

Accu.Target 21,307.28 L	Sales 14,960.52 L	Achieved % 70.21 %	HO Budget+ % 19.79 %	Total Com. 145.54 L
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Note : Sales Period is From :01-Sep-2025 To :22-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	227.47	255.53	112.33 %	0.00	19.79 %	0.00
SOUTH-01	3,871.55	2,824.72	72.96 %	0.00	19.79 %	0.00
TRICHY-01	2,190.99	1,557.66	71.09 %	0.00	19.79 %	0.00
WEST-02	1,902.48	1,340.56	70.46 %	0.00	19.79 %	0.00
WEST-01	1,563.69	1,089.01	69.64 %	0.00	19.79 %	0.00
NORTH ARCOT	1,704.22	1,158.65	67.99 %	0.00	19.79 %	0.00
CHENNAI-02	2,772.67	1,845.48	66.56 %	0.00	19.79 %	0.00
CHENNAI-01	2,919.93	1,913.98	65.55 %	0.00	19.79 %	0.00
SOUTH-03	2,467.86	1,613.11	65.36 %	0.00	19.79 %	0.00
SOUTH ARCOT	1,686.43	1,039.73	61.65 %	0.00	19.79 %	0.00
OTHERS	0.00	322.09	0.00 %	0.00	0.00 %	0.00
Total	21,307.28	14,960.52	70.21 %		19.79 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	227.47	255.53	112.33%	40,000.00	19.79 %	80,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	782.33	615.28	78.65%	0.00	19.79 %	45,000.00
	TKS1	576.14	441.78	76.68%	0.00	19.79 %	30,000.00
	NGR1	608.37	465.28	76.48%	0.00	19.79 %	30,000.00
	KVT1	650.00	483.72	74.42%	0.00	19.79 %	30,000.00
	TVL1	758.38	505.44	66.65%	0.00	19.79 %	0.00
	VNR1	496.33	313.21	63.11%	0.00	19.79 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	385.81	292.58	75.84%	0.00	19.79 %	15,000.00
	KUM1	462.40	335.15	72.48%	0.00	19.79 %	22,500.00
	TNJ1	487.88	349.17	71.57%	0.00	19.79 %	0.00
	TRY1	854.90	580.77	67.93%	0.00	19.79 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	401.07	331.17	82.57%	0.00	19.79 %	45,000.00
	HSR1	380.34	309.99	81.50%	0.00	19.79 %	45,000.00
	SLM1	593.87	402.51	67.78%	0.00	19.79 %	0.00
	ERD1	527.21	296.89	56.31%	0.00	19.79 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	191.50	151.76	79.25%	0.00	19.79 %	7,500.00
	UAM1	294.37	210.10	71.37%	0.00	19.79 %	0.00
	CBE1	675.36	478.65	70.87%	0.00	19.79 %	0.00
	PLI1	195.03	137.66	70.58%	0.00	19.79 %	0.00
	TPR1	207.42	110.84	53.44%	0.00	19.79 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	631.26	444.04	70.34%	0.00	19.79 %	0.00
	NA03	488.41	329.80	67.53%	0.00	19.79 %	0.00
	NA02	584.55	384.81	65.83%	0.00	19.79 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	756.62	549.52	72.63%	0.00	19.79 %	37,500.00
	CH01	746.27	507.15	67.96%	0.00	19.79 %	0.00
	CH07	725.00	451.78	62.31%	0.00	19.79 %	0.00
	CH09	544.79	337.03	61.86%	0.00	19.79 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	570.79	397.05	69.56%	0.00	19.79 %	0.00
	CH06	930.47	620.21	66.66%	0.00	19.79 %	0.00
	CH05	741.74	490.66	66.15%	0.00	19.79 %	0.00
	CH08	676.93	406.06	59.99%	0.00	19.79 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	486.09	375.47	77.24%	0.00	19.79 %	22,500.00
	SVG1	422.25	285.66	67.65%	0.00	19.79 %	0.00
	MDU2	735.69	459.56	62.47%	0.00	19.79 %	0.00
	KRR1	85.66	52.65	61.47%	0.00	19.79 %	0.00
	DGL1	738.16	439.76	59.58%	0.00	19.79 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	551.66	372.82	67.58%	0.00	19.79 %	0.00
	SA02	606.51	360.35	59.41%	0.00	19.79 %	0.00
	SA03	528.26	306.56	58.03%	0.00	19.79 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	15.72	0.00%	0.00	0.00 %	0.00
	CH02	0.00	113.75	0.00%	0.00	0.00 %	0.00
	HO01	0.00	110.11	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	22.15	0.00%	0.00	0.00 %	0.00
	NA01	0.00	0.62	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.74	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	22.98	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	15.30	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	20.71	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	44.87	62.51	0.14	139.32 %	47,403.80	40.00 %	18,961.52	19.79 %	18,961.52
TVP1	122.17	149.13	0.37	122.07 %	91,907.30	40.00 %	36,762.92	19.79 %	36,762.92
KLR1	60.44	43.90	0.22	72.63 %	38,273.90	0.00 %		19.79 %	5,741.09

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	52.00	58.32	0.07	112.15 %	62,115.90	30.00 %	18,634.77	19.79 %	24,846.36
TYI1	48.02	53.35	0.00	111.09 %	64,666.70	30.00 %	19,400.01	19.79 %	25,866.68
SKD1	33.14	33.60	0.10	101.39 %	41,054.90	25.00 %	10,263.73	19.79 %	16,421.96
SDI1	78.61	73.68	0.20	93.73 %	67,910.40	15.00 %	10,186.56	19.79 %	20,373.12
KYR1	34.01	31.49	0.37	92.60 %	27,440.80	15.00 %	4,116.12	19.79 %	8,232.24
RPM1	146.40	134.94	0.03	92.18 %	121,444.30	15.00 %	18,216.65	19.79 %	36,433.29
PKD1	57.87	52.34	0.05	90.45 %	66,128.70	15.00 %	9,919.31	19.79 %	19,838.61
KSM1	57.05	49.32	0.03	86.44 %	30,116.30	10.00 %	3,011.63	19.79 %	7,529.08
UDN1	45.64	38.81	0.36	85.04 %	34,442.00	10.00 %	3,444.20	19.79 %	8,610.50
ASM1	44.34	37.00	0.13	83.44 %	48,633.30	10.00 %	4,863.33	19.79 %	12,158.33
MAR1	116.67	95.57	0.10	81.92 %	73,803.50	10.00 %	7,380.35	19.79 %	18,450.88
VNR2	151.24	123.78	0.08	81.84 %	123,758.20	10.00 %	12,375.82	19.79 %	30,939.55
MMT1	57.05	45.32	0.00	79.44 %	46,663.90	0.00 %		19.79 %	9,332.78
TUT2	151.10	118.46	0.02	78.40 %	104,841.80	0.00 %		19.79 %	20,968.36
TKS2	121.76	93.96	0.12	77.17 %	77,565.70	0.00 %		19.79 %	15,513.14
VNR1	54.00	41.42	0.00	76.72 %	38,466.70	0.00 %		19.79 %	7,693.34
TCN1	80.62	61.75	0.01	76.59 %	65,212.40	0.00 %		19.79 %	13,042.48
VKM1	46.03	35.18	0.32	76.43 %	51,064.70	0.00 %		19.79 %	10,212.94
NGR1	235.33	178.94	0.51	76.04 %	131,723.60	0.00 %		19.79 %	19,758.54
PDI1	49.96	36.72	0.12	73.49 %	33,562.70	0.00 %		19.79 %	5,034.41
VLY1	107.37	77.48	0.31	72.16 %	68,451.20	0.00 %		19.79 %	6,845.12
TKS1	106.84	76.80	0.04	71.89 %	88,736.60	0.00 %		19.79 %	8,873.66
RND1	123.82	88.55	0.12	71.52 %	104,505.80	0.00 %		19.79 %	10,450.58
TKY1	67.17	47.82	0.15	71.19 %	52,232.00	0.00 %		19.79 %	5,223.20
SVK1	98.14	69.58	0.19	70.90 %	66,426.60	0.00 %		19.79 %	6,642.66
TUT1	404.95	284.60	0.10	70.28 %	303,443.70	0.00 %		19.79 %	30,344.37
SNL1	60.98	42.76	0.22	70.13 %	37,651.10	0.00 %		19.79 %	3,765.11
KVT1	253.12	171.94	0.08	67.93 %	230,147.90	0.00 %		19.79 %	23,014.79
STU2	41.04	27.85	0.23	67.87 %	31,516.30	0.00 %		19.79 %	3,151.63
TVL1	522.09	345.34	0.20	66.15 %	274,573.40	0.00 %		19.79 %	27,457.34
KGL1	49.93	32.84	0.14	65.76 %	27,129.60	0.00 %		19.79 %	2,712.96
COL1	25.16	15.46	0.50	61.44 %	20,298.90	0.00 %		19.79 %	
ARM1	47.25	28.58	0.42	60.49 %	28,718.90	0.00 %		19.79 %	
APK1	74.18	37.96	0.11	51.18 %	53,014.10	0.00 %		19.79 %	
TVL2	37.33	17.04	0.08	45.65 %	9,097.20	0.00 %		19.79 %	
SGT1	72.57	25.68	0.00	35.38 %	19,266.60	0.00 %		19.79 %	
APK2	118.79	40.47	0.34	34.07 %	41,143.30	0.00 %		19.79 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRN1	37.42	36.30	0.06	97.00 %	41,812.50	20.00 %	8,362.50	19.79 %	16,725.00
PDK1	36.64	35.00	0.00	95.52 %	32,815.20	20.00 %	6,563.04	19.79 %	9,844.56
MSI1	38.75	36.47	0.08	94.11 %	37,277.30	15.00 %	5,591.60	19.79 %	11,183.19
ORU1	43.88	38.40	0.29	87.53 %	40,895.80	10.00 %	4,089.58	19.79 %	10,223.95
TYR1	75.39	64.99	0.08	86.20 %	50,034.00	10.00 %	5,003.40	19.79 %	12,508.50
PTK1	89.49	75.12	0.17	83.95 %	79,328.80	10.00 %	7,932.88	19.79 %	19,832.20
TVR1	36.73	30.47	0.07	82.95 %	28,864.00	10.00 %	2,886.40	19.79 %	7,216.00
NGT1	80.02	66.10	0.01	82.60 %	66,086.10	10.00 %	6,608.61	19.79 %	16,521.53
TTP1	57.22	46.57	0.21	81.38 %	44,494.30	10.00 %	4,449.43	19.79 %	11,123.58
MDI1	65.66	51.02	0.00	77.71 %	50,887.70	0.00 %		19.79 %	10,177.54
TVR2	98.71	74.04	0.15	75.00 %	63,509.20	0.00 %		19.79 %	9,526.38
MVM1	101.30	75.15	0.09	74.18 %	97,786.90	0.00 %		19.79 %	14,668.04
AYR1	53.34	39.44	0.00	73.95 %	32,478.70	0.00 %		19.79 %	4,871.81
KUM1	119.61	86.35	0.08	72.19 %	86,046.70	0.00 %		19.79 %	8,604.67
TNJ2	97.61	69.54	0.26	71.25 %	63,159.00	0.00 %		19.79 %	6,315.90
PBR2	130.20	91.69	0.15	70.42 %	74,671.70	0.00 %		19.79 %	7,467.17
TRY1	442.08	304.82	0.14	68.95 %	208,396.20	0.00 %		19.79 %	20,839.62
JKM1	63.70	42.40	0.35	66.57 %	41,509.90	0.00 %		19.79 %	4,150.99
KIK1	71.30	46.04	0.00	64.57 %	42,960.10	0.00 %		19.79 %	4,296.01
NMM1	54.52	34.58	0.27	63.43 %	48,303.00	0.00 %		19.79 %	
NCK1	42.35	26.74	0.00	63.13 %	28,760.60	0.00 %		19.79 %	
TNJ1	147.69	84.44	0.19	57.17 %	69,900.10	0.00 %		19.79 %	
PBR1	43.78	24.08	0.00	55.00 %	22,997.90	0.00 %		19.79 %	
TRY2	43.33	21.62	0.00	49.89 %	14,360.60	0.00 %		19.79 %	
APM1	38.90	19.19	0.46	49.34 %	23,210.60	0.00 %		19.79 %	
TRY3	81.36	37.10	0.15	45.60 %	34,579.50	0.00 %		19.79 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	34.60	44.44	0.00	128.45 %	41,979.70	40.00 %	16,791.88	19.79 %	16,791.88
PMP1	39.37	41.94	0.14	106.51 %	26,062.10	25.00 %	6,515.53	19.79 %	10,424.84
OML1	52.20	51.22	0.15	98.13 %	47,028.60	20.00 %	9,405.72	19.79 %	18,811.44
TRM1	79.82	77.92	0.10	97.61 %	72,819.00	20.00 %	14,563.80	19.79 %	29,127.60
MCR1	50.01	48.04	0.25	96.08 %	51,928.10	20.00 %	10,385.62	19.79 %	15,578.43
EDP1	24.73	23.49	0.00	95.00 %	15,846.00	15.00 %	2,376.90	19.79 %	4,753.80
APN1	44.29	37.07	0.00	83.70 %	46,255.80	10.00 %	4,625.58	19.79 %	11,563.95
PLC1	36.57	29.80	0.09	81.48 %	22,674.20	10.00 %	2,267.42	19.79 %	5,668.55
VPD1	63.61	51.58	0.03	81.09 %	70,694.50	10.00 %	7,069.45	19.79 %	17,673.63
DPR1	31.72	25.19	0.03	79.41 %	20,953.40	0.00 %		19.79 %	4,190.68
BMD1	36.79	29.19	0.00	79.34 %	34,563.50	0.00 %		19.79 %	6,912.70
HSR2	110.44	86.44	0.04	78.26 %	69,908.30	0.00 %		19.79 %	13,981.66
HRR1	45.87	33.99	0.00	74.10 %	24,020.20	0.00 %		19.79 %	3,603.03
VKL1	33.90	24.18	0.42	71.33 %	26,266.20	0.00 %		19.79 %	2,626.62
HSR1	70.50	49.89	0.13	70.77 %	49,441.70	0.00 %		19.79 %	4,944.17
SLM2	56.58	39.03	0.04	68.98 %	32,226.50	0.00 %		19.79 %	3,222.65
KVP1	39.94	27.40	0.55	68.60 %	27,434.90	0.00 %		19.79 %	2,743.49
SLM3	88.80	60.04	0.11	67.61 %	44,304.00	0.00 %		19.79 %	4,430.40
ATU1	72.44	48.52	0.12	66.98 %	40,250.00	0.00 %		19.79 %	4,025.00
MTR1	62.86	40.71	0.00	64.77 %	37,345.00	0.00 %		19.79 %	3,734.50
ERD2	91.40	58.13	0.09	63.61 %	81,916.90	0.00 %		19.79 %	
EPI1	51.66	31.87	0.17	61.68 %	34,485.10	0.00 %		19.79 %	
KRI1	48.91	30.08	0.16	61.50 %	21,301.40	0.00 %		19.79 %	
DPR2	41.79	24.90	0.00	59.58 %	21,710.20	0.00 %		19.79 %	
CMI1	29.16	16.96	0.00	58.18 %	22,235.50	0.00 %		19.79 %	
SLM1	191.75	110.91	0.11	57.84 %	72,674.20	0.00 %		19.79 %	
TCG1	44.03	25.32	0.00	57.51 %	21,217.10	0.00 %		19.79 %	
RSP1	49.98	27.52	0.04	55.07 %	30,716.10	0.00 %		19.79 %	
NKL2	93.22	50.77	0.04	54.47 %	65,810.40	0.00 %		19.79 %	
ERD1	87.46	47.27	0.54	54.05 %	49,332.70	0.00 %		19.79 %	
PDR1	34.24	17.83	0.02	52.06 %	24,368.30	0.00 %		19.79 %	
KMM1	37.11	18.31	0.24	49.34 %	21,256.20	0.00 %		19.79 %	
SGG1	26.71	10.58	0.42	39.63 %	13,084.00	0.00 %		19.79 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	23.99	32.82	0.04	136.76 %	42,575.70	40.00 %	17,030.28	19.79 %	17,030.28
SYM2	29.08	27.88	0.00	95.89 %	34,563.10	20.00 %	6,912.62	19.79 %	10,368.93
KMR1	78.65	74.86	0.34	95.18 %	86,822.60	20.00 %	17,364.52	19.79 %	26,046.78
GBM1	38.30	35.78	0.09	93.41 %	28,639.90	15.00 %	4,295.99	19.79 %	8,591.97
CBE3	21.55	19.18	0.01	89.01 %	30,802.70	10.00 %	3,080.27	19.79 %	9,240.81
KGI1	43.63	38.76	0.00	88.84 %	26,259.30	10.00 %	2,625.93	19.79 %	7,877.79
KGM1	29.13	25.42	0.50	87.27 %	25,179.90	10.00 %	2,517.99	19.79 %	6,294.98
SNR1	49.93	40.79	0.19	81.69 %	52,717.10	10.00 %	5,271.71	19.79 %	13,179.28
DPM2	36.98	29.01	0.00	78.44 %	37,174.90	0.00 %		19.79 %	7,434.98
CBE5	36.95	28.29	0.07	76.59 %	55,234.40	0.00 %		19.79 %	11,046.88
PDM1	25.29	19.09	0.01	75.47 %	22,106.10	0.00 %		19.79 %	3,315.92
TPR3	44.65	33.69	0.05	75.45 %	56,785.30	0.00 %		19.79 %	8,517.80
UAM1	91.14	67.95	0.04	74.56 %	61,182.50	0.00 %		19.79 %	9,177.38
GDR1	35.95	26.28	0.01	73.10 %	19,208.30	0.00 %		19.79 %	2,881.25
SUL1	34.51	24.58	0.03	71.23 %	38,036.20	0.00 %		19.79 %	3,803.62
KMD1	39.92	28.15	0.00	70.51 %	49,816.80	0.00 %		19.79 %	4,981.68
TPR1	68.93	48.30	0.16	70.07 %	41,435.70	0.00 %		19.79 %	4,143.57
CBE2	241.45	169.07	0.10	70.02 %	159,344.30	0.00 %		19.79 %	15,934.43
ANR1	14.70	10.10	0.01	68.70 %	14,286.00	0.00 %		19.79 %	1,428.60
UMP1	37.61	24.92	0.13	66.26 %	25,069.50	0.00 %		19.79 %	2,506.95
CBE6	62.55	40.76	0.00	65.16 %	50,980.20	0.00 %		19.79 %	5,098.02
CBE1	50.11	30.41	0.00	60.69 %	47,243.00	0.00 %		19.79 %	
CNR1	36.81	22.31	0.00	60.62 %	21,070.00	0.00 %		19.79 %	
PLI1	66.02	39.23	0.25	59.41 %	47,928.70	0.00 %		19.79 %	
AVI1	41.15	23.89	0.29	58.04 %	26,842.10	0.00 %		19.79 %	
MPM1	46.93	26.64	0.14	56.78 %	38,240.10	0.00 %		19.79 %	
CBE4	99.66	50.70	0.06	50.88 %	69,142.70	0.00 %		19.79 %	
TPR4	44.27	21.30	0.00	48.11 %	21,579.20	0.00 %		19.79 %	
TPR2	93.84	28.85	0.17	30.74 %	25,514.70	0.00 %		19.79 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	43.76	41.42	0.25	94.65 %	36,128.20	15.00 %	5,419.23	19.79 %	10,838.46
ABR1	60.60	50.83	0.31	83.88 %	48,131.90	10.00 %	4,813.19	19.79 %	12,032.98
KPM2	183.65	148.43	0.02	80.82 %	115,126.80	10.00 %	11,512.68	19.79 %	28,781.70
ANI1	38.32	30.88	0.12	80.58 %	28,556.80	10.00 %	2,855.68	19.79 %	7,139.20
BGR1	38.10	30.01	0.06	78.78 %	31,265.20	0.00 %		19.79 %	6,253.04
VEL2	100.47	76.08	0.22	75.73 %	77,284.30	0.00 %		19.79 %	11,592.65
AKM1	64.56	48.35	0.16	74.90 %	53,677.20	0.00 %		19.79 %	8,051.58
VSI1	52.92	39.40	0.10	74.44 %	48,417.90	0.00 %		19.79 %	7,262.69
SBR1	92.83	68.93	0.07	74.25 %	80,302.30	0.00 %		19.79 %	12,045.35
TRR1	99.98	73.17	0.17	73.19 %	64,206.10	0.00 %		19.79 %	9,630.92
WJP1	51.19	37.44	0.06	73.14 %	34,984.70	0.00 %		19.79 %	5,247.71
SLG1	38.22	27.52	0.14	71.99 %	30,842.90	0.00 %		19.79 %	3,084.29
PTU1	23.00	16.35	0.00	71.05 %	13,513.70	0.00 %		19.79 %	1,351.37
CYR1	39.80	27.17	0.09	68.28 %	29,285.40	0.00 %		19.79 %	2,928.54
GDM1	57.38	38.24	0.25	66.65 %	37,639.30	0.00 %		19.79 %	3,763.93
ARC2	77.54	51.46	0.17	66.36 %	46,363.40	0.00 %		19.79 %	4,636.34
KPM1	67.99	43.28	0.93	63.66 %	40,047.50	0.00 %		19.79 %	
CPT1	29.78	18.73	0.01	62.88 %	23,225.00	0.00 %		19.79 %	
TRL1	126.49	79.43	0.15	62.79 %	92,358.10	0.00 %		19.79 %	
UGI1	39.66	23.66	0.00	59.66 %	19,398.00	0.00 %		19.79 %	
VEL1	99.44	58.19	0.06	58.51 %	57,975.90	0.00 %		19.79 %	
TRT1	47.40	25.79	0.16	54.41 %	19,775.70	0.00 %		19.79 %	
WJD1	108.22	57.03	0.15	52.70 %	58,693.30	0.00 %		19.79 %	
CGM1	76.33	31.66	0.00	41.48 %	24,388.50	0.00 %		19.79 %	
PLR1	46.62	15.22	0.00	32.65 %	14,160.40	0.00 %		19.79 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	60.72	54.20	0.34	89.26 %	52,654.00	10.00 %	5,265.40	19.79 %	15,796.20
GPD1	67.22	56.43	0.20	83.95 %	42,151.60	10.00 %	4,215.16	19.79 %	10,537.90
CH12	141.58	114.43	0.25	80.83 %	125,381.90	10.00 %	12,538.19	19.79 %	31,345.48
CH24	115.72	88.79	0.17	76.73 %	92,738.40	0.00 %		19.79 %	18,547.68
CH21	190.78	143.67	0.18	75.31 %	111,364.40	0.00 %		19.79 %	16,704.66
CH17	57.19	42.21	0.40	73.81 %	41,781.40	0.00 %		19.79 %	6,267.21
MC06	32.75	23.28	0.07	71.09 %	11,277.40	0.00 %		19.79 %	1,127.74
CH33	88.45	62.87	0.98	71.08 %	81,208.70	0.00 %		19.79 %	8,120.87
MJR1	116.59	82.22	0.32	70.53 %	74,492.90	0.00 %		19.79 %	7,449.29
CH18	140.38	98.48	0.24	70.15 %	119,558.10	0.00 %		19.79 %	11,955.81
CH20	138.17	96.42	0.18	69.79 %	87,736.30	0.00 %		19.79 %	8,773.63
CH44	89.19	62.14	0.21	69.67 %	59,545.80	0.00 %		19.79 %	5,954.58
CH34	123.16	85.53	0.13	69.44 %	85,227.30	0.00 %		19.79 %	8,522.73
CH43	79.24	54.74	0.28	69.08 %	70,061.90	0.00 %		19.79 %	7,006.19
CH03	261.13	178.71	0.08	68.44 %	173,848.50	0.00 %		19.79 %	17,384.85
CH15	310.44	197.71	0.07	63.69 %	175,507.10	0.00 %		19.79 %	
MC05	46.54	28.31	0.00	60.82 %	9,592.20	0.00 %		19.79 %	
PON1	62.41	37.02	0.19	59.32 %	39,319.80	0.00 %		19.79 %	
CH23	53.07	31.21	0.00	58.82 %	32,997.80	0.00 %		19.79 %	
CH32	20.21	11.75	5.77	58.12 %	8,856.90	0.00 %		19.79 %	
CH41	89.46	51.40	0.09	57.45 %	71,950.70	0.00 %		19.79 %	
CH46	55.59	31.89	0.00	57.37 %	30,405.10	0.00 %		19.79 %	
CH31	58.86	32.15	0.07	54.62 %	34,618.20	0.00 %		19.79 %	
CH09	114.26	62.30	0.24	54.52 %	75,272.40	0.00 %		19.79 %	
CH06	122.78	65.87	0.27	53.65 %	67,478.60	0.00 %		19.79 %	
CH27	40.38	20.84	0.00	51.60 %	30,921.40	0.00 %		19.79 %	
CH36	67.27	25.02	0.00	37.19 %	28,544.80	0.00 %		19.79 %	
MC08	19.24	4.84	0.00	25.16 %	885.00	0.00 %		19.79 %	
CH01	9.88	1.04	0.00	10.49 %	900.80	0.00 %		19.79 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC10	28.25	28.56	0.00	101.09 %	12,657.80	25.00 %	3,164.45	19.79 %	5,063.12
CH35	56.20	54.08	0.21	96.22 %	53,851.00	20.00 %	10,770.20	19.79 %	16,155.30
CH45	86.36	72.20	0.15	83.60 %	68,159.20	10.00 %	6,815.92	19.79 %	17,039.80
CH30	87.74	72.03	0.34	82.09 %	41,846.00	10.00 %	4,184.60	19.79 %	10,461.50
CH42	121.42	96.71	0.16	79.65 %	109,527.40	0.00 %		19.79 %	21,905.48
CH37	39.97	31.22	0.09	78.12 %	30,580.30	0.00 %		19.79 %	6,116.06
TKM1	50.66	38.04	0.18	75.10 %	43,067.20	0.00 %		19.79 %	6,460.08
CH40	75.32	54.67	0.06	72.58 %	26,352.80	0.00 %		19.79 %	3,952.92
GUD1	92.52	65.68	0.15	70.99 %	94,400.90	0.00 %		19.79 %	9,440.09
CH11	104.07	72.51	0.05	69.67 %	71,244.40	0.00 %		19.79 %	7,124.44
CH16	200.06	138.84	0.27	69.40 %	160,549.30	0.00 %		19.79 %	16,054.93
CH28	111.80	77.34	0.15	69.18 %	122,989.60	0.00 %		19.79 %	12,298.96
SKL1	64.27	43.67	0.31	67.95 %	51,711.40	0.00 %		19.79 %	5,171.14
GUD2	89.28	59.87	0.23	67.06 %	50,299.90	0.00 %		19.79 %	5,029.99
CH38	75.99	49.63	0.13	65.31 %	58,741.10	0.00 %		19.79 %	5,874.11
CH19	138.09	87.72	0.29	63.53 %	100,878.20	0.00 %		19.79 %	
CH22	89.97	55.86	0.19	62.09 %	73,213.00	0.00 %		19.79 %	
CH48	134.23	83.27	0.10	62.03 %	92,773.00	0.00 %		19.79 %	
CH14	244.12	149.83	0.33	61.38 %	161,505.80	0.00 %		19.79 %	
CH08	190.11	114.75	0.11	60.36 %	159,241.00	0.00 %		19.79 %	
CGL1	69.62	41.30	0.29	59.32 %	35,705.70	0.00 %		19.79 %	
AVD1	116.49	68.61	0.11	58.90 %	70,183.90	0.00 %		19.79 %	
CH05	165.66	96.57	0.42	58.30 %	95,802.00	0.00 %		19.79 %	
CH26	31.56	18.32	1.40	58.03 %	20,017.60	0.00 %		19.79 %	
CH07	150.25	86.45	0.22	57.54 %	84,055.30	0.00 %		19.79 %	
CH39	73.80	42.32	0.19	57.34 %	46,548.90	0.00 %		19.79 %	
KNR1	78.70	42.07	0.13	53.46 %	44,995.90	0.00 %		19.79 %	
MRM1	89.82	47.73	0.49	53.14 %	50,510.30	0.00 %		19.79 %	
MC09	15.72	7.62	0.00	48.49 %	4,424.10	0.00 %		19.79 %	
CH29	27.60	12.69	0.00	45.99 %	14,909.40	0.00 %		19.79 %	
MC02	20.28	3.82	0.00	18.84 %	1,929.90	0.00 %		19.79 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	62.23	80.32	0.06	129.07 %	87,794.80	40.00 %	35,117.92	19.79 %	35,117.92
KYK1	31.38	35.26	0.96	112.37 %	40,505.10	30.00 %	12,151.53	19.79 %	16,202.04
ADP1	42.60	37.85	0.04	88.86 %	40,683.40	10.00 %	4,068.34	19.79 %	12,205.02
ATG1	80.11	70.36	0.00	87.83 %	67,581.90	10.00 %	6,758.19	19.79 %	16,895.48
MPA1	61.82	50.70	0.10	82.01 %	67,632.80	10.00 %	6,763.28	19.79 %	16,908.20
TPT1	53.82	44.07	0.00	81.88 %	76,039.10	10.00 %	7,603.91	19.79 %	19,009.78
PNV1	30.35	23.81	0.38	78.44 %	24,892.00	0.00 %		19.79 %	4,978.40
TDI1	44.56	34.52	0.17	77.47 %	40,327.10	0.00 %		19.79 %	8,065.42
USL1	50.15	37.56	0.13	74.90 %	37,197.20	0.00 %		19.79 %	5,579.58
TMM1	80.20	55.86	0.29	69.64 %	50,122.20	0.00 %		19.79 %	5,012.22
MLR1	41.71	28.32	0.00	67.89 %	27,288.00	0.00 %		19.79 %	2,728.80
BTU1	31.98	21.19	0.09	66.26 %	21,410.00	0.00 %		19.79 %	2,141.00
KPT1	47.20	31.24	0.29	66.19 %	30,288.10	0.00 %		19.79 %	3,028.81
MDU6	117.17	77.11	0.04	65.81 %	68,270.60	0.00 %		19.79 %	6,827.06
ODM1	42.18	27.72	0.00	65.71 %	20,037.50	0.00 %		19.79 %	2,003.75
DKI1	85.46	55.35	0.00	64.77 %	59,737.70	0.00 %		19.79 %	5,973.77
MDU2	137.12	88.02	0.25	64.19 %	74,494.40	0.00 %		19.79 %	
TEN2	64.23	41.11	0.10	64.00 %	32,191.90	0.00 %		19.79 %	
TEN1	64.57	40.42	0.71	62.59 %	42,783.10	0.00 %		19.79 %	
CMR1	37.69	23.56	1.91	62.51 %	16,739.00	0.00 %		19.79 %	
DGL1	157.81	97.46	1.11	61.76 %	105,887.80	0.00 %		19.79 %	
CBM1	62.96	38.78	0.17	61.59 %	42,760.40	0.00 %		19.79 %	
NTM1	46.43	28.53	0.05	61.45 %	22,522.10	0.00 %		19.79 %	
BNR1	50.37	30.90	0.59	61.34 %	31,542.90	0.00 %		19.79 %	
SVG1	59.87	34.66	0.36	57.89 %	35,295.70	0.00 %		19.79 %	
PKM1	39.25	22.64	0.06	57.68 %	22,481.10	0.00 %		19.79 %	
MNM1	41.37	23.75	0.00	57.42 %	47,188.50	0.00 %		19.79 %	
KRR1	43.48	24.94	0.01	57.35 %	25,668.30	0.00 %		19.79 %	
MDU4	61.96	35.42	0.18	57.17 %	32,735.80	0.00 %		19.79 %	
MDU1	319.88	182.72	0.14	57.12 %	131,371.60	0.00 %		19.79 %	
PNI1	38.64	21.40	1.14	55.38 %	17,575.30	0.00 %		19.79 %	
SGP1	30.18	16.57	0.76	54.89 %	24,047.00	0.00 %		19.79 %	
MDU5	55.10	29.05	0.35	52.73 %	40,442.90	0.00 %		19.79 %	
DGL2	58.48	29.90	0.16	51.13 %	35,487.30	0.00 %		19.79 %	
MDU3	97.01	46.39	0.18	47.82 %	37,880.30	0.00 %		19.79 %	
NKI1	40.51	18.93	0.37	46.73 %	24,595.30	0.00 %		19.79 %	
KKD2	58.01	26.72	0.19	46.07 %	41,022.40	0.00 %		19.79 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ULP1	81.99	70.75	0.11	86.29 %	60,032.90	10.00 %	6,003.29	19.79 %	15,008.23
KLM1	76.34	63.43	0.32	83.09 %	75,425.50	10.00 %	7,542.55	19.79 %	18,856.38
VPM2	86.48	63.73	0.55	73.70 %	52,007.20	0.00 %		19.79 %	7,801.08
SJI1	83.86	61.33	0.00	73.13 %	48,723.30	0.00 %		19.79 %	7,308.50
KML1	45.56	32.87	0.12	72.15 %	28,975.50	0.00 %		19.79 %	2,897.55
POY1	137.24	98.52	0.18	71.79 %	107,987.50	0.00 %		19.79 %	10,798.75
CUD1	159.11	110.81	0.92	69.64 %	111,145.40	0.00 %		19.79 %	11,114.54
CDM1	95.38	63.22	0.23	66.29 %	61,929.70	0.00 %		19.79 %	6,192.97
PRT1	69.17	45.71	0.12	66.08 %	42,334.80	0.00 %		19.79 %	4,233.48
VPM1	36.32	22.17	0.00	61.04 %	19,236.70	0.00 %		19.79 %	
MKM1	44.51	24.95	0.15	56.06 %	26,097.80	0.00 %		19.79 %	
POY2	134.46	75.10	0.39	55.85 %	69,595.90	0.00 %		19.79 %	
TRK1	108.74	58.77	0.74	54.05 %	66,612.40	0.00 %		19.79 %	
TVM1	49.40	26.47	0.04	53.59 %	16,481.10	0.00 %		19.79 %	
VCM1	51.85	26.77	0.00	51.63 %	21,594.00	0.00 %		19.79 %	
TVM2	72.80	36.70	0.04	50.42 %	25,728.00	0.00 %		19.79 %	
KKI2	101.49	50.55	0.32	49.81 %	48,362.70	0.00 %		19.79 %	
NVL2	120.07	52.67	0.29	43.86 %	54,118.20	0.00 %		19.79 %	
STP1	41.01	17.81	0.06	43.44 %	12,499.10	0.00 %		19.79 %	
TDM1	90.66	37.38	0.16	41.23 %	28,234.70	0.00 %		19.79 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	60.96	0.10	0.00 %	9,894.80	0.00 %		0.00 %	
GHUB	0.00	106.16	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.96	0.00	0.00 %	0.00	0.00 %		0.00 %	
NASD	0.00	0.62	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	20.71	0.23	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	22.15	0.14	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	15.72	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	22.98	0.46	0.00 %	0.00	0.00 %		0.00 %	