

Accu.Target 23,244.32 L	Sales 16,909.75 L	Achieved % 72.75 %	HO Budget+ % 17.25 %	Total Com. 165.96 L
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Note : Sales Period is From :01-Sep-2025 To :24-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	248.15	265.51	106.99 %	0.00	17.25 %	0.00
SOUTH-01	4,223.51	3,216.10	76.15 %	0.00	17.25 %	0.00
WEST-02	2,075.43	1,546.70	74.52 %	0.00	17.25 %	0.00
WEST-01	1,705.84	1,240.77	72.74 %	0.00	17.25 %	0.00
TRICHY-01	2,390.17	1,734.09	72.55 %	0.00	17.25 %	0.00
NORTH ARCOT	1,859.15	1,304.31	70.16 %	0.00	17.25 %	0.00
CHENNAI-02	3,024.73	2,091.35	69.14 %	0.00	17.25 %	0.00
SOUTH-03	2,692.21	1,836.34	68.21 %	0.00	17.25 %	0.00
CHENNAI-01	3,185.38	2,149.61	67.48 %	0.00	17.25 %	0.00
SOUTH ARCOT	1,839.74	1,173.27	63.77 %	0.00	17.25 %	0.00
OTHERS	0.00	351.70	0.00 %	0.00	0.00 %	0.00
Total	23,244.32	16,909.75	72.75 %		17.25 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	248.15	265.51	106.99%	30,000.00	17.25 %	60,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	709.09	580.35	81.84%	0.00	17.25 %	37,500.00
	TUT1	853.45	688.45	80.67%	0.00	17.25 %	45,000.00
	NGR1	663.68	517.40	77.96%	0.00	17.25 %	37,500.00
	TKS1	628.51	480.05	76.38%	0.00	17.25 %	30,000.00
	TVL1	827.33	604.00	73.01%	0.00	17.25 %	0.00
	VNR1	541.46	345.86	63.88%	0.00	17.25 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	437.53	368.12	84.14%	0.00	17.25 %	45,000.00
	HSR1	414.91	342.93	82.65%	0.00	17.25 %	22,500.00
	SLM1	647.86	450.75	69.58%	0.00	17.25 %	0.00
	ERD1	575.14	384.91	66.93%	0.00	17.25 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	321.14	262.68	81.80%	0.00	17.25 %	15,000.00
	TPR4	208.91	170.44	81.58%	0.00	17.25 %	7,500.00
	PLI1	212.76	157.84	74.19%	0.00	17.25 %	0.00
	CBE1	736.75	530.96	72.07%	0.00	17.25 %	0.00
	TPR1	226.28	118.85	52.53%	0.00	17.25 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	420.88	324.02	76.99%	0.00	17.25 %	22,500.00
	KUM1	504.44	379.68	75.27%	0.00	17.25 %	22,500.00
	TNJ1	532.23	381.74	71.72%	0.00	17.25 %	0.00
	TRY1	932.62	648.65	69.55%	0.00	17.25 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA03	532.81	381.38	71.58%	0.00	17.25 %	0.00
	NA01	688.65	489.57	71.09%	0.00	17.25 %	0.00
	NA02	637.70	433.36	67.96%	0.00	17.25 %	0.00

CHENNAI- 02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	825.40	616.61	74.70%	0.00	17.25 %	45,000.00
	CH01	814.11	570.74	70.11%	0.00	17.25 %	0.00
	CH09	594.31	388.76	65.41%	0.00	17.25 %	0.00
	CH07	790.90	515.25	65.15%	0.00	17.25 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	530.28	474.76	89.53%	0.00	17.25 %	60,000.00
	SVG1	460.64	313.92	68.15%	0.00	17.25 %	0.00
	KRR1	93.45	59.59	63.77%	0.00	17.25 %	0.00
	MDU2	802.58	504.55	62.87%	0.00	17.25 %	0.00
	DGL1	805.26	483.52	60.04%	0.00	17.25 %	0.00

CHENNAI- 01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	622.68	434.59	69.79%	0.00	17.25 %	0.00
	CH06	1,015.06	705.21	69.47%	0.00	17.25 %	0.00
	CH05	809.18	555.26	68.62%	0.00	17.25 %	0.00
	CH08	738.46	454.55	61.55%	0.00	17.25 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	601.82	426.73	70.91%	0.00	17.25 %	0.00
	SA02	661.65	410.62	62.06%	0.00	17.25 %	0.00
	SA03	576.28	335.92	58.29%	0.00	17.25 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	16.65	0.00%	0.00	0.00 %	0.00
	CH02	0.00	131.98	0.00%	0.00	0.00 %	0.00
	HO01	0.00	112.45	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	22.27	0.00%	0.00	0.00 %	0.00
	NA01	0.00	0.62	0.00%	0.00	0.00 %	0.00
	SA02	0.00	6.75	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	23.64	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	15.38	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	21.97	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	48.94	64.14	0.13	131.04 %	49,680.90	40.00 %	19,872.36	17.25 %	19,872.36
TVP1	133.27	155.64	0.35	116.79 %	97,542.30	30.00 %	29,262.69	17.25 %	39,016.92
KLR1	65.94	45.73	0.21	69.36 %	40,174.80	0.00 %		17.25 %	4,017.48

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TYI1	52.38	59.78	0.19	114.11 %	74,175.20	30.00 %	22,252.56	17.25 %	29,670.08
ERL2	56.73	64.62	0.08	113.91 %	72,662.30	30.00 %	21,798.69	17.25 %	29,064.92
SKD1	36.15	37.88	0.12	104.78 %	44,885.90	25.00 %	11,221.48	17.25 %	17,954.36
KYR1	37.10	35.06	0.33	94.49 %	30,945.80	15.00 %	4,641.87	17.25 %	9,283.74
PKD1	63.13	58.95	0.05	93.39 %	73,356.60	15.00 %	11,003.49	17.25 %	22,006.98
SDI1	85.76	78.78	0.23	91.86 %	71,233.90	15.00 %	10,685.09	17.25 %	21,370.17
RPM1	159.70	144.44	0.06	90.44 %	135,304.10	15.00 %	20,295.62	17.25 %	33,826.03
UDN1	49.79	43.05	0.32	86.46 %	39,400.10	10.00 %	3,940.01	17.25 %	9,850.03
KVT1	276.13	235.17	0.46	85.17 %	292,133.60	10.00 %	29,213.36	17.25 %	73,033.40
MAR1	127.27	107.95	0.09	84.82 %	84,409.40	10.00 %	8,440.94	17.25 %	21,102.35
ASM1	48.37	40.35	0.12	83.42 %	54,132.90	10.00 %	5,413.29	17.25 %	13,533.23
VNR2	164.98	135.71	0.07	82.26 %	136,318.10	10.00 %	13,631.81	17.25 %	27,263.62
KSM1	62.24	50.86	0.03	81.71 %	32,368.50	10.00 %	3,236.85	17.25 %	6,473.70
TCN1	87.94	71.52	0.01	81.32 %	77,508.70	10.00 %	7,750.87	17.25 %	15,501.74
TUT2	164.83	132.25	0.17	80.23 %	119,437.10	10.00 %	11,943.71	17.25 %	23,887.42
TKS2	132.82	105.94	0.10	79.76 %	87,101.20	0.00 %		17.25 %	17,420.24
NGR1	256.73	204.02	0.48	79.47 %	157,757.40	0.00 %		17.25 %	31,551.48
VKM1	50.22	39.52	0.29	78.71 %	56,465.50	0.00 %		17.25 %	11,293.10
VNR1	58.90	45.76	0.00	77.68 %	41,477.80	0.00 %		17.25 %	6,221.67
MMT1	62.24	47.89	0.00	76.94 %	50,357.70	0.00 %		17.25 %	7,553.66
TVL1	569.55	426.93	0.29	74.96 %	328,567.50	0.00 %		17.25 %	49,285.13
VLY1	117.14	87.01	0.84	74.28 %	80,260.20	0.00 %		17.25 %	8,026.02
RND1	135.07	98.35	0.11	72.81 %	128,444.90	0.00 %		17.25 %	12,844.49
SVK1	107.06	77.57	0.26	72.46 %	76,302.30	0.00 %		17.25 %	7,630.23
PDI1	54.50	39.20	0.11	71.93 %	36,767.50	0.00 %		17.25 %	3,676.75
TUT1	441.77	317.24	0.12	71.81 %	337,531.90	0.00 %		17.25 %	33,753.19
TKS1	116.55	83.63	0.08	71.75 %	100,511.50	0.00 %		17.25 %	10,051.15
KGL1	54.47	38.62	0.12	70.91 %	31,930.70	0.00 %		17.25 %	3,193.07
SNL1	66.52	46.52	0.20	69.93 %	41,199.50	0.00 %		17.25 %	4,119.95
TKY1	73.28	50.36	0.14	68.72 %	57,203.20	0.00 %		17.25 %	5,720.32
STU2	44.77	28.89	0.23	64.54 %	32,930.50	0.00 %		17.25 %	
COL1	27.45	17.70	0.44	64.49 %	23,339.90	0.00 %		17.25 %	
ARM1	51.54	30.71	0.49	59.58 %	31,740.60	0.00 %		17.25 %	
APK1	80.92	41.61	0.10	51.42 %	58,804.40	0.00 %		17.25 %	
TVL2	40.73	18.99	0.07	46.63 %	11,117.70	0.00 %		17.25 %	
SGT1	79.17	28.07	0.00	35.46 %	22,416.30	0.00 %		17.25 %	
APK2	129.58	45.21	0.46	34.89 %	43,668.40	0.00 %		17.25 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	37.74	46.53	0.03	123.28 %	43,541.20	40.00 %	17,416.48	17.25 %	17,416.48
PMP1	42.95	44.25	0.13	103.01 %	29,415.10	25.00 %	7,353.78	17.25 %	11,766.04
OML1	56.94	57.83	0.13	101.55 %	50,810.40	25.00 %	12,702.60	17.25 %	20,324.16
TRM1	87.08	84.61	0.09	97.17 %	77,996.30	20.00 %	15,599.26	17.25 %	23,398.89
MCR1	54.55	52.68	0.23	96.57 %	55,257.30	20.00 %	11,051.46	17.25 %	16,577.19
NKL2	101.70	97.70	0.22	96.07 %	115,820.40	20.00 %	23,164.08	17.25 %	34,746.12
EDP1	26.98	24.96	0.00	92.54 %	16,385.10	15.00 %	2,457.77	17.25 %	4,915.53
VPD1	69.39	58.68	0.03	84.57 %	84,010.20	10.00 %	8,401.02	17.25 %	21,002.55
PLC1	39.90	33.06	0.08	82.87 %	26,403.30	10.00 %	2,640.33	17.25 %	6,600.83
APN1	48.32	39.80	0.00	82.37 %	48,151.50	10.00 %	4,815.15	17.25 %	9,630.30
DPR1	34.61	27.95	0.03	80.77 %	22,596.40	10.00 %	2,259.64	17.25 %	4,519.28
HSR2	120.48	94.72	0.04	78.62 %	77,902.00	0.00 %		17.25 %	11,685.30
BMD1	40.14	31.32	0.00	78.04 %	36,358.70	0.00 %		17.25 %	5,453.81
HRR1	50.04	37.70	0.38	75.33 %	30,275.80	0.00 %		17.25 %	4,541.37
HSR1	76.90	57.66	0.24	74.98 %	58,442.80	0.00 %		17.25 %	8,766.42
VKL1	36.98	26.81	0.38	72.50 %	27,167.60	0.00 %		17.25 %	2,716.76
KVP1	43.58	31.34	0.60	71.92 %	30,556.40	0.00 %		17.25 %	3,055.64
ERD2	99.70	71.03	0.07	71.24 %	96,084.80	0.00 %		17.25 %	9,608.48
SLM2	61.73	43.94	0.04	71.18 %	36,845.20	0.00 %		17.25 %	3,684.52
MTR1	68.58	48.21	0.00	70.31 %	42,493.60	0.00 %		17.25 %	4,249.36
ATU1	79.02	55.32	0.11	70.01 %	46,754.50	0.00 %		17.25 %	4,675.45
SLM3	96.87	65.37	0.10	67.48 %	50,128.50	0.00 %		17.25 %	5,012.85
EPI1	56.36	37.44	0.14	66.43 %	38,112.60	0.00 %		17.25 %	3,811.26
KRI1	53.36	35.36	1.21	66.27 %	25,818.50	0.00 %		17.25 %	
TCG1	48.03	30.43	0.00	63.36 %	25,853.20	0.00 %		17.25 %	
DPR2	45.59	27.81	0.00	61.00 %	23,109.10	0.00 %		17.25 %	
CMI1	31.81	19.34	0.00	60.80 %	25,746.40	0.00 %		17.25 %	
SLM1	209.18	125.24	0.10	59.87 %	86,442.30	0.00 %		17.25 %	
RSP1	54.53	32.59	0.03	59.77 %	36,581.80	0.00 %		17.25 %	
ERD1	95.41	56.07	0.45	58.76 %	58,123.20	0.00 %		17.25 %	
PDR1	37.35	19.63	0.01	52.55 %	28,595.40	0.00 %		17.25 %	
KMM1	40.49	19.86	0.22	49.04 %	22,700.80	0.00 %		17.25 %	
SGG1	29.14	11.46	0.39	39.33 %	14,221.00	0.00 %		17.25 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	26.18	36.01	0.03	137.58 %	45,553.20	40.00 %	18,221.28	17.25 %	18,221.28
SYM2	31.72	31.58	0.00	99.56 %	41,254.80	20.00 %	8,250.96	17.25 %	16,501.92
KGI1	47.60	47.36	0.04	99.50 %	31,153.20	20.00 %	6,230.64	17.25 %	12,461.28
CNR1	40.15	39.38	0.00	98.09 %	32,140.20	20.00 %	6,428.04	17.25 %	9,642.06
KMR1	85.80	80.59	0.31	93.92 %	93,414.80	15.00 %	14,012.22	17.25 %	28,024.44
GBM1	41.78	38.46	0.09	92.05 %	31,721.90	15.00 %	4,758.29	17.25 %	9,516.57
CBE3	23.50	20.72	0.01	88.14 %	34,603.40	10.00 %	3,460.34	17.25 %	8,650.85
KGM1	31.78	27.23	0.47	85.68 %	26,205.10	10.00 %	2,620.51	17.25 %	6,551.28
SNR1	54.47	46.40	0.17	85.17 %	61,589.00	10.00 %	6,158.90	17.25 %	15,397.25
DPM2	40.34	34.24	0.00	84.88 %	46,644.40	10.00 %	4,664.44	17.25 %	11,661.10
PDM1	27.59	22.77	0.01	82.53 %	26,756.30	10.00 %	2,675.63	17.25 %	5,351.26
UAM1	99.42	80.20	0.04	80.66 %	70,753.60	10.00 %	7,075.36	17.25 %	14,150.72
ANR1	16.04	12.67	0.00	78.98 %	17,665.70	0.00 %		17.25 %	3,533.14
KMD1	43.55	33.84	0.07	77.71 %	59,639.30	0.00 %		17.25 %	8,945.90
TPR3	48.71	36.93	0.04	75.81 %	60,535.00	0.00 %		17.25 %	9,080.25
UMP1	41.02	30.25	0.11	73.74 %	28,999.40	0.00 %		17.25 %	2,899.94
CBE2	263.40	193.29	0.11	73.38 %	185,405.20	0.00 %		17.25 %	18,540.52
GDR1	39.22	28.32	0.01	72.21 %	21,158.10	0.00 %		17.25 %	2,115.81
CBE5	40.30	28.87	0.07	71.63 %	56,442.80	0.00 %		17.25 %	5,644.28
SUL1	37.65	26.60	0.03	70.65 %	41,778.90	0.00 %		17.25 %	4,177.89
TPR1	75.20	51.03	0.15	67.86 %	43,945.90	0.00 %		17.25 %	4,394.59
MPM1	51.19	33.57	0.11	65.58 %	51,071.30	0.00 %		17.25 %	
CBE6	68.24	44.66	0.00	65.44 %	55,788.10	0.00 %		17.25 %	
CBE1	54.66	33.81	0.00	61.85 %	52,318.80	0.00 %		17.25 %	
AVI1	44.90	27.16	0.25	60.50 %	31,758.00	0.00 %		17.25 %	
PLI1	72.02	43.35	0.23	60.18 %	53,148.90	0.00 %		17.25 %	
CBE4	108.72	56.04	0.05	51.54 %	77,568.60	0.00 %		17.25 %	
TPR4	48.30	24.56	0.00	50.85 %	25,482.00	0.00 %		17.25 %	
TPR2	102.37	30.90	0.15	30.18 %	27,463.30	0.00 %		17.25 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MSI1	42.27	40.36	0.08	95.47 %	43,557.20	20.00 %	8,711.44	17.25 %	13,067.16
KRN1	40.82	38.46	0.06	94.22 %	43,447.80	15.00 %	6,517.17	17.25 %	13,034.34
PDK1	39.98	37.40	0.00	93.57 %	34,430.50	15.00 %	5,164.58	17.25 %	10,329.15
TYR1	82.25	71.74	0.07	87.22 %	54,780.90	10.00 %	5,478.09	17.25 %	13,695.23
ORU1	47.86	40.46	0.27	84.52 %	44,516.90	10.00 %	4,451.69	17.25 %	11,129.23
PTK1	97.62	82.33	0.16	84.33 %	84,198.10	10.00 %	8,419.81	17.25 %	21,049.53
NGT1	87.30	73.37	0.01	84.05 %	77,795.30	10.00 %	7,779.53	17.25 %	19,448.83
TTP1	62.42	51.68	0.19	82.80 %	52,353.60	10.00 %	5,235.36	17.25 %	10,470.72
TVR1	40.07	32.90	0.07	82.10 %	31,017.80	10.00 %	3,101.78	17.25 %	6,203.56
MDI1	71.63	56.55	0.00	78.95 %	57,791.90	0.00 %		17.25 %	11,558.38
TVR2	107.69	84.28	0.13	78.27 %	74,997.40	0.00 %		17.25 %	11,249.61
MVM1	110.51	85.53	0.16	77.39 %	119,015.80	0.00 %		17.25 %	17,852.37
KUM1	130.48	97.59	0.29	74.80 %	101,939.80	0.00 %		17.25 %	15,290.97
PBR2	142.04	104.47	0.14	73.55 %	89,348.60	0.00 %		17.25 %	8,934.86
TNJ2	106.48	78.13	0.23	73.38 %	75,884.50	0.00 %		17.25 %	7,588.45
AYR1	58.18	42.57	0.00	73.16 %	35,642.20	0.00 %		17.25 %	3,564.22
JKM1	69.49	50.30	0.36	72.39 %	49,698.50	0.00 %		17.25 %	4,969.85
TRY1	482.26	334.60	0.18	69.38 %	243,593.50	0.00 %		17.25 %	24,359.35
NMM1	59.47	38.29	0.45	64.39 %	53,854.80	0.00 %		17.25 %	
KIK1	77.78	49.86	0.00	64.10 %	45,864.80	0.00 %		17.25 %	
NCK1	46.20	29.07	0.00	62.93 %	32,404.20	0.00 %		17.25 %	
PBR1	47.76	28.79	0.00	60.28 %	28,033.00	0.00 %		17.25 %	
TNJ1	161.12	94.86	0.17	58.87 %	78,263.70	0.00 %		17.25 %	
TRY2	47.27	24.40	0.00	51.63 %	18,223.30	0.00 %		17.25 %	
APM1	42.43	21.80	0.40	51.37 %	27,583.50	0.00 %		17.25 %	
TRY3	88.76	44.29	0.13	49.90 %	40,718.60	0.00 %		17.25 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	47.74	46.95	0.22	98.36 %	41,311.70	20.00 %	8,262.34	17.25 %	12,393.51
ABR1	66.10	59.87	0.56	90.56 %	56,940.30	15.00 %	8,541.05	17.25 %	14,235.08
BGR1	41.56	34.55	0.05	83.14 %	35,777.90	10.00 %	3,577.79	17.25 %	8,944.48
KPM2	200.34	161.77	0.01	80.75 %	128,629.80	10.00 %	12,862.98	17.25 %	25,725.96
VEL2	109.60	86.40	0.19	78.83 %	88,171.30	0.00 %		17.25 %	17,634.26
ANI1	41.81	32.51	0.11	77.76 %	29,857.20	0.00 %		17.25 %	4,478.58
VSI1	57.74	44.79	0.09	77.57 %	55,919.00	0.00 %		17.25 %	8,387.85
SBR1	101.27	78.46	0.06	77.48 %	94,131.50	0.00 %		17.25 %	14,119.73
CPT1	32.49	24.96	0.01	76.84 %	28,200.50	0.00 %		17.25 %	4,230.08
AKM1	70.42	54.06	0.14	76.76 %	58,773.90	0.00 %		17.25 %	8,816.09
WJP1	55.84	42.64	0.05	76.36 %	39,519.40	0.00 %		17.25 %	5,927.91
SLG1	41.70	31.46	0.12	75.46 %	34,802.80	0.00 %		17.25 %	5,220.42
TRR1	109.06	80.70	0.15	73.99 %	69,301.00	0.00 %		17.25 %	6,930.10
CYR1	43.42	31.44	0.08	72.42 %	35,414.10	0.00 %		17.25 %	3,541.41
PTU1	25.10	17.60	0.00	70.11 %	14,518.70	0.00 %		17.25 %	1,451.87
KPM1	74.17	50.37	0.79	67.92 %	47,457.70	0.00 %		17.25 %	4,745.77
GDM1	62.59	42.33	0.23	67.63 %	40,839.00	0.00 %		17.25 %	4,083.90
ARC2	84.59	57.16	0.20	67.57 %	51,284.70	0.00 %		17.25 %	5,128.47
TRL1	137.99	91.75	0.17	66.49 %	108,298.50	0.00 %		17.25 %	10,829.85
UGI1	43.26	27.49	0.77	63.54 %	22,375.60	0.00 %		17.25 %	
VEL1	108.48	66.80	0.35	61.57 %	66,692.30	0.00 %		17.25 %	
TRT1	51.70	30.32	0.13	58.63 %	25,714.40	0.00 %		17.25 %	
WJD1	118.06	59.62	0.14	50.50 %	61,292.70	0.00 %		17.25 %	
CGM1	83.26	34.15	0.00	41.01 %	26,289.20	0.00 %		17.25 %	
PLR1	50.86	16.17	0.00	31.79 %	16,338.40	0.00 %		17.25 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	66.24	65.76	0.28	99.28 %	63,888.80	20.00 %	12,777.76	17.25 %	19,166.64
GPD1	73.34	64.70	0.43	88.22 %	49,866.70	10.00 %	4,986.67	17.25 %	12,466.68
CH12	154.45	129.66	0.25	83.95 %	148,441.70	10.00 %	14,844.17	17.25 %	37,110.43
CH17	62.39	48.40	0.96	77.58 %	47,866.60	0.00 %		17.25 %	7,179.99
CH24	126.24	97.67	0.18	77.36 %	104,083.50	0.00 %		17.25 %	15,612.53
CH21	208.12	160.52	0.16	77.13 %	122,124.90	0.00 %		17.25 %	18,318.74
MC06	35.73	27.02	0.95	75.64 %	11,666.70	0.00 %		17.25 %	1,750.01
CH20	150.73	111.83	0.69	74.19 %	100,983.90	0.00 %		17.25 %	10,098.39
CH18	153.14	113.60	0.21	74.18 %	139,553.10	0.00 %		17.25 %	13,955.31
CH34	134.36	97.88	0.37	72.85 %	98,359.50	0.00 %		17.25 %	9,835.95
CH33	96.49	69.28	0.89	71.80 %	91,509.40	0.00 %		17.25 %	9,150.94
CH43	86.45	61.77	0.39	71.46 %	76,177.40	0.00 %		17.25 %	7,617.74
MJR1	127.18	90.88	0.30	71.46 %	79,133.90	0.00 %		17.25 %	7,913.39
CH03	284.87	201.54	0.14	70.75 %	194,902.80	0.00 %		17.25 %	19,490.28
CH44	97.30	68.20	0.23	70.10 %	65,585.80	0.00 %		17.25 %	6,558.58
CH46	60.65	40.17	0.50	66.23 %	36,748.00	0.00 %		17.25 %	
CH15	338.66	224.05	0.70	66.16 %	212,320.90	0.00 %		17.25 %	
CH41	97.59	62.75	0.14	64.30 %	80,594.50	0.00 %		17.25 %	
CH32	22.05	13.50	5.02	61.25 %	9,942.30	0.00 %		17.25 %	
CH23	57.90	34.06	0.00	58.82 %	36,747.60	0.00 %		17.25 %	
MC05	50.78	29.86	0.00	58.81 %	10,296.20	0.00 %		17.25 %	
CH31	64.21	37.07	0.06	57.74 %	38,337.30	0.00 %		17.25 %	
PON1	68.09	38.81	0.34	57.00 %	42,833.40	0.00 %		17.25 %	
CH06	133.94	75.96	0.24	56.71 %	88,138.10	0.00 %		17.25 %	
CH09	124.65	67.66	1.99	54.28 %	79,590.30	0.00 %		17.25 %	
CH27	44.05	23.36	0.00	53.03 %	34,423.30	0.00 %		17.25 %	
CH36	73.38	29.29	0.68	39.92 %	30,028.10	0.00 %		17.25 %	
MC08	20.98	4.84	0.00	23.06 %	885.00	0.00 %		17.25 %	
CH01	10.78	1.26	0.00	11.72 %	983.80	0.00 %		17.25 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PVI1	67.89	83.07	0.06	122.36 %	91,611.60	40.00 %	36,644.64	17.25 %	36,644.64
KYK1	34.23	38.23	0.88	111.68 %	44,417.20	30.00 %	13,325.16	17.25 %	17,766.88
ATG1	87.39	77.25	0.00	88.39 %	75,620.50	10.00 %	7,562.05	17.25 %	18,905.13
ADP1	46.47	40.34	0.04	86.80 %	44,740.70	10.00 %	4,474.07	17.25 %	11,185.18
MPA1	67.44	55.62	0.10	82.47 %	72,213.30	10.00 %	7,221.33	17.25 %	14,442.66
TPT1	58.71	46.57	0.00	79.32 %	79,080.00	0.00 %		17.25 %	15,816.00
TDI1	48.61	37.59	0.16	77.34 %	44,428.40	0.00 %		17.25 %	6,664.26
PNV1	33.11	24.91	0.36	75.24 %	26,510.50	0.00 %		17.25 %	3,976.58
USL1	54.71	39.64	0.12	72.46 %	39,534.00	0.00 %		17.25 %	3,953.40
MLR1	45.50	32.87	0.00	72.23 %	30,871.70	0.00 %		17.25 %	3,087.17
CBM1	68.69	48.30	0.13	70.31 %	49,402.50	0.00 %		17.25 %	4,940.25
TMM1	87.50	60.84	0.32	69.54 %	53,910.60	0.00 %		17.25 %	5,391.06
KPT1	51.49	34.89	0.26	67.76 %	34,085.20	0.00 %		17.25 %	3,408.52
BTU1	34.89	22.97	0.21	65.83 %	23,757.60	0.00 %		17.25 %	
ODM1	46.02	30.21	0.00	65.65 %	22,418.10	0.00 %		17.25 %	
MDU6	127.82	81.86	0.08	64.04 %	72,680.20	0.00 %		17.25 %	
TEN2	70.07	44.35	0.09	63.29 %	34,871.60	0.00 %		17.25 %	
CMR1	41.12	26.01	1.73	63.26 %	18,580.80	0.00 %		17.25 %	
MDU2	149.58	94.59	0.25	63.23 %	79,084.30	0.00 %		17.25 %	
TEN1	70.44	44.39	0.65	63.02 %	45,587.40	0.00 %		17.25 %	
DGL1	172.16	107.64	1.07	62.52 %	113,932.70	0.00 %		17.25 %	
DKI1	93.23	57.96	0.00	62.17 %	64,146.70	0.00 %		17.25 %	
BNR1	54.95	34.07	0.54	62.01 %	36,760.00	0.00 %		17.25 %	
KRR1	47.43	29.38	0.01	61.94 %	29,816.80	0.00 %		17.25 %	
NTM1	50.65	30.91	0.04	61.03 %	26,036.60	0.00 %		17.25 %	
SVG1	65.31	39.83	0.31	60.99 %	39,069.00	0.00 %		17.25 %	
MDU4	67.59	39.07	0.16	57.80 %	39,180.30	0.00 %		17.25 %	
MDU1	348.96	199.41	0.13	57.14 %	147,999.30	0.00 %		17.25 %	
PKM1	42.82	24.26	0.06	56.67 %	24,703.90	0.00 %		17.25 %	
SGP1	32.93	18.38	0.69	55.83 %	26,539.60	0.00 %		17.25 %	
MNM1	45.13	25.08	0.00	55.57 %	48,977.60	0.00 %		17.25 %	
DGL2	63.79	35.24	0.14	55.24 %	42,166.20	0.00 %		17.25 %	
MDU5	60.11	32.40	0.31	53.90 %	44,445.70	0.00 %		17.25 %	
PNI1	42.15	22.30	1.10	52.90 %	18,756.40	0.00 %		17.25 %	
MDU3	105.83	51.57	0.16	48.73 %	41,344.50	0.00 %		17.25 %	
NKI1	44.19	20.39	0.50	46.14 %	26,937.00	0.00 %		17.25 %	
KKD2	63.28	28.04	0.18	44.31 %	43,161.00	0.00 %		17.25 %	
KKD3	0.00	75.91	0.07	0.00 %	52,612.10	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)
CH35	61.31	62.25	0.18	101.54 %	64,659.50	25.00 %	16,164.88	17.25 %	25,863.80
MC10	30.82	30.02	0.00	97.40 %	13,284.10	20.00 %	2,656.82	17.25 %	3,985.23
CH45	94.22	81.48	0.15	86.49 %	80,891.30	10.00 %	8,089.13	17.25 %	20,222.83
CH30	95.72	80.02	0.40	83.59 %	50,885.70	10.00 %	5,088.57	17.25 %	12,721.43
CH42	132.46	108.03	0.18	81.56 %	119,393.60	10.00 %	11,939.36	17.25 %	23,878.72
CH37	43.60	34.21	0.08	78.46 %	34,197.20	0.00 %		17.25 %	5,129.58
TKM1	55.26	43.04	0.15	77.87 %	48,787.40	0.00 %		17.25 %	7,318.11
CH16	218.25	164.51	0.25	75.38 %	188,362.80	0.00 %		17.25 %	28,254.42
GUD1	100.94	73.76	0.13	73.08 %	113,374.00	0.00 %		17.25 %	11,337.40
CH11	113.54	80.89	0.05	71.25 %	76,673.80	0.00 %		17.25 %	7,667.38
CH38	82.90	58.54	0.11	70.61 %	68,785.30	0.00 %		17.25 %	6,878.53
CH28	121.97	84.68	0.16	69.43 %	130,867.20	0.00 %		17.25 %	13,086.72
CH40	82.17	56.78	0.05	69.10 %	27,740.90	0.00 %		17.25 %	2,774.09
SKL1	70.11	47.29	0.29	67.44 %	58,102.00	0.00 %		17.25 %	5,810.20
CH19	150.64	101.55	0.37	67.41 %	111,530.10	0.00 %		17.25 %	11,153.01
GUD2	97.40	64.54	0.21	66.26 %	54,553.10	0.00 %		17.25 %	
CH14	266.31	170.75	0.29	64.12 %	185,050.90	0.00 %		17.25 %	
CH08	207.39	130.87	0.10	63.10 %	183,198.70	0.00 %		17.25 %	
CH48	146.43	91.41	0.11	62.43 %	101,225.50	0.00 %		17.25 %	
CH22	98.14	60.97	0.18	62.12 %	80,609.10	0.00 %		17.25 %	
CH05	180.72	110.43	0.54	61.11 %	107,590.60	0.00 %		17.25 %	
AVD1	127.08	77.34	0.10	60.86 %	78,605.90	0.00 %		17.25 %	
CH39	80.51	48.91	0.26	60.75 %	54,183.10	0.00 %		17.25 %	
CH07	163.90	97.74	0.27	59.63 %	96,500.10	0.00 %		17.25 %	
CGL1	75.95	44.85	0.26	59.05 %	37,876.10	0.00 %		17.25 %	
CH26	34.43	20.26	1.26	58.84 %	22,621.00	0.00 %		17.25 %	
KNR1	85.86	49.25	0.12	57.37 %	53,493.50	0.00 %		17.25 %	
MRM1	97.98	49.62	0.47	50.64 %	53,296.60	0.00 %		17.25 %	
MC09	17.14	7.92	0.00	46.18 %	4,582.70	0.00 %		17.25 %	
CH29	30.11	13.67	0.00	45.38 %	15,817.40	0.00 %		17.25 %	
MC02	22.12	4.03	0.00	18.24 %	2,030.00	0.00 %		17.25 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ULP1	89.45	80.02	0.10	89.46 %	68,617.90	10.00 %	6,861.79	17.25 %	17,154.48
KLM1	83.28	71.12	0.34	85.40 %	84,712.50	10.00 %	8,471.25	17.25 %	21,178.13
POY1	149.72	114.00	0.18	76.14 %	124,889.10	0.00 %		17.25 %	18,733.37
VPM2	94.34	71.30	0.77	75.57 %	58,829.30	0.00 %		17.25 %	8,824.40
SJI1	91.48	68.39	0.29	74.76 %	57,711.10	0.00 %		17.25 %	8,656.67
CUD1	173.58	128.77	0.80	74.19 %	127,133.60	0.00 %		17.25 %	12,713.36
KML1	49.70	35.96	0.11	72.35 %	32,989.90	0.00 %		17.25 %	3,298.99
CDM1	104.05	72.51	0.20	69.69 %	73,549.40	0.00 %		17.25 %	7,354.94
PRT1	75.46	51.53	0.11	68.29 %	49,863.20	0.00 %		17.25 %	4,986.32
VPM1	39.62	25.21	0.08	63.62 %	22,769.20	0.00 %		17.25 %	
POY2	146.69	85.35	0.34	58.19 %	81,306.50	0.00 %		17.25 %	
MKM1	48.55	27.49	0.13	56.62 %	31,014.00	0.00 %		17.25 %	
TVM1	53.89	30.43	0.03	56.47 %	18,689.80	0.00 %		17.25 %	
KKI2	110.71	61.08	0.27	55.17 %	61,181.20	0.00 %		17.25 %	
TVM2	79.42	42.03	0.98	52.92 %	29,713.50	0.00 %		17.25 %	
VCM1	56.56	29.21	0.00	51.65 %	23,327.60	0.00 %		17.25 %	
TRK1	118.62	60.31	0.76	50.84 %	68,687.70	0.00 %		17.25 %	
NVL2	130.98	60.37	0.33	46.09 %	63,864.80	0.00 %		17.25 %	
STP1	44.74	19.93	0.05	44.55 %	14,381.80	0.00 %		17.25 %	
TDM1	98.90	38.25	0.15	38.68 %	29,244.70	0.00 %		17.25 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	60.99	0.10	0.00 %	9,894.80	0.00 %		0.00 %	
GHUB	0.00	108.16	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	4.29	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	21.97	0.44	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	22.27	0.14	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	15.38	0.03	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	70.99	0.05	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	6.75	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	16.65	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	23.64	0.45	0.00 %	0.00	0.00 %		0.00 %	