

Accu.Target 24,249.67 L	Sales 17,904.56 L	Achieved % 73.83 %	HO Budget+ % 16.17 %	Total Com. 175.02 L
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Note : Sales Period is From :01-Sep-2025 To :25-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	258.49	271.79	105.14 %	0.00	16.17 %	0.00
SOUTH-01	4,399.49	3,369.14	76.58 %	0.00	16.17 %	0.00
WEST-02	2,161.91	1,641.35	75.92 %	0.00	16.17 %	0.00
WEST-01	1,776.92	1,310.27	73.74 %	0.00	16.17 %	0.00
TRICHY-01	2,489.76	1,822.12	73.18 %	0.00	16.17 %	0.00
NORTH ARCOT	1,936.62	1,375.74	71.04 %	0.00	16.17 %	0.00
CHENNAI-02	3,150.76	2,206.97	70.05 %	0.00	16.17 %	0.00
CHENNAI-01	3,318.11	2,285.70	68.89 %	0.00	16.17 %	0.00
SOUTH-03	2,841.23	1,948.68	68.59 %	0.00	16.17 %	0.00
SOUTH ARCOT	1,916.40	1,291.59	67.40 %	0.00	16.17 %	0.00
OTHERS	0.00	381.22	0.00 %	0.00	0.00 %	0.00
Total	24,249.67	17,904.56	73.83 %		16.17 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	258.49	271.79	105.14%	30,000.00	16.17 %	60,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	738.63	609.22	82.48%	0.00	16.17 %	45,000.00
	TUT1	889.01	720.96	81.10%	0.00	16.17 %	52,500.00
	NGR1	691.33	532.22	76.98%	0.00	16.17 %	37,500.00
	TKS1	654.70	499.13	76.24%	0.00	16.17 %	30,000.00
	TVL1	861.80	642.53	74.56%	0.00	16.17 %	0.00
	VNR1	564.02	365.07	64.73%	0.00	16.17 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	455.76	384.50	84.36%	0.00	16.17 %	45,000.00
	HSR1	432.20	358.75	83.01%	0.00	16.17 %	22,500.00
	SLM1	674.85	475.84	70.51%	0.00	16.17 %	0.00
	ERD1	599.10	422.27	70.48%	0.00	16.17 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	334.52	280.62	83.89%	0.00	16.17 %	30,000.00
	TPR4	217.62	181.08	83.21%	0.00	16.17 %	7,500.00
	PLI1	221.62	169.61	76.53%	0.00	16.17 %	7,500.00
	CBE1	767.45	555.83	72.43%	0.00	16.17 %	0.00
	TPR1	235.71	123.15	52.25%	0.00	16.17 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	438.42	338.39	77.18%	0.00	16.17 %	22,500.00
	KUM1	525.46	399.89	76.10%	0.00	16.17 %	22,500.00
	TNJ1	554.41	395.41	71.32%	0.00	16.17 %	0.00
	TRY1	971.47	688.43	70.86%	0.00	16.17 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA03	555.01	403.75	72.75%	0.00	16.17 %	0.00
	NA01	717.34	514.51	71.72%	0.00	16.17 %	0.00
	NA02	664.27	457.48	68.87%	0.00	16.17 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	859.79	651.76	75.80%	0.00	16.17 %	45,000.00
	CH01	848.03	596.08	70.29%	0.00	16.17 %	0.00
	CH07	823.86	554.06	67.25%	0.00	16.17 %	0.00
	CH09	619.07	405.07	65.43%	0.00	16.17 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	1,057.36	757.44	71.64%	0.00	16.17 %	0.00
	CH03	648.62	457.01	70.46%	0.00	16.17 %	0.00
	CH05	842.89	588.92	69.87%	0.00	16.17 %	0.00
	CH08	769.23	482.33	62.70%	0.00	16.17 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	589.22	520.35	88.31%	0.00	16.17 %	75,000.00
	SVG1	479.83	322.78	67.27%	0.00	16.17 %	0.00
	KRR1	97.34	63.21	64.94%	0.00	16.17 %	0.00
	MDU2	836.02	530.61	63.47%	0.00	16.17 %	0.00
	DGL1	838.82	511.72	61.00%	0.00	16.17 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	626.89	444.87	70.96%	0.00	16.17 %	0.00
	SA03	600.29	412.14	68.66%	0.00	16.17 %	0.00
	SA02	689.22	434.59	63.06%	0.00	16.17 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	17.84	0.00%	0.00	0.00 %	0.00
	CH02	0.00	145.18	0.00%	0.00	0.00 %	0.00
	HO01	0.00	124.58	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	22.61	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	25.35	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	16.11	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	22.17	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	50.98	66.40	0.13	130.24 %	51,928.10	40.00 %	20,771.24	16.17 %	20,771.24
TVP1	138.82	158.79	0.34	114.38 %	99,867.50	30.00 %	29,960.25	16.17 %	39,947.00
KLR1	68.68	46.60	0.32	67.84 %	41,315.50	0.00 %		16.17 %	4,131.55

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TYI1	54.57	62.59	0.18	114.70 %	77,354.30	30.00 %	23,206.29	16.17 %	30,941.72
ERL2	59.09	66.47	0.08	112.49 %	75,340.50	30.00 %	22,602.15	16.17 %	30,136.20
SKD1	37.66	39.20	0.12	104.09 %	47,738.20	25.00 %	11,934.55	16.17 %	19,095.28
KYR1	38.65	37.65	0.40	97.40 %	32,677.30	20.00 %	6,535.46	16.17 %	9,803.19
PKD1	65.76	61.58	0.05	93.64 %	78,233.40	15.00 %	11,735.01	16.17 %	23,470.02
RPM1	166.36	150.97	0.05	90.75 %	140,960.60	15.00 %	21,144.09	16.17 %	35,240.15
SDI1	89.33	80.45	0.23	90.06 %	72,607.10	10.00 %	7,260.71	16.17 %	18,151.78
UDN1	51.87	46.15	0.30	88.97 %	42,385.30	10.00 %	4,238.53	16.17 %	10,596.33
KVT1	287.63	250.67	0.43	87.15 %	305,261.50	10.00 %	30,526.15	16.17 %	76,315.38
VNR2	171.86	145.65	0.07	84.75 %	142,338.60	10.00 %	14,233.86	16.17 %	35,584.65
MAR1	132.57	111.14	0.09	83.83 %	87,442.10	10.00 %	8,744.21	16.17 %	17,488.42
ASM1	50.38	41.73	0.12	82.83 %	55,350.50	10.00 %	5,535.05	16.17 %	11,070.10
TCN1	91.61	75.40	0.01	82.31 %	80,973.20	10.00 %	8,097.32	16.17 %	16,194.64
TUT2	171.70	139.79	0.16	81.42 %	126,240.50	10.00 %	12,624.05	16.17 %	25,248.10
TKS2	138.36	112.45	0.10	81.27 %	94,451.60	10.00 %	9,445.16	16.17 %	18,890.32
KSM1	64.83	52.52	0.03	81.02 %	34,673.70	10.00 %	3,467.37	16.17 %	6,934.74
VKM1	52.31	41.32	0.27	78.99 %	57,244.40	0.00 %		16.17 %	8,586.66
NGR1	267.42	208.80	0.47	78.08 %	162,129.40	0.00 %		16.17 %	24,319.41
VNR1	61.36	47.46	0.00	77.35 %	42,659.30	0.00 %		16.17 %	6,398.90
TVL1	593.28	455.21	0.29	76.73 %	349,192.70	0.00 %		16.17 %	52,378.91
VLY1	122.02	92.53	0.79	75.83 %	84,266.00	0.00 %		16.17 %	12,639.90
MMT1	64.83	48.67	0.11	75.08 %	50,448.80	0.00 %		16.17 %	5,044.88
SVK1	111.52	82.17	0.32	73.68 %	80,746.60	0.00 %		16.17 %	8,074.66
RND1	140.70	101.28	0.20	71.98 %	132,974.40	0.00 %		16.17 %	13,297.44
TUT1	460.17	330.56	0.11	71.83 %	349,556.70	0.00 %		16.17 %	34,955.67
PDI1	56.77	40.73	0.11	71.74 %	37,903.50	0.00 %		16.17 %	3,790.35
TKS1	121.41	86.25	0.08	71.04 %	104,672.40	0.00 %		16.17 %	10,467.24
KGL1	56.74	39.97	0.12	70.44 %	35,077.60	0.00 %		16.17 %	3,507.76
TKY1	76.33	52.88	0.14	69.28 %	59,381.20	0.00 %		16.17 %	5,938.12
SNL1	69.29	47.96	0.20	69.21 %	42,852.10	0.00 %		16.17 %	4,285.21
COL1	28.59	18.22	0.43	63.74 %	24,480.50	0.00 %		16.17 %	
STU2	46.63	29.57	0.80	63.42 %	33,185.90	0.00 %		16.17 %	
ARM1	53.69	31.13	0.48	57.98 %	31,948.20	0.00 %		16.17 %	
TVL2	42.42	21.92	0.06	51.68 %	11,241.30	0.00 %		16.17 %	
APK1	84.29	43.24	0.10	51.30 %	62,156.10	0.00 %		16.17 %	
APK2	134.98	46.56	0.52	34.49 %	45,780.70	0.00 %		16.17 %	
SGT1	82.47	28.29	0.00	34.31 %	22,537.90	0.00 %		16.17 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	39.32	47.85	0.03	121.70 %	44,364.50	40.00 %	17,745.80	16.17 %	17,745.80
NKL2	105.93	113.68	0.19	107.31 %	135,458.40	25.00 %	33,864.60	16.17 %	54,183.36
OML1	59.32	61.27	0.13	103.29 %	53,999.60	25.00 %	13,499.90	16.17 %	21,599.84
PMP1	44.74	44.89	0.13	100.33 %	29,750.70	25.00 %	7,437.68	16.17 %	8,925.21
TRM1	90.71	88.52	0.09	97.58 %	81,744.70	20.00 %	16,348.94	16.17 %	24,523.41
MCR1	56.82	54.11	0.22	95.22 %	56,072.30	20.00 %	11,214.46	16.17 %	16,821.69
EDP1	28.10	25.11	0.00	89.37 %	16,358.50	10.00 %	1,635.85	16.17 %	4,089.63
VPD1	72.28	61.34	0.03	84.86 %	87,641.10	10.00 %	8,764.11	16.17 %	21,910.28
APN1	50.33	42.08	0.00	83.59 %	50,445.80	10.00 %	5,044.58	16.17 %	10,089.16
PLC1	41.56	34.11	0.08	82.07 %	27,430.40	10.00 %	2,743.04	16.17 %	5,486.08
HSR2	125.50	100.92	0.04	80.41 %	82,947.90	10.00 %	8,294.79	16.17 %	16,589.58
DPR1	36.05	28.86	0.03	80.04 %	23,409.40	0.00 %		16.17 %	4,681.88
HSR1	80.11	62.30	0.23	77.77 %	62,091.50	0.00 %		16.17 %	9,313.73
BMD1	41.81	32.23	0.00	77.10 %	37,304.20	0.00 %		16.17 %	5,595.63
HRR1	52.12	40.10	0.38	76.94 %	30,565.30	0.00 %		16.17 %	4,584.80
SLM2	64.30	47.42	0.03	73.75 %	38,731.50	0.00 %		16.17 %	3,873.15
VKL1	38.52	28.39	0.36	73.70 %	28,582.80	0.00 %		16.17 %	2,858.28
ERD2	103.86	75.75	0.07	72.93 %	99,551.60	0.00 %		16.17 %	9,955.16
ATU1	82.32	58.86	0.10	71.50 %	49,789.20	0.00 %		16.17 %	4,978.92
KVP1	45.39	32.11	0.62	70.74 %	31,018.80	0.00 %		16.17 %	3,101.88
MTR1	71.43	49.90	0.00	69.86 %	43,776.20	0.00 %		16.17 %	4,377.62
EPI1	58.71	39.47	0.14	67.23 %	40,250.20	0.00 %		16.17 %	4,025.02
TCG1	50.03	33.22	0.00	66.40 %	27,946.60	0.00 %		16.17 %	
KRI1	55.58	36.58	1.17	65.81 %	26,221.10	0.00 %		16.17 %	
SLM3	100.91	66.35	0.10	65.75 %	51,394.60	0.00 %		16.17 %	
CMI1	33.13	21.42	0.00	64.64 %	28,544.30	0.00 %		16.17 %	
DPR2	47.49	29.51	0.00	62.14 %	24,364.70	0.00 %		16.17 %	
ERD1	99.38	61.73	0.41	62.11 %	62,943.90	0.00 %		16.17 %	
SLM1	217.90	135.21	0.09	62.05 %	92,105.50	0.00 %		16.17 %	
RSP1	56.80	34.80	0.03	61.27 %	37,845.30	0.00 %		16.17 %	
PDR1	38.91	20.88	0.01	53.67 %	30,338.40	0.00 %		16.17 %	
KMM1	42.17	19.93	0.22	47.27 %	22,744.80	0.00 %		16.17 %	
SGG1	30.35	12.46	0.36	41.07 %	15,421.70	0.00 %		16.17 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	27.27	37.03	0.03	135.79 %	46,496.20	40.00 %	18,598.48	16.17 %	18,598.48
SYM2	33.04	34.10	0.00	103.19 %	44,538.70	25.00 %	11,134.68	16.17 %	17,815.48
CNR1	41.82	42.53	0.00	101.68 %	34,421.50	25.00 %	8,605.38	16.17 %	13,768.60
GBM1	43.52	43.93	0.17	100.93 %	37,240.30	25.00 %	9,310.08	16.17 %	14,896.12
KGI1	49.58	49.03	0.04	98.89 %	32,168.30	20.00 %	6,433.66	16.17 %	9,650.49
CBE3	24.48	23.01	0.00	93.98 %	37,018.80	15.00 %	5,552.82	16.17 %	11,105.64
KMR1	89.37	83.72	0.35	93.68 %	98,349.90	15.00 %	14,752.49	16.17 %	29,504.97
KGM1	33.10	29.67	0.43	89.63 %	27,819.30	10.00 %	2,781.93	16.17 %	6,954.83
DPM2	42.02	36.46	0.00	86.77 %	50,215.40	10.00 %	5,021.54	16.17 %	12,553.85
SNR1	56.74	48.32	0.16	85.16 %	63,608.90	10.00 %	6,360.89	16.17 %	15,902.23
PDM1	28.74	24.12	0.01	83.91 %	27,378.00	10.00 %	2,737.80	16.17 %	5,475.60
UAM1	103.57	83.35	0.04	80.48 %	72,475.80	10.00 %	7,247.58	16.17 %	14,495.16
KMD1	45.37	35.43	0.06	78.10 %	59,916.70	0.00 %		16.17 %	8,987.51
UMP1	42.73	33.22	0.10	77.74 %	31,922.10	0.00 %		16.17 %	4,788.32
ANR1	16.71	12.95	0.00	77.52 %	18,229.90	0.00 %		16.17 %	2,734.49
MPM1	53.32	40.65	0.09	76.24 %	56,094.60	0.00 %		16.17 %	8,414.19
TPR3	50.74	37.29	0.04	73.49 %	61,158.40	0.00 %		16.17 %	6,115.84
CBE2	274.37	201.65	0.11	73.49 %	192,872.90	0.00 %		16.17 %	19,287.29
GDR1	40.85	29.62	0.01	72.51 %	22,025.50	0.00 %		16.17 %	2,202.55
CBE5	41.98	29.72	0.07	70.78 %	57,291.90	0.00 %		16.17 %	5,729.19
SUL1	39.22	27.67	0.03	70.56 %	42,806.90	0.00 %		16.17 %	4,280.69
TPR1	78.33	54.36	0.14	69.40 %	46,818.30	0.00 %		16.17 %	4,681.83
CBE6	71.08	46.97	0.00	66.07 %	58,711.40	0.00 %		16.17 %	
PLI1	75.02	46.14	0.21	61.50 %	55,461.40	0.00 %		16.17 %	
CBE1	56.94	34.66	0.00	60.88 %	53,873.60	0.00 %		16.17 %	
AVI1	46.77	27.84	0.25	59.53 %	32,914.00	0.00 %		16.17 %	
CBE4	113.25	60.11	0.05	53.07 %	82,663.50	0.00 %		16.17 %	
TPR4	50.31	25.23	0.00	50.15 %	26,634.90	0.00 %		16.17 %	
TPR2	106.63	31.49	0.15	29.54 %	27,745.30	0.00 %		16.17 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MSI1	44.03	42.61	0.07	96.76 %	45,290.20	20.00 %	9,058.04	16.17 %	13,587.06
PDK1	41.64	38.78	0.00	93.12 %	35,807.10	15.00 %	5,371.07	16.17 %	10,742.13
KRN1	42.52	39.09	0.05	91.92 %	43,780.60	15.00 %	6,567.09	16.17 %	10,945.15
TYR1	85.67	75.32	0.07	87.92 %	56,972.90	10.00 %	5,697.29	16.17 %	14,243.23
TVR1	41.74	35.99	0.06	86.23 %	32,497.70	10.00 %	3,249.77	16.17 %	8,124.43
NGT1	90.93	77.98	0.01	85.75 %	82,692.10	10.00 %	8,269.21	16.17 %	20,673.03
ORU1	49.86	41.17	0.27	82.57 %	44,990.30	10.00 %	4,499.03	16.17 %	8,998.06
PTK1	101.69	83.84	0.16	82.45 %	85,787.50	10.00 %	8,578.75	16.17 %	17,157.50
TTP1	65.02	53.22	0.19	81.84 %	52,786.60	10.00 %	5,278.66	16.17 %	10,557.32
MDI1	74.62	59.87	0.00	80.24 %	61,545.70	10.00 %	6,154.57	16.17 %	12,309.14
TVR2	112.17	88.58	0.12	78.96 %	78,526.70	0.00 %		16.17 %	11,779.01
MVM1	115.12	90.27	0.42	78.42 %	123,633.50	0.00 %		16.17 %	18,545.03
PBR2	147.96	111.98	0.13	75.68 %	95,019.20	0.00 %		16.17 %	14,252.88
KUM1	135.92	102.23	0.28	75.21 %	108,281.30	0.00 %		16.17 %	10,828.13
TNJ2	110.92	83.00	0.22	74.84 %	81,498.00	0.00 %		16.17 %	8,149.80
JKM1	72.38	52.44	0.34	72.45 %	51,631.70	0.00 %		16.17 %	5,163.17
AYR1	60.61	43.47	0.00	71.73 %	36,576.30	0.00 %		16.17 %	3,657.63
TRY1	502.36	356.49	0.17	70.96 %	253,081.80	0.00 %		16.17 %	25,308.18
KIK1	81.02	53.43	0.00	65.94 %	48,030.80	0.00 %		16.17 %	
NMM1	61.95	40.38	0.43	65.19 %	56,806.10	0.00 %		16.17 %	
NCK1	48.12	30.38	0.00	63.14 %	33,983.00	0.00 %		16.17 %	
PBR1	49.75	29.88	0.00	60.06 %	28,423.20	0.00 %		16.17 %	
TNJ1	167.83	96.47	0.21	57.48 %	79,794.10	0.00 %		16.17 %	
APM1	44.20	23.09	0.38	52.25 %	29,082.50	0.00 %		16.17 %	
TRY3	92.46	47.65	0.12	51.54 %	42,324.10	0.00 %		16.17 %	
TRY2	49.24	24.49	0.00	49.74 %	19,590.30	0.00 %		16.17 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	49.72	49.51	0.21	99.57 %	44,014.80	20.00 %	8,802.96	16.17 %	13,204.44
ABR1	68.86	61.33	0.55	89.06 %	57,104.50	10.00 %	5,710.45	16.17 %	14,276.13
BGR1	43.29	36.13	0.05	83.46 %	37,679.90	10.00 %	3,767.99	16.17 %	7,535.98
VEL2	114.17	93.13	0.18	81.58 %	96,031.00	10.00 %	9,603.10	16.17 %	19,206.20
KPM2	208.69	170.04	0.01	81.48 %	135,375.60	10.00 %	13,537.56	16.17 %	27,075.12
AKM1	73.36	58.30	0.13	79.47 %	61,307.30	0.00 %		16.17 %	9,196.10
ANI1	43.55	34.30	0.11	78.76 %	31,045.60	0.00 %		16.17 %	4,656.84
SBR1	105.49	83.01	0.08	78.69 %	98,584.30	0.00 %		16.17 %	14,787.65
VSI1	60.14	47.28	0.09	78.61 %	58,756.10	0.00 %		16.17 %	8,813.42
WJP1	58.17	44.67	0.05	76.79 %	40,441.00	0.00 %		16.17 %	6,066.15
SLG1	43.43	33.31	0.11	76.69 %	35,397.40	0.00 %		16.17 %	5,309.61
CPT1	33.84	25.92	0.01	76.60 %	28,862.70	0.00 %		16.17 %	4,329.41
TRR1	113.61	85.77	0.15	75.50 %	72,981.00	0.00 %		16.17 %	7,298.10
KPM1	77.26	54.93	0.73	71.10 %	51,482.80	0.00 %		16.17 %	5,148.28
CYR1	45.22	32.07	0.08	70.91 %	36,313.60	0.00 %		16.17 %	3,631.36
PTU1	26.14	18.27	0.00	69.90 %	14,730.30	0.00 %		16.17 %	1,473.03
GDM1	65.20	44.68	0.22	68.52 %	43,972.70	0.00 %		16.17 %	4,397.27
ARC2	88.12	59.23	0.25	67.22 %	53,770.00	0.00 %		16.17 %	5,377.00
TRL1	143.74	96.46	0.17	67.10 %	111,137.20	0.00 %		16.17 %	
UGI1	45.07	30.14	0.70	66.89 %	24,501.60	0.00 %		16.17 %	
VEL1	113.00	71.20	0.33	63.01 %	70,026.00	0.00 %		16.17 %	
TRT1	53.86	33.23	0.12	61.69 %	27,745.10	0.00 %		16.17 %	
WJD1	122.97	60.97	0.14	49.58 %	62,650.10	0.00 %		16.17 %	
CGM1	86.73	35.43	0.00	40.85 %	27,165.70	0.00 %		16.17 %	
PLR1	52.97	16.43	0.00	31.01 %	16,752.80	0.00 %		16.17 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	69.00	68.71	0.42	99.58 %	68,049.20	20.00 %	13,609.84	16.17 %	20,414.76
GPD1	76.39	69.79	0.40	91.36 %	54,650.20	15.00 %	8,197.53	16.17 %	13,662.55
CH12	160.88	133.86	0.25	83.20 %	151,620.20	10.00 %	15,162.02	16.17 %	30,324.04
CH17	64.99	53.02	0.88	81.58 %	52,391.00	10.00 %	5,239.10	16.17 %	10,478.20
CH21	216.79	174.20	0.15	80.35 %	131,197.20	10.00 %	13,119.72	16.17 %	26,239.44
CH24	131.50	100.37	0.17	76.33 %	107,564.90	0.00 %		16.17 %	16,134.74
CH18	159.52	119.02	0.43	74.61 %	146,904.50	0.00 %		16.17 %	14,690.45
CH34	139.96	103.56	0.35	74.00 %	99,727.70	0.00 %		16.17 %	9,972.77
CH20	157.01	116.11	0.71	73.95 %	107,994.50	0.00 %		16.17 %	10,799.45
CH03	296.74	216.56	0.16	72.98 %	206,850.50	0.00 %		16.17 %	20,685.05
CH43	90.05	65.60	0.36	72.85 %	81,500.40	0.00 %		16.17 %	8,150.04
MC06	37.22	27.01	2.90	72.59 %	11,824.50	0.00 %		16.17 %	1,182.45
CH33	100.51	71.89	0.86	71.53 %	94,477.90	0.00 %		16.17 %	9,447.79
MJR1	132.48	93.96	0.29	70.92 %	81,731.20	0.00 %		16.17 %	8,173.12
CH44	101.35	70.52	0.22	69.58 %	69,238.20	0.00 %		16.17 %	6,923.82
CH32	22.97	15.94	5.35	69.42 %	11,603.90	0.00 %		16.17 %	1,160.39
CH15	352.77	241.36	0.66	68.42 %	228,273.00	0.00 %		16.17 %	22,827.30
CH46	63.17	42.05	0.47	66.56 %	38,837.20	0.00 %		16.17 %	
CH41	101.66	66.46	0.14	65.38 %	84,818.80	0.00 %		16.17 %	
MC05	52.89	32.08	0.00	60.64 %	11,416.20	0.00 %		16.17 %	
CH23	60.31	35.88	0.00	59.50 %	38,559.20	0.00 %		16.17 %	
CH31	66.88	38.29	0.06	57.25 %	39,475.30	0.00 %		16.17 %	
CH27	45.88	26.18	0.00	57.07 %	36,572.10	0.00 %		16.17 %	
CH06	139.52	77.55	0.23	55.58 %	94,598.70	0.00 %		16.17 %	
PON1	70.92	38.94	0.34	54.91 %	43,017.40	0.00 %		16.17 %	
CH09	129.84	70.26	1.91	54.11 %	82,752.10	0.00 %		16.17 %	
CH36	76.44	31.64	0.63	41.39 %	32,206.40	0.00 %		16.17 %	
MC08	21.86	4.84	0.00	22.14 %	885.00	0.00 %		16.17 %	
CH01	11.22	1.29	0.00	11.47 %	1,063.80	0.00 %		16.17 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH35	63.87	65.82	0.17	103.06 %	66,798.80	25.00 %	16,699.70	16.17 %	26,719.52
MC10	32.10	31.09	0.00	96.84 %	14,010.10	20.00 %	2,802.02	16.17 %	4,203.03
CH45	98.14	86.60	0.14	88.24 %	86,267.80	10.00 %	8,626.78	16.17 %	21,566.95
CH30	99.71	84.56	0.38	84.81 %	54,559.60	10.00 %	5,455.96	16.17 %	13,639.90
CH42	137.97	113.86	0.17	82.52 %	126,228.20	10.00 %	12,622.82	16.17 %	25,245.64
CH37	45.42	36.65	0.07	80.69 %	36,688.30	10.00 %	3,668.83	16.17 %	7,337.66
TKM1	57.57	44.45	0.15	77.21 %	51,994.40	0.00 %		16.17 %	7,799.16
CH16	227.34	175.44	0.23	77.17 %	197,905.40	0.00 %		16.17 %	29,685.81
GUD1	105.14	78.16	0.12	74.34 %	120,048.00	0.00 %		16.17 %	12,004.80
CH40	85.59	62.93	0.05	73.52 %	30,826.10	0.00 %		16.17 %	3,082.61
CH11	118.27	86.20	0.05	72.88 %	80,240.70	0.00 %		16.17 %	8,024.07
CH38	86.35	62.57	0.10	72.47 %	72,803.60	0.00 %		16.17 %	7,280.36
CH28	127.05	89.08	0.15	70.11 %	138,471.20	0.00 %		16.17 %	13,847.12
CH19	156.92	107.79	0.35	68.69 %	116,242.70	0.00 %		16.17 %	11,624.27
SKL1	73.03	49.63	0.28	67.96 %	61,300.20	0.00 %		16.17 %	6,130.02
GUD2	101.46	68.48	0.20	67.50 %	57,846.50	0.00 %		16.17 %	5,784.65
CH08	216.03	142.01	0.09	65.74 %	197,855.70	0.00 %		16.17 %	
CH14	277.41	180.07	0.28	64.91 %	192,733.40	0.00 %		16.17 %	
CH22	102.23	66.16	0.16	64.72 %	86,632.30	0.00 %		16.17 %	
CH39	83.87	54.21	0.23	64.63 %	57,517.90	0.00 %		16.17 %	
CH48	152.53	96.54	0.17	63.29 %	105,163.10	0.00 %		16.17 %	
AVD1	132.37	83.18	0.09	62.84 %	82,590.30	0.00 %		16.17 %	
CH05	188.25	116.74	0.51	62.02 %	111,101.30	0.00 %		16.17 %	
CGL1	79.12	48.55	0.24	61.36 %	44,644.80	0.00 %		16.17 %	
CH26	35.87	21.90	1.17	61.05 %	23,478.30	0.00 %		16.17 %	
CH07	170.73	103.56	0.26	60.66 %	100,057.70	0.00 %		16.17 %	
KNR1	89.43	51.20	0.11	57.25 %	56,505.10	0.00 %		16.17 %	
MRM1	102.07	50.05	0.52	49.04 %	53,769.90	0.00 %		16.17 %	
CH29	31.37	15.00	0.00	47.84 %	16,637.10	0.00 %		16.17 %	
MC09	17.86	8.50	0.00	47.58 %	4,802.60	0.00 %		16.17 %	
MC02	23.04	4.72	0.00	20.48 %	2,237.00	0.00 %		16.17 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	36.85	102.63	0.05	278.51 %	74,400.60	40.00 %	29,760.24	16.17 %	29,760.24
PVI1	70.72	84.31	0.06	119.22 %	92,794.80	30.00 %	27,838.44	16.17 %	37,117.92
KYK1	35.66	39.66	1.02	111.21 %	45,945.40	30.00 %	13,783.62	16.17 %	18,378.16
ATG1	91.03	84.77	0.00	93.12 %	85,292.50	15.00 %	12,793.88	16.17 %	25,587.75
ADP1	48.41	41.28	0.04	85.27 %	45,862.00	10.00 %	4,586.20	16.17 %	11,465.50
MPA1	70.25	57.99	0.09	82.55 %	76,565.30	10.00 %	7,656.53	16.17 %	15,313.06
TPT1	61.16	49.56	0.00	81.03 %	83,765.90	10.00 %	8,376.59	16.17 %	16,753.18
PNV1	34.49	27.40	0.33	79.44 %	29,124.30	0.00 %		16.17 %	4,368.65
TDI1	50.63	38.53	0.16	76.10 %	45,515.10	0.00 %		16.17 %	6,827.27
MLR1	47.40	33.93	0.00	71.58 %	32,361.80	0.00 %		16.17 %	3,236.18
USL1	56.99	40.29	0.12	70.70 %	40,797.10	0.00 %		16.17 %	4,079.71
CBM1	71.55	50.12	0.13	70.05 %	51,039.60	0.00 %		16.17 %	5,103.96
TMM1	91.14	62.68	0.31	68.77 %	55,228.80	0.00 %		16.17 %	5,522.88
KPT1	53.63	36.28	0.25	67.64 %	35,614.00	0.00 %		16.17 %	3,561.40
BTU1	36.34	23.88	0.20	65.71 %	24,425.40	0.00 %		16.17 %	
ODM1	47.93	31.17	0.00	65.02 %	23,508.80	0.00 %		16.17 %	
MDU2	155.82	101.07	0.23	64.87 %	82,957.10	0.00 %		16.17 %	
KRR1	49.41	32.05	0.00	64.86 %	32,843.50	0.00 %		16.17 %	
MDU6	133.15	86.29	0.08	64.81 %	76,949.90	0.00 %		16.17 %	
TEN2	72.99	47.19	0.09	64.65 %	37,370.20	0.00 %		16.17 %	
CMR1	42.83	27.61	1.63	64.45 %	20,414.80	0.00 %		16.17 %	
TEN1	73.37	47.09	0.61	64.17 %	48,638.80	0.00 %		16.17 %	
DGL1	179.33	113.91	1.01	63.52 %	119,405.50	0.00 %		16.17 %	
BNR1	57.24	35.30	0.52	61.68 %	38,097.20	0.00 %		16.17 %	
DKI1	97.12	59.10	0.00	60.85 %	64,733.40	0.00 %		16.17 %	
NTM1	52.76	31.52	0.04	59.75 %	27,010.00	0.00 %		16.17 %	
SVG1	68.03	40.05	0.31	58.86 %	39,147.20	0.00 %		16.17 %	
MDU1	363.50	213.29	0.12	58.68 %	158,918.30	0.00 %		16.17 %	
MDU4	70.41	41.27	0.15	58.61 %	43,105.20	0.00 %		16.17 %	
DGL2	66.45	38.71	0.13	58.26 %	45,215.70	0.00 %		16.17 %	
PKM1	44.60	25.07	0.06	56.22 %	25,486.50	0.00 %		16.17 %	
SGP1	34.30	19.26	0.66	56.14 %	27,060.60	0.00 %		16.17 %	
MNM1	47.01	25.59	0.00	54.44 %	49,989.40	0.00 %		16.17 %	
MDU5	62.62	33.10	0.43	52.87 %	45,288.40	0.00 %		16.17 %	
PNI1	43.91	23.19	4.74	52.80 %	19,665.40	0.00 %		16.17 %	
MDU3	110.24	53.40	0.15	48.44 %	42,515.00	0.00 %		16.17 %	
NKI1	46.03	20.96	0.49	45.52 %	27,369.50	0.00 %		16.17 %	
KKD2	65.92	29.21	0.20	44.31 %	45,055.10	0.00 %		16.17 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ULP1	93.17	84.83	0.09	91.05 %	74,377.00	15.00 %	11,156.55	16.17 %	18,594.25
KLM1	86.75	73.96	0.33	85.25 %	89,045.50	10.00 %	8,904.55	16.17 %	22,261.38
VPM2	98.27	75.18	0.96	76.50 %	63,729.30	0.00 %		16.17 %	9,559.40
TRK1	123.57	94.45	0.48	76.44 %	106,708.60	0.00 %		16.17 %	16,006.29
SJI1	95.29	72.45	0.28	76.03 %	61,845.70	0.00 %		16.17 %	9,276.86
POY1	155.96	117.70	0.18	75.47 %	128,571.20	0.00 %		16.17 %	12,857.12
CUD1	180.81	135.98	0.78	75.21 %	136,262.70	0.00 %		16.17 %	13,626.27
KML1	51.77	37.54	0.11	72.51 %	34,891.10	0.00 %		16.17 %	3,489.11
CDM1	108.38	76.27	0.19	70.37 %	77,415.30	0.00 %		16.17 %	7,741.53
PRT1	78.60	52.86	0.10	67.25 %	52,217.10	0.00 %		16.17 %	5,221.71
TDM1	103.02	67.98	0.12	65.98 %	60,113.20	0.00 %		16.17 %	
VPM1	41.27	25.88	0.08	62.70 %	23,340.70	0.00 %		16.17 %	
POY2	152.80	89.73	0.35	58.73 %	87,208.60	0.00 %		16.17 %	
TVM1	56.13	32.02	0.03	57.04 %	19,110.20	0.00 %		16.17 %	
KKI2	115.32	64.45	0.25	55.88 %	64,647.20	0.00 %		16.17 %	
MKM1	50.57	27.49	0.13	54.36 %	30,984.00	0.00 %		16.17 %	
TVM2	82.72	44.18	0.93	53.40 %	30,866.70	0.00 %		16.17 %	
VCM1	58.92	31.34	0.09	53.19 %	27,364.60	0.00 %		16.17 %	
NVL2	136.44	67.12	0.29	49.19 %	67,424.40	0.00 %		16.17 %	
STP1	46.60	20.17	0.05	43.28 %	14,718.40	0.00 %		16.17 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	67.14	0.09	0.00 %	9,894.80	0.00 %		0.00 %	
GHUB	0.00	120.29	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	22.17	0.44	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	22.61	0.14	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	16.11	0.03	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	78.04	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	17.84	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	25.35	0.42	0.00 %	0.00	0.00 %		0.00 %	