

Accu.Target 37,404.75 L	Sales 35,370.18 L	Achieved % 94.56 %	HO Budget+ % 0.00 %	Total Com. 312.16 L
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Note : Sales Period is From :01-Oct-2025 To :24-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	4,085.46	4,261.98	104.32 %	0.00	0.00 %	0.00
NORTH ARCOT	2,938.15	2,959.68	100.73 %	174,000.00	0.00 %	174,000.00
SOUTH-03	4,783.10	4,647.35	97.16 %	138,000.00	0.00 %	138,000.00
TRICHY-01	3,976.70	3,745.87	94.20 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,693.58	2,492.86	92.55 %	72,000.00	0.00 %	72,000.00
WEST-01	3,195.51	2,950.24	92.32 %	0.00	0.00 %	0.00
SOUTH-01	6,364.44	5,788.13	90.94 %	0.00	0.00 %	0.00
CHENNAI-01	4,541.07	3,910.07	86.10 %	0.00	0.00 %	0.00
CHENNAI-02	4,487.18	3,777.38	84.18 %	0.00	0.00 %	0.00
KL-SOUTH	339.56	206.81	60.91 %	0.00	0.00 %	0.00
OTHERS	0.00	629.79	0.00 %	0.00	0.00 %	0.00
Total	37,404.75	35,370.18	94.56 %		0.00 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	1,084.08	1,201.65	110.84%	240,000.00	0.00 %	240,000.00
	SLM1	1,310.17	1,373.52	104.84%	195,000.00	0.00 %	195,000.00
	MTR1	864.28	873.73	101.09%	120,000.00	0.00 %	120,000.00
	HSR1	826.93	813.09	98.33%	60,000.00	0.00 %	60,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	913.65	960.37	105.11%	135,000.00	0.00 %	135,000.00
	NA01	1,078.85	1,125.27	104.30%	165,000.00	0.00 %	165,000.00
	NA03	945.65	874.04	92.43%	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	1,367.87	1,384.89	101.24%	195,000.00	0.00 %	195,000.00
	SVG1	831.91	807.89	97.11%	60,000.00	0.00 %	60,000.00
	KRR1	215.87	206.47	95.65%	15,000.00	0.00 %	15,000.00
	KKD2	880.10	837.31	95.14%	60,000.00	0.00 %	60,000.00
	DGL1	1,487.35	1,410.80	94.85%	105,000.00	0.00 %	105,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PBR1	998.25	986.32	98.80%	67,500.00	0.00 %	67,500.00
	KUM1	844.04	802.17	95.04%	60,000.00	0.00 %	60,000.00
	TNJ1	950.71	878.11	92.36%	60,000.00	0.00 %	60,000.00
	TRY1	1,183.70	1,079.27	91.18%	75,000.00	0.00 %	75,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	814.54	790.21	97.01%	52,500.00	0.00 %	52,500.00
	SA02	991.55	911.52	91.93%	67,500.00	0.00 %	67,500.00
	SA01	887.49	791.12	89.14%	0.00	0.00 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	374.92	446.48	119.09%	80,000.00	0.00 %	80,000.00
	UAM1	581.29	540.44	92.97%	37,500.00	0.00 %	37,500.00
	CBE1	1,318.74	1,175.78	89.16%	0.00	0.00 %	0.00
	TPR1	436.04	387.25	88.81%	0.00	0.00 %	0.00
	PLI1	484.53	400.30	82.62%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,308.69	1,342.36	102.57%	195,000.00	0.00 %	195,000.00
	TKS1	884.76	860.53	97.26%	60,000.00	0.00 %	60,000.00
	KVT1	1,160.69	1,047.84	90.28%	75,000.00	0.00 %	75,000.00
	VNR1	887.84	797.86	89.87%	0.00	0.00 %	0.00
	TVL1	1,047.91	877.62	83.75%	0.00	0.00 %	0.00
	NGR1	1,074.55	861.92	80.21%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	873.35	829.87	95.02%	60,000.00	0.00 %	60,000.00
	CH06	1,388.14	1,215.29	87.55%	0.00	0.00 %	0.00
	CH05	1,263.04	1,053.07	83.38%	0.00	0.00 %	0.00
	CH08	1,016.53	811.84	79.86%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,161.48	997.12	85.85%	0.00	0.00 %	0.00
	CH07	1,063.11	910.38	85.63%	0.00	0.00 %	0.00
	CH04	1,379.89	1,144.62	82.95%	0.00	0.00 %	0.00
	CH09	882.70	725.25	82.16%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	339.56	206.81	60.91%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	10.35	0.00%	0.00	0.00 %	0.00
	CH02	0.00	138.32	0.00%	0.00	0.00 %	0.00
	HO01	0.00	424.69	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	14.44	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	10.53	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	10.02	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	20.92	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	78.04	113.71	0.00	145.70 %	89,763.20	40.00 %	35,905.28	0.00 %	35,905.28
ERD2	200.59	280.85	0.09	140.01 %	238,716.80	40.00 %	95,486.72	0.00 %	95,486.72
EDP1	60.11	82.59	0.04	137.40 %	51,768.00	40.00 %	20,707.20	0.00 %	20,707.20
APN1	75.32	98.14	0.09	130.29 %	121,174.20	40.00 %	48,469.68	0.00 %	48,469.68
VKL1	53.99	64.70	0.05	119.83 %	57,962.50	30.00 %	17,388.75	0.00 %	17,388.75
HRR1	76.12	89.53	0.10	117.62 %	70,139.10	30.00 %	21,041.73	0.00 %	21,041.73
TCG1	72.91	85.66	0.23	117.49 %	61,700.20	30.00 %	18,510.06	0.00 %	18,510.06
ERD1	193.43	224.38	0.91	116.00 %	163,542.70	30.00 %	49,062.81	0.00 %	49,062.81
TRM1	142.92	165.03	0.56	115.47 %	120,829.70	30.00 %	36,248.91	0.00 %	36,248.91
SLM2	131.43	147.66	0.08	112.35 %	110,779.40	30.00 %	33,233.82	0.00 %	33,233.82
PMP1	90.43	101.11	0.27	111.81 %	59,814.90	30.00 %	17,944.47	0.00 %	17,944.47
SGG1	58.57	64.14	0.26	109.51 %	48,698.10	25.00 %	12,174.53	0.00 %	12,174.53
OML1	130.62	142.88	0.04	109.38 %	124,458.80	25.00 %	31,114.70	0.00 %	31,114.70
VPD1	157.70	170.30	0.00	108.00 %	202,043.90	25.00 %	50,510.98	0.00 %	50,510.98
PLC1	90.59	97.22	0.05	107.32 %	94,916.20	25.00 %	23,729.05	0.00 %	23,729.05
SLM3	191.27	198.44	0.11	103.75 %	138,720.20	25.00 %	34,680.05	0.00 %	34,680.05
HSR2	211.52	219.16	0.13	103.61 %	186,891.50	25.00 %	46,722.88	0.00 %	46,722.88
DPR1	57.05	58.79	0.00	103.05 %	42,885.40	25.00 %	10,721.35	0.00 %	10,721.35
BMD1	76.93	78.47	0.05	102.00 %	85,070.30	25.00 %	21,267.58	0.00 %	21,267.58
KVP1	74.70	75.68	0.02	101.31 %	65,693.50	25.00 %	16,423.38	0.00 %	16,423.38
NKL2	186.24	188.62	0.27	101.28 %	160,251.30	25.00 %	40,062.83	0.00 %	40,062.83
PDR1	54.70	55.28	0.06	101.06 %	64,946.00	25.00 %	16,236.50	0.00 %	16,236.50
EPI1	131.30	132.19	0.04	100.68 %	119,716.20	25.00 %	29,929.05	0.00 %	29,929.05
RSP1	112.88	113.08	0.07	100.18 %	95,586.20	25.00 %	23,896.55	0.00 %	23,896.55
CMI1	64.41	63.07	0.13	97.92 %	70,646.00	20.00 %	14,129.20	0.00 %	14,129.20
SLM1	401.57	391.53	0.10	97.50 %	243,494.50	20.00 %	48,698.90	0.00 %	48,698.90
MCR1	146.47	139.06	0.00	94.94 %	116,368.80	15.00 %	17,455.32	0.00 %	17,455.32
ATU1	161.47	152.66	0.03	94.54 %	119,613.70	15.00 %	17,942.06	0.00 %	17,942.06
DPR2	76.51	66.65	0.00	87.12 %	47,606.60	10.00 %	4,760.66	0.00 %	4,760.66
MTR1	157.66	133.32	0.78	84.56 %	93,951.30	10.00 %	9,395.13	0.00 %	9,395.13
KRI1	115.05	96.43	0.00	83.82 %	43,277.70	10.00 %	4,327.77	0.00 %	4,327.77
KMM1	86.37	61.86	0.17	71.62 %	63,132.70	0.00 %		0.00 %	
HSR1	166.60	109.79	0.04	65.90 %	99,237.10	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	57.41	72.19	0.01	125.75 %	64,794.30	40.00 %	25,917.72	0.00 %	25,917.72
VNB1	98.17	119.62	0.13	121.85 %	85,768.20	40.00 %	34,307.28	0.00 %	34,307.28
WJP1	92.78	110.81	0.23	119.44 %	90,611.90	30.00 %	27,183.57	0.00 %	27,183.57
SLG1	82.03	96.07	0.00	117.11 %	74,923.90	30.00 %	22,477.17	0.00 %	22,477.17
CYR1	78.19	90.12	0.13	115.25 %	84,011.30	30.00 %	25,203.39	0.00 %	25,203.39
KPM2	347.60	395.41	0.04	113.76 %	259,612.30	30.00 %	77,883.69	0.00 %	77,883.69
CPT1	60.94	67.68	0.07	111.05 %	69,623.50	30.00 %	20,887.05	0.00 %	20,887.05
TRR1	164.10	180.34	0.38	109.90 %	130,157.60	25.00 %	32,539.40	0.00 %	32,539.40
CGM1	85.00	92.71	0.05	109.07 %	66,975.00	25.00 %	16,743.75	0.00 %	16,743.75
PLR1	59.74	65.00	0.00	108.81 %	60,491.00	25.00 %	15,122.75	0.00 %	15,122.75
ABR1	96.25	104.54	1.84	108.62 %	97,609.20	25.00 %	24,402.30	0.00 %	24,402.30
VSI1	104.83	111.63	0.21	106.48 %	114,175.80	25.00 %	28,543.95	0.00 %	28,543.95
GDM1	92.07	95.31	0.09	103.52 %	84,617.60	25.00 %	21,154.40	0.00 %	21,154.40
WJD1	108.68	112.02	0.14	103.07 %	119,810.10	25.00 %	29,952.53	0.00 %	29,952.53
UGI1	74.52	75.86	0.16	101.80 %	66,114.90	25.00 %	16,528.73	0.00 %	16,528.73
AKM1	167.40	164.95	0.15	98.53 %	128,126.00	20.00 %	25,625.20	0.00 %	25,625.20
VEL1	146.86	140.45	0.05	95.63 %	132,857.00	20.00 %	26,571.40	0.00 %	26,571.40
VEL2	171.48	162.42	0.06	94.72 %	185,271.60	15.00 %	27,790.74	0.00 %	27,790.74
KPM1	106.23	98.67	0.10	92.89 %	87,978.90	15.00 %	13,196.84	0.00 %	13,196.84
ANI1	63.96	58.38	0.10	91.27 %	50,368.50	15.00 %	7,555.28	0.00 %	7,555.28
TRT1	121.40	106.79	0.24	87.97 %	82,706.20	10.00 %	8,270.62	0.00 %	8,270.62
TRL1	180.66	158.31	0.04	87.63 %	188,183.80	10.00 %	18,818.38	0.00 %	18,818.38
PTU1	39.69	34.43	0.05	86.76 %	29,588.20	10.00 %	2,958.82	0.00 %	2,958.82
ARC2	114.00	94.90	0.05	83.24 %	77,609.30	10.00 %	7,760.93	0.00 %	7,760.93
SBR1	224.17	151.08	0.10	67.39 %	179,270.10	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	136.52	248.14	0.52	181.76 %	178,921.60	40.00 %	71,568.64	0.00 %	71,568.64
KKD3	106.52	157.26	0.47	147.63 %	198,052.90	40.00 %	79,221.16	0.00 %	79,221.16
DGL2	69.27	86.16	0.12	124.38 %	77,974.30	40.00 %	31,189.72	0.00 %	31,189.72
KPT1	61.86	76.86	0.11	124.25 %	76,668.70	40.00 %	30,667.48	0.00 %	30,667.48
PNI1	44.90	54.13	0.51	120.57 %	40,636.10	40.00 %	16,254.44	0.00 %	16,254.44
KYK1	57.36	68.52	0.26	119.46 %	71,501.40	30.00 %	21,450.42	0.00 %	21,450.42
PKM1	51.12	59.51	0.12	116.41 %	63,350.30	30.00 %	19,005.09	0.00 %	19,005.09
BTU1	50.89	57.49	0.34	112.98 %	55,749.50	30.00 %	16,724.85	0.00 %	16,724.85
PVI1	87.55	98.64	0.01	112.68 %	118,262.30	30.00 %	35,478.69	0.00 %	35,478.69
ADP1	91.98	101.62	0.15	110.48 %	99,450.70	30.00 %	29,835.21	0.00 %	29,835.21
TEN2	115.61	125.27	0.27	108.36 %	79,289.10	25.00 %	19,822.28	0.00 %	19,822.28
TEN1	114.50	121.63	0.23	106.23 %	106,545.80	25.00 %	26,636.45	0.00 %	26,636.45
MLR1	79.83	83.50	0.03	104.60 %	74,492.80	25.00 %	18,623.20	0.00 %	18,623.20
DKI1	114.90	118.24	0.04	102.91 %	147,185.20	25.00 %	36,796.30	0.00 %	36,796.30
SGP1	54.84	56.12	0.00	102.33 %	55,607.00	25.00 %	13,901.75	0.00 %	13,901.75
TDI1	75.38	76.40	0.01	101.36 %	84,450.70	25.00 %	21,112.68	0.00 %	21,112.68
PNV1	51.07	50.96	0.05	99.79 %	51,903.40	20.00 %	10,380.68	0.00 %	10,380.68
MDU1	620.49	612.84	0.14	98.77 %	338,195.40	20.00 %	67,639.08	0.00 %	67,639.08
KRR1	136.18	134.06	0.06	98.45 %	117,685.80	20.00 %	23,537.16	0.00 %	23,537.16
USL1	104.32	100.75	0.07	96.58 %	95,546.60	20.00 %	19,109.32	0.00 %	19,109.32
BNR1	93.57	90.07	0.26	96.26 %	82,649.40	20.00 %	16,529.88	0.00 %	16,529.88
CBM1	140.46	131.86	0.04	93.87 %	110,667.40	15.00 %	16,600.11	0.00 %	16,600.11
DGL1	419.09	391.25	0.19	93.36 %	299,189.20	15.00 %	44,878.38	0.00 %	44,878.38
ATG1	134.95	125.88	0.30	93.28 %	150,691.40	15.00 %	22,603.71	0.00 %	22,603.71
MDU2	300.13	276.79	0.22	92.22 %	191,915.00	15.00 %	28,787.25	0.00 %	28,787.25
TMM1	186.25	171.44	0.42	92.05 %	126,555.60	15.00 %	18,983.34	0.00 %	18,983.34
ODM1	79.69	72.41	0.48	90.86 %	50,136.80	15.00 %	7,520.52	0.00 %	7,520.52
MPA1	139.01	123.07	0.07	88.53 %	138,120.90	10.00 %	13,812.09	0.00 %	13,812.09
SVG1	126.07	106.31	0.08	84.33 %	106,160.00	10.00 %	10,616.00	0.00 %	10,616.00
MDU4	115.77	94.13	0.32	81.31 %	74,680.00	10.00 %	7,468.00	0.00 %	7,468.00
CMR1	76.10	61.78	0.22	81.18 %	43,423.70	10.00 %	4,342.37	0.00 %	4,342.37
NTM1	89.61	72.27	0.02	80.65 %	56,230.00	10.00 %	5,623.00	0.00 %	5,623.00
TPT1	106.45	80.96	0.22	76.05 %	139,622.50	0.00 %		0.00 %	
NKI1	114.22	83.50	0.25	73.11 %	111,902.90	0.00 %		0.00 %	
MDU3	183.21	133.60	0.31	72.92 %	83,779.40	0.00 %		0.00 %	
MNM1	75.38	54.28	0.18	72.00 %	65,040.50	0.00 %		0.00 %	
MDU5	104.99	71.09	0.05	67.72 %	87,399.90	0.00 %		0.00 %	
KKD2	73.06	18.56	0.16	25.41 %	23,145.30	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	48.94	179.85	0.15	367.51 %	112,694.90	40.00 %	45,077.96	0.00 %	45,077.96
TVR1	56.55	75.36	0.00	133.27 %	65,552.20	40.00 %	26,220.88	0.00 %	26,220.88
KRN1	73.36	91.80	0.02	125.13 %	88,554.70	40.00 %	35,421.88	0.00 %	35,421.88
TRY3	104.16	129.36	0.06	124.19 %	86,578.10	40.00 %	34,631.24	0.00 %	34,631.24
TVR2	147.34	176.41	0.05	119.73 %	137,226.60	30.00 %	41,167.98	0.00 %	41,167.98
MDI1	115.35	132.02	0.14	114.45 %	108,830.80	30.00 %	32,649.24	0.00 %	32,649.24
TYR1	159.97	179.03	0.06	111.91 %	119,863.40	30.00 %	35,959.02	0.00 %	35,959.02
MVM1	167.58	185.92	0.01	110.94 %	194,433.60	30.00 %	58,330.08	0.00 %	58,330.08
TNJ2	195.12	196.44	0.02	100.68 %	146,252.10	25.00 %	36,563.03	0.00 %	36,563.03
PBR1	78.27	77.86	0.00	99.48 %	66,822.10	20.00 %	13,364.42	0.00 %	13,364.42
JKM1	132.53	129.49	0.00	97.70 %	93,460.60	20.00 %	18,692.12	0.00 %	18,692.12
PDK1	84.47	79.22	0.25	93.78 %	66,518.90	15.00 %	9,977.84	0.00 %	9,977.84
AYR1	103.98	97.15	0.03	93.43 %	68,967.00	15.00 %	10,345.05	0.00 %	10,345.05
NMM1	88.62	81.98	0.05	92.50 %	95,845.20	15.00 %	14,376.78	0.00 %	14,376.78
ORU1	74.27	68.18	0.13	91.80 %	77,481.80	15.00 %	11,622.27	0.00 %	11,622.27
TRY2	72.87	66.85	0.04	91.75 %	50,280.20	15.00 %	7,542.03	0.00 %	7,542.03
KIK1	84.14	77.07	0.00	91.59 %	83,007.20	15.00 %	12,451.08	0.00 %	12,451.08
TTP1	137.00	125.20	0.02	91.39 %	127,512.50	15.00 %	19,126.88	0.00 %	19,126.88
TNJ1	247.27	225.84	0.14	91.33 %	162,784.70	15.00 %	24,417.71	0.00 %	24,417.71
MSI1	103.95	92.98	0.07	89.45 %	75,976.50	10.00 %	7,597.65	0.00 %	7,597.65
PBR2	251.96	223.89	0.10	88.86 %	166,812.50	10.00 %	16,681.25	0.00 %	16,681.25
NGT1	134.83	119.10	0.05	88.33 %	121,587.00	10.00 %	12,158.70	0.00 %	12,158.70
KUM1	216.52	179.51	0.10	82.91 %	150,780.40	10.00 %	15,078.04	0.00 %	15,078.04
PTK1	177.30	134.34	0.18	75.77 %	111,742.70	0.00 %		0.00 %	
APM1	52.78	39.31	0.11	74.49 %	50,621.30	0.00 %		0.00 %	
NCK1	67.66	49.52	0.01	73.18 %	46,059.30	0.00 %		0.00 %	
TRY1	799.90	532.18	0.06	66.53 %	358,026.90	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	134.49	196.41	0.11	146.05 %	125,896.40	40.00 %	50,358.56	0.00 %	50,358.56
ULP1	134.14	139.82	0.06	104.24 %	125,777.30	25.00 %	31,444.33	0.00 %	31,444.33
KLM1	133.24	137.26	0.13	103.02 %	153,738.90	25.00 %	38,434.73	0.00 %	38,434.73
TRK1	170.45	171.37	0.25	100.54 %	171,638.90	25.00 %	42,909.73	0.00 %	42,909.73
VPM2	132.41	130.49	0.19	98.55 %	118,582.00	20.00 %	23,716.40	0.00 %	23,716.40
KML1	75.54	74.17	0.49	98.19 %	69,231.90	20.00 %	13,846.38	0.00 %	13,846.38
PRT1	107.74	103.52	0.26	96.09 %	96,705.10	20.00 %	19,341.02	0.00 %	19,341.02
NVL2	158.14	150.71	0.24	95.30 %	160,109.70	20.00 %	32,021.94	0.00 %	32,021.94
CUD1	260.20	247.36	0.16	95.07 %	233,593.80	15.00 %	35,039.07	0.00 %	35,039.07
STP1	60.09	56.20	0.00	93.54 %	47,595.80	15.00 %	7,139.37	0.00 %	7,139.37
CDM1	197.28	178.53	0.16	90.50 %	151,016.30	15.00 %	22,652.45	0.00 %	22,652.45
KKI2	175.80	158.73	0.17	90.29 %	121,063.60	15.00 %	18,159.54	0.00 %	18,159.54
TDM1	118.25	105.97	0.07	89.62 %	83,624.70	10.00 %	8,362.47	0.00 %	8,362.47
MKM1	60.39	53.32	0.08	88.29 %	47,259.20	10.00 %	4,725.92	0.00 %	4,725.92
POY2	204.67	167.31	0.07	81.75 %	136,051.50	10.00 %	13,605.15	0.00 %	13,605.15
POY1	228.99	185.87	0.21	81.17 %	196,659.10	10.00 %	19,665.91	0.00 %	19,665.91
TVM1	82.38	65.50	0.22	79.50 %	35,083.50	0.00 %		0.00 %	
VPM1	53.56	40.17	0.22	75.00 %	36,077.00	0.00 %		0.00 %	
TVM2	123.01	80.44	0.00	65.39 %	47,297.70	0.00 %		0.00 %	
VCM1	82.82	49.83	0.00	60.17 %	42,996.20	0.00 %		0.00 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	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	45.14	69.41	0.45	153.76 %	99,509.90	40.00 %	39,803.96	0.00 %	39,803.96
PPI1	59.71	82.19	0.02	137.65 %	103,516.20	40.00 %	41,406.48	0.00 %	41,406.48
GBM1	71.89	97.55	0.40	135.69 %	61,093.90	40.00 %	24,437.56	0.00 %	24,437.56
KGM1	52.44	67.89	0.07	129.47 %	73,419.80	40.00 %	29,367.92	0.00 %	29,367.92
TPR4	51.49	63.50	0.05	123.33 %	55,594.80	40.00 %	22,237.92	0.00 %	22,237.92
MPM1	84.34	101.93	0.03	120.86 %	127,871.60	40.00 %	51,148.64	0.00 %	51,148.64
TPR3	76.78	91.25	0.02	118.85 %	132,636.00	30.00 %	39,790.80	0.00 %	39,790.80
AVI1	77.06	91.12	0.06	118.25 %	77,822.60	30.00 %	23,346.78	0.00 %	23,346.78
PDM1	54.12	62.86	0.00	116.14 %	61,556.80	30.00 %	18,467.04	0.00 %	18,467.04
SUL1	78.04	84.24	0.08	107.95 %	120,313.50	25.00 %	30,078.38	0.00 %	30,078.38
ANR1	25.77	27.62	0.55	107.17 %	33,277.90	25.00 %	8,319.48	0.00 %	8,319.48
CBE2	480.92	473.69	0.06	98.50 %	363,156.80	20.00 %	72,631.36	0.00 %	72,631.36
SYM2	89.00	84.50	0.03	94.94 %	80,558.70	15.00 %	12,083.81	0.00 %	12,083.81
KGI1	96.88	90.56	0.00	93.47 %	61,040.50	15.00 %	9,156.08	0.00 %	9,156.08
CBE6	100.77	93.71	0.07	92.99 %	95,251.00	15.00 %	14,287.65	0.00 %	14,287.65
CNR1	74.87	68.13	0.02	91.00 %	68,629.90	15.00 %	10,294.49	0.00 %	10,294.49
GDR1	84.91	76.85	0.29	90.51 %	58,926.00	15.00 %	8,838.90	0.00 %	8,838.90
KMR1	187.59	168.16	0.02	89.64 %	192,553.50	10.00 %	19,255.35	0.00 %	19,255.35
CBE1	80.38	71.02	0.12	88.35 %	88,145.20	10.00 %	8,814.52	0.00 %	8,814.52
DPM2	105.98	91.83	0.04	86.65 %	89,032.00	10.00 %	8,903.20	0.00 %	8,903.20
TPR2	196.77	165.55	0.01	84.14 %	111,976.00	10.00 %	11,197.60	0.00 %	11,197.60
TPR1	162.50	130.45	0.26	80.28 %	103,960.90	10.00 %	10,396.09	0.00 %	10,396.09
SNR1	106.98	82.64	0.08	77.25 %	76,570.50	0.00 %		0.00 %	
CBE5	69.96	51.41	0.05	73.49 %	74,390.40	0.00 %		0.00 %	
PLI1	170.14	120.81	0.07	71.01 %	108,318.90	0.00 %		0.00 %	
CBE3	51.83	36.70	0.08	70.81 %	55,921.00	0.00 %		0.00 %	
CBE4	162.27	114.22	0.11	70.39 %	133,769.50	0.00 %		0.00 %	
UAM1	195.14	133.55	0.03	68.44 %	120,006.10	0.00 %		0.00 %	
UMP1	101.85	56.91	0.35	55.87 %	57,666.10	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	78.26	110.91	0.09	141.72 %	126,523.40	40.00 %	50,609.36	0.00 %	50,609.36
ARM1	81.99	100.92	0.60	123.08 %	81,339.60	40.00 %	32,535.84	0.00 %	32,535.84
KYR1	65.01	77.21	0.14	118.77 %	70,596.80	30.00 %	21,179.04	0.00 %	21,179.04
UDN1	79.09	88.22	0.14	111.54 %	80,151.50	30.00 %	24,045.45	0.00 %	24,045.45
RPM1	194.82	203.21	0.35	104.31 %	195,505.10	25.00 %	48,876.28	0.00 %	48,876.28
TCN1	129.17	134.05	0.36	103.78 %	133,009.60	25.00 %	33,252.40	0.00 %	33,252.40
TUT2	254.35	258.23	0.14	101.53 %	193,378.60	25.00 %	48,344.65	0.00 %	48,344.65
SKD1	75.66	76.51	0.13	101.12 %	70,870.40	25.00 %	17,717.60	0.00 %	17,717.60
VNR1	84.05	84.53	0.00	100.57 %	78,702.90	25.00 %	19,675.73	0.00 %	19,675.73
TKS2	241.59	241.96	0.17	100.16 %	206,413.50	25.00 %	51,603.38	0.00 %	51,603.38
PKD1	171.88	170.76	0.17	99.35 %	169,702.90	20.00 %	33,940.58	0.00 %	33,940.58
TUT1	663.94	654.70	0.23	98.61 %	657,619.40	20.00 %	131,523.88	0.00 %	131,523.88
TKS1	200.59	193.19	0.10	96.31 %	199,012.70	20.00 %	39,802.54	0.00 %	39,802.54
ASM1	89.83	86.09	0.14	95.84 %	88,499.60	20.00 %	17,699.92	0.00 %	17,699.92
VNR2	304.95	291.14	0.10	95.47 %	256,284.70	20.00 %	51,256.94	0.00 %	51,256.94
NGR1	391.22	371.80	0.68	95.04 %	276,452.80	15.00 %	41,467.92	0.00 %	41,467.92
SNL1	125.61	119.24	0.16	94.93 %	87,514.30	15.00 %	13,127.15	0.00 %	13,127.15
SGT1	58.10	55.12	0.30	94.87 %	47,144.80	15.00 %	7,071.72	0.00 %	7,071.72
SDI1	91.79	86.02	0.35	93.72 %	76,480.60	15.00 %	11,472.09	0.00 %	11,472.09
TYI1	103.89	96.25	0.28	92.64 %	107,374.50	15.00 %	16,106.18	0.00 %	16,106.18
APK1	138.39	126.55	0.10	91.44 %	132,434.40	15.00 %	19,865.16	0.00 %	19,865.16
SVK1	205.63	184.76	0.14	89.85 %	157,284.60	10.00 %	15,728.46	0.00 %	15,728.46
KVT1	328.15	292.73	0.44	89.21 %	342,278.00	10.00 %	34,227.80	0.00 %	34,227.80
STU2	78.46	67.37	0.12	85.87 %	55,801.10	10.00 %	5,580.11	0.00 %	5,580.11
MMT1	105.45	89.89	0.11	85.25 %	68,516.70	10.00 %	6,851.67	0.00 %	6,851.67
PDI1	97.88	81.03	0.17	82.78 %	70,910.80	10.00 %	7,091.08	0.00 %	7,091.08
VKM1	84.74	70.12	0.05	82.74 %	92,295.80	10.00 %	9,229.58	0.00 %	9,229.58
TVL1	614.72	505.54	0.77	82.24 %	374,476.80	10.00 %	37,447.68	0.00 %	37,447.68
KGL1	95.26	77.24	0.09	81.09 %	73,083.60	10.00 %	7,308.36	0.00 %	7,308.36
RND1	231.17	173.90	0.11	75.23 %	222,295.20	0.00 %		0.00 %	
VLY1	202.80	147.75	0.28	72.86 %	118,150.50	0.00 %		0.00 %	
APK2	154.82	110.88	0.30	71.62 %	116,073.80	0.00 %		0.00 %	
TKY1	147.07	104.65	0.10	71.15 %	79,237.50	0.00 %		0.00 %	
KSM1	64.06	43.64	0.04	68.12 %	40,462.40	0.00 %		0.00 %	
MAR1	226.85	150.79	0.23	66.47 %	123,686.20	0.00 %		0.00 %	
TVL2	58.56	37.32	0.13	63.72 %	19,209.80	0.00 %		0.00 %	
COL1	44.64	23.91	0.02	53.56 %	28,214.10	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)
CH19	171.62	198.34	0.15	115.57 %	172,755.80	30.00 %	51,826.74	0.00 %	51,826.74
TKM1	71.43	82.26	0.07	115.16 %	88,054.80	30.00 %	26,416.44	0.00 %	26,416.44
CH28	151.72	173.32	0.10	114.24 %	260,772.00	30.00 %	78,231.60	0.00 %	78,231.60
MC10	37.25	40.64	0.00	109.10 %	29,405.00	25.00 %	7,351.25	0.00 %	7,351.25
MRM1	140.73	145.44	0.06	103.34 %	147,401.30	25.00 %	36,850.33	0.00 %	36,850.33
CH40	94.00	96.28	0.01	102.42 %	49,778.70	25.00 %	12,444.68	0.00 %	12,444.68
CH35	116.47	118.30	0.08	101.57 %	116,205.90	25.00 %	29,051.48	0.00 %	29,051.48
CH37	99.46	96.68	0.07	97.20 %	75,596.60	20.00 %	15,119.32	0.00 %	15,119.32
GUD1	126.60	122.03	0.07	96.39 %	175,741.70	20.00 %	35,148.34	0.00 %	35,148.34
CH42	192.25	182.57	0.09	94.96 %	186,908.80	15.00 %	28,036.32	0.00 %	28,036.32
GUD2	124.51	115.87	0.11	93.07 %	107,672.90	15.00 %	16,150.94	0.00 %	16,150.94
CH39	86.07	79.85	0.16	92.77 %	76,697.00	15.00 %	11,504.55	0.00 %	11,504.55
AVD1	216.89	198.72	0.33	91.62 %	157,028.50	15.00 %	23,554.28	0.00 %	23,554.28
CH16	303.18	276.39	0.12	91.16 %	291,626.60	15.00 %	43,743.99	0.00 %	43,743.99
CGL1	101.23	90.33	0.09	89.23 %	84,763.50	10.00 %	8,476.35	0.00 %	8,476.35
CH48	174.73	154.37	0.06	88.35 %	160,395.00	10.00 %	16,039.50	0.00 %	16,039.50
CH45	153.32	134.76	0.38	87.90 %	123,511.50	10.00 %	12,351.15	0.00 %	12,351.15
CH38	115.56	100.65	0.09	87.10 %	105,442.80	10.00 %	10,544.28	0.00 %	10,544.28
CH14	328.27	283.62	0.16	86.40 %	238,757.80	10.00 %	23,875.78	0.00 %	23,875.78
SKL1	118.28	98.53	0.25	83.30 %	117,374.50	10.00 %	11,737.45	0.00 %	11,737.45
CH22	134.28	107.35	0.16	79.94 %	113,390.70	0.00 %		0.00 %	
CH05	271.10	207.37	0.11	76.49 %	186,886.00	0.00 %		0.00 %	
CH08	318.57	239.11	0.06	75.06 %	337,698.40	0.00 %		0.00 %	
CH07	225.69	156.31	0.15	69.26 %	159,355.30	0.00 %		0.00 %	
CH11	170.31	116.32	0.21	68.30 %	112,172.80	0.00 %		0.00 %	
CH26	45.41	29.56	0.04	65.09 %	29,583.80	0.00 %		0.00 %	
KNR1	158.40	102.77	0.20	64.88 %	90,676.10	0.00 %		0.00 %	
CH30	185.44	118.84	0.41	64.09 %	96,567.90	0.00 %		0.00 %	
CH29	52.13	26.43	0.10	50.69 %	31,123.00	0.00 %		0.00 %	
MC09	28.62	11.49	0.19	40.14 %	5,741.80	0.00 %		0.00 %	
MC02	27.53	5.58	0.00	20.27 %	2,049.70	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	67.22	94.87	0.21	141.15 %	95,903.60	40.00 %	38,361.44	0.00 %	38,361.44
CH46	96.33	104.88	0.21	108.87 %	81,317.90	25.00 %	20,329.48	0.00 %	20,329.48
CH34	194.52	188.30	0.09	96.80 %	165,963.40	20.00 %	33,192.68	0.00 %	33,192.68
CH33	133.49	127.79	0.04	95.73 %	134,205.20	20.00 %	26,841.04	0.00 %	26,841.04
GPD1	138.91	129.74	0.10	93.40 %	85,059.10	15.00 %	12,758.87	0.00 %	12,758.87
UKI1	120.65	112.63	0.16	93.35 %	87,914.30	15.00 %	13,187.15	0.00 %	13,187.15
CH23	68.25	61.84	0.03	90.60 %	73,203.60	15.00 %	10,980.54	0.00 %	10,980.54
CH06	185.24	167.23	0.14	90.28 %	146,096.40	15.00 %	21,914.46	0.00 %	21,914.46
CH12	249.15	224.35	0.17	90.05 %	240,374.00	10.00 %	24,037.40	0.00 %	24,037.40
CH18	191.77	169.93	0.04	88.61 %	222,263.90	10.00 %	22,226.39	0.00 %	22,226.39
CH15	456.53	397.39	0.15	87.05 %	332,002.20	10.00 %	33,200.22	0.00 %	33,200.22
CH43	143.52	123.79	0.14	86.25 %	154,178.30	10.00 %	15,417.83	0.00 %	15,417.83
CH44	147.23	126.39	0.03	85.85 %	112,237.00	10.00 %	11,223.70	0.00 %	11,223.70
CH24	164.62	140.31	0.31	85.23 %	152,519.00	10.00 %	15,251.90	0.00 %	15,251.90
CH03	439.88	366.54	0.23	83.33 %	342,546.70	10.00 %	34,254.67	0.00 %	34,254.67
CH21	312.42	260.01	0.18	83.22 %	195,662.30	10.00 %	19,566.23	0.00 %	19,566.23
CH32	29.02	23.84	0.13	82.13 %	13,361.30	10.00 %	1,336.13	0.00 %	1,336.13
CH20	231.14	189.82	0.56	82.12 %	185,594.20	10.00 %	18,559.42	0.00 %	18,559.42
PON1	98.49	79.75	0.05	80.98 %	82,220.90	10.00 %	8,222.09	0.00 %	8,222.09
CH31	74.33	56.07	0.01	75.43 %	52,107.40	0.00 %		0.00 %	
CH09	181.19	128.84	0.12	71.11 %	148,827.60	0.00 %		0.00 %	
CH41	166.23	117.85	0.28	70.90 %	130,957.80	0.00 %		0.00 %	
MJR1	295.82	202.37	0.08	68.41 %	157,467.10	0.00 %		0.00 %	
MC06	54.34	36.86	0.00	67.83 %	25,609.60	0.00 %		0.00 %	
MC05	71.86	45.43	0.00	63.22 %	17,957.40	0.00 %		0.00 %	
CH27	68.35	42.93	0.19	62.81 %	45,986.40	0.00 %		0.00 %	
CH36	93.58	52.78	0.16	56.40 %	36,037.20	0.00 %		0.00 %	
CH01	13.12	4.86	0.07	37.00 %	1,437.50	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	78.93	50.28	0.00	63.70 %	45,901.70	0.00 %		0.00 %	
TVP1	196.85	123.38	0.26	62.68 %	102,263.50	0.00 %		0.00 %	
KLR1	63.79	33.15	0.18	51.97 %	28,118.10	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	421.87	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	20.92	2.05	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	14.44	8.93	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	10.02	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	30.70	0.25	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	10.35	0.06	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	10.53	3.92	0.00 %	0.00	0.00 %		0.00 %	