

Accu.Target 26,859.07 L	Sales 22,169.51 L	Achieved % 82.54 %	HO Budget+ % 7.46 %	Total Com. 193.30 L
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Note : Sales Period is From :01-Aug-2025 To :25-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	215.13	208.07	96.72 %	0.00	7.46 %	0.00
NORTH ARCOT	2,041.22	1,828.80	89.59 %	0.00	7.46 %	54,000.00
WEST-01	1,996.66	1,728.50	86.57 %	0.00	7.46 %	0.00
WEST-02	2,486.42	2,145.77	86.30 %	0.00	7.46 %	0.00
TRICHY-01	3,067.42	2,620.46	85.43 %	0.00	7.46 %	0.00
SOUTH ARCOT	1,988.27	1,698.17	85.41 %	0.00	7.46 %	48,000.00
SOUTH-01	4,453.45	3,592.42	80.67 %	0.00	7.46 %	0.00
CHENNAI-02	3,433.38	2,629.33	76.58 %	0.00	7.46 %	0.00
CHENNAI-01	3,975.34	3,041.66	76.51 %	0.00	7.46 %	0.00
SOUTH-03	3,201.78	2,357.13	73.62 %	0.00	7.46 %	0.00
OTHERS	0.00	319.18	0.00 %	0.00	0.00 %	0.00
Total	26,859.07	22,169.51	82.54 %		7.46 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	215.13	208.07	96.72%	15,000.00	7.46 %	30,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	719.20	664.85	92.44%	45,000.00	7.46 %	45,000.00
	NA03	618.16	545.25	88.21%	0.00	7.46 %	37,500.00
	NA02	703.85	618.70	87.90%	0.00	7.46 %	45,000.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	225.98	216.14	95.64%	15,000.00	7.46 %	30,000.00
	UAM1	370.66	333.95	90.10%	22,500.00	7.46 %	22,500.00
	CBE1	881.84	756.83	85.82%	0.00	7.46 %	52,500.00
	TPR1	233.77	199.33	85.27%	0.00	7.46 %	7,500.00
	PLI1	284.41	222.26	78.15%	0.00	7.46 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	530.71	480.91	90.62%	30,000.00	7.46 %	30,000.00
	MTR1	551.04	496.62	90.12%	30,000.00	7.46 %	30,000.00
	SLM1	736.29	629.47	85.49%	0.00	7.46 %	45,000.00
	ERD1	668.38	538.77	80.61%	0.00	7.46 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	657.77	635.77	96.66%	45,000.00	7.46 %	90,000.00
	TNJ1	650.78	588.31	90.40%	37,500.00	7.46 %	37,500.00
	PTK1	585.64	496.33	84.75%	0.00	7.46 %	30,000.00
	TRY1	1,173.22	900.05	76.72%	0.00	7.46 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	684.13	601.16	87.87%	0.00	7.46 %	45,000.00
	SA02	712.72	602.96	84.60%	0.00	7.46 %	45,000.00
	SA03	591.43	494.05	83.53%	0.00	7.46 %	30,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	583.69	534.11	91.51%	37,500.00	7.46 %	37,500.00
	KVT1	739.60	627.27	84.81%	0.00	7.46 %	45,000.00
	TUT1	1,022.65	841.90	82.32%	0.00	7.46 %	0.00
	TVL1	740.64	603.15	81.44%	0.00	7.46 %	0.00
	VNR1	526.94	426.44	80.93%	0.00	7.46 %	0.00
	NGR1	839.93	559.56	66.62%	0.00	7.46 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	952.37	777.97	81.69%	0.00	7.46 %	0.00
	CH01	879.19	674.85	76.76%	0.00	7.46 %	0.00
	CH07	877.43	652.65	74.38%	0.00	7.46 %	0.00
	CH09	724.39	523.86	72.32%	0.00	7.46 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	757.88	640.21	84.47%	0.00	7.46 %	45,000.00
	CH05	1,020.57	844.99	82.80%	0.00	7.46 %	0.00
	CH08	885.44	628.00	70.92%	0.00	7.46 %	0.00
	CH06	1,311.45	928.46	70.80%	0.00	7.46 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	515.94	399.48	77.43%	0.00	7.46 %	0.00
	MDU2	923.66	704.09	76.23%	0.00	7.46 %	0.00
	KKD2	664.22	487.05	73.33%	0.00	7.46 %	0.00
	DGL1	977.88	696.15	71.19%	0.00	7.46 %	0.00
	KRR1	120.08	70.37	58.60%	0.00	7.46 %	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	107.39	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	21.60	33.49	0.00	154.99 %	19,396.30	40.00 %	7,758.52	7.46 %	7,758.52
PAS1	47.66	49.94	0.00	104.78 %	38,386.70	25.00 %	9,596.68	7.46 %	11,516.01
TVP1	145.86	124.65	0.18	85.46 %	87,433.00	10.00 %	8,743.30	7.46 %	13,114.95

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BGR1	36.79	43.91	0.13	119.34 %	43,511.50	30.00 %	13,053.45	7.46 %	17,404.60
VNB1	53.27	62.72	0.08	117.74 %	48,372.30	30.00 %	14,511.69	7.46 %	19,348.92
ANI1	41.55	45.95	0.03	110.59 %	34,188.70	30.00 %	10,256.61	7.46 %	10,256.61
ARC2	65.65	71.48	0.02	108.88 %	54,904.90	25.00 %	13,726.23	7.46 %	16,471.47
CPT1	42.52	44.71	0.04	105.16 %	45,791.60	25.00 %	11,447.90	7.46 %	13,737.48
TRR1	125.40	129.43	0.18	103.22 %	98,843.90	25.00 %	24,710.98	7.46 %	29,653.17
AKM1	93.49	93.10	0.02	99.58 %	94,581.50	20.00 %	18,916.30	7.46 %	23,645.38
KPM1	73.77	71.57	0.17	97.01 %	58,639.60	20.00 %	11,727.92	7.46 %	14,659.90
SLG1	48.91	47.34	0.01	96.78 %	47,591.30	20.00 %	9,518.26	7.46 %	11,897.83
GDM1	64.32	61.01	0.00	94.86 %	52,555.30	15.00 %	7,883.30	7.46 %	13,138.83
PLR1	41.85	38.92	0.05	92.99 %	30,685.30	15.00 %	4,602.80	7.46 %	7,671.33
WJP1	65.30	60.64	0.13	92.86 %	54,439.30	15.00 %	8,165.90	7.46 %	13,609.83
SBR1	111.27	101.08	0.23	90.84 %	107,834.90	15.00 %	16,175.24	7.46 %	21,566.98
KPM2	235.47	209.09	0.05	88.80 %	140,984.60	10.00 %	14,098.46	7.46 %	28,196.92
TRL1	142.40	125.21	0.37	87.93 %	98,102.70	10.00 %	9,810.27	7.46 %	14,715.41
VEL1	122.06	106.15	0.09	86.97 %	107,176.00	10.00 %	10,717.60	7.46 %	16,076.40
CGM1	71.18	59.70	0.04	83.87 %	41,143.50	10.00 %	4,114.35	7.46 %	6,171.53
VSI1	80.82	66.27	0.13	81.99 %	82,847.50	10.00 %	8,284.75	7.46 %	8,284.75
CYR1	57.91	47.41	0.01	81.87 %	49,397.90	10.00 %	4,939.79	7.46 %	4,939.79
UGI1	55.09	43.68	0.09	79.29 %	37,364.30	0.00 %		7.46 %	3,736.43
PTU1	30.58	23.46	0.00	76.70 %	16,371.80	0.00 %		7.46 %	1,637.18
WJD1	86.06	65.61	0.04	76.23 %	60,544.00	0.00 %		7.46 %	6,054.40
VEL2	143.63	104.46	0.06	72.73 %	108,216.20	0.00 %		7.46 %	
TRT1	69.78	49.60	0.26	71.08 %	38,765.00	0.00 %		7.46 %	
ABR1	82.16	56.33	0.26	68.56 %	58,331.20	0.00 %		7.46 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	30.69	36.45	0.09	118.79 %	42,939.10	30.00 %	12,881.73	7.46 %	17,175.64
KMD1	33.19	37.99	0.00	114.44 %	59,259.20	30.00 %	17,777.76	7.46 %	23,703.68
KGI1	56.59	62.59	0.00	110.61 %	43,439.30	30.00 %	13,031.79	7.46 %	13,031.79
ANR1	15.71	16.90	0.25	107.56 %	21,433.20	25.00 %	5,358.30	7.46 %	6,429.96
DPM2	48.26	51.58	0.06	106.89 %	55,149.70	25.00 %	13,787.43	7.46 %	16,544.91
PDM1	31.69	33.68	0.16	106.27 %	38,376.80	25.00 %	9,594.20	7.46 %	11,513.04
CBE1	63.59	65.75	-0.07	103.39 %	76,432.40	25.00 %	19,108.10	7.46 %	22,929.72
CBE6	60.51	62.49	0.08	103.28 %	69,024.40	25.00 %	17,256.10	7.46 %	20,707.32
GBM1	43.37	43.57	0.40	100.46 %	29,743.20	25.00 %	7,435.80	7.46 %	7,435.80
TPR3	41.77	40.11	-0.08	96.02 %	62,813.90	20.00 %	12,562.78	7.46 %	15,703.48
KMR1	139.57	133.72	-0.23	95.80 %	142,358.90	20.00 %	28,471.78	7.46 %	35,589.73
MPM1	59.89	56.34	0.15	94.08 %	64,567.30	15.00 %	9,685.10	7.46 %	16,141.83
GDR1	45.77	42.91	-0.04	93.76 %	31,186.80	15.00 %	4,678.02	7.46 %	7,796.70
AVI1	48.72	45.16	0.35	92.71 %	40,219.50	15.00 %	6,032.93	7.46 %	10,054.88
TPR4	41.18	37.18	0.30	90.30 %	34,373.20	15.00 %	5,155.98	7.46 %	6,874.64
CNR1	49.41	43.61	0.00	88.25 %	35,708.90	10.00 %	3,570.89	7.46 %	7,141.78
CBE2	333.45	292.25	0.29	87.64 %	233,162.90	10.00 %	23,316.29	7.46 %	34,974.44
KGM1	33.89	29.63	0.20	87.45 %	29,491.40	10.00 %	2,949.14	7.46 %	4,423.71
TPR2	102.88	89.81	0.06	87.30 %	67,082.20	10.00 %	6,708.22	7.46 %	10,062.33
SUL1	53.52	44.51	0.18	83.16 %	56,696.20	10.00 %	5,669.62	7.46 %	5,669.62
SYM2	46.32	36.87	0.00	79.60 %	34,783.50	0.00 %		7.46 %	3,478.35
TPR1	89.11	69.41	0.03	77.89 %	68,953.10	0.00 %		7.46 %	6,895.31
CBE3	38.59	28.16	-0.10	72.97 %	35,405.70	0.00 %		7.46 %	
UAM1	125.81	90.51	0.10	71.94 %	68,127.30	0.00 %		7.46 %	
CBE4	106.22	76.02	0.02	71.57 %	98,794.30	0.00 %		7.46 %	
UMP1	62.27	39.57	0.00	63.54 %	24,817.50	0.00 %		7.46 %	
PLI1	108.31	67.80	0.00	62.60 %	62,787.40	0.00 %		7.46 %	
SNR1	86.39	53.93	0.01	62.43 %	63,843.40	0.00 %		7.46 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	39.97	54.72	0.00	136.90 %	53,747.10	40.00 %	21,498.84	7.46 %	21,498.84
SLM2	65.95	74.80	0.14	113.41 %	53,090.10	30.00 %	15,927.03	7.46 %	21,236.04
PMP1	54.41	58.09	0.21	106.76 %	42,327.60	25.00 %	10,581.90	7.46 %	12,698.28
TRM1	84.44	87.06	0.01	103.11 %	74,452.40	25.00 %	18,613.10	7.46 %	22,335.72
KVP1	45.43	45.68	0.00	100.55 %	38,702.30	25.00 %	9,675.58	7.46 %	9,675.58
OML1	74.20	72.54	0.63	97.77 %	55,139.90	20.00 %	11,027.98	7.46 %	13,784.98
HRR1	57.09	54.82	0.14	96.03 %	35,449.50	20.00 %	7,089.90	7.46 %	8,862.38
NKL2	96.32	91.12	0.01	94.60 %	99,531.50	15.00 %	14,929.73	7.46 %	24,882.88
ATU1	92.90	87.04	0.15	93.69 %	62,839.50	15.00 %	9,425.93	7.46 %	15,709.88
DPR1	41.90	38.91	0.04	92.85 %	31,288.30	15.00 %	4,693.25	7.46 %	7,822.08
MCR1	75.40	69.92	0.00	92.73 %	70,044.60	15.00 %	10,506.69	7.46 %	17,511.15
VPD1	76.72	70.69	0.05	92.14 %	73,952.50	15.00 %	11,092.88	7.46 %	14,790.50
TCG1	42.77	39.31	0.00	91.92 %	25,015.30	15.00 %	3,752.30	7.46 %	5,003.06
PLC1	51.94	47.31	0.00	91.08 %	44,248.60	15.00 %	6,637.29	7.46 %	8,849.72
KRI1	74.15	66.68	0.14	89.94 %	53,123.40	10.00 %	5,312.34	7.46 %	10,624.68
EDP1	41.45	36.84	0.20	88.87 %	21,163.30	10.00 %	2,116.33	7.46 %	4,232.66
EPI1	64.35	57.04	0.20	88.64 %	50,742.20	10.00 %	5,074.22	7.46 %	10,148.44
HSR2	150.27	127.41	0.15	84.79 %	98,083.40	10.00 %	9,808.34	7.46 %	14,712.51
ERD1	144.60	122.12	0.12	84.45 %	95,701.50	10.00 %	9,570.15	7.46 %	14,355.23
BMD1	57.29	47.61	0.00	83.10 %	42,216.20	10.00 %	4,221.62	7.46 %	4,221.62
DPR2	53.00	43.64	0.00	82.33 %	40,211.80	10.00 %	4,021.18	7.46 %	4,021.18
RSP1	61.05	50.21	0.48	82.24 %	53,596.10	10.00 %	5,359.61	7.46 %	5,359.61
SLM3	117.71	94.07	0.14	79.92 %	69,284.50	0.00 %		7.46 %	6,928.45
SLM1	216.97	171.85	0.01	79.21 %	114,854.10	0.00 %		7.46 %	11,485.41
ERD2	130.04	102.51	0.12	78.83 %	117,753.60	0.00 %		7.46 %	11,775.36
CMI1	32.89	25.71	0.00	78.19 %	32,759.80	0.00 %		7.46 %	3,275.98
MTR1	107.72	82.12	0.04	76.24 %	76,380.90	0.00 %		7.46 %	7,638.09
PDR1	34.90	26.17	0.31	74.97 %	32,020.70	0.00 %		7.46 %	3,202.07
SGG1	26.90	19.26	0.00	71.61 %	17,642.40	0.00 %		7.46 %	
HSR1	114.54	81.03	0.45	70.74 %	80,626.30	0.00 %		7.46 %	
VKL1	45.12	29.89	0.13	66.24 %	35,594.90	0.00 %		7.46 %	
APN1	60.24	37.14	0.20	61.66 %	46,902.70	0.00 %		7.46 %	
KMM1	53.80	32.48	0.16	60.37 %	33,132.50	0.00 %		7.46 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KIK1	74.18	81.80	-0.20	110.28 %	78,251.00	30.00 %	23,475.30	7.46 %	23,475.30
TVR1	49.23	53.11	0.25	107.87 %	40,956.20	25.00 %	10,239.05	7.46 %	12,286.86
TVR2	127.96	136.38	0.03	106.58 %	99,580.30	25.00 %	24,895.08	7.46 %	29,874.09
PDK1	51.62	54.84	0.03	106.23 %	47,599.50	25.00 %	11,899.88	7.46 %	14,279.85
MVM1	152.69	160.53	0.08	105.14 %	162,894.50	25.00 %	40,723.63	7.46 %	48,868.35
KRN1	47.06	48.64	-0.04	103.37 %	48,421.90	25.00 %	12,105.48	7.46 %	14,526.57
MDI1	132.48	135.94	0.01	102.61 %	109,181.50	25.00 %	27,295.38	7.46 %	32,754.45
TTP1	84.00	82.51	0.05	98.22 %	61,981.30	20.00 %	12,396.26	7.46 %	15,495.33
TRY3	78.13	75.71	0.04	96.91 %	56,480.40	20.00 %	11,296.08	7.46 %	14,120.10
NCK1	38.15	36.49	0.00	95.65 %	24,756.80	20.00 %	4,951.36	7.46 %	6,189.20
PBR2	190.10	176.19	-0.05	92.68 %	125,278.30	15.00 %	18,791.75	7.46 %	31,319.58
JKM1	90.07	82.66	0.09	91.78 %	60,363.50	15.00 %	9,054.53	7.46 %	12,072.70
AYR1	65.77	58.68	0.10	89.22 %	43,806.70	10.00 %	4,380.67	7.46 %	8,761.34
ORU1	60.55	53.93	0.00	89.08 %	58,093.20	10.00 %	5,809.32	7.46 %	11,618.64
TYR1	112.88	96.13	0.06	85.16 %	71,106.50	10.00 %	7,110.65	7.46 %	10,665.98
KUM1	199.67	166.61	0.11	83.44 %	144,397.00	10.00 %	14,439.70	7.46 %	21,659.55
TNJ1	202.42	168.64	0.11	83.31 %	124,488.30	10.00 %	12,448.83	7.46 %	12,448.83
PTK1	142.23	117.98	0.30	82.94 %	96,421.20	10.00 %	9,642.12	7.46 %	9,642.12
TNJ2	149.19	121.78	0.17	81.62 %	101,149.30	10.00 %	10,114.93	7.46 %	10,114.93
MSI1	67.23	54.61	0.00	81.22 %	48,292.70	10.00 %	4,829.27	7.46 %	4,829.27
PBR1	60.50	48.99	0.06	80.98 %	35,875.70	10.00 %	3,587.57	7.46 %	3,587.57
APM1	48.81	36.24	0.14	74.23 %	35,039.10	0.00 %		7.46 %	3,503.91
NMM1	66.09	46.64	-0.02	70.58 %	54,817.20	0.00 %		7.46 %	
TRY1	586.75	411.17	0.06	70.08 %	269,319.20	0.00 %		7.46 %	
NGT1	112.02	77.03	0.10	68.76 %	59,778.30	0.00 %		7.46 %	
TRY2	77.63	37.24	0.17	47.97 %	28,237.30	0.00 %		7.46 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VPM2	100.03	112.25	0.15	112.21 %	70,847.30	30.00 %	21,254.19	7.46 %	28,338.92
TRK1	111.71	121.95	0.22	109.17 %	110,250.40	25.00 %	27,562.60	7.46 %	33,075.12
POY2	150.74	155.73	0.10	103.31 %	106,036.00	25.00 %	26,509.00	7.46 %	31,810.80
KML1	50.41	51.86	0.29	102.87 %	31,946.30	25.00 %	7,986.58	7.46 %	9,583.89
CDM1	122.21	120.81	0.43	98.85 %	100,299.00	20.00 %	20,059.80	7.46 %	25,074.75
NVL2	109.91	108.50	0.11	98.72 %	82,952.50	20.00 %	16,590.50	7.46 %	20,738.13
POY1	168.83	161.65	0.09	95.75 %	153,045.60	20.00 %	30,609.12	7.46 %	38,261.40
CUD1	208.48	169.88	0.08	81.49 %	144,878.20	10.00 %	14,487.82	7.46 %	14,487.82
VCM1	65.94	53.47	0.04	81.09 %	37,636.80	10.00 %	3,763.68	7.46 %	3,763.68
ULP1	106.05	85.90	0.14	81.00 %	67,403.40	10.00 %	6,740.34	7.46 %	6,740.34
TDM1	86.18	68.80	0.32	79.83 %	42,236.90	0.00 %		7.46 %	4,223.69
KKI2	127.48	99.67	0.14	78.18 %	69,171.20	0.00 %		7.46 %	6,917.12
KLM1	106.94	80.49	0.05	75.27 %	79,790.40	0.00 %		7.46 %	7,979.04
SJI1	94.67	70.62	0.09	74.60 %	41,357.70	0.00 %		7.46 %	4,135.77
VPM1	41.55	28.44	0.25	68.45 %	17,053.00	0.00 %		7.46 %	
MKM1	49.15	33.42	0.10	68.00 %	31,644.60	0.00 %		7.46 %	
STP1	47.73	30.38	0.32	63.64 %	22,338.80	0.00 %		7.46 %	
PRT1	82.98	52.37	0.11	63.12 %	42,919.50	0.00 %		7.46 %	
TVM2	87.46	54.85	0.00	62.71 %	27,760.80	0.00 %		7.46 %	
TVM1	69.83	37.14	0.47	53.19 %	20,638.50	0.00 %		7.46 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	33.23	73.46	0.16	221.08 %	96,738.10	40.00 %	38,695.24	7.46 %	38,695.24
ERL2	67.28	103.15	0.13	153.31 %	97,633.90	40.00 %	39,053.56	7.46 %	39,053.56
TKS2	149.02	165.14	0.48	110.82 %	123,267.10	30.00 %	36,980.13	7.46 %	36,980.13
TKS1	133.24	130.04	0.21	97.60 %	132,229.30	20.00 %	26,445.86	7.46 %	33,057.33
ASM1	58.99	56.05	0.23	95.02 %	63,947.70	15.00 %	9,592.16	7.46 %	15,986.93
PKD1	88.67	83.09	0.18	93.71 %	68,862.00	15.00 %	10,329.30	7.46 %	17,215.50
TVL1	433.11	374.39	0.23	86.44 %	305,468.10	10.00 %	30,546.81	7.46 %	45,820.22
KGL1	59.18	51.09	0.25	86.33 %	38,522.30	10.00 %	3,852.23	7.46 %	5,778.35
KVT1	210.31	180.22	0.03	85.70 %	204,521.80	10.00 %	20,452.18	7.46 %	30,678.27
RPM1	128.77	110.32	0.21	85.68 %	108,870.40	10.00 %	10,887.04	7.46 %	16,330.56
RND1	132.71	112.80	0.36	84.99 %	116,954.70	10.00 %	11,695.47	7.46 %	17,543.21
VNR2	231.52	195.59	0.18	84.48 %	173,363.30	10.00 %	17,336.33	7.46 %	26,004.50
VNR1	57.13	48.01	0.11	84.04 %	40,867.90	10.00 %	4,086.79	7.46 %	6,130.19
KYR1	50.64	42.48	0.40	83.89 %	39,162.60	10.00 %	3,916.26	7.46 %	5,874.39
TUT1	488.60	409.53	0.14	83.82 %	402,313.80	10.00 %	40,231.38	7.46 %	60,347.07
TKY1	75.63	62.81	0.07	83.05 %	61,731.70	10.00 %	6,173.17	7.46 %	6,173.17
UDN1	55.76	44.94	0.28	80.59 %	35,730.40	10.00 %	3,573.04	7.46 %	3,573.04
SDI1	61.47	49.33	0.32	80.25 %	40,816.90	10.00 %	4,081.69	7.46 %	4,081.69
STU2	45.63	36.57	1.17	80.15 %	27,082.80	10.00 %	2,708.28	7.46 %	2,708.28
TCN1	110.35	86.72	0.35	78.59 %	92,656.40	0.00 %		7.46 %	9,265.64
APK1	101.16	78.29	0.06	77.40 %	95,451.30	0.00 %		7.46 %	9,545.13
KSM1	38.60	29.85	0.00	77.33 %	20,225.50	0.00 %		7.46 %	2,022.55
TUT2	184.44	140.97	0.33	76.43 %	106,517.90	0.00 %		7.46 %	10,651.79
SVK1	137.12	104.54	0.15	76.24 %	87,283.00	0.00 %		7.46 %	8,728.30
PDI1	64.27	47.91	0.03	74.55 %	44,437.90	0.00 %		7.46 %	4,443.79
VLY1	152.08	112.73	0.21	74.12 %	85,125.70	0.00 %		7.46 %	8,512.57
SNL1	88.21	64.02	0.41	72.57 %	40,457.60	0.00 %		7.46 %	
ARM1	42.67	29.66	0.95	69.52 %	25,265.30	0.00 %		7.46 %	
SGT1	46.92	31.36	0.00	66.85 %	23,802.80	0.00 %		7.46 %	
NGR1	385.95	248.56	0.21	64.40 %	141,771.20	0.00 %		7.46 %	
MAR1	160.93	102.13	0.08	63.46 %	72,167.70	0.00 %		7.46 %	
COL1	35.82	20.44	0.01	57.06 %	18,964.10	0.00 %		7.46 %	
TVL2	53.78	30.32	0.14	56.37 %	17,224.20	0.00 %		7.46 %	
MMT1	83.82	44.68	0.38	53.30 %	39,852.70	0.00 %		7.46 %	
TYI1	109.81	54.89	0.42	49.99 %	65,891.40	0.00 %		7.46 %	
VKM1	90.22	34.64	0.25	38.39 %	41,126.30	0.00 %		7.46 %	
ERL1	6.43	1.70	2.25	26.49 %	(16,277.50)	0.00 %		7.46 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	72.04	76.18	0.37	105.74 %	59,132.90	25.00 %	14,783.23	7.46 %	17,739.87
MC05	49.27	50.59	0.01	102.67 %	17,485.60	25.00 %	4,371.40	7.46 %	5,245.68
CH44	104.65	103.50	0.22	98.90 %	79,768.30	20.00 %	15,953.66	7.46 %	19,942.08
CH27	41.39	40.62	0.87	98.14 %	38,837.30	20.00 %	7,767.46	7.46 %	9,709.33
CH23	67.48	60.06	0.02	89.00 %	45,669.70	10.00 %	4,566.97	7.46 %	9,133.94
MJR1	150.77	132.16	0.22	87.66 %	89,168.50	10.00 %	8,916.85	7.46 %	13,375.28
CH06	139.41	122.04	0.06	87.54 %	108,382.20	10.00 %	10,838.22	7.46 %	16,257.33
CH12	175.15	152.81	0.56	87.24 %	136,198.70	10.00 %	13,619.87	7.46 %	20,429.81
CH31	52.49	43.24	0.45	82.38 %	38,551.30	10.00 %	3,855.13	7.46 %	3,855.13
CH41	110.38	89.76	0.36	81.32 %	77,800.20	10.00 %	7,780.02	7.46 %	7,780.02
CH03	331.02	269.10	0.27	81.29 %	239,670.90	10.00 %	23,967.09	7.46 %	23,967.09
CH34	141.09	114.03	0.13	80.82 %	93,642.30	10.00 %	9,364.23	7.46 %	9,364.23
CH43	97.77	76.73	0.23	78.48 %	77,304.20	0.00 %		7.46 %	7,730.42
CH15	372.27	283.09	0.19	76.04 %	230,666.90	0.00 %		7.46 %	23,066.69
PON1	76.57	58.14	0.25	75.93 %	56,471.20	0.00 %		7.46 %	5,647.12
CH17	74.64	56.51	0.22	75.71 %	63,250.40	0.00 %		7.46 %	6,325.04
CH33	127.77	95.88	0.21	75.05 %	84,492.90	0.00 %		7.46 %	8,449.29
CH18	181.66	131.28	0.33	72.27 %	145,582.50	0.00 %		7.46 %	
CH32	30.87	22.05	2.32	71.44 %	15,704.80	0.00 %		7.46 %	
CH20	186.08	128.74	0.33	69.18 %	94,782.60	0.00 %		7.46 %	
GPD1	115.56	79.78	0.10	69.04 %	45,052.60	0.00 %		7.46 %	
CH21	242.41	163.58	0.19	67.48 %	120,367.70	0.00 %		7.46 %	
CH36	61.19	40.37	0.09	65.97 %	28,013.20	0.00 %		7.46 %	
CH46	75.23	47.68	0.38	63.38 %	42,711.60	0.00 %		7.46 %	
MC06	36.76	22.12	1.05	60.17 %	12,873.90	0.00 %		7.46 %	
CH09	143.40	86.27	0.07	60.16 %	77,157.30	0.00 %		7.46 %	
CH24	141.48	76.88	0.36	54.34 %	80,646.30	0.00 %		7.46 %	
MC08	16.92	4.13	0.00	24.39 %	1,055.20	0.00 %		7.46 %	
CH01	17.65	2.00	0.00	11.34 %	1,642.20	0.00 %		7.46 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	48.74	52.22	0.26	107.13 %	42,852.10	25.00 %	10,713.03	7.46 %	12,855.63
TKM1	61.70	65.10	0.12	105.51 %	76,823.90	25.00 %	19,205.98	7.46 %	23,047.17
GUD2	108.60	106.90	0.03	98.43 %	75,002.40	20.00 %	15,000.48	7.46 %	18,750.60
MRM1	96.31	93.68	0.20	97.26 %	95,482.60	20.00 %	19,096.52	7.46 %	23,870.65
CH30	160.75	154.86	0.61	96.34 %	83,883.40	20.00 %	16,776.68	7.46 %	20,970.85
CH45	115.18	108.04	0.17	93.80 %	108,877.30	15.00 %	16,331.60	7.46 %	27,219.33
GUD1	123.19	108.55	0.32	88.11 %	143,451.40	10.00 %	14,345.14	7.46 %	28,690.28
CH48	151.92	133.62	0.14	87.96 %	168,382.00	10.00 %	16,838.20	7.46 %	25,257.30
CH35	94.86	81.14	0.13	85.54 %	61,504.50	10.00 %	6,150.45	7.46 %	9,225.68
CH11	140.30	119.58	0.37	85.24 %	92,254.70	10.00 %	9,225.47	7.46 %	13,838.21
CH28	140.26	116.59	0.18	83.13 %	163,182.80	10.00 %	16,318.28	7.46 %	16,318.28
CH05	234.13	189.39	0.19	80.89 %	152,693.00	10.00 %	15,269.30	7.46 %	15,269.30
CH16	278.24	220.54	0.19	79.26 %	222,638.30	0.00 %		7.46 %	22,263.83
KNR1	93.43	73.72	0.01	78.90 %	70,270.50	0.00 %		7.46 %	7,027.05
CH14	283.31	223.39	0.24	78.85 %	193,401.50	0.00 %		7.46 %	19,340.15
CH08	240.58	183.90	0.42	76.44 %	236,914.20	0.00 %		7.46 %	23,691.42
MC10	42.92	32.71	0.09	76.21 %	19,490.70	0.00 %		7.46 %	1,949.07
SKL1	92.35	70.19	0.33	76.01 %	97,783.20	0.00 %		7.46 %	9,778.32
AVD1	153.72	114.78	1.02	74.67 %	95,052.00	0.00 %		7.46 %	9,505.20
CH19	193.10	136.65	0.35	70.77 %	126,884.90	0.00 %		7.46 %	
CH38	93.14	63.45	0.11	68.12 %	80,219.50	0.00 %		7.46 %	
CH22	141.40	91.84	0.18	64.95 %	94,352.30	0.00 %		7.46 %	
CH26	45.06	29.20	0.08	64.80 %	25,899.00	0.00 %		7.46 %	
CH07	201.87	129.68	0.39	64.24 %	122,419.60	0.00 %		7.46 %	
CH42	213.58	134.19	0.20	62.83 %	130,273.30	0.00 %		7.46 %	
CH40	101.98	59.66	0.27	58.50 %	30,824.50	0.00 %		7.46 %	
CH39	94.90	55.12	0.61	58.08 %	60,976.80	0.00 %		7.46 %	
MC09	27.65	13.50	0.00	48.83 %	10,045.10	0.00 %		7.46 %	
CGL1	117.62	55.05	0.59	46.80 %	57,946.30	0.00 %		7.46 %	
CH29	48.78	18.81	0.77	38.56 %	24,116.00	0.00 %		7.46 %	
MC02	35.79	5.61	0.00	15.66 %	3,039.00	0.00 %		7.46 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TEN2	64.51	65.92	0.32	102.18 %	40,626.70	25.00 %	10,156.68	7.46 %	12,188.01
MLR1	68.52	65.90	0.10	96.17 %	55,514.20	20.00 %	11,102.84	7.46 %	13,878.55
DKI1	76.96	73.06	0.27	94.93 %	93,036.20	15.00 %	13,955.43	7.46 %	23,259.05
ADP1	53.98	50.23	0.04	93.06 %	47,971.80	15.00 %	7,195.77	7.46 %	11,992.95
PKM1	40.52	36.40	0.15	89.82 %	33,506.90	10.00 %	3,350.69	7.46 %	6,701.38
SVG1	68.77	57.98	0.17	84.32 %	70,203.30	10.00 %	7,020.33	7.46 %	10,530.50
DGL1	210.64	176.48	0.32	83.78 %	150,001.70	10.00 %	15,000.17	7.46 %	22,500.26
PVI1	72.65	60.34	0.26	83.07 %	72,757.20	10.00 %	7,275.72	7.46 %	7,275.72
TPT1	75.92	62.28	-0.13	82.04 %	91,492.40	10.00 %	9,149.24	7.46 %	9,149.24
MDU2	174.89	141.49	0.18	80.91 %	119,218.30	10.00 %	11,921.83	7.46 %	11,921.83
MDU6	137.23	110.17	0.22	80.28 %	85,712.60	10.00 %	8,571.26	7.46 %	8,571.26
MPA1	81.82	65.29	0.06	79.79 %	78,206.40	0.00 %		7.46 %	7,820.64
DGL2	60.47	47.89	0.14	79.20 %	47,834.60	0.00 %		7.46 %	4,783.46
CBM1	94.09	73.05	0.12	77.63 %	75,267.00	0.00 %		7.46 %	7,526.70
TEN1	92.26	69.99	0.47	75.87 %	57,023.20	0.00 %		7.46 %	5,702.32
BNR1	59.35	44.86	0.07	75.59 %	45,790.50	0.00 %		7.46 %	4,579.05
NKI1	47.67	35.72	0.10	74.93 %	43,328.50	0.00 %		7.46 %	4,332.85
PNI1	40.73	30.41	0.36	74.64 %	25,213.20	0.00 %		7.46 %	2,521.32
MDU4	89.39	66.41	0.14	74.29 %	54,171.30	0.00 %		7.46 %	5,417.13
USL1	89.40	65.82	0.15	73.62 %	58,066.30	0.00 %		7.46 %	
TMM1	104.26	76.57	0.02	73.44 %	54,529.40	0.00 %		7.46 %	
SGP1	60.45	44.33	0.13	73.33 %	74,356.30	0.00 %		7.46 %	
PNV1	38.91	28.50	0.00	73.24 %	27,857.40	0.00 %		7.46 %	
TDI1	58.81	42.62	0.22	72.47 %	51,462.50	0.00 %		7.46 %	
BTU1	39.14	27.00	0.54	68.98 %	30,799.80	0.00 %		7.46 %	
CMR1	48.17	32.72	0.03	67.92 %	23,957.80	0.00 %		7.46 %	
MDU1	443.75	296.89	0.16	66.91 %	222,304.00	0.00 %		7.46 %	
NTM1	56.53	36.90	0.29	65.28 %	28,655.90	0.00 %		7.46 %	
KKD2	96.65	61.16	0.14	63.28 %	73,071.30	0.00 %		7.46 %	
ATG1	136.54	85.82	0.22	62.86 %	96,550.70	0.00 %		7.46 %	
ODM1	50.97	31.85	0.00	62.48 %	25,981.50	0.00 %		7.46 %	
MNM1	47.33	28.93	0.09	61.13 %	37,285.80	0.00 %		7.46 %	
KPT1	57.66	34.09	0.01	59.13 %	32,601.60	0.00 %		7.46 %	
KRR1	69.11	38.52	0.00	55.74 %	48,216.50	0.00 %		7.46 %	
MDU5	83.94	42.30	0.06	50.39 %	55,446.70	0.00 %		7.46 %	
MDU3	109.81	49.25	0.53	44.85 %	40,536.50	0.00 %		7.46 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	88.98	0.19	0.00 %	6,933.20	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 %	