

Accu.Target 24,710.35 L	Sales 20,771.94 L	Achieved % 84.06 %	HO Budget+ % 5.94 %	Total Com. 179.27 L
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Note : Sales Period is From :01-Aug-2025 To :23-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	197.92	183.05	92.49 %	0.00	5.94 %	0.00
NORTH ARCOT	1,877.92	1,677.18	89.31 %	0.00	5.94 %	48,000.00
WEST-01	1,836.93	1,640.27	89.29 %	0.00	5.94 %	0.00
WEST-02	2,287.50	2,006.29	87.71 %	0.00	5.94 %	0.00
TRICHY-01	2,822.02	2,474.38	87.68 %	0.00	5.94 %	0.00
SOUTH ARCOT	1,829.21	1,586.58	86.74 %	0.00	5.94 %	45,000.00
SOUTH-01	4,097.17	3,425.28	83.60 %	0.00	5.94 %	0.00
SOUTH-03	2,945.64	2,298.34	78.03 %	0.00	5.94 %	0.00
CHENNAI-02	3,158.71	2,399.33	75.96 %	0.00	5.94 %	0.00
CHENNAI-01	3,657.32	2,764.15	75.58 %	0.00	5.94 %	0.00
OTHERS	0.00	317.08	0.00 %	0.00	0.00 %	0.00
Total	24,710.35	20,771.94	84.06 %		5.94 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	197.92	183.05	92.49%	7,500.00	5.94 %	7,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	661.67	615.61	93.04%	45,000.00	5.94 %	45,000.00
	NA02	647.55	569.27	87.91%	0.00	5.94 %	37,500.00
	NA03	568.71	492.30	86.57%	0.00	5.94 %	30,000.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	207.91	209.61	100.82%	30,000.00	5.94 %	30,000.00
	UAM1	341.01	314.99	92.37%	22,500.00	5.94 %	22,500.00
	CBE1	811.29	718.94	88.62%	0.00	5.94 %	52,500.00
	TPR1	215.06	184.74	85.90%	0.00	5.94 %	7,500.00
	PLI1	261.66	211.98	81.02%	0.00	5.94 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	506.96	478.16	94.32%	30,000.00	5.94 %	60,000.00
	HSR1	488.25	457.40	93.68%	30,000.00	5.94 %	30,000.00
	SLM1	677.39	601.24	88.76%	0.00	5.94 %	45,000.00
	ERD1	614.91	469.49	76.35%	0.00	5.94 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	605.14	596.12	98.51%	37,500.00	5.94 %	75,000.00
	TNJ1	598.72	566.54	94.63%	37,500.00	5.94 %	75,000.00
	PTK1	538.79	477.97	88.71%	0.00	5.94 %	30,000.00
	TRY1	1,079.37	833.75	77.24%	0.00	5.94 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	629.40	590.53	93.82%	37,500.00	5.94 %	37,500.00
	SA02	655.70	552.14	84.21%	0.00	5.94 %	0.00
	SA03	544.11	443.92	81.59%	0.00	5.94 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	536.99	508.32	94.66%	37,500.00	5.94 %	75,000.00
	KVT1	680.44	606.39	89.12%	0.00	5.94 %	45,000.00
	TUT1	940.84	806.37	85.71%	0.00	5.94 %	60,000.00
	TVL1	681.39	572.73	84.05%	0.00	5.94 %	0.00
	VNR1	484.78	403.78	83.29%	0.00	5.94 %	0.00
	NGR1	772.74	527.68	68.29%	0.00	5.94 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	474.67	399.48	84.16%	0.00	5.94 %	0.00
	MDU2	849.77	690.60	81.27%	0.00	5.94 %	0.00
	KKD2	611.08	487.05	79.70%	0.00	5.94 %	0.00
	DGL1	899.65	650.85	72.35%	0.00	5.94 %	0.00
	KRR1	110.47	70.36	63.69%	0.00	5.94 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	876.18	725.13	82.76%	0.00	5.94 %	0.00
	CH07	807.24	606.74	75.16%	0.00	5.94 %	0.00
	CH01	808.86	593.75	73.41%	0.00	5.94 %	0.00
	CH09	666.44	473.69	71.08%	0.00	5.94 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	938.93	765.46	81.53%	0.00	5.94 %	0.00
	CH03	697.25	565.44	81.10%	0.00	5.94 %	0.00
	CH06	1,206.53	856.48	70.99%	0.00	5.94 %	0.00
	CH08	814.61	576.76	70.80%	0.00	5.94 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.05	0.00%	0.00	0.00 %	0.00
	CH02	0.00	105.29	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	169.94	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	10.26	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.51	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	8.08	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	7.40	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	11.56	0.00%	0.00	0.00 %	0.00

KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	19.88	28.16	0.00	141.70 %	14,552.40	40.00 %	5,820.96	5.94 %	5,820.96
PAS1	43.85	42.83	0.00	97.68 %	32,190.90	20.00 %	6,438.18	5.94 %	8,047.73
TVP1	134.19	112.06	0.20	83.50 %	75,015.10	10.00 %	7,501.51	5.94 %	7,501.51

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	33.85	39.24	0.14	115.92 %	37,059.40	30.00 %	11,117.82	5.94 %	14,823.76
VNB1	49.00	56.42	0.09	115.14 %	42,585.50	30.00 %	12,775.65	5.94 %	17,034.20
ARC2	60.39	67.45	0.02	111.68 %	50,312.30	30.00 %	15,093.69	5.94 %	15,093.69
ANI1	38.22	39.62	0.04	103.66 %	28,825.00	25.00 %	7,206.25	5.94 %	8,647.50
CPT1	39.11	40.27	0.04	102.96 %	40,484.10	25.00 %	10,121.03	5.94 %	10,121.03
TRR1	115.36	115.87	0.19	100.44 %	86,527.00	25.00 %	21,631.75	5.94 %	21,631.75
KPM1	67.87	67.46	0.19	99.39 %	53,355.20	20.00 %	10,671.04	5.94 %	13,338.80
AKM1	86.01	83.88	0.02	97.52 %	83,988.10	20.00 %	16,797.62	5.94 %	20,997.03
GDM1	59.18	56.92	0.00	96.19 %	45,798.40	20.00 %	9,159.68	5.94 %	11,449.60
SLG1	45.00	42.36	0.01	94.14 %	40,919.80	15.00 %	6,137.97	5.94 %	8,183.96
WJP1	60.07	54.91	0.14	91.40 %	50,286.00	15.00 %	7,542.90	5.94 %	10,057.20
KPM2	216.63	197.78	0.05	91.30 %	131,170.90	15.00 %	19,675.64	5.94 %	26,234.18
PLR1	38.50	34.73	0.06	90.20 %	25,811.20	15.00 %	3,871.68	5.94 %	5,162.24
TRL1	131.01	113.00	0.41	86.25 %	86,999.50	10.00 %	8,699.95	5.94 %	13,049.93
VEL1	112.29	95.24	0.10	84.81 %	94,052.10	10.00 %	9,405.21	5.94 %	14,107.82
CGM1	65.48	54.98	0.05	83.95 %	36,980.20	10.00 %	3,698.02	5.94 %	3,698.02
SBR1	102.36	85.92	0.25	83.93 %	88,652.80	10.00 %	8,865.28	5.94 %	8,865.28
VSI1	74.36	62.26	0.14	83.72 %	78,041.90	10.00 %	7,804.19	5.94 %	7,804.19
UGI1	50.68	41.38	0.10	81.64 %	35,070.20	10.00 %	3,507.02	5.94 %	3,507.02
CYR1	53.28	42.94	0.01	80.59 %	43,995.70	10.00 %	4,399.57	5.94 %	4,399.57
WJD1	79.18	61.57	0.04	77.76 %	54,228.70	0.00 %		5.94 %	5,422.87
VEL2	132.14	99.98	0.06	75.66 %	101,068.50	0.00 %		5.94 %	10,106.85
PTU1	28.13	20.70	0.00	73.59 %	14,717.80	0.00 %		5.94 %	
TRT1	64.20	47.18	0.28	73.49 %	37,457.60	0.00 %		5.94 %	
ABR1	75.59	55.14	0.26	72.94 %	57,091.30	0.00 %		5.94 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	28.23	35.83	0.10	126.90 %	42,350.90	40.00 %	16,940.36	5.94 %	16,940.36
KMD1	30.54	35.66	0.00	116.79 %	55,558.00	30.00 %	16,667.40	5.94 %	22,223.20
PDM1	29.16	32.25	0.16	110.60 %	36,068.70	30.00 %	10,820.61	5.94 %	10,820.61
ANR1	14.45	15.93	0.26	110.25 %	20,360.80	30.00 %	6,108.24	5.94 %	6,108.24
CBE6	55.67	60.91	0.08	109.41 %	67,674.50	25.00 %	16,918.63	5.94 %	20,302.35
KGI1	52.06	56.95	0.00	109.39 %	39,059.80	25.00 %	9,764.95	5.94 %	11,717.94
GBM1	39.90	43.57	0.40	109.19 %	29,743.20	25.00 %	7,435.80	5.94 %	8,922.96
DPM2	44.40	47.62	0.06	107.25 %	50,875.10	25.00 %	12,718.78	5.94 %	15,262.53
CBE1	58.50	62.18	-0.08	106.28 %	70,747.50	25.00 %	17,686.88	5.94 %	21,224.25
KMR1	128.41	133.72	-0.23	104.14 %	142,372.70	25.00 %	35,593.18	5.94 %	42,711.81
TPR3	38.43	38.15	-0.09	99.26 %	60,595.80	20.00 %	12,119.16	5.94 %	15,148.95
MPM1	55.10	54.63	0.15	99.15 %	61,505.60	20.00 %	12,301.12	5.94 %	15,376.40
AVI1	44.82	42.99	0.36	95.92 %	38,166.10	20.00 %	7,633.22	5.94 %	9,541.53
KGM1	31.18	29.63	0.20	95.05 %	29,491.40	15.00 %	4,423.71	5.94 %	7,372.85
GDR1	42.10	39.82	-0.04	94.57 %	27,705.90	15.00 %	4,155.89	5.94 %	6,926.48
CNR1	45.46	42.50	0.00	93.48 %	34,304.40	15.00 %	5,145.66	5.94 %	6,860.88
TPR4	37.88	34.77	0.32	91.78 %	30,270.80	15.00 %	4,540.62	5.94 %	6,054.16
CBE2	306.78	271.94	0.31	88.64 %	215,077.20	10.00 %	21,507.72	5.94 %	32,261.58
TPR2	94.65	82.66	0.07	87.33 %	61,404.80	10.00 %	6,140.48	5.94 %	9,210.72
SYM2	42.62	36.52	0.00	85.70 %	34,196.30	10.00 %	3,419.63	5.94 %	5,129.45
SUL1	49.24	41.71	0.19	84.70 %	53,149.80	10.00 %	5,314.98	5.94 %	5,314.98
TPR1	81.98	63.93	0.03	77.98 %	64,372.70	0.00 %		5.94 %	6,437.27
UAM1	115.75	85.43	0.10	73.81 %	65,642.90	0.00 %		5.94 %	
CBE4	97.72	71.74	0.03	73.41 %	93,027.60	0.00 %		5.94 %	
CBE3	35.50	25.92	-0.11	73.01 %	30,874.50	0.00 %		5.94 %	
PLI1	99.64	65.55	0.00	65.79 %	61,133.40	0.00 %		5.94 %	
UMP1	57.28	36.93	0.00	64.47 %	22,810.60	0.00 %		5.94 %	
SNR1	79.48	50.83	0.01	63.96 %	60,598.30	0.00 %		5.94 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	36.77	50.59	0.00	137.57 %	47,514.90	40.00 %	19,005.96	5.94 %	19,005.96
SLM2	60.68	70.20	0.14	115.70 %	46,695.70	30.00 %	14,008.71	5.94 %	18,678.28
PMP1	50.06	54.51	0.22	108.89 %	37,384.90	25.00 %	9,346.23	5.94 %	11,215.47
OML1	68.27	72.14	0.63	105.67 %	54,509.50	25.00 %	13,627.38	5.94 %	16,352.85
KVP1	41.79	42.95	0.00	102.77 %	34,381.70	25.00 %	8,595.43	5.94 %	8,595.43
HRR1	52.52	53.18	0.14	101.26 %	34,407.30	25.00 %	8,601.83	5.94 %	8,601.83
TRM1	77.68	78.64	0.01	101.23 %	67,180.50	25.00 %	16,795.13	5.94 %	16,795.13
TCG1	39.34	39.31	0.00	99.91 %	25,015.30	20.00 %	5,003.06	5.94 %	6,253.83
MCR1	69.37	68.78	0.00	99.15 %	67,609.80	20.00 %	13,521.96	5.94 %	16,902.45
VPD1	70.58	69.75	0.05	98.82 %	72,891.60	20.00 %	14,578.32	5.94 %	18,222.90
ATU1	85.47	84.18	0.13	98.49 %	59,634.90	20.00 %	11,926.98	5.94 %	14,908.73
DPR1	38.55	37.31	0.04	96.77 %	30,089.10	20.00 %	6,017.82	5.94 %	7,522.28
PLC1	47.79	46.01	0.00	96.27 %	42,667.80	20.00 %	8,533.56	5.94 %	10,666.95
KRI1	68.21	64.01	0.14	93.84 %	51,194.70	15.00 %	7,679.21	5.94 %	10,238.94
NKL2	88.62	82.44	0.01	93.03 %	89,072.50	15.00 %	13,360.88	5.94 %	17,814.50
EDP1	38.14	35.39	0.21	92.80 %	20,062.30	15.00 %	3,009.35	5.94 %	4,012.46
EPI1	59.20	54.20	0.21	91.55 %	46,438.80	15.00 %	6,965.82	5.94 %	9,287.76
RSP1	56.16	49.11	0.49	87.43 %	52,713.20	10.00 %	5,271.32	5.94 %	7,906.98
BMD1	52.71	45.42	0.00	86.18 %	39,268.50	10.00 %	3,926.85	5.94 %	5,890.28
HSR2	138.25	119.02	0.16	86.09 %	89,747.60	10.00 %	8,974.76	5.94 %	13,462.14
DPR2	48.76	41.13	0.00	84.36 %	38,121.20	10.00 %	3,812.12	5.94 %	3,812.12
SLM3	108.29	90.18	0.15	83.28 %	64,923.20	10.00 %	6,492.32	5.94 %	6,492.32
MTR1	99.10	81.56	0.04	82.30 %	75,954.60	10.00 %	7,595.46	5.94 %	7,595.46
CMI1	30.26	24.71	0.00	81.66 %	31,072.80	10.00 %	3,107.28	5.94 %	3,107.28
SLM1	199.61	162.47	0.01	81.40 %	104,105.40	10.00 %	10,410.54	5.94 %	10,410.54
SGG1	24.74	19.26	0.00	77.83 %	17,642.40	0.00 %		5.94 %	1,764.24
ERD2	119.64	92.80	0.13	77.57 %	105,961.30	0.00 %		5.94 %	10,596.13
HSR1	105.38	80.31	0.45	76.21 %	78,999.80	0.00 %		5.94 %	7,899.98
PDR1	32.11	23.70	0.34	73.80 %	28,766.30	0.00 %		5.94 %	
VKL1	41.51	27.91	0.14	67.23 %	33,154.10	0.00 %		5.94 %	
APN1	55.42	34.87	0.21	62.92 %	43,189.40	0.00 %		5.94 %	
KMM1	49.49	30.00	0.18	60.61 %	29,574.00	0.00 %		5.94 %	
ERD1	133.03	80.27	0.18	60.34 %	69,725.70	0.00 %		5.94 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	45.30	53.11	0.25	117.25 %	40,956.20	30.00 %	12,286.86	5.94 %	16,382.48
KIK1	68.24	77.27	-0.21	113.23 %	71,900.70	30.00 %	21,570.21	5.94 %	28,760.28
KRN1	43.29	48.64	-0.04	112.36 %	48,412.90	30.00 %	14,523.87	5.94 %	14,523.87
PDK1	47.49	52.51	0.03	110.57 %	45,857.20	30.00 %	13,757.16	5.94 %	13,757.16
MVM1	140.47	151.25	0.09	107.67 %	152,695.90	25.00 %	38,173.98	5.94 %	45,808.77
TTP1	77.28	82.51	0.05	106.76 %	61,981.30	25.00 %	15,495.33	5.94 %	18,594.39
TVR2	117.72	123.98	0.03	105.31 %	89,074.20	25.00 %	22,268.55	5.94 %	26,722.26
MDI1	121.89	127.72	0.02	104.78 %	101,719.40	25.00 %	25,429.85	5.94 %	30,515.82
NCK1	35.09	36.49	0.00	103.97 %	24,756.80	25.00 %	6,189.20	5.94 %	7,427.04
TRY3	71.88	71.56	0.04	99.56 %	51,579.70	20.00 %	10,315.94	5.94 %	12,894.93
ORU1	55.70	53.93	0.00	96.82 %	58,093.20	20.00 %	11,618.64	5.94 %	14,523.30
AYR1	60.50	58.52	0.10	96.72 %	43,559.70	20.00 %	8,711.94	5.94 %	10,889.93
JKM1	82.87	77.08	0.10	93.01 %	54,269.10	15.00 %	8,140.37	5.94 %	10,853.82
PBR2	174.90	158.90	-0.05	90.86 %	113,892.80	15.00 %	17,083.92	5.94 %	22,778.56
TYR1	103.85	91.45	0.07	88.06 %	67,561.20	10.00 %	6,756.12	5.94 %	10,134.18
MSI1	61.86	53.70	0.00	86.82 %	47,511.30	10.00 %	4,751.13	5.94 %	7,126.70
PBR1	55.66	47.93	0.06	86.11 %	34,783.10	10.00 %	3,478.31	5.94 %	5,217.47
TNJ1	186.23	159.42	0.12	85.61 %	115,806.90	10.00 %	11,580.69	5.94 %	17,371.04
TNJ2	137.26	116.24	0.18	84.68 %	95,258.40	10.00 %	9,525.84	5.94 %	9,525.84
KUM1	183.70	154.23	0.11	83.96 %	129,484.10	10.00 %	12,948.41	5.94 %	12,948.41
PTK1	130.86	107.84	0.33	82.41 %	86,004.10	10.00 %	8,600.41	5.94 %	8,600.41
APM1	44.91	36.24	0.14	80.69 %	35,039.10	10.00 %	3,503.91	5.94 %	3,503.91
NMM1	60.80	46.64	-0.02	76.71 %	54,817.20	0.00 %		5.94 %	5,481.72
NGT1	103.06	77.03	0.10	74.74 %	59,778.30	0.00 %		5.94 %	
TRY1	539.81	372.96	0.07	69.09 %	242,772.20	0.00 %		5.94 %	
TRY2	71.42	37.24	0.17	52.14 %	28,237.30	0.00 %		5.94 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRK1	102.77	121.95	0.22	118.66 %	110,250.40	30.00 %	33,075.12	5.94 %	44,100.16
POY2	138.68	155.73	0.10	112.29 %	106,290.00	30.00 %	31,887.00	5.94 %	31,887.00
KML1	46.38	51.86	0.29	111.82 %	31,946.30	30.00 %	9,583.89	5.94 %	9,583.89
CDM1	112.43	116.00	0.45	103.18 %	94,226.00	25.00 %	23,556.50	5.94 %	23,556.50
POY1	155.32	159.01	0.09	102.37 %	150,310.50	25.00 %	37,577.63	5.94 %	37,577.63
VCM1	60.67	53.47	0.04	88.14 %	37,636.80	10.00 %	3,763.68	5.94 %	5,645.52
ULP1	97.56	85.90	0.14	88.04 %	67,403.40	10.00 %	6,740.34	5.94 %	10,110.51
TDM1	79.28	68.80	0.32	86.77 %	42,236.90	10.00 %	4,223.69	5.94 %	6,335.54
KKI2	117.29	99.67	0.14	84.98 %	69,171.20	10.00 %	6,917.12	5.94 %	10,375.68
CUD1	191.80	161.89	0.08	84.40 %	136,371.00	10.00 %	13,637.10	5.94 %	13,637.10
KLM1	98.38	80.49	0.05	81.81 %	79,790.40	10.00 %	7,979.04	5.94 %	7,979.04
SJI1	87.10	69.86	0.09	80.21 %	40,228.40	10.00 %	4,022.84	5.94 %	4,022.84
VPM1	38.22	28.44	0.25	74.40 %	17,053.00	0.00 %		5.94 %	
MKM1	45.21	33.42	0.10	73.91 %	31,644.60	0.00 %		5.94 %	
STP1	43.92	30.38	0.32	69.18 %	22,338.80	0.00 %		5.94 %	
PRT1	76.34	52.37	0.11	68.60 %	42,919.50	0.00 %		5.94 %	
VPM2	92.03	62.88	0.27	68.32 %	49,106.70	0.00 %		5.94 %	
TVM2	80.46	54.85	0.00	68.16 %	27,760.80	0.00 %		5.94 %	
NVL2	101.12	62.48	0.19	61.79 %	50,560.50	0.00 %		5.94 %	
TVM1	64.24	37.14	0.47	57.81 %	20,638.50	0.00 %		5.94 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	30.57	73.46	0.16	240.31 %	96,738.10	40.00 %	38,695.24	5.94 %	38,695.24
ERL2	61.90	103.15	0.13	166.64 %	97,633.90	40.00 %	39,053.56	5.94 %	39,053.56
TKS2	137.09	157.12	0.51	114.60 %	114,816.80	30.00 %	34,445.04	5.94 %	45,926.72
ASM1	54.27	56.05	0.23	103.28 %	63,947.70	25.00 %	15,986.93	5.94 %	15,986.93
PKD1	81.58	83.09	0.18	101.86 %	68,862.00	25.00 %	17,215.50	5.94 %	17,215.50
TKS1	122.58	124.70	0.21	101.73 %	124,902.50	25.00 %	31,225.63	5.94 %	31,225.63
KGL1	54.44	51.09	0.25	93.83 %	38,522.30	15.00 %	5,778.35	5.94 %	7,704.46
KYR1	46.59	42.48	0.40	91.19 %	39,162.60	15.00 %	5,874.39	5.94 %	7,832.52
TKY1	69.58	62.81	0.07	90.28 %	61,731.70	15.00 %	9,259.76	5.94 %	12,346.34
TVL1	398.46	350.31	0.24	87.91 %	282,026.70	10.00 %	28,202.67	5.94 %	42,304.01
UDN1	51.30	44.94	0.28	87.60 %	35,730.40	10.00 %	3,573.04	5.94 %	5,359.56
RND1	122.09	106.59	0.38	87.30 %	107,130.50	10.00 %	10,713.05	5.94 %	16,069.58
VNR2	213.00	185.90	0.18	87.28 %	162,361.30	10.00 %	16,236.13	5.94 %	24,354.20
STU2	41.98	36.57	1.17	87.12 %	27,082.80	10.00 %	2,708.28	5.94 %	4,062.42
KVT1	193.48	168.05	0.03	86.86 %	187,454.00	10.00 %	18,745.40	5.94 %	28,118.10
RPM1	118.46	102.73	0.23	86.72 %	99,143.30	10.00 %	9,914.33	5.94 %	14,871.50
TUT1	449.51	384.67	0.15	85.58 %	378,191.60	10.00 %	37,819.16	5.94 %	56,728.74
VNR1	52.56	44.92	0.12	85.46 %	37,226.50	10.00 %	3,722.65	5.94 %	5,583.98
TCN1	101.52	86.72	0.35	85.42 %	92,656.40	10.00 %	9,265.64	5.94 %	13,898.46
SDI1	56.55	48.27	0.33	85.36 %	39,264.50	10.00 %	3,926.45	5.94 %	5,889.68
KSM1	35.52	29.85	0.00	84.05 %	20,225.50	10.00 %	2,022.55	5.94 %	2,022.55
APK1	93.07	74.34	0.06	79.87 %	90,304.70	0.00 %		5.94 %	9,030.47
SVK1	126.15	98.63	0.15	78.19 %	79,402.50	0.00 %		5.94 %	7,940.25
VLY1	139.91	107.83	0.22	77.07 %	79,661.10	0.00 %		5.94 %	7,966.11
TUT2	169.68	130.30	0.36	76.79 %	92,700.60	0.00 %		5.94 %	9,270.06
PDI1	59.13	44.96	0.03	76.04 %	40,395.00	0.00 %		5.94 %	4,039.50
SNL1	81.15	61.52	0.42	75.80 %	37,690.80	0.00 %		5.94 %	3,769.08
ARM1	39.26	29.66	0.95	75.56 %	25,265.30	0.00 %		5.94 %	2,526.53
SGT1	43.17	30.53	0.00	70.74 %	22,641.60	0.00 %		5.94 %	
MAR1	148.05	102.13	0.08	68.98 %	72,167.70	0.00 %		5.94 %	
COL1	32.96	20.44	0.01	62.02 %	18,964.10	0.00 %		5.94 %	
NGR1	355.08	216.68	0.25	61.02 %	122,799.60	0.00 %		5.94 %	
TVL2	49.48	28.87	0.15	58.35 %	15,957.50	0.00 %		5.94 %	
MMT1	77.12	44.68	0.38	57.94 %	39,852.70	0.00 %		5.94 %	
TYI1	101.02	54.89	0.42	54.33 %	65,891.40	0.00 %		5.94 %	
VKM1	83.00	34.64	0.25	41.73 %	41,126.30	0.00 %		5.94 %	
ERL1	5.91	1.70	2.25	28.80 %	(16,277.50)	0.00 %		5.94 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TEN2	59.35	65.92	0.32	111.07 %	40,753.70	30.00 %	12,226.11	5.94 %	12,226.11
MLR1	63.04	65.90	0.10	104.54 %	55,514.20	25.00 %	13,878.55	5.94 %	16,654.26
DKI1	70.80	73.06	0.27	103.19 %	93,036.20	25.00 %	23,259.05	5.94 %	23,259.05
ADP1	49.66	50.23	0.04	101.15 %	47,971.80	25.00 %	11,992.95	5.94 %	11,992.95
PKM1	37.28	36.40	0.15	97.63 %	33,506.90	20.00 %	6,701.38	5.94 %	8,376.73
SVG1	63.26	57.98	0.17	91.65 %	70,203.30	15.00 %	10,530.50	5.94 %	14,040.66
PVI1	66.83	60.34	0.26	90.29 %	72,884.20	15.00 %	10,932.63	5.94 %	14,576.84
TPT1	69.85	62.28	-0.13	89.17 %	91,492.40	10.00 %	9,149.24	5.94 %	13,723.86
MDU6	126.25	110.17	0.22	87.27 %	85,712.60	10.00 %	8,571.26	5.94 %	12,856.89
DGL2	55.63	47.89	0.14	86.08 %	47,834.60	10.00 %	4,783.46	5.94 %	7,175.19
MDU2	160.90	138.18	0.18	85.88 %	115,175.30	10.00 %	11,517.53	5.94 %	17,276.30
CBM1	86.56	73.05	0.12	84.39 %	75,267.00	10.00 %	7,526.70	5.94 %	7,526.70
BNR1	54.60	44.86	0.07	82.17 %	45,790.50	10.00 %	4,579.05	5.94 %	4,579.05
DGL1	193.79	157.85	0.36	81.45 %	131,965.80	10.00 %	13,196.58	5.94 %	13,196.58
NKI1	43.86	35.72	0.10	81.45 %	43,328.50	10.00 %	4,332.85	5.94 %	4,332.85
PNI1	37.48	30.41	0.36	81.14 %	25,213.20	10.00 %	2,521.32	5.94 %	2,521.32
USL1	82.25	65.82	0.15	80.02 %	58,066.30	0.00 %		5.94 %	5,806.63
TMM1	95.92	76.57	0.02	79.83 %	54,529.40	0.00 %		5.94 %	5,452.94
SGP1	55.62	44.33	0.13	79.70 %	74,356.30	0.00 %		5.94 %	7,435.63
PNV1	35.80	28.50	0.00	79.61 %	27,857.40	0.00 %		5.94 %	2,785.74
MPA1	75.28	59.34	0.06	78.83 %	71,005.20	0.00 %		5.94 %	7,100.52
TDI1	54.10	42.62	0.22	78.77 %	51,462.50	0.00 %		5.94 %	5,146.25
MDU4	82.24	63.63	0.15	77.38 %	51,334.30	0.00 %		5.94 %	5,133.43
BTU1	36.01	27.00	0.54	74.98 %	30,799.80	0.00 %		5.94 %	
CMR1	44.32	32.72	0.03	73.83 %	23,957.80	0.00 %		5.94 %	
TEN1	84.88	62.60	0.53	73.75 %	48,271.40	0.00 %		5.94 %	
NTM1	52.01	36.90	0.29	70.95 %	28,655.90	0.00 %		5.94 %	
KKD2	88.92	61.16	0.14	68.78 %	73,071.30	0.00 %		5.94 %	
ATG1	125.62	85.82	0.22	68.32 %	96,550.70	0.00 %		5.94 %	
ODM1	46.89	31.85	0.00	67.92 %	25,981.50	0.00 %		5.94 %	
MDU1	408.25	276.18	0.17	67.65 %	205,759.60	0.00 %		5.94 %	
MNM1	43.54	28.93	0.09	66.45 %	37,285.80	0.00 %		5.94 %	
KPT1	53.05	34.09	0.01	64.27 %	32,601.60	0.00 %		5.94 %	
KRR1	63.58	38.51	0.00	60.57 %	48,195.50	0.00 %		5.94 %	
MDU5	77.22	42.30	0.06	54.77 %	55,446.70	0.00 %		5.94 %	
MDU3	101.03	49.25	0.53	48.75 %	40,536.50	0.00 %		5.94 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	38.08	38.17	0.59	100.25 %	35,520.20	25.00 %	8,880.05	5.94 %	8,880.05
UKI1	66.28	63.89	0.44	96.40 %	51,565.50	20.00 %	10,313.10	5.94 %	12,891.38
CH44	96.28	91.41	0.25	94.94 %	72,430.50	15.00 %	10,864.58	5.94 %	18,107.63
MJR1	138.71	127.35	0.23	91.81 %	85,991.20	15.00 %	12,898.68	5.94 %	17,198.24
MC05	45.33	40.01	0.01	88.26 %	14,592.90	10.00 %	1,459.29	5.94 %	2,188.94
CH34	129.80	111.61	0.13	85.99 %	91,526.00	10.00 %	9,152.60	5.94 %	13,728.90
CH12	161.14	135.10	0.64	83.84 %	116,858.90	10.00 %	11,685.89	5.94 %	11,685.89
CH23	62.09	51.97	0.03	83.71 %	38,917.20	10.00 %	3,891.72	5.94 %	3,891.72
CH43	89.94	74.03	0.24	82.30 %	73,270.10	10.00 %	7,327.01	5.94 %	7,327.01
CH06	128.26	104.15	0.07	81.21 %	96,776.00	10.00 %	9,677.60	5.94 %	9,677.60
CH41	101.55	79.98	0.40	78.76 %	69,915.40	0.00 %		5.94 %	6,991.54
CH03	304.53	237.50	0.27	77.99 %	211,165.60	0.00 %		5.94 %	21,116.56
CH17	68.67	52.79	0.24	76.88 %	57,402.30	0.00 %		5.94 %	5,740.23
PON1	70.45	53.86	0.27	76.45 %	50,107.70	0.00 %		5.94 %	5,010.77
CH32	28.40	21.70	2.36	76.40 %	15,257.70	0.00 %		5.94 %	1,525.77
CH31	48.29	36.35	0.37	75.27 %	33,830.50	0.00 %		5.94 %	
GPD1	106.31	79.78	0.10	75.05 %	45,052.60	0.00 %		5.94 %	
CH15	342.49	256.64	0.19	74.93 %	205,533.20	0.00 %		5.94 %	
CH33	117.54	87.70	0.23	74.61 %	75,423.70	0.00 %		5.94 %	
CH18	167.13	123.18	0.36	73.70 %	138,723.60	0.00 %		5.94 %	
CH20	171.19	123.39	0.34	72.08 %	89,717.20	0.00 %		5.94 %	
CH21	223.02	157.22	0.20	70.49 %	116,280.40	0.00 %		5.94 %	
CH36	56.29	38.35	0.10	68.13 %	26,327.40	0.00 %		5.94 %	
CH46	69.22	43.81	0.42	63.29 %	38,761.20	0.00 %		5.94 %	
CH09	131.93	78.29	0.07	59.34 %	66,750.20	0.00 %		5.94 %	
MC06	33.82	19.85	1.17	58.69 %	11,099.90	0.00 %		5.94 %	
CH24	130.17	66.02	0.42	50.72 %	70,472.80	0.00 %		5.94 %	
MC08	15.57	3.34	0.00	21.43 %	900.20	0.00 %		5.94 %	
CH01	16.24	1.90	0.00	11.67 %	1,523.20	0.00 %		5.94 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	44.84	46.83	0.29	104.43 %	37,951.60	25.00 %	9,487.90	5.94 %	11,385.48
CH30	147.89	146.53	0.65	99.08 %	76,472.00	20.00 %	15,294.40	5.94 %	19,118.00
MRM1	88.61	87.12	0.20	98.32 %	79,555.90	20.00 %	15,911.18	5.94 %	19,888.98
TKM1	56.77	54.96	0.15	96.83 %	60,245.10	20.00 %	12,049.02	5.94 %	15,061.28
CH45	105.96	98.81	0.18	93.25 %	91,770.80	15.00 %	13,765.62	5.94 %	18,354.16
GUD2	99.92	92.09	0.04	92.17 %	63,489.50	15.00 %	9,523.43	5.94 %	12,697.90
CH48	139.77	118.49	0.16	84.78 %	153,528.40	10.00 %	15,352.84	5.94 %	23,029.26
CH28	129.04	108.72	0.20	84.25 %	145,659.20	10.00 %	14,565.92	5.94 %	14,565.92
GUD1	113.34	93.46	0.38	82.47 %	118,344.60	10.00 %	11,834.46	5.94 %	11,834.46
CH11	129.07	105.88	0.42	82.03 %	82,906.60	10.00 %	8,290.66	5.94 %	8,290.66
CH05	215.40	174.14	0.15	80.85 %	134,783.30	10.00 %	13,478.33	5.94 %	13,478.33
CH35	87.27	70.34	0.15	80.60 %	50,932.10	10.00 %	5,093.21	5.94 %	5,093.21
CH08	221.33	170.42	0.45	76.99 %	216,330.60	0.00 %		5.94 %	21,633.06
CH16	255.98	196.97	0.21	76.95 %	198,554.50	0.00 %		5.94 %	19,855.45
CH19	177.65	136.65	0.35	76.92 %	126,884.90	0.00 %		5.94 %	12,688.49
KNR1	85.95	65.61	0.02	76.33 %	61,016.70	0.00 %		5.94 %	6,101.67
CH14	260.64	196.90	0.27	75.54 %	171,803.10	0.00 %		5.94 %	17,180.31
MC10	39.49	29.70	0.10	75.21 %	14,880.40	0.00 %		5.94 %	
CH38	85.69	63.45	0.11	74.04 %	80,219.50	0.00 %		5.94 %	
AVD1	141.42	104.18	1.12	73.66 %	85,717.30	0.00 %		5.94 %	
SKL1	84.96	56.40	0.42	66.38 %	71,806.40	0.00 %		5.94 %	
CH07	185.72	120.35	0.42	64.80 %	110,617.00	0.00 %		5.94 %	
CH42	196.49	126.93	0.21	64.60 %	122,750.80	0.00 %		5.94 %	
CH26	41.46	26.55	0.09	64.03 %	23,824.60	0.00 %		5.94 %	
CH22	130.08	82.59	0.08	63.49 %	86,991.90	0.00 %		5.94 %	
CH40	93.82	54.12	0.30	57.69 %	27,645.30	0.00 %		5.94 %	
CH39	87.30	50.08	0.22	57.37 %	54,769.40	0.00 %		5.94 %	
CGL1	108.21	52.91	0.51	48.89 %	50,549.30	0.00 %		5.94 %	
MC09	25.43	12.08	0.00	47.48 %	9,007.80	0.00 %		5.94 %	
CH29	44.88	15.43	0.94	34.38 %	17,925.90	0.00 %		5.94 %	
MC02	32.93	5.48	0.00	16.66 %	3,003.50	0.00 %		5.94 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	86.88	0.20	0.00 %	640.20	0.00 %		0.00 %	
GHUB	0.00	166.87	0.05	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.07	9.65	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	11.56	0.04	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	10.26	0.64	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	7.40	1.19	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	18.41	0.37	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	-10.90	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	4.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	8.08	0.00	0.00 %	0.00	0.00 %		0.00 %	