

Accu.Target 34,287.69 L	Sales 33,501.20 L	Achieved % 97.71 %	HO Budget+ % 0.00 %	Total Com. 295.37 L
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Note : Sales Period is From :01-Oct-2025 To :22-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	3,745.00	4,032.36	107.67 %	0.00	0.00 %	0.00
NORTH ARCOT	2,693.30	2,805.68	104.17 %	168,000.00	0.00 %	168,000.00
SOUTH-03	4,384.51	4,459.23	101.70 %	264,000.00	0.00 %	264,000.00
TRICHY-01	3,645.31	3,544.56	97.24 %	0.00	0.00 %	0.00
WEST-01	2,929.22	2,792.82	95.34 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,469.12	2,342.26	94.86 %	69,000.00	0.00 %	69,000.00
SOUTH-01	5,834.07	5,453.19	93.47 %	0.00	0.00 %	0.00
CHENNAI-01	4,162.65	3,721.49	89.40 %	0.00	0.00 %	0.00
CHENNAI-02	4,113.25	3,576.09	86.94 %	0.00	0.00 %	0.00
KL-SOUTH	311.26	192.62	61.88 %	0.00	0.00 %	0.00
OTHERS	0.00	580.90	0.00 %	0.00	0.00 %	0.00
Total	34,287.69	33,501.20	97.71 %		0.00 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	993.74	1,143.84	115.10%	220,000.00	0.00 %	220,000.00
	SLM1	1,200.99	1,300.55	108.29%	195,000.00	0.00 %	195,000.00
	HSR1	758.02	777.83	102.61%	105,000.00	0.00 %	105,000.00
	MTR1	792.26	810.14	102.26%	120,000.00	0.00 %	120,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	988.94	1,072.55	108.45%	150,000.00	0.00 %	150,000.00
	NA02	837.51	902.87	107.80%	135,000.00	0.00 %	135,000.00
	NA03	866.85	830.27	95.78%	60,000.00	0.00 %	60,000.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,253.88	1,332.94	106.31%	195,000.00	0.00 %	195,000.00
	SVG1	762.58	781.16	102.44%	105,000.00	0.00 %	105,000.00
	KRR1	197.88	200.69	101.42%	30,000.00	0.00 %	30,000.00
	DGL1	1,363.40	1,347.85	98.86%	97,500.00	0.00 %	97,500.00
	KKD2	806.76	796.58	98.74%	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	915.06	932.95	101.95%	135,000.00	0.00 %	135,000.00
	KUM1	773.70	748.66	96.76%	52,500.00	0.00 %	52,500.00
	TNJ1	871.48	834.96	95.81%	60,000.00	0.00 %	60,000.00
	TRY1	1,085.06	1,028.00	94.74%	75,000.00	0.00 %	75,000.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	343.68	425.99	123.95%	120,000.00	0.00 %	120,000.00
	UAM1	532.85	510.98	95.90%	37,500.00	0.00 %	37,500.00
	CBE1	1,208.84	1,115.93	92.31%	82,500.00	0.00 %	82,500.00
	TPR1	399.70	363.90	91.04%	22,500.00	0.00 %	22,500.00
	PLI1	444.15	376.02	84.66%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	746.67	743.38	99.56%	52,500.00	0.00 %	52,500.00
	SA02	908.92	843.73	92.83%	60,000.00	0.00 %	60,000.00
	SA01	813.53	755.15	92.82%	52,500.00	0.00 %	52,500.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,199.63	1,269.40	105.82%	180,000.00	0.00 %	180,000.00
	TKS1	811.03	812.64	100.20%	120,000.00	0.00 %	120,000.00
	KVT1	1,063.96	983.98	92.48%	67,500.00	0.00 %	67,500.00
	VNR1	813.86	742.66	91.25%	52,500.00	0.00 %	52,500.00
	TVL1	960.58	824.06	85.79%	0.00	0.00 %	0.00
	NGR1	985.00	820.45	83.29%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	800.57	783.63	97.88%	52,500.00	0.00 %	52,500.00
	CH06	1,272.47	1,162.15	91.33%	82,500.00	0.00 %	82,500.00
	CH05	1,157.79	999.16	86.30%	0.00	0.00 %	0.00
	CH08	931.82	776.56	83.34%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,064.69	948.16	89.05%	0.00	0.00 %	0.00
	CH07	974.51	845.62	86.77%	0.00	0.00 %	0.00
	CH04	1,264.90	1,091.36	86.28%	0.00	0.00 %	0.00
	CH09	809.15	690.95	85.39%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	311.26	192.62	61.88%	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	137.70	0.00%	0.00	0.00 %	0.00
	HO01	0.00	379.97	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	14.02	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	20.43	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	71.54	111.70	0.00	156.15 %	87,142.00	40.00 %	34,856.80	0.00 %	34,856.80
ERD2	183.88	268.37	0.10	145.95 %	224,605.50	40.00 %	89,842.20	0.00 %	89,842.20
EDP1	55.10	79.65	0.00	144.55 %	49,999.40	40.00 %	19,999.76	0.00 %	19,999.76
APN1	69.04	92.65	0.10	134.19 %	114,573.90	40.00 %	45,829.56	0.00 %	45,829.56
VKL1	49.49	61.40	0.05	124.06 %	54,135.70	40.00 %	21,654.28	0.00 %	21,654.28
TCG1	66.83	82.00	0.24	122.70 %	58,178.10	40.00 %	23,271.24	0.00 %	23,271.24
HRR1	69.78	85.20	0.10	122.11 %	65,497.10	40.00 %	26,198.84	0.00 %	26,198.84
ERD1	177.31	214.49	0.95	120.97 %	154,389.40	40.00 %	61,755.76	0.00 %	61,755.76
SLM2	120.48	141.10	0.08	117.11 %	104,998.40	30.00 %	31,499.52	0.00 %	31,499.52
TRM1	131.01	152.65	0.61	116.52 %	109,834.20	30.00 %	32,950.26	0.00 %	32,950.26
PMP1	82.90	96.55	0.29	116.47 %	57,604.30	30.00 %	17,281.29	0.00 %	17,281.29
VPD1	144.55	161.02	0.00	111.39 %	192,626.00	30.00 %	57,787.80	0.00 %	57,787.80
PLC1	83.04	91.34	0.02	110.00 %	88,907.40	25.00 %	22,226.85	0.00 %	22,226.85
OML1	119.74	131.59	0.00	109.90 %	115,373.00	25.00 %	28,843.25	0.00 %	28,843.25
SGG1	53.69	58.52	0.18	109.00 %	44,423.90	25.00 %	11,105.98	0.00 %	11,105.98
HSR2	193.89	209.26	0.13	107.93 %	177,280.80	25.00 %	44,320.20	0.00 %	44,320.20
PDR1	50.14	53.40	0.07	106.50 %	62,300.10	25.00 %	15,575.03	0.00 %	15,575.03
SLM3	175.33	185.53	0.10	105.82 %	129,119.90	25.00 %	32,279.98	0.00 %	32,279.98
KVP1	68.48	72.44	0.02	105.78 %	63,800.90	25.00 %	15,950.23	0.00 %	15,950.23
RSP1	103.47	108.81	0.07	105.16 %	91,736.80	25.00 %	22,934.20	0.00 %	22,934.20
DPR1	52.30	54.89	0.01	104.97 %	39,595.70	25.00 %	9,898.93	0.00 %	9,898.93
NKL2	170.72	178.48	0.27	104.54 %	152,803.80	25.00 %	38,200.95	0.00 %	38,200.95
EPI1	120.35	124.54	0.04	103.48 %	109,424.20	25.00 %	27,356.05	0.00 %	27,356.05
BMD1	70.52	72.09	0.06	102.22 %	78,209.60	25.00 %	19,552.40	0.00 %	19,552.40
SLM1	368.10	371.33	0.11	100.88 %	230,593.50	25.00 %	57,648.38	0.00 %	57,648.38
CMI1	59.04	58.47	0.14	99.04 %	65,850.40	20.00 %	13,170.08	0.00 %	13,170.08
ATU1	148.02	144.73	0.03	97.78 %	113,270.10	20.00 %	22,654.02	0.00 %	22,654.02
MCR1	134.26	127.78	0.00	95.17 %	106,531.30	20.00 %	21,306.26	0.00 %	21,306.26
DPR2	70.13	61.34	0.00	87.47 %	44,547.10	10.00 %	4,454.71	0.00 %	4,454.71
KRI1	105.47	91.73	0.00	86.97 %	40,850.40	10.00 %	4,085.04	0.00 %	4,085.04
MTR1	144.53	124.59	0.83	86.20 %	88,367.40	10.00 %	8,836.74	0.00 %	8,836.74
KMM1	79.17	59.91	0.18	75.66 %	61,061.40	0.00 %		0.00 %	
HSR1	152.72	104.81	0.05	68.63 %	94,158.50	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	52.62	69.28	0.01	131.65 %	61,862.10	40.00 %	24,744.84	0.00 %	24,744.84
VNB1	89.99	112.54	0.00	125.06 %	80,760.50	40.00 %	32,304.20	0.00 %	32,304.20
WJP1	85.05	104.12	0.23	122.43 %	85,591.60	40.00 %	34,236.64	0.00 %	34,236.64
SLG1	75.20	91.84	0.00	122.14 %	72,219.40	40.00 %	28,887.76	0.00 %	28,887.76
CYR1	71.68	86.20	0.12	120.26 %	79,598.30	40.00 %	31,839.32	0.00 %	31,839.32
KPM2	318.63	374.80	0.04	117.63 %	247,726.20	30.00 %	74,317.86	0.00 %	74,317.86
CPT1	55.87	63.15	0.07	113.04 %	65,290.40	30.00 %	19,587.12	0.00 %	19,587.12
ABR1	88.23	99.54	1.94	112.82 %	92,809.10	30.00 %	27,842.73	0.00 %	27,842.73
VSI1	96.10	107.07	0.22	111.42 %	109,957.00	30.00 %	32,987.10	0.00 %	32,987.10
PLR1	54.76	60.51	0.00	110.50 %	56,129.20	30.00 %	16,838.76	0.00 %	16,838.76
TRR1	150.42	165.82	0.35	110.24 %	119,104.00	30.00 %	35,731.20	0.00 %	35,731.20
CGM1	77.92	84.64	0.00	108.63 %	61,380.50	25.00 %	15,345.13	0.00 %	15,345.13
WJD1	99.62	107.32	0.14	107.72 %	116,574.70	25.00 %	29,143.68	0.00 %	29,143.68
GDM1	84.39	89.64	0.10	106.21 %	80,885.20	25.00 %	20,221.30	0.00 %	20,221.30
AKM1	153.45	159.99	0.15	104.26 %	123,809.60	25.00 %	30,952.40	0.00 %	30,952.40
UGI1	68.31	70.91	0.17	103.80 %	61,561.90	25.00 %	15,390.48	0.00 %	15,390.48
VEL1	134.62	135.05	0.06	100.32 %	127,869.00	25.00 %	31,967.25	0.00 %	31,967.25
VEL2	157.19	155.13	0.05	98.69 %	176,989.30	20.00 %	35,397.86	0.00 %	35,397.86
ANI1	58.63	57.02	0.11	97.25 %	48,994.50	20.00 %	9,798.90	0.00 %	9,798.90
KPM1	97.37	93.85	0.10	96.38 %	84,918.50	20.00 %	16,983.70	0.00 %	16,983.70
TRT1	111.28	103.02	0.25	92.58 %	79,527.80	15.00 %	11,929.17	0.00 %	11,929.17
TRL1	165.60	149.50	0.05	90.28 %	179,306.90	15.00 %	26,896.04	0.00 %	26,896.04
PTU1	36.38	32.09	0.06	88.22 %	28,169.00	10.00 %	2,816.90	0.00 %	2,816.90
ARC2	104.50	89.24	0.06	85.40 %	71,133.80	10.00 %	7,113.38	0.00 %	7,113.38
SBR1	205.49	143.40	0.11	69.78 %	170,974.90	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	125.14	243.59	0.20	194.65 %	174,893.90	40.00 %	69,957.56	0.00 %	69,957.56
KKD3	97.64	150.46	0.40	154.09 %	189,818.30	40.00 %	75,927.32	0.00 %	75,927.32
KPT1	56.70	76.39	0.11	134.71 %	76,060.70	40.00 %	30,424.28	0.00 %	30,424.28
DGL2	63.49	81.75	0.13	128.76 %	71,356.40	40.00 %	28,542.56	0.00 %	28,542.56
PNI1	41.15	51.04	0.54	124.02 %	38,932.80	40.00 %	15,573.12	0.00 %	15,573.12
KYK1	52.58	64.31	0.13	122.31 %	67,003.00	40.00 %	26,801.20	0.00 %	26,801.20
PKM1	46.86	57.15	0.12	121.95 %	60,462.60	40.00 %	24,185.04	0.00 %	24,185.04
BTU1	46.65	55.95	0.35	119.95 %	54,830.00	30.00 %	16,449.00	0.00 %	16,449.00
PVI1	80.25	94.62	0.01	117.90 %	113,819.80	30.00 %	34,145.94	0.00 %	34,145.94
ADP1	84.32	98.72	0.16	117.08 %	95,178.10	30.00 %	28,553.43	0.00 %	28,553.43
TEN1	104.96	116.41	0.24	110.90 %	104,297.10	30.00 %	31,289.13	0.00 %	31,289.13
TEN2	105.98	116.75	0.20	110.16 %	71,461.00	30.00 %	21,438.30	0.00 %	21,438.30
MLR1	73.17	80.40	0.03	109.87 %	71,532.90	25.00 %	17,883.23	0.00 %	17,883.23
SGP1	50.27	52.86	0.00	105.15 %	52,264.10	25.00 %	13,066.03	0.00 %	13,066.03
TDI1	69.09	72.53	0.01	104.97 %	79,909.30	25.00 %	19,977.33	0.00 %	19,977.33
DKI1	105.32	110.55	0.02	104.97 %	140,799.80	25.00 %	35,199.95	0.00 %	35,199.95
KRR1	124.83	130.89	0.06	104.85 %	112,640.20	25.00 %	28,160.05	0.00 %	28,160.05
USL1	95.63	98.43	0.07	102.92 %	92,790.60	25.00 %	23,197.65	0.00 %	23,197.65
MDU1	568.78	583.63	0.14	102.61 %	317,084.00	25.00 %	79,271.00	0.00 %	79,271.00
PNV1	46.82	47.65	0.06	101.78 %	48,794.10	25.00 %	12,198.53	0.00 %	12,198.53
BNR1	85.77	85.59	0.28	99.79 %	79,096.20	20.00 %	15,819.24	0.00 %	15,819.24
CBM1	128.76	126.62	0.04	98.34 %	104,275.40	20.00 %	20,855.08	0.00 %	20,855.08
MDU2	275.12	270.30	0.19	98.25 %	185,176.30	20.00 %	37,035.26	0.00 %	37,035.26
DGL1	384.16	377.05	0.08	98.15 %	286,930.10	20.00 %	57,386.02	0.00 %	57,386.02
TMM1	170.73	166.42	0.41	97.48 %	122,948.50	20.00 %	24,589.70	0.00 %	24,589.70
ATG1	123.70	119.58	0.31	96.66 %	141,108.30	20.00 %	28,221.66	0.00 %	28,221.66
ODM1	73.05	69.81	0.30	95.57 %	47,966.30	20.00 %	9,593.26	0.00 %	9,593.26
MPA1	127.43	118.06	0.08	92.65 %	133,169.00	15.00 %	19,975.35	0.00 %	19,975.35
SVG1	115.56	102.38	0.06	88.59 %	101,321.60	10.00 %	10,132.16	0.00 %	10,132.16
CMR1	69.76	60.49	0.23	86.72 %	42,247.80	10.00 %	4,224.78	0.00 %	4,224.78
MDU4	106.13	88.87	0.30	83.74 %	70,438.90	10.00 %	7,043.89	0.00 %	7,043.89
NTM1	82.14	68.58	0.00	83.49 %	53,577.90	10.00 %	5,357.79	0.00 %	5,357.79
TPT1	97.58	77.39	0.20	79.31 %	134,850.40	0.00 %		0.00 %	
NKI1	104.70	79.76	0.26	76.18 %	106,372.80	0.00 %		0.00 %	
MNM1	69.10	52.47	0.18	75.93 %	63,333.00	0.00 %		0.00 %	
MDU3	167.95	125.61	0.22	74.79 %	78,506.50	0.00 %		0.00 %	
MDU5	96.24	67.74	0.06	70.38 %	81,874.90	0.00 %		0.00 %	
KKD2	66.97	18.48	0.16	27.59 %	23,018.30	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	44.86	168.38	0.05	375.35 %	102,601.40	40.00 %	41,040.56	0.00 %	41,040.56
TVR1	51.83	69.08	0.00	133.26 %	61,921.40	40.00 %	24,768.56	0.00 %	24,768.56
TRY3	95.48	124.83	0.06	130.74 %	82,994.20	40.00 %	33,197.68	0.00 %	33,197.68
KRN1	67.25	87.52	0.02	130.14 %	83,497.60	40.00 %	33,399.04	0.00 %	33,399.04
TVR2	135.06	164.72	0.05	121.96 %	128,703.80	40.00 %	51,481.52	0.00 %	51,481.52
MDI1	105.74	124.09	0.15	117.35 %	102,532.60	30.00 %	30,759.78	0.00 %	30,759.78
MVM1	153.62	177.99	0.01	115.87 %	182,996.60	30.00 %	54,898.98	0.00 %	54,898.98
TYR1	146.64	167.87	0.06	114.48 %	110,823.70	30.00 %	33,247.11	0.00 %	33,247.11
PBR1	71.75	75.13	0.00	104.71 %	63,390.50	25.00 %	15,847.63	0.00 %	15,847.63
TNJ2	178.86	186.59	0.02	104.32 %	138,063.60	25.00 %	34,515.90	0.00 %	34,515.90
JKM1	121.49	122.01	0.00	100.43 %	87,888.20	25.00 %	21,972.05	0.00 %	21,972.05
PDK1	77.43	75.58	0.22	97.61 %	63,392.20	20.00 %	12,678.44	0.00 %	12,678.44
ORU1	68.08	65.52	0.07	96.24 %	73,507.20	20.00 %	14,701.44	0.00 %	14,701.44
AYR1	95.32	91.66	0.01	96.17 %	66,122.80	20.00 %	13,224.56	0.00 %	13,224.56
TNJ1	226.66	214.76	0.14	94.75 %	152,572.40	15.00 %	22,885.86	0.00 %	22,885.86
TRY2	66.79	63.08	0.04	94.44 %	48,314.90	15.00 %	7,247.24	0.00 %	7,247.24
NMM1	81.24	76.61	0.05	94.30 %	89,282.50	15.00 %	13,392.38	0.00 %	13,392.38
TTP1	125.58	117.75	0.02	93.76 %	120,772.90	15.00 %	18,115.94	0.00 %	18,115.94
KIK1	77.13	71.73	0.00	93.00 %	76,866.70	15.00 %	11,530.01	0.00 %	11,530.01
MSI1	95.29	87.39	0.08	91.71 %	71,291.00	15.00 %	10,693.65	0.00 %	10,693.65
PBR2	230.96	210.89	0.08	91.31 %	155,914.00	15.00 %	23,387.10	0.00 %	23,387.10
NGT1	123.60	112.31	0.05	90.86 %	114,896.50	15.00 %	17,234.48	0.00 %	17,234.48
KUM1	198.48	169.64	0.09	85.47 %	140,053.20	10.00 %	14,005.32	0.00 %	14,005.32
PTK1	162.52	129.96	0.14	79.96 %	106,682.00	0.00 %		0.00 %	
APM1	48.38	37.43	0.12	77.36 %	47,419.40	0.00 %		0.00 %	
NCK1	62.03	43.44	0.01	70.03 %	41,017.60	0.00 %		0.00 %	
TRY1	733.25	508.61	0.07	69.36 %	342,356.00	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	41.38	66.07	0.47	159.65 %	93,058.10	40.00 %	37,223.24	0.00 %	37,223.24
PPI1	54.73	79.32	0.02	144.92 %	98,896.10	40.00 %	39,558.44	0.00 %	39,558.44
GBM1	65.90	95.16	0.41	144.40 %	59,034.50	40.00 %	23,613.80	0.00 %	23,613.80
KGM1	48.07	63.12	0.08	131.31 %	67,429.40	40.00 %	26,971.76	0.00 %	26,971.76
TPR4	47.20	61.52	0.05	130.34 %	53,016.30	40.00 %	21,206.52	0.00 %	21,206.52
MPM1	77.31	95.96	0.04	124.12 %	118,235.80	40.00 %	47,294.32	0.00 %	47,294.32
TPR3	70.38	86.44	0.02	122.82 %	125,111.30	40.00 %	50,044.52	0.00 %	50,044.52
AVI1	70.63	84.52	0.00	119.67 %	71,675.60	30.00 %	21,502.68	0.00 %	21,502.68
PDM1	49.61	57.78	0.00	116.45 %	55,758.00	30.00 %	16,727.40	0.00 %	16,727.40
SUL1	71.54	80.51	0.08	112.55 %	115,384.30	30.00 %	34,615.29	0.00 %	34,615.29
ANR1	23.63	26.06	0.23	110.31 %	29,670.40	30.00 %	8,901.12	0.00 %	8,901.12
CBE2	440.84	449.98	0.06	102.07 %	343,335.50	25.00 %	85,833.88	0.00 %	85,833.88
CBE6	92.37	90.59	0.07	98.08 %	89,910.80	20.00 %	17,982.16	0.00 %	17,982.16
SYM2	81.58	79.40	0.03	97.32 %	75,277.10	20.00 %	15,055.42	0.00 %	15,055.42
CNR1	68.63	65.74	0.02	95.78 %	66,641.40	20.00 %	13,328.28	0.00 %	13,328.28
GDR1	77.83	73.92	0.30	94.98 %	56,853.80	15.00 %	8,528.07	0.00 %	8,528.07
KGI1	88.81	83.72	0.00	94.27 %	56,916.60	15.00 %	8,537.49	0.00 %	8,537.49
CBE1	73.69	68.41	0.04	92.84 %	84,540.40	15.00 %	12,681.06	0.00 %	12,681.06
KMR1	171.95	158.22	0.02	92.02 %	181,970.40	15.00 %	27,295.56	0.00 %	27,295.56
DPM2	97.15	86.81	0.01	89.36 %	84,572.20	10.00 %	8,457.22	0.00 %	8,457.22
TPR2	180.37	155.07	0.01	85.97 %	102,824.00	10.00 %	10,282.40	0.00 %	10,282.40
TPR1	148.95	122.40	0.27	82.17 %	96,741.40	10.00 %	9,674.14	0.00 %	9,674.14
SNR1	98.06	76.84	0.08	78.36 %	71,147.80	0.00 %		0.00 %	
CBE5	64.13	49.49	0.05	77.18 %	72,130.20	0.00 %		0.00 %	
PLI1	155.96	114.49	0.08	73.41 %	102,280.10	0.00 %		0.00 %	
CBE3	47.51	34.48	0.01	72.57 %	53,581.50	0.00 %		0.00 %	
CBE4	148.75	107.40	0.12	72.20 %	126,053.80	0.00 %		0.00 %	
UAM1	178.88	125.57	0.03	70.20 %	114,757.50	0.00 %		0.00 %	
UMP1	93.37	53.83	0.37	57.66 %	55,792.40	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	123.28	187.63	0.10	152.20 %	120,824.20	40.00 %	48,329.68	0.00 %	48,329.68
KLM1	122.14	131.39	0.14	107.58 %	149,567.10	25.00 %	37,391.78	0.00 %	37,391.78
ULP1	122.96	127.55	0.05	103.73 %	116,171.80	25.00 %	29,042.95	0.00 %	29,042.95
TRK1	156.24	158.07	0.17	101.17 %	158,635.00	25.00 %	39,658.75	0.00 %	39,658.75
VPM2	121.38	121.27	0.21	99.91 %	110,290.40	20.00 %	22,058.08	0.00 %	22,058.08
STP1	55.08	54.31	0.00	98.61 %	45,938.90	20.00 %	9,187.78	0.00 %	9,187.78
CUD1	238.52	233.15	0.16	97.75 %	219,096.60	20.00 %	43,819.32	0.00 %	43,819.32
NVL2	144.97	141.48	0.13	97.59 %	150,421.90	20.00 %	30,084.38	0.00 %	30,084.38
PRT1	98.76	96.24	0.23	97.45 %	88,946.00	20.00 %	17,789.20	0.00 %	17,789.20
KML1	69.24	67.36	0.49	97.29 %	64,154.60	20.00 %	12,830.92	0.00 %	12,830.92
CDM1	180.84	169.94	0.17	93.97 %	143,573.80	15.00 %	21,536.07	0.00 %	21,536.07
TDM1	108.40	101.40	0.07	93.54 %	80,209.40	15.00 %	12,031.41	0.00 %	12,031.41
MKM1	55.36	51.19	0.09	92.46 %	45,239.50	15.00 %	6,785.93	0.00 %	6,785.93
KKI2	161.15	144.26	0.19	89.52 %	110,886.20	10.00 %	11,088.62	0.00 %	11,088.62
POY2	187.61	162.27	0.07	86.49 %	130,436.80	10.00 %	13,043.68	0.00 %	13,043.68
POY1	209.91	177.15	0.22	84.40 %	186,296.20	10.00 %	18,629.62	0.00 %	18,629.62
TVM1	75.52	61.36	0.24	81.26 %	32,135.70	10.00 %	3,213.57	0.00 %	3,213.57
VPM1	49.10	39.08	0.16	79.59 %	34,943.10	0.00 %		0.00 %	
TVM2	112.76	74.71	0.00	66.26 %	43,492.80	0.00 %		0.00 %	
VCM1	75.92	42.59	0.00	56.09 %	38,589.40	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	71.73	105.51	0.07	147.08 %	117,945.00	40.00 %	47,178.00	0.00 %	47,178.00
ARM1	75.16	95.54	0.48	127.11 %	77,023.00	40.00 %	30,809.20	0.00 %	30,809.20
KYR1	59.59	73.01	0.14	122.52 %	65,237.60	40.00 %	26,095.04	0.00 %	26,095.04
UDN1	72.50	83.40	0.15	115.03 %	76,465.70	30.00 %	22,939.71	0.00 %	22,939.71
RPM1	178.58	194.90	0.36	109.14 %	187,319.30	25.00 %	46,829.83	0.00 %	46,829.83
TCN1	118.40	126.80	0.29	107.10 %	125,002.80	25.00 %	31,250.70	0.00 %	31,250.70
TUT2	233.15	243.67	0.12	104.51 %	183,196.20	25.00 %	45,799.05	0.00 %	45,799.05
VNR1	77.04	80.02	0.00	103.87 %	74,890.10	25.00 %	18,722.53	0.00 %	18,722.53
PKD1	157.56	162.42	0.14	103.09 %	160,184.00	25.00 %	40,046.00	0.00 %	40,046.00
TKS2	221.45	226.94	0.11	102.48 %	191,933.70	25.00 %	47,983.43	0.00 %	47,983.43
TUT1	608.61	619.21	0.22	101.74 %	623,687.90	25.00 %	155,921.98	0.00 %	155,921.98
TKS1	183.87	185.09	0.11	100.67 %	191,779.70	25.00 %	47,944.93	0.00 %	47,944.93
SKD1	69.36	68.94	0.10	99.40 %	65,561.70	20.00 %	13,112.34	0.00 %	13,112.34
SNL1	115.15	114.14	0.17	99.13 %	83,953.00	20.00 %	16,790.60	0.00 %	16,790.60
NGR1	358.61	350.29	0.72	97.68 %	260,690.20	20.00 %	52,138.04	0.00 %	52,138.04
ASM1	82.34	80.42	0.15	97.66 %	82,572.80	20.00 %	16,514.56	0.00 %	16,514.56
VNR2	279.54	269.71	0.10	96.48 %	238,138.00	20.00 %	47,627.60	0.00 %	47,627.60
SGT1	53.26	51.38	0.32	96.46 %	42,755.20	20.00 %	8,551.04	0.00 %	8,551.04
TYI1	95.23	90.80	0.28	95.35 %	101,040.60	20.00 %	20,208.12	0.00 %	20,208.12
SDI1	84.14	78.88	0.37	93.75 %	72,458.80	15.00 %	10,868.82	0.00 %	10,868.82
APK1	126.86	118.54	0.03	93.44 %	124,605.10	15.00 %	18,690.77	0.00 %	18,690.77
SVK1	188.49	171.37	0.13	90.92 %	143,466.20	15.00 %	21,519.93	0.00 %	21,519.93
KVT1	300.80	271.05	0.36	90.11 %	318,201.80	15.00 %	47,730.27	0.00 %	47,730.27
STU2	71.92	63.63	0.12	88.47 %	51,478.50	10.00 %	5,147.85	0.00 %	5,147.85
MMT1	96.67	85.41	0.10	88.36 %	65,670.20	10.00 %	6,567.02	0.00 %	6,567.02
VKM1	77.68	67.33	0.05	86.68 %	88,377.90	10.00 %	8,837.79	0.00 %	8,837.79
KGL1	87.32	73.60	0.10	84.29 %	69,501.00	10.00 %	6,950.10	0.00 %	6,950.10
PDI1	89.72	75.45	0.15	84.10 %	66,719.20	10.00 %	6,671.92	0.00 %	6,671.92
TVL1	563.50	471.10	0.77	83.60 %	363,197.50	10.00 %	36,319.75	0.00 %	36,319.75
RND1	211.91	163.46	0.09	77.14 %	209,949.60	0.00 %		0.00 %	
VLY1	185.90	141.62	0.29	76.18 %	112,673.40	0.00 %		0.00 %	
TKY1	134.82	101.16	0.10	75.04 %	77,178.30	0.00 %		0.00 %	
APK2	141.92	103.02	0.27	72.59 %	108,796.00	0.00 %		0.00 %	
KSM1	58.72	42.31	0.05	72.05 %	39,391.60	0.00 %		0.00 %	
MAR1	207.95	144.56	0.24	69.52 %	118,566.00	0.00 %		0.00 %	
TVL2	53.68	35.38	0.13	65.91 %	17,808.50	0.00 %		0.00 %	
COL1	40.92	23.11	0.03	56.48 %	26,368.00	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)
TKM1	65.47	79.36	0.07	121.21 %	85,141.90	40.00 %	34,056.76	0.00 %	34,056.76
CH19	157.31	189.26	0.16	120.31 %	167,603.40	40.00 %	67,041.36	0.00 %	67,041.36
CH28	139.08	166.60	0.10	119.79 %	252,294.80	30.00 %	75,688.44	0.00 %	75,688.44
MC10	34.15	38.60	0.00	113.03 %	26,890.90	30.00 %	8,067.27	0.00 %	8,067.27
MRM1	129.01	135.37	0.06	104.93 %	136,259.70	25.00 %	34,064.93	0.00 %	34,064.93
CH40	86.17	90.29	0.01	104.79 %	47,536.40	25.00 %	11,884.10	0.00 %	11,884.10
CH35	106.76	110.70	0.09	103.69 %	108,819.50	25.00 %	27,204.88	0.00 %	27,204.88
CH37	91.17	93.73	0.07	102.81 %	73,012.10	25.00 %	18,253.03	0.00 %	18,253.03
CH42	176.23	175.22	0.09	99.43 %	176,708.00	20.00 %	35,341.60	0.00 %	35,341.60
GUD1	116.05	114.01	0.08	98.25 %	165,490.10	20.00 %	33,098.02	0.00 %	33,098.02
CH39	78.90	75.98	0.16	96.30 %	72,331.90	20.00 %	14,466.38	0.00 %	14,466.38
AVD1	198.82	190.95	0.34	96.05 %	149,025.20	20.00 %	29,805.04	0.00 %	29,805.04
GUD2	114.13	109.07	0.12	95.57 %	102,914.70	20.00 %	20,582.94	0.00 %	20,582.94
CH16	277.92	264.95	0.13	95.33 %	280,329.10	20.00 %	56,065.82	0.00 %	56,065.82
CGL1	92.80	88.00	0.09	94.83 %	82,477.60	15.00 %	12,371.64	0.00 %	12,371.64
CH48	160.17	147.75	0.06	92.24 %	153,210.60	15.00 %	22,981.59	0.00 %	22,981.59
CH38	105.93	97.57	0.09	92.12 %	102,723.80	15.00 %	15,408.57	0.00 %	15,408.57
CH45	140.54	126.15	0.41	89.76 %	116,855.70	10.00 %	11,685.57	0.00 %	11,685.57
CH14	300.92	268.61	0.17	89.26 %	226,424.80	10.00 %	22,642.48	0.00 %	22,642.48
SKL1	108.42	93.07	0.27	85.84 %	110,190.60	10.00 %	11,019.06	0.00 %	11,019.06
CH22	123.09	102.22	0.16	83.04 %	108,312.20	10.00 %	10,831.22	0.00 %	10,831.22
CH08	292.02	230.86	0.06	79.05 %	325,048.10	0.00 %		0.00 %	
CH05	248.51	195.56	0.12	78.69 %	170,957.10	0.00 %		0.00 %	
CH07	206.89	148.03	0.15	71.55 %	151,453.30	0.00 %		0.00 %	
CH11	156.12	109.41	0.18	70.08 %	106,490.80	0.00 %		0.00 %	
KNR1	145.20	98.56	0.15	67.88 %	86,067.20	0.00 %		0.00 %	
CH30	169.99	113.01	0.22	66.48 %	91,895.30	0.00 %		0.00 %	
CH26	41.62	26.59	0.04	63.87 %	26,280.20	0.00 %		0.00 %	
CH29	47.79	26.17	0.10	54.77 %	30,430.80	0.00 %		0.00 %	
MC09	26.24	10.64	0.21	40.57 %	5,352.30	0.00 %		0.00 %	
MC02	25.24	5.19	0.00	20.58 %	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	61.61	88.72	0.00	143.99 %	88,014.80	40.00 %	35,205.92	0.00 %	35,205.92
CH46	88.31	98.24	0.23	111.25 %	78,098.50	30.00 %	23,429.55	0.00 %	23,429.55
CH33	122.36	123.32	0.04	100.78 %	128,102.80	25.00 %	32,025.70	0.00 %	32,025.70
CH34	178.31	177.57	0.09	99.59 %	156,334.40	20.00 %	31,266.88	0.00 %	31,266.88
UK11	110.60	107.62	0.16	97.31 %	82,960.40	20.00 %	16,592.08	0.00 %	16,592.08
GPD1	127.34	123.56	0.09	97.04 %	79,282.50	20.00 %	15,856.50	0.00 %	15,856.50
CH06	169.80	159.78	0.15	94.10 %	136,946.20	15.00 %	20,541.93	0.00 %	20,541.93
CH12	228.39	214.30	0.18	93.83 %	229,068.90	15.00 %	34,360.34	0.00 %	34,360.34
CH23	62.57	56.94	0.03	91.01 %	68,722.40	15.00 %	10,308.36	0.00 %	10,308.36
CH18	175.79	159.27	0.00	90.60 %	206,803.40	15.00 %	31,020.51	0.00 %	31,020.51
CH44	134.96	121.61	0.03	90.11 %	108,063.10	15.00 %	16,209.47	0.00 %	16,209.47
CH43	131.56	118.25	0.15	89.89 %	144,403.40	10.00 %	14,440.34	0.00 %	14,440.34
CH24	150.90	134.73	0.29	89.29 %	144,758.40	10.00 %	14,475.84	0.00 %	14,475.84
CH21	286.38	250.37	0.19	87.42 %	186,997.70	10.00 %	18,699.77	0.00 %	18,699.77
CH32	26.61	23.14	0.13	86.99 %	12,803.30	10.00 %	1,280.33	0.00 %	1,280.33
CH03	403.22	347.88	0.24	86.27 %	321,516.60	10.00 %	32,151.66	0.00 %	32,151.66
CH15	418.48	360.43	0.15	86.13 %	307,763.10	10.00 %	30,776.31	0.00 %	30,776.31
CH20	211.87	181.29	0.59	85.57 %	178,753.30	10.00 %	17,875.33	0.00 %	17,875.33
PON1	90.28	75.53	0.04	83.66 %	77,060.10	10.00 %	7,706.01	0.00 %	7,706.01
CH31	68.14	54.56	0.01	80.08 %	50,618.50	0.00 %		0.00 %	
CH09	166.09	122.04	0.13	73.48 %	140,536.30	0.00 %		0.00 %	
CH41	152.37	111.50	0.24	73.18 %	125,338.80	0.00 %		0.00 %	
MJR1	271.17	193.18	0.06	71.24 %	148,085.80	0.00 %		0.00 %	
MC06	49.81	34.53	0.00	69.33 %	24,413.30	0.00 %		0.00 %	
CH27	62.65	41.39	0.20	66.07 %	45,128.80	0.00 %		0.00 %	
MC05	65.87	41.93	0.00	63.65 %	16,983.10	0.00 %		0.00 %	
CH36	85.79	50.19	0.13	58.51 %	33,837.10	0.00 %		0.00 %	
CH01	12.03	4.22	0.08	35.10 %	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	72.35	47.34	0.00	65.43 %	42,856.50	0.00 %		0.00 %	
TVP1	180.44	114.46	0.28	63.43 %	94,303.10	0.00 %		0.00 %	
KLR1	58.47	30.82	0.12	52.71 %	26,023.00	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	107.63	4.82	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	2.83	1.35	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	20.43	2.10	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	14.02	9.20	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	30.08	0.26	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 %	