,132.20	0.00 %		26.82 %	
RSP1	47.71	24.04	0.04	50.39 %	27,420.30	0.00 %		26.82 %	
ERD1	83.48	40.23	0.63	48.19 %	43,887.40	0.00 %		26.82 %	
PDR1	32.68	15.33	0.02	46.91 %	20,496.40	0.00 %		26.82 %	
KMM1	35.43	15.41	0.29	43.51 %	18,897.80	0.00 %		26.82 %	
SGG1	25.49	9.25	0.48	36.29 %	11,067.80	0.00 %		26.82 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	22.90	29.84	0.04	130.30 %	37,472.70	40.00 %	14,989.08	26.82 %	14,989.08
KMR1	75.08	68.70	0.37	91.51 %	80,094.50	15.00 %	12,014.18	26.82 %	32,037.80
SYM2	27.76	24.21	0.00	87.23 %	29,493.10	10.00 %	2,949.31	26.82 %	8,847.93
KGI1	41.65	36.29	0.00	87.13 %	24,416.80	10.00 %	2,441.68	26.82 %	7,325.04
KGM1	27.80	22.82	0.56	82.06 %	23,556.40	10.00 %	2,355.64	26.82 %	7,066.92
SNR1	47.66	38.94	0.20	81.70 %	49,014.70	10.00 %	4,901.47	26.82 %	14,704.41
CBE3	20.57	16.46	0.01	80.04 %	25,799.20	0.00 %		26.82 %	6,449.80
UAM1	87.00	64.98	0.05	74.69 %	57,401.10	0.00 %		26.82 %	14,350.28
GDR1	34.31	25.47	0.01	74.22 %	18,158.90	0.00 %		26.82 %	4,539.73
CBE5	35.27	25.63	0.08	72.68 %	49,447.00	0.00 %		26.82 %	9,889.40
DPM2	35.30	25.65	0.00	72.67 %	33,629.90	0.00 %		26.82 %	6,725.98
PDM1	24.14	17.44	0.01	72.25 %	19,682.20	0.00 %		26.82 %	3,936.44
ANR1	14.04	10.10	0.01	71.97 %	14,286.00	0.00 %		26.82 %	2,857.20
KMD1	38.11	26.13	0.00	68.56 %	46,934.90	0.00 %		26.82 %	7,040.24
TPR1	65.80	45.08	0.13	68.51 %	37,030.10	0.00 %		26.82 %	5,554.52
TPR3	42.62	28.23	0.06	66.22 %	48,626.00	0.00 %		26.82 %	7,293.90
GBM1	36.56	24.20	0.08	66.19 %	20,791.70	0.00 %		26.82 %	3,118.76
CBE2	230.48	149.23	0.11	64.75 %	145,121.90	0.00 %		26.82 %	14,512.19
CNR1	35.13	22.22	0.00	63.24 %	21,040.60	0.00 %		26.82 %	2,104.06
SUL1	32.94	20.38	0.04	61.85 %	32,673.10	0.00 %		26.82 %	3,267.31
CBE6	59.71	36.35	0.00	60.88 %	46,649.30	0.00 %		26.82 %	4,664.93
UMP1	35.90	21.39	0.00	59.60 %	20,647.60	0.00 %		26.82 %	2,064.76
CBE1	47.83	28.22	0.00	58.99 %	43,764.50	0.00 %		26.82 %	4,376.45
AVI1	39.28	22.80	0.30	58.04 %	25,591.70	0.00 %		26.82 %	
PLI1	63.02	35.19	0.23	55.85 %	42,315.00	0.00 %		26.82 %	
MPM1	44.79	24.77	0.15	55.29 %	35,996.70	0.00 %		26.82 %	
TPR4	42.26	18.37	0.00	43.47 %	19,701.80	0.00 %		26.82 %	
CBE4	95.13	39.64	0.08	41.67 %	53,519.80	0.00 %		26.82 %	
TPR2	89.57	28.20	0.17	31.48 %	25,302.90	0.00 %		26.82 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDK1	34.98	32.03	0.00	91.56 %	28,806.50	15.00 %	4,320.98	26.82 %	11,522.60
KRN1	35.72	32.01	0.07	89.62 %	35,066.80	10.00 %	3,506.68	26.82 %	14,026.72
MSI1	36.99	31.55	0.10	85.29 %	33,538.90	10.00 %	3,353.89	26.82 %	10,061.67
ORU1	41.88	34.45	0.32	82.25 %	37,172.50	10.00 %	3,717.25	26.82 %	11,151.75
TYR1	71.97	56.56	0.05	78.59 %	43,647.80	0.00 %		26.82 %	10,911.95
PTK1	85.42	65.04	0.20	76.14 %	65,312.60	0.00 %		26.82 %	16,328.15
NGT1	76.38	57.62	0.01	75.44 %	55,685.90	0.00 %		26.82 %	13,921.48
TVR1	35.06	26.38	0.00	75.24 %	24,982.90	0.00 %		26.82 %	6,245.73
TTP1	54.62	38.95	0.02	71.30 %	38,780.80	0.00 %		26.82 %	7,756.16
TVR2	94.23	65.23	0.17	69.23 %	54,927.00	0.00 %		26.82 %	8,239.05
AYR1	50.91	35.04	0.00	68.83 %	28,918.20	0.00 %		26.82 %	4,337.73
MDI1	62.68	41.36	0.00	65.98 %	42,993.50	0.00 %		26.82 %	6,449.03
MVM1	96.70	63.24	0.11	65.40 %	80,001.30	0.00 %		26.82 %	8,000.13
KIK1	68.06	43.83	0.00	64.40 %	40,192.20	0.00 %		26.82 %	4,019.22
TRY1	421.98	270.50	0.07	64.10 %	186,906.30	0.00 %		26.82 %	18,690.63
TNJ2	93.17	59.52	0.30	63.88 %	54,137.40	0.00 %		26.82 %	5,413.74
KUM1	114.17	72.72	0.10	63.69 %	72,707.30	0.00 %		26.82 %	7,270.73
PBR2	124.29	78.78	0.18	63.38 %	64,232.90	0.00 %		26.82 %	6,423.29
NMM1	52.04	31.66	0.29	60.83 %	44,309.30	0.00 %		26.82 %	4,430.93
JKM1	60.80	36.76	0.40	60.46 %	35,850.70	0.00 %		26.82 %	3,585.07
NCK1	40.43	23.14	0.00	57.23 %	25,360.80	0.00 %		26.82 %	
TNJ1	140.98	75.38	0.17	53.47 %	63,290.30	0.00 %		26.82 %	
PBR1	41.79	21.42	0.00	51.25 %	19,983.80	0.00 %		26.82 %	
APM1	37.13	18.96	0.46	51.06 %	23,062.60	0.00 %		26.82 %	
TRY2	41.36	18.38	0.00	44.44 %	13,093.80	0.00 %		26.82 %	
TRY3	77.67	33.85	0.17	43.59 %	30,936.40	0.00 %		26.82 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	41.77	38.13	0.27	91.28 %	32,253.80	15.00 %	4,838.07	26.82 %	12,901.52
ABR1	57.84	48.21	0.33	83.34 %	45,137.10	10.00 %	4,513.71	26.82 %	13,541.13
BGR1	36.37	28.78	0.07	79.13 %	29,617.10	0.00 %		26.82 %	7,404.28
KPM2	175.30	138.38	0.02	78.94 %	104,831.70	0.00 %		26.82 %	26,207.93
ANI1	36.58	27.91	0.13	76.28 %	25,292.00	0.00 %		26.82 %	6,323.00
WJP1	48.86	35.41	0.06	72.48 %	33,084.80	0.00 %		26.82 %	6,616.96
VSI1	50.52	35.66	0.12	70.59 %	42,623.40	0.00 %		26.82 %	8,524.68
VEL2	95.90	67.14	0.25	70.01 %	69,523.40	0.00 %		26.82 %	13,904.68
SBR1	88.61	61.47	0.08	69.37 %	72,545.10	0.00 %		26.82 %	10,881.77
AKM1	61.62	41.71	0.18	67.70 %	44,430.10	0.00 %		26.82 %	6,664.52
PTU1	21.96	14.75	0.00	67.15 %	11,749.20	0.00 %		26.82 %	1,762.38
TRR1	95.43	63.61	0.20	66.66 %	54,308.80	0.00 %		26.82 %	8,146.32
SLG1	36.48	24.18	0.15	66.29 %	26,787.90	0.00 %		26.82 %	4,018.19
CYR1	37.99	24.96	0.10	65.70 %	25,352.80	0.00 %		26.82 %	2,535.28
ARC2	74.02	47.56	0.18	64.26 %	43,055.50	0.00 %		26.82 %	4,305.55
TRL1	120.74	72.88	0.15	60.36 %	85,212.40	0.00 %		26.82 %	8,521.24
CPT1	28.43	17.12	0.01	60.23 %	21,960.90	0.00 %		26.82 %	2,196.09
GDM1	54.77	32.75	0.29	59.80 %	31,069.50	0.00 %		26.82 %	3,106.95
UGI1	37.86	22.21	0.00	58.67 %	18,024.90	0.00 %		26.82 %	1,802.49
VEL1	94.92	53.46	0.07	56.33 %	52,534.60	0.00 %		26.82 %	
WJD1	103.30	53.64	0.16	51.93 %	56,560.80	0.00 %		26.82 %	
KPM1	64.90	33.09	0.28	50.99 %	31,248.30	0.00 %		26.82 %	
TRT1	45.24	20.94	0.20	46.30 %	17,070.60	0.00 %		26.82 %	
CGM1	72.86	30.04	0.00	41.23 %	23,030.10	0.00 %		26.82 %	
PLR1	44.50	14.20	0.00	31.91 %	13,517.80	0.00 %		26.82 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	59.40	78.31	0.07	131.82 %	84,789.60	40.00 %	33,915.84	26.82 %	33,915.84
KYK1	29.95	32.81	1.03	109.55 %	38,389.30	25.00 %	9,597.33	26.82 %	15,355.72
ATG1	76.47	68.21	0.00	89.20 %	63,522.70	10.00 %	6,352.27	26.82 %	25,409.08
ADP1	40.66	35.26	0.05	86.71 %	38,579.90	10.00 %	3,857.99	26.82 %	11,573.97
TPT1	51.37	43.08	0.00	83.86 %	74,623.20	10.00 %	7,462.32	26.82 %	22,386.96
MPA1	59.01	48.10	0.11	81.51 %	64,085.60	10.00 %	6,408.56	26.82 %	19,225.68
TDI1	42.53	33.30	0.18	78.30 %	38,470.00	0.00 %		26.82 %	9,617.50
PNV1	28.97	22.34	0.40	77.11 %	23,963.10	0.00 %		26.82 %	5,990.78
USL1	47.87	34.12	0.14	71.28 %	35,110.20	0.00 %		26.82 %	7,022.04
TMM1	76.56	51.40	0.31	67.14 %	47,237.90	0.00 %		26.82 %	7,085.69
MDU6	111.85	74.15	0.04	66.30 %	65,491.20	0.00 %		26.82 %	9,823.68
ODM1	40.26	26.52	0.00	65.87 %	18,900.90	0.00 %		26.82 %	1,890.09
DKI1	81.58	53.40	0.00	65.46 %	56,901.70	0.00 %		26.82 %	5,690.17
BTU1	30.53	19.97	0.10	65.41 %	20,530.50	0.00 %		26.82 %	2,053.05
MLR1	39.82	25.40	0.00	63.79 %	24,867.50	0.00 %		26.82 %	2,486.75
CMR1	35.98	22.90	0.62	63.63 %	16,880.80	0.00 %		26.82 %	1,688.08
MDU2	130.89	82.41	0.24	62.96 %	70,054.10	0.00 %		26.82 %	7,005.41
KPT1	45.05	27.83	0.32	61.77 %	27,096.60	0.00 %		26.82 %	2,709.66
NTM1	44.32	27.36	0.05	61.75 %	21,479.80	0.00 %		26.82 %	2,147.98
TEN1	61.64	37.63	0.76	61.06 %	40,458.50	0.00 %		26.82 %	4,045.85
TEN2	61.31	37.35	0.11	60.92 %	27,638.60	0.00 %		26.82 %	2,763.86
CBM1	60.10	36.26	0.18	60.33 %	38,703.30	0.00 %		26.82 %	3,870.33
DGL1	150.64	90.30	1.20	59.95 %	99,068.30	0.00 %		26.82 %	9,906.83
BNR1	48.08	28.64	0.64	59.56 %	28,731.90	0.00 %		26.82 %	2,873.19
PKM1	37.46	21.70	0.06	57.92 %	21,170.10	0.00 %		26.82 %	
MNM1	39.49	22.52	0.00	57.03 %	46,144.70	0.00 %		26.82 %	
MDU4	59.14	33.72	0.19	57.02 %	31,525.90	0.00 %		26.82 %	
KRR1	41.50	23.20	0.01	55.91 %	23,842.60	0.00 %		26.82 %	
SVG1	57.15	31.19	0.40	54.57 %	31,871.40	0.00 %		26.82 %	
SGP1	28.81	15.57	0.81	54.05 %	23,418.20	0.00 %		26.82 %	
MDU1	305.34	163.11	0.16	53.42 %	118,624.80	0.00 %		26.82 %	
MDU5	52.60	27.93	0.36	53.11 %	39,744.70	0.00 %		26.82 %	
PNI1	36.88	18.75	1.30	50.85 %	14,987.70	0.00 %		26.82 %	
KKD2	55.37	26.51	0.19	47.88 %	40,794.40	0.00 %		26.82 %	
NKI1	38.67	18.22	0.38	47.13 %	23,331.90	0.00 %		26.82 %	
MDU3	92.60	43.40	0.16	46.87 %	35,460.70	0.00 %		26.82 %	
DGL2	55.82	25.39	0.09	45.48 %	31,701.30	0.00 %		26.82 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC10	26.96	22.93	0.00	85.03 %	9,836.10	10.00 %	983.61	26.82 %	2,950.83
CH35	53.65	44.23	0.26	82.45 %	44,850.00	10.00 %	4,485.00	26.82 %	13,455.00
CH42	115.90	88.39	0.17	76.26 %	94,993.60	0.00 %		26.82 %	23,748.40
CH40	71.90	53.83	0.06	74.87 %	26,084.80	0.00 %		26.82 %	6,521.20
CH45	82.44	61.31	0.18	74.37 %	56,021.40	0.00 %		26.82 %	14,005.35
TKM1	48.36	34.85	0.19	72.07 %	39,442.30	0.00 %		26.82 %	7,888.46
CH37	38.15	27.37	0.10	71.75 %	27,639.00	0.00 %		26.82 %	5,527.80
CH30	83.76	58.98	0.42	70.42 %	37,113.90	0.00 %		26.82 %	7,422.78
CH11	99.34	67.28	0.06	67.73 %	64,107.10	0.00 %		26.82 %	9,616.07
CH16	190.97	128.56	0.29	67.32 %	149,147.00	0.00 %		26.82 %	22,372.05
CH28	106.72	69.32	0.17	64.96 %	110,354.10	0.00 %		26.82 %	11,035.41
SKL1	61.35	39.36	0.35	64.15 %	46,508.90	0.00 %		26.82 %	4,650.89
CH38	72.53	45.30	0.14	62.46 %	53,344.70	0.00 %		26.82 %	5,334.47
GUD1	88.32	54.33	0.18	61.51 %	80,085.20	0.00 %		26.82 %	8,008.52
GUD2	85.23	51.31	0.27	60.20 %	45,417.90	0.00 %		26.82 %	4,541.79
CH19	131.81	78.48	0.33	59.54 %	93,091.20	0.00 %		26.82 %	9,309.12
AVD1	111.20	63.04	0.12	56.70 %	63,453.50	0.00 %		26.82 %	
CH48	128.13	72.52	0.12	56.60 %	79,260.00	0.00 %		26.82 %	
CH14	233.02	131.64	0.38	56.49 %	141,286.30	0.00 %		26.82 %	
CGL1	66.46	37.54	0.32	56.48 %	31,073.60	0.00 %		26.82 %	
CH05	158.13	88.41	0.46	55.91 %	88,370.50	0.00 %		26.82 %	
CH08	181.47	101.32	0.12	55.83 %	139,148.80	0.00 %		26.82 %	
CH39	70.45	38.26	0.21	54.31 %	41,242.50	0.00 %		26.82 %	
CH22	85.88	46.55	0.23	54.21 %	48,736.30	0.00 %		26.82 %	
MRM1	85.74	46.38	0.50	54.10 %	48,515.10	0.00 %		26.82 %	
CH07	143.42	77.33	0.24	53.92 %	75,361.40	0.00 %		26.82 %	
CH26	30.13	15.95	0.51	52.93 %	16,924.10	0.00 %		26.82 %	
MC09	15.00	7.46	0.00	49.73 %	4,291.10	0.00 %		26.82 %	
KNR1	75.12	36.13	0.16	48.09 %	39,470.30	0.00 %		26.82 %	
CH29	26.35	12.51	0.00	47.47 %	14,393.20	0.00 %		26.82 %	
MC02	19.36	3.78	0.00	19.55 %	1,819.90	0.00 %		26.82 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TYI1	45.84	43.84	0.00	95.64 %	55,462.50	20.00 %	11,092.50	26.82 %	22,185.00
SKD1	31.63	30.20	0.11	95.49 %	38,236.10	20.00 %	7,647.22	26.82 %	15,294.44
ERL2	49.64	47.13	0.09	94.96 %	50,749.60	15.00 %	7,612.44	26.82 %	20,299.84
SDI1	75.04	70.01	0.20	93.29 %	64,918.60	15.00 %	9,737.79	26.82 %	25,967.44
KSM1	54.46	45.78	0.03	84.06 %	28,185.40	10.00 %	2,818.54	26.82 %	8,455.62
KYR1	32.47	27.08	0.43	83.41 %	23,874.60	10.00 %	2,387.46	26.82 %	7,162.38
PKD1	55.24	45.81	0.06	82.94 %	57,604.00	10.00 %	5,760.40	26.82 %	17,281.20
RPM1	139.74	114.86	0.03	82.20 %	99,891.00	10.00 %	9,989.10	26.82 %	29,967.30
UDN1	43.57	30.51	0.46	70.02 %	25,940.10	0.00 %		26.82 %	5,188.02
MMT1	54.46	38.06	0.00	69.88 %	40,638.60	0.00 %		26.82 %	8,127.72
VNR1	51.54	36.00	0.00	69.85 %	34,210.90	0.00 %		26.82 %	6,842.18
MAR1	111.36	77.30	0.12	69.42 %	59,140.50	0.00 %		26.82 %	8,871.08
VNR2	144.36	99.82	0.10	69.15 %	100,569.00	0.00 %		26.82 %	15,085.35
PDI1	47.69	32.34	0.14	67.82 %	30,311.70	0.00 %		26.82 %	4,546.76
TUT2	144.23	97.33	0.03	67.48 %	87,637.10	0.00 %		26.82 %	13,145.57
TKS2	116.22	77.89	0.14	67.02 %	65,913.70	0.00 %		26.82 %	9,887.06
TKY1	64.12	42.46	0.01	66.22 %	46,537.40	0.00 %		26.82 %	6,980.61
NGR1	224.64	145.44	0.62	64.74 %	107,139.20	0.00 %		26.82 %	10,713.92
TCN1	76.95	49.14	0.01	63.86 %	53,868.50	0.00 %		26.82 %	5,386.85
TKS1	101.98	64.73	0.04	63.47 %	76,381.40	0.00 %		26.82 %	7,638.14
SVK1	93.68	59.45	0.19	63.46 %	56,370.90	0.00 %		26.82 %	5,637.09
ASM1	42.32	26.83	0.18	63.39 %	35,389.30	0.00 %		26.82 %	3,538.93
RND1	118.19	73.03	0.14	61.79 %	82,619.80	0.00 %		26.82 %	8,261.98
SNL1	58.21	35.77	0.26	61.46 %	32,233.10	0.00 %		26.82 %	3,223.31
TUT1	386.55	236.84	0.10	61.27 %	256,216.80	0.00 %		26.82 %	25,621.68
VKM1	43.94	26.50	0.43	60.31 %	40,852.10	0.00 %		26.82 %	4,085.21
STU2	39.17	23.40	0.28	59.73 %	27,824.10	0.00 %		26.82 %	2,782.41
COL1	24.02	14.08	0.55	58.63 %	19,189.00	0.00 %		26.82 %	1,918.90
VLY1	102.49	59.87	0.40	58.42 %	52,162.60	0.00 %		26.82 %	
KGL1	47.66	27.66	0.17	58.02 %	22,441.90	0.00 %		26.82 %	
ARM1	45.10	23.99	0.50	53.19 %	23,021.90	0.00 %		26.82 %	
APK1	70.81	31.40	0.11	44.34 %	44,674.30	0.00 %		26.82 %	
TVL2	35.64	13.19	0.10	37.02 %	7,165.10	0.00 %		26.82 %	
APK2	113.39	37.35	0.37	32.94 %	37,814.00	0.00 %		26.82 %	
SGT1	69.27	21.57	0.00	31.14 %	15,492.50	0.00 %		26.82 %	
TVL1	498.36	141.12	0.38	28.32 %	126,664.80	0.00 %		26.82 %	
KVT1	241.61	65.32	0.20	27.04 %	103,173.20	0.00 %		26.82 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	64.17	51.00	0.22	79.48 %	36,231.70	0.00 %		26.82 %	9,057.93
CH12	135.14	96.52	0.12	71.42 %	101,742.90	0.00 %		26.82 %	20,348.58
CH34	117.57	79.27	0.14	67.42 %	77,675.60	0.00 %		26.82 %	11,651.34
CH43	75.64	50.18	0.31	66.34 %	63,998.40	0.00 %		26.82 %	9,599.76
MJR1	111.29	71.71	0.21	64.44 %	64,000.90	0.00 %		26.82 %	6,400.09
CH44	85.13	54.78	0.24	64.34 %	51,527.50	0.00 %		26.82 %	5,152.75
CH24	110.46	70.72	0.21	64.02 %	74,142.10	0.00 %		26.82 %	7,414.21
UKI1	57.96	36.91	0.50	63.68 %	36,851.30	0.00 %		26.82 %	3,685.13
CH21	182.11	114.85	0.22	63.07 %	87,854.00	0.00 %		26.82 %	8,785.40
CH18	134.00	84.24	0.28	62.86 %	100,480.00	0.00 %		26.82 %	10,048.00
CH33	84.43	51.03	1.21	60.44 %	66,571.50	0.00 %		26.82 %	6,657.15
MC05	44.43	26.66	0.00	60.01 %	8,711.20	0.00 %		26.82 %	871.12
CH17	54.59	32.08	0.53	58.76 %	33,012.30	0.00 %		26.82 %	3,301.23
MC06	31.26	18.35	0.09	58.70 %	10,004.10	0.00 %		26.82 %	1,000.41
CH32	19.29	11.22	6.04	58.16 %	8,207.50	0.00 %		26.82 %	
CH03	249.26	142.04	0.10	56.98 %	135,843.90	0.00 %		26.82 %	
CH20	131.89	74.20	0.24	56.26 %	68,963.50	0.00 %		26.82 %	
CH15	296.33	163.20	0.09	55.07 %	139,401.00	0.00 %		26.82 %	
PON1	59.58	32.59	0.22	54.70 %	32,081.20	0.00 %		26.82 %	
CH46	53.07	27.01	0.00	50.90 %	24,214.30	0.00 %		26.82 %	
CH41	85.39	43.35	0.11	50.76 %	59,823.00	0.00 %		26.82 %	
CH31	56.18	25.62	0.08	45.61 %	28,222.00	0.00 %		26.82 %	
CH09	109.07	48.28	0.31	44.27 %	55,314.20	0.00 %		26.82 %	
CH27	38.54	16.93	0.00	43.93 %	24,230.70	0.00 %		26.82 %	
CH23	50.66	22.17	0.00	43.76 %	22,225.00	0.00 %		26.82 %	
CH06	117.20	51.07	0.35	43.57 %	51,279.40	0.00 %		26.82 %	
CH36	64.21	18.48	0.00	28.78 %	20,191.80	0.00 %		26.82 %	
MC08	18.36	4.84	0.00	26.36 %	885.00	0.00 %		26.82 %	
CH01	9.43	1.04	0.00	10.99 %	900.80	0.00 %		26.82 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLM1	72.87	55.37	0.37	75.99 %	64,840.60	0.00 %		26.82 %	16,210.15
ULP1	78.27	58.92	0.13	75.28 %	51,419.10	0.00 %		26.82 %	12,854.78
VPM2	82.55	55.01	0.64	66.64 %	44,986.60	0.00 %		26.82 %	6,747.99
CDM1	91.04	58.47	0.25	64.22 %	55,321.90	0.00 %		26.82 %	5,532.19
PRT1	66.02	42.15	0.13	63.83 %	36,907.30	0.00 %		26.82 %	3,690.73
KML1	43.49	26.72	0.15	61.45 %	21,057.50	0.00 %		26.82 %	2,105.75
SJI1	80.05	48.70	0.00	60.84 %	39,093.70	0.00 %		26.82 %	3,909.37
POY1	131.01	78.95	0.15	60.26 %	88,956.00	0.00 %		26.82 %	8,895.60
CUD1	151.88	90.89	1.13	59.84 %	93,822.90	0.00 %		26.82 %	9,382.29
VPM1	34.67	19.16	0.00	55.27 %	17,569.90	0.00 %		26.82 %	
MKM1	42.48	21.62	0.17	50.90 %	21,780.10	0.00 %		26.82 %	
TRK1	103.80	52.40	0.83	50.48 %	58,936.90	0.00 %		26.82 %	
VCM1	49.49	23.75	0.00	47.98 %	19,091.80	0.00 %		26.82 %	
TVM1	47.15	22.55	0.05	47.83 %	15,180.60	0.00 %		26.82 %	
TVM2	69.49	31.59	0.04	45.47 %	23,444.80	0.00 %		26.82 %	
KKI2	96.87	42.63	0.38	44.01 %	38,575.90	0.00 %		26.82 %	
POY2	128.35	56.30	0.20	43.86 %	54,933.50	0.00 %		26.82 %	
STP1	39.14	16.23	0.06	41.45 %	11,249.80	0.00 %		26.82 %	
TDM1	86.54	33.98	0.17	39.26 %	27,118.10	0.00 %		26.82 %	
NVL2	114.61	43.86	0.16	38.27 %	45,934.90	0.00 %		26.82 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	60.29	0.10	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 %	