

Accu.Target 32,729.16 L	Sales 32,058.48 L	Achieved % 97.95 %	HO Budget+ % 0.00 %	Total Com. 282.89 L
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Note : Sales Period is From :01-Oct-2025 To :21-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	3,574.77	3,800.16	106.30 %	0.00	0.00 %	0.00
NORTH ARCOT	2,570.88	2,681.47	104.30 %	156,000.00	0.00 %	156,000.00
SOUTH-03	4,185.21	4,270.16	102.03 %	252,000.00	0.00 %	252,000.00
TRICHY-01	3,479.62	3,382.21	97.20 %	0.00	0.00 %	0.00
WEST-01	2,796.07	2,666.36	95.36 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,356.88	2,239.21	95.01 %	66,000.00	0.00 %	66,000.00
SOUTH-01	5,568.89	5,213.37	93.62 %	0.00	0.00 %	0.00
CHENNAI-01	3,973.44	3,601.87	90.65 %	108,000.00	0.00 %	108,000.00
CHENNAI-02	3,926.29	3,445.73	87.76 %	0.00	0.00 %	0.00
KL-SOUTH	297.12	184.27	62.02 %	0.00	0.00 %	0.00
OTHERS	0.00	573.66	0.00 %	0.00	0.00 %	0.00
Total	32,729.16	32,058.48	97.95 %		0.00 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	948.57	1,066.28	112.41%	200,000.00	0.00 %	200,000.00
	SLM1	1,146.40	1,222.51	106.64%	180,000.00	0.00 %	180,000.00
	HSR1	723.56	746.76	103.21%	105,000.00	0.00 %	105,000.00
	MTR1	756.24	764.61	101.11%	105,000.00	0.00 %	105,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	943.99	1,036.04	109.75%	150,000.00	0.00 %	150,000.00
	NA02	799.44	849.48	106.26%	120,000.00	0.00 %	120,000.00
	NA03	827.45	795.95	96.19%	52,500.00	0.00 %	52,500.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,196.88	1,279.21	106.88%	180,000.00	0.00 %	180,000.00
	KRR1	188.88	194.04	102.73%	15,000.00	0.00 %	15,000.00
	SVG1	727.92	745.96	102.48%	105,000.00	0.00 %	105,000.00
	DGL1	1,301.43	1,291.74	99.26%	90,000.00	0.00 %	90,000.00
	KKD2	770.09	759.21	98.59%	52,500.00	0.00 %	52,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PBR1	873.47	887.20	101.57%	120,000.00	0.00 %	120,000.00
	KUM1	738.54	716.11	96.96%	52,500.00	0.00 %	52,500.00
	TRY1	1,035.74	988.35	95.42%	67,500.00	0.00 %	67,500.00
	TNJ1	831.87	790.56	95.03%	52,500.00	0.00 %	52,500.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	328.05	408.18	124.42%	120,000.00	0.00 %	120,000.00
	UAM1	508.63	485.48	95.45%	30,000.00	0.00 %	30,000.00
	CBE1	1,153.90	1,078.27	93.45%	75,000.00	0.00 %	75,000.00
	TPR1	381.54	335.72	87.99%	0.00	0.00 %	0.00
	PLI1	423.96	358.72	84.61%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	712.73	712.56	99.98%	52,500.00	0.00 %	52,500.00
	SA01	776.55	723.83	93.21%	52,500.00	0.00 %	52,500.00
	SA02	867.60	802.82	92.53%	60,000.00	0.00 %	60,000.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,145.10	1,213.54	105.98%	180,000.00	0.00 %	180,000.00
	TKS1	774.17	779.33	100.67%	105,000.00	0.00 %	105,000.00
	KVT1	1,015.60	934.45	92.01%	67,500.00	0.00 %	67,500.00
	VNR1	776.86	700.31	90.15%	52,500.00	0.00 %	52,500.00
	TVL1	916.92	786.96	85.83%	0.00	0.00 %	0.00
	NGR1	940.23	798.79	84.96%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	764.18	749.84	98.12%	52,500.00	0.00 %	52,500.00
	CH06	1,214.63	1,129.27	92.97%	82,500.00	0.00 %	82,500.00
	CH05	1,105.16	968.02	87.59%	0.00	0.00 %	0.00
	CH08	889.46	754.74	84.85%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,016.30	919.38	90.46%	67,500.00	0.00 %	67,500.00
	CH07	930.22	819.55	88.10%	0.00	0.00 %	0.00
	CH04	1,207.40	1,045.50	86.59%	0.00	0.00 %	0.00
	CH09	772.37	661.30	85.62%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	297.12	184.27	62.02%	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	379.89	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

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	68.28	109.44	0.00	160.27 %	85,886.30	40.00 %	34,354.52	0.00 %	34,354.52
ERD2	175.52	248.91	0.08	141.81 %	210,316.20	40.00 %	84,126.48	0.00 %	84,126.48
EDP1	52.59	74.19	0.00	141.06 %	45,959.40	40.00 %	18,383.76	0.00 %	18,383.76
APN1	65.91	87.51	0.10	132.77 %	107,845.10	40.00 %	43,138.04	0.00 %	43,138.04
HRR1	66.60	80.88	0.11	121.43 %	63,036.70	40.00 %	25,214.68	0.00 %	25,214.68
TCG1	63.79	76.00	0.26	119.14 %	53,101.20	30.00 %	15,930.36	0.00 %	15,930.36
ERD1	169.25	201.58	1.01	119.10 %	148,145.80	30.00 %	44,443.74	0.00 %	44,443.74
PMP1	79.13	93.87	0.11	118.63 %	55,922.30	30.00 %	16,776.69	0.00 %	16,776.69
VKL1	47.24	55.47	0.05	117.42 %	48,269.40	30.00 %	14,480.82	0.00 %	14,480.82
TRM1	125.05	144.79	0.64	115.79 %	105,048.60	30.00 %	31,514.58	0.00 %	31,514.58
SLM2	115.01	131.75	0.09	114.56 %	97,608.70	30.00 %	29,282.61	0.00 %	29,282.61
VPD1	137.98	153.04	0.00	110.91 %	184,799.30	30.00 %	55,439.79	0.00 %	55,439.79
PLC1	79.26	86.88	0.02	109.61 %	84,008.60	25.00 %	21,002.15	0.00 %	21,002.15
HSR2	185.08	202.56	0.13	109.45 %	170,300.90	25.00 %	42,575.23	0.00 %	42,575.23
KVP1	65.36	69.63	0.02	106.52 %	61,814.90	25.00 %	15,453.73	0.00 %	15,453.73
DPR1	49.92	53.15	0.01	106.47 %	38,540.80	25.00 %	9,635.20	0.00 %	9,635.20
SLM3	167.36	176.88	0.11	105.68 %	122,728.10	25.00 %	30,682.03	0.00 %	30,682.03
BMD1	67.32	70.97	0.06	105.43 %	77,006.20	25.00 %	19,251.55	0.00 %	19,251.55
NKL2	162.96	170.19	0.28	104.43 %	148,264.80	25.00 %	37,066.20	0.00 %	37,066.20
PDR1	47.86	49.92	0.07	104.31 %	59,394.40	25.00 %	14,848.60	0.00 %	14,848.60
RSP1	98.77	102.79	0.08	104.08 %	86,622.20	25.00 %	21,655.55	0.00 %	21,655.55
SGG1	51.25	53.26	0.20	103.93 %	41,506.20	25.00 %	10,376.55	0.00 %	10,376.55
OML1	114.29	115.73	0.00	101.25 %	103,839.90	25.00 %	25,959.98	0.00 %	25,959.98
SLM1	351.37	347.84	0.09	99.00 %	218,661.60	20.00 %	43,732.32	0.00 %	43,732.32
EPI1	114.88	113.07	0.04	98.42 %	101,260.80	20.00 %	20,252.16	0.00 %	20,252.16
ATU1	141.29	138.24	0.03	97.84 %	109,009.90	20.00 %	21,801.98	0.00 %	21,801.98
MCR1	128.16	122.65	0.00	95.70 %	102,097.90	20.00 %	20,419.58	0.00 %	20,419.58
CMI1	56.35	50.62	0.16	89.82 %	58,216.30	10.00 %	5,821.63	0.00 %	5,821.63
MTR1	137.96	119.52	0.02	86.63 %	85,383.50	10.00 %	8,538.35	0.00 %	8,538.35
DPR2	66.94	56.93	0.00	85.05 %	41,864.80	10.00 %	4,186.48	0.00 %	4,186.48
KRI1	100.67	84.92	0.00	84.35 %	38,903.60	10.00 %	3,890.36	0.00 %	3,890.36
KMM1	75.57	57.53	0.18	76.13 %	59,382.20	0.00 %		0.00 %	
HSR1	145.77	99.46	0.05	68.23 %	90,186.30	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	50.23	65.40	0.01	130.19 %	58,276.50	40.00 %	23,310.60	0.00 %	23,310.60
SLG1	71.78	89.77	0.00	125.06 %	71,076.00	40.00 %	28,430.40	0.00 %	28,430.40
WJP1	81.18	99.24	0.24	122.25 %	81,286.50	40.00 %	32,514.60	0.00 %	32,514.60
VNB1	85.90	105.00	0.00	122.24 %	75,168.60	40.00 %	30,067.44	0.00 %	30,067.44
CYR1	68.42	82.74	0.12	120.93 %	76,250.70	40.00 %	30,500.28	0.00 %	30,500.28
KPM2	304.15	366.07	0.04	120.36 %	243,173.20	40.00 %	97,269.28	0.00 %	97,269.28
ABR1	84.22	94.83	2.03	112.60 %	88,662.60	30.00 %	26,598.78	0.00 %	26,598.78
VSI1	91.73	102.04	0.23	111.24 %	106,510.10	30.00 %	31,953.03	0.00 %	31,953.03
PLR1	52.27	57.33	0.00	109.68 %	53,876.20	25.00 %	13,469.05	0.00 %	13,469.05
WJD1	95.10	103.84	0.14	109.20 %	111,847.10	25.00 %	27,961.78	0.00 %	27,961.78
CGM1	74.37	80.96	0.00	108.85 %	59,567.80	25.00 %	14,891.95	0.00 %	14,891.95
CPT1	53.33	57.15	0.02	107.17 %	58,709.00	25.00 %	14,677.25	0.00 %	14,677.25
AKM1	146.48	153.77	0.11	104.98 %	119,277.20	25.00 %	29,819.30	0.00 %	29,819.30
GDM1	80.56	84.38	0.09	104.75 %	77,952.00	25.00 %	19,488.00	0.00 %	19,488.00
TRR1	143.59	150.14	0.39	104.57 %	109,826.00	25.00 %	27,456.50	0.00 %	27,456.50
UGI1	65.21	67.63	0.18	103.71 %	58,492.00	25.00 %	14,623.00	0.00 %	14,623.00
VEL1	128.50	130.49	0.06	101.55 %	122,057.30	25.00 %	30,514.33	0.00 %	30,514.33
VEL2	150.04	146.35	0.05	97.54 %	167,746.00	20.00 %	33,549.20	0.00 %	33,549.20
KPM1	92.95	90.01	0.11	96.83 %	82,013.70	20.00 %	16,402.74	0.00 %	16,402.74
ANI1	55.97	54.16	0.11	96.76 %	47,393.20	20.00 %	9,478.64	0.00 %	9,478.64
TRT1	106.23	99.92	0.26	94.06 %	76,471.50	15.00 %	11,470.73	0.00 %	11,470.73
TRL1	158.08	145.85	0.05	92.26 %	174,800.00	15.00 %	26,220.00	0.00 %	26,220.00
ARC2	99.75	86.20	0.06	86.42 %	69,395.50	10.00 %	6,939.55	0.00 %	6,939.55
PTU1	34.72	29.55	0.06	85.09 %	27,006.10	10.00 %	2,700.61	0.00 %	2,700.61
SBR1	196.15	138.66	0.11	70.69 %	165,858.00	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	119.46	236.90	0.21	198.32 %	169,452.10	40.00 %	67,780.84	0.00 %	67,780.84
KKD3	93.21	146.02	0.42	156.66 %	184,033.10	40.00 %	73,613.24	0.00 %	73,613.24
DGL2	60.61	77.07	0.09	127.15 %	68,866.60	40.00 %	27,546.64	0.00 %	27,546.64
PNI1	39.28	49.26	0.56	125.40 %	37,548.70	40.00 %	15,019.48	0.00 %	15,019.48
KPT1	54.13	67.03	0.13	123.85 %	69,444.60	40.00 %	27,777.84	0.00 %	27,777.84
KYK1	50.19	61.19	0.14	121.91 %	64,397.10	40.00 %	25,758.84	0.00 %	25,758.84
BTU1	44.53	53.96	0.36	121.19 %	53,081.50	40.00 %	21,232.60	0.00 %	21,232.60
PKM1	44.73	53.50	0.13	119.61 %	57,978.80	30.00 %	17,393.64	0.00 %	17,393.64
PVI1	76.60	91.06	0.01	118.87 %	110,042.40	30.00 %	33,012.72	0.00 %	33,012.72
ADP1	80.48	92.48	0.17	114.91 %	89,810.60	30.00 %	26,943.18	0.00 %	26,943.18
TEN1	100.19	113.33	0.25	113.11 %	101,104.60	30.00 %	30,331.38	0.00 %	30,331.38
MLR1	69.85	78.80	0.04	112.81 %	70,604.90	30.00 %	21,181.47	0.00 %	21,181.47
TEN2	101.16	113.06	0.19	111.76 %	69,362.50	30.00 %	20,808.75	0.00 %	20,808.75
KRR1	119.16	127.32	0.06	106.85 %	109,528.60	25.00 %	27,382.15	0.00 %	27,382.15
TDI1	65.95	69.49	0.01	105.37 %	76,050.40	25.00 %	19,012.60	0.00 %	19,012.60
MDU1	542.93	567.25	0.12	104.48 %	305,791.10	25.00 %	76,447.78	0.00 %	76,447.78
USL1	91.28	94.55	0.08	103.58 %	89,963.50	25.00 %	22,490.88	0.00 %	22,490.88
DKI1	100.54	103.91	0.02	103.36 %	133,050.70	25.00 %	33,262.68	0.00 %	33,262.68
SGP1	47.99	49.00	0.00	102.10 %	50,150.40	25.00 %	12,537.60	0.00 %	12,537.60
MDU2	262.62	260.24	0.20	99.10 %	178,165.50	20.00 %	35,633.10	0.00 %	35,633.10
BNR1	81.87	80.93	0.29	98.85 %	75,486.60	20.00 %	15,097.32	0.00 %	15,097.32
PNV1	44.69	43.99	0.06	98.45 %	46,877.90	20.00 %	9,375.58	0.00 %	9,375.58
TMM1	162.97	160.14	0.40	98.27 %	117,451.00	20.00 %	23,490.20	0.00 %	23,490.20
CBM1	122.90	120.43	0.05	97.99 %	98,786.80	20.00 %	19,757.36	0.00 %	19,757.36
DGL1	366.70	359.26	0.08	97.97 %	272,402.40	20.00 %	54,480.48	0.00 %	54,480.48
ATG1	118.08	114.30	0.33	96.80 %	133,838.90	20.00 %	26,767.78	0.00 %	26,767.78
ODM1	69.73	66.71	0.31	95.68 %	46,088.70	20.00 %	9,217.74	0.00 %	9,217.74
SVG1	110.31	99.27	0.06	89.99 %	96,135.80	10.00 %	9,613.58	0.00 %	9,613.58
MPA1	121.64	108.84	0.08	89.48 %	123,212.50	10.00 %	12,321.25	0.00 %	12,321.25
CMR1	66.59	57.31	0.18	86.06 %	40,079.40	10.00 %	4,007.94	0.00 %	4,007.94
MDU4	101.30	84.55	0.31	83.47 %	66,570.60	10.00 %	6,657.06	0.00 %	6,657.06
NTM1	78.40	65.28	0.00	83.26 %	51,555.00	10.00 %	5,155.50	0.00 %	5,155.50
TPT1	93.15	72.34	0.21	77.67 %	127,784.10	0.00 %		0.00 %	
NKI1	99.94	77.52	0.27	77.57 %	102,970.60	0.00 %		0.00 %	
MNM1	65.96	50.76	0.07	76.95 %	61,217.80	0.00 %		0.00 %	
MDU3	160.31	119.98	0.24	74.84 %	75,527.20	0.00 %		0.00 %	
MDU5	91.86	64.78	0.06	70.52 %	78,120.40	0.00 %		0.00 %	
KKD2	63.93	18.33	0.17	28.67 %	22,616.10	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	42.82	161.91	0.02	378.13 %	96,527.80	40.00 %	38,611.12	0.00 %	38,611.12
TRY3	91.14	120.21	0.07	131.90 %	80,434.60	40.00 %	32,173.84	0.00 %	32,173.84
TVR1	49.48	63.84	0.00	129.02 %	57,142.50	40.00 %	22,857.00	0.00 %	22,857.00
KRN1	64.19	81.76	0.02	127.37 %	77,703.30	40.00 %	31,081.32	0.00 %	31,081.32
TVR2	128.92	161.54	0.05	125.30 %	125,505.20	40.00 %	50,202.08	0.00 %	50,202.08
MDI1	100.94	119.01	0.16	117.91 %	99,527.10	30.00 %	29,858.13	0.00 %	29,858.13
MVM1	146.63	170.40	0.01	116.21 %	175,609.00	30.00 %	52,682.70	0.00 %	52,682.70
TYR1	139.98	157.94	0.03	112.84 %	103,435.40	30.00 %	31,030.62	0.00 %	31,030.62
PBR1	68.49	72.10	0.00	105.27 %	60,264.80	25.00 %	15,066.20	0.00 %	15,066.20
TNJ2	170.73	172.75	0.01	101.19 %	127,855.70	25.00 %	31,963.93	0.00 %	31,963.93
PDK1	73.91	72.84	0.23	98.55 %	61,640.60	20.00 %	12,328.12	0.00 %	12,328.12
JKM1	115.97	114.08	0.00	98.37 %	82,401.80	20.00 %	16,480.36	0.00 %	16,480.36
TRY2	63.76	61.69	0.04	96.76 %	46,625.20	20.00 %	9,325.04	0.00 %	9,325.04
ORU1	64.98	62.43	0.07	96.07 %	69,257.00	20.00 %	13,851.40	0.00 %	13,851.40
AYR1	90.98	86.90	0.01	95.51 %	61,571.20	20.00 %	12,314.24	0.00 %	12,314.24
TNJ1	216.36	205.35	0.15	94.91 %	145,277.90	15.00 %	21,791.69	0.00 %	21,791.69
NMM1	77.54	73.26	0.05	94.47 %	85,047.50	15.00 %	12,757.13	0.00 %	12,757.13
TTP1	119.88	112.06	0.02	93.48 %	115,913.10	15.00 %	17,386.97	0.00 %	17,386.97
MSI1	90.96	83.60	0.08	91.91 %	68,299.40	15.00 %	10,244.91	0.00 %	10,244.91
KIK1	73.62	67.57	0.00	91.78 %	72,940.90	15.00 %	10,941.14	0.00 %	10,941.14
PBR2	220.47	202.18	0.08	91.70 %	149,388.50	15.00 %	22,408.28	0.00 %	22,408.28
NGT1	117.98	107.45	0.06	91.08 %	111,319.60	15.00 %	16,697.94	0.00 %	16,697.94
KUM1	189.45	161.54	0.10	85.27 %	132,536.70	10.00 %	13,253.67	0.00 %	13,253.67
PTK1	155.14	122.01	0.12	78.65 %	99,899.90	0.00 %		0.00 %	
APM1	46.18	35.74	0.12	77.40 %	45,638.10	0.00 %		0.00 %	
NCK1	59.21	42.11	0.01	71.13 %	39,567.40	0.00 %		0.00 %	
TRY1	699.92	489.92	0.07	70.00 %	328,840.30	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	39.50	62.88	0.50	159.20 %	87,567.70	40.00 %	35,027.08	0.00 %	35,027.08
PPI1	52.24	77.38	0.02	148.11 %	96,142.80	40.00 %	38,457.12	0.00 %	38,457.12
GBM1	62.91	92.04	0.42	146.32 %	56,035.10	40.00 %	22,414.04	0.00 %	22,414.04
KGM1	45.88	60.37	0.08	131.57 %	63,972.10	40.00 %	25,588.84	0.00 %	25,588.84
TPR4	45.06	58.55	0.05	129.95 %	51,279.50	40.00 %	20,511.80	0.00 %	20,511.80
MPM1	73.80	91.82	0.04	124.42 %	113,605.00	40.00 %	45,442.00	0.00 %	45,442.00
TPR3	67.18	80.98	0.02	120.54 %	116,415.40	40.00 %	46,566.16	0.00 %	46,566.16
AVI1	67.42	79.74	0.00	118.27 %	68,670.90	30.00 %	20,601.27	0.00 %	20,601.27
SUL1	68.28	78.51	0.09	114.98 %	112,196.60	30.00 %	33,658.98	0.00 %	33,658.98
PDM1	47.36	53.11	0.01	112.15 %	50,233.60	30.00 %	15,070.08	0.00 %	15,070.08
ANR1	22.55	25.00	0.24	110.88 %	28,418.70	30.00 %	8,525.61	0.00 %	8,525.61
CBE2	420.81	439.91	0.06	104.54 %	333,571.70	25.00 %	83,392.93	0.00 %	83,392.93
CBE6	88.17	86.09	0.07	97.64 %	85,579.30	20.00 %	17,115.86	0.00 %	17,115.86
SYM2	77.88	75.47	0.04	96.91 %	72,155.40	20.00 %	14,431.08	0.00 %	14,431.08
CNR1	65.51	62.31	0.00	95.10 %	64,613.50	20.00 %	12,922.70	0.00 %	12,922.70
GDR1	74.29	70.26	0.31	94.58 %	54,234.60	15.00 %	8,135.19	0.00 %	8,135.19
KMR1	164.14	153.27	0.02	93.38 %	175,141.70	15.00 %	26,271.26	0.00 %	26,271.26
KGI1	84.77	76.80	0.00	90.59 %	51,521.60	15.00 %	7,728.24	0.00 %	7,728.24
DPM2	92.73	83.72	0.01	90.28 %	81,528.30	15.00 %	12,229.25	0.00 %	12,229.25
CBE1	70.34	63.29	0.04	89.99 %	79,602.00	10.00 %	7,960.20	0.00 %	7,960.20
TPR2	172.17	142.41	0.01	82.72 %	96,213.90	10.00 %	9,621.39	0.00 %	9,621.39
TPR1	142.18	112.33	0.30	79.00 %	90,477.00	0.00 %		0.00 %	
SNR1	93.61	73.53	0.09	78.55 %	68,435.20	0.00 %		0.00 %	
CBE5	61.21	48.04	0.05	78.48 %	69,860.10	0.00 %		0.00 %	
CBE4	141.99	105.31	0.12	74.17 %	123,273.90	0.00 %		0.00 %	
PLI1	148.87	109.40	0.08	73.49 %	96,180.80	0.00 %		0.00 %	
UAM1	170.75	121.41	0.03	71.10 %	110,815.30	0.00 %		0.00 %	
CBE3	45.35	30.32	0.01	66.86 %	49,184.10	0.00 %		0.00 %	
UMP1	89.12	52.12	0.38	58.48 %	53,852.10	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	117.67	180.79	0.11	153.64 %	115,758.00	40.00 %	46,303.20	0.00 %	46,303.20
KLM1	116.58	126.13	0.15	108.19 %	143,858.30	25.00 %	35,964.58	0.00 %	35,964.58
ULP1	117.37	121.06	0.05	103.15 %	110,516.70	25.00 %	27,629.18	0.00 %	27,629.18
VPM2	115.86	116.29	0.19	100.37 %	105,463.60	25.00 %	26,365.90	0.00 %	26,365.90
TRK1	149.14	149.67	0.18	100.35 %	150,139.10	25.00 %	37,534.78	0.00 %	37,534.78
CUD1	227.67	222.87	0.17	97.89 %	211,043.80	20.00 %	42,208.76	0.00 %	42,208.76
PRT1	94.27	92.07	0.23	97.67 %	87,244.10	20.00 %	17,448.82	0.00 %	17,448.82
STP1	52.57	50.98	0.00	96.96 %	43,752.70	20.00 %	8,750.54	0.00 %	8,750.54
NVL2	138.38	134.12	0.14	96.92 %	143,897.20	20.00 %	28,779.44	0.00 %	28,779.44
KML1	66.10	62.75	0.52	94.94 %	60,773.60	15.00 %	9,116.04	0.00 %	9,116.04
CDM1	172.62	162.91	0.18	94.37 %	137,290.20	15.00 %	20,593.53	0.00 %	20,593.53
TDM1	103.47	96.67	0.07	93.43 %	75,120.40	15.00 %	11,268.06	0.00 %	11,268.06
MKM1	52.85	48.50	0.09	91.77 %	44,109.00	15.00 %	6,616.35	0.00 %	6,616.35
KKI2	153.83	137.24	0.19	89.21 %	105,790.60	10.00 %	10,579.06	0.00 %	10,579.06
POY2	179.08	157.05	0.07	87.70 %	125,591.10	10.00 %	12,559.11	0.00 %	12,559.11
POY1	200.37	169.29	0.18	84.49 %	177,195.30	10.00 %	17,719.53	0.00 %	17,719.53
TVM1	72.08	60.48	0.24	83.90 %	31,750.20	10.00 %	3,175.02	0.00 %	3,175.02
VPM1	46.86	36.97	0.16	78.89 %	33,104.20	0.00 %		0.00 %	
TVM2	107.64	71.83	0.00	66.73 %	42,028.30	0.00 %		0.00 %	
VCM1	72.47	41.70	0.00	57.54 %	37,939.50	0.00 %		0.00 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	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	68.47	100.98	0.07	147.47 %	112,844.30	40.00 %	45,137.72	0.00 %	45,137.72
ARM1	71.75	90.78	0.50	126.53 %	74,073.80	40.00 %	29,629.52	0.00 %	29,629.52
KYR1	56.88	69.11	0.15	121.49 %	60,802.00	40.00 %	24,320.80	0.00 %	24,320.80
UDN1	69.21	79.86	0.16	115.40 %	72,966.60	30.00 %	21,889.98	0.00 %	21,889.98
RPM1	170.47	188.83	0.28	110.77 %	179,468.60	30.00 %	53,840.58	0.00 %	53,840.58
TCN1	113.02	122.80	0.29	108.65 %	120,989.80	25.00 %	30,247.45	0.00 %	30,247.45
TUT2	222.55	230.99	0.12	103.79 %	172,971.20	25.00 %	43,242.80	0.00 %	43,242.80
PKD1	150.39	155.90	0.14	103.66 %	152,956.60	25.00 %	38,239.15	0.00 %	38,239.15
TKS2	211.39	218.25	0.11	103.25 %	183,042.60	25.00 %	45,760.65	0.00 %	45,760.65
TUT1	580.95	592.51	0.21	101.99 %	602,281.90	25.00 %	150,570.48	0.00 %	150,570.48
TKS1	175.51	176.22	0.11	100.40 %	182,525.90	25.00 %	45,631.48	0.00 %	45,631.48
NGR1	342.31	342.23	0.69	99.98 %	253,339.10	20.00 %	50,667.82	0.00 %	50,667.82
ASM1	78.60	78.28	0.15	99.60 %	80,351.70	20.00 %	16,070.34	0.00 %	16,070.34
SKD1	66.20	65.84	0.11	99.45 %	62,390.00	20.00 %	12,478.00	0.00 %	12,478.00
SNL1	109.91	109.06	0.18	99.23 %	78,748.50	20.00 %	15,749.70	0.00 %	15,749.70
VNR1	73.54	72.60	0.00	98.73 %	69,138.00	20.00 %	13,827.60	0.00 %	13,827.60
VNR2	266.84	258.24	0.08	96.78 %	229,232.40	20.00 %	45,846.48	0.00 %	45,846.48
SGT1	50.84	49.02	0.34	96.42 %	39,408.20	20.00 %	7,881.64	0.00 %	7,881.64
TYI1	90.90	86.40	0.29	95.05 %	96,507.10	15.00 %	14,476.07	0.00 %	14,476.07
SDI1	80.31	75.63	0.38	94.16 %	69,759.00	15.00 %	10,463.85	0.00 %	10,463.85
APK1	121.10	110.25	0.03	91.04 %	118,880.70	15.00 %	17,832.11	0.00 %	17,832.11
MMT1	92.27	82.02	0.10	88.89 %	63,667.10	10.00 %	6,366.71	0.00 %	6,366.71
VKM1	74.15	65.88	0.05	88.84 %	86,903.60	10.00 %	8,690.36	0.00 %	8,690.36
SVK1	179.92	159.23	0.14	88.50 %	133,670.80	10.00 %	13,367.08	0.00 %	13,367.08
STU2	68.65	60.60	0.13	88.28 %	49,031.90	10.00 %	4,903.19	0.00 %	4,903.19
KVT1	287.13	252.01	0.39	87.77 %	294,090.80	10.00 %	29,409.08	0.00 %	29,409.08
KGL1	83.35	72.82	0.08	87.36 %	68,814.20	10.00 %	6,881.42	0.00 %	6,881.42
PDI1	85.65	71.38	0.16	83.35 %	64,695.10	10.00 %	6,469.51	0.00 %	6,469.51
TVL1	537.88	446.72	0.74	83.05 %	349,147.70	10.00 %	34,914.77	0.00 %	34,914.77
RND1	202.28	156.05	0.09	77.15 %	200,180.80	0.00 %		0.00 %	
VLY1	177.45	136.54	0.31	76.94 %	109,059.70	0.00 %		0.00 %	
TKY1	128.69	98.12	0.11	76.25 %	75,698.80	0.00 %		0.00 %	
KSM1	56.05	41.42	0.05	73.89 %	38,733.50	0.00 %		0.00 %	
APK2	135.47	99.99	0.24	73.81 %	106,802.50	0.00 %		0.00 %	
MAR1	198.50	139.51	0.25	70.28 %	113,257.50	0.00 %		0.00 %	
TVL2	51.24	34.63	0.14	67.59 %	17,455.00	0.00 %		0.00 %	
COL1	39.06	22.67	0.03	58.04 %	25,921.20	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)
CH19	150.16	184.62	0.16	122.94 %	161,914.20	40.00 %	64,765.68	0.00 %	64,765.68
TKM1	62.50	76.21	0.07	121.94 %	82,310.50	40.00 %	32,924.20	0.00 %	32,924.20
CH28	132.75	161.44	0.10	121.61 %	241,246.70	40.00 %	96,498.68	0.00 %	96,498.68
MC10	32.60	37.49	0.00	115.02 %	25,504.50	30.00 %	7,651.35	0.00 %	7,651.35
CH40	82.25	89.42	0.01	108.72 %	47,227.60	25.00 %	11,806.90	0.00 %	11,806.90
CH35	101.91	107.75	0.08	105.73 %	105,764.40	25.00 %	26,441.10	0.00 %	26,441.10
CH37	87.03	91.09	0.07	104.66 %	71,165.80	25.00 %	17,791.45	0.00 %	17,791.45
CH42	168.22	170.76	0.09	101.51 %	173,180.60	25.00 %	43,295.15	0.00 %	43,295.15
AVD1	189.78	189.25	0.34	99.72 %	146,675.80	20.00 %	29,335.16	0.00 %	29,335.16
MRM1	123.14	122.28	0.07	99.30 %	128,997.30	20.00 %	25,799.46	0.00 %	25,799.46
GUD1	110.77	109.53	0.06	98.88 %	159,080.90	20.00 %	31,816.18	0.00 %	31,816.18
GUD2	108.94	107.48	0.06	98.66 %	99,480.10	20.00 %	19,896.02	0.00 %	19,896.02
CH39	75.32	73.86	0.05	98.07 %	70,524.40	20.00 %	14,104.88	0.00 %	14,104.88
CH16	265.28	256.71	0.13	96.77 %	270,434.40	20.00 %	54,086.88	0.00 %	54,086.88
CGL1	88.58	83.66	0.10	94.45 %	76,259.00	15.00 %	11,438.85	0.00 %	11,438.85
CH38	101.11	94.98	0.09	93.93 %	99,742.40	15.00 %	14,961.36	0.00 %	14,961.36
CH45	134.16	123.23	0.42	91.85 %	113,723.40	15.00 %	17,058.51	0.00 %	17,058.51
CH48	152.89	138.57	0.07	90.63 %	144,290.60	15.00 %	21,643.59	0.00 %	21,643.59
CH14	287.24	256.03	0.18	89.14 %	218,468.60	10.00 %	21,846.86	0.00 %	21,846.86
SKL1	103.50	89.96	0.28	86.92 %	107,481.60	10.00 %	10,748.16	0.00 %	10,748.16
CH22	117.50	100.62	0.12	85.64 %	107,076.60	10.00 %	10,707.66	0.00 %	10,707.66
CH08	278.75	224.15	0.06	80.41 %	315,026.90	10.00 %	31,502.69	0.00 %	31,502.69
CH05	237.21	188.17	0.12	79.33 %	165,341.00	0.00 %		0.00 %	
CH07	197.48	145.88	0.13	73.87 %	148,689.50	0.00 %		0.00 %	
KNR1	138.60	97.42	0.15	70.29 %	84,756.20	0.00 %		0.00 %	
CH11	149.03	104.26	0.19	69.96 %	102,860.30	0.00 %		0.00 %	
CH30	162.26	110.27	0.22	67.96 %	89,177.90	0.00 %		0.00 %	
CH26	39.73	25.46	0.04	64.09 %	25,344.00	0.00 %		0.00 %	
CH29	45.62	25.49	0.10	55.88 %	29,741.70	0.00 %		0.00 %	
MC09	25.04	10.64	0.21	42.50 %	5,352.30	0.00 %		0.00 %	
MC02	24.09	5.19	0.00	21.56 %	1,968.10	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	58.81	85.19	0.00	144.85 %	84,831.80	40.00 %	33,932.72	0.00 %	33,932.72
CH46	84.29	95.99	0.17	113.88 %	75,551.50	30.00 %	22,665.45	0.00 %	22,665.45
CH33	116.80	116.81	0.04	100.01 %	120,407.50	20.00 %	24,081.50	0.00 %	24,081.50
CH34	170.20	169.79	0.10	99.76 %	147,803.60	20.00 %	29,560.72	0.00 %	29,560.72
UK11	105.57	102.66	0.13	97.24 %	78,844.90	20.00 %	15,768.98	0.00 %	15,768.98
GPD1	121.55	117.94	0.10	97.03 %	74,595.80	20.00 %	14,919.16	0.00 %	14,919.16
CH06	162.09	155.60	0.16	96.00 %	131,912.60	20.00 %	26,382.52	0.00 %	26,382.52
CH12	218.01	206.70	0.19	94.81 %	224,591.90	15.00 %	33,688.79	0.00 %	33,688.79
CH23	59.72	56.05	0.00	93.85 %	67,993.20	15.00 %	10,198.98	0.00 %	10,198.98
CH24	144.04	132.55	0.29	92.02 %	141,717.80	15.00 %	21,257.67	0.00 %	21,257.67
CH18	167.80	153.17	0.00	91.28 %	197,929.00	15.00 %	29,689.35	0.00 %	29,689.35
CH44	128.82	116.90	0.03	90.74 %	101,493.30	15.00 %	15,224.00	0.00 %	15,224.00
CH43	125.58	113.26	0.15	90.19 %	137,813.70	15.00 %	20,672.06	0.00 %	20,672.06
CH21	273.37	243.93	0.18	89.23 %	181,558.70	10.00 %	18,155.87	0.00 %	18,155.87
CH32	25.40	22.59	0.13	88.96 %	12,580.10	10.00 %	1,258.01	0.00 %	1,258.01
CH15	399.46	350.27	0.15	87.69 %	300,294.80	10.00 %	30,029.48	0.00 %	30,029.48
CH03	384.90	334.61	0.18	86.94 %	312,314.70	10.00 %	31,231.47	0.00 %	31,231.47
CH20	202.24	175.25	0.61	86.65 %	171,668.80	10.00 %	17,166.88	0.00 %	17,166.88
PON1	86.17	72.21	0.04	83.80 %	72,568.90	10.00 %	7,256.89	0.00 %	7,256.89
CH31	65.04	52.86	0.01	81.28 %	49,565.70	10.00 %	4,956.57	0.00 %	4,956.57
CH41	145.45	106.85	0.23	73.46 %	120,533.20	0.00 %		0.00 %	
CH09	158.54	113.54	0.14	71.61 %	131,136.40	0.00 %		0.00 %	
MC06	47.55	33.87	0.00	71.24 %	24,188.30	0.00 %		0.00 %	
MJR1	258.84	182.15	0.06	70.37 %	139,456.30	0.00 %		0.00 %	
CH27	59.80	40.63	0.21	67.95 %	43,882.90	0.00 %		0.00 %	
MC05	62.88	39.93	0.00	63.50 %	16,195.10	0.00 %		0.00 %	
CH36	81.89	50.22	0.02	61.32 %	33,516.10	0.00 %		0.00 %	
CH01	11.48	4.22	0.08	36.77 %	394.50	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	69.06	45.38	0.00	65.71 %	39,949.10	0.00 %		0.00 %	
TVP1	172.24	109.82	0.29	63.76 %	89,234.50	0.00 %		0.00 %	
KLR1	55.81	29.06	0.12	52.07 %	25,206.20	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	377.14	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 %	