

Accu.Target 38,963.28 L	Sales 36,379.59 L	Achieved % 93.37 %	HO Budget+ % 0.00 %	Total Com. 320.95 L
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Note : Sales Period is From :01-Oct-2025 To :25-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	4,255.68	4,369.89	102.68 %	0.00	0.00 %	0.00
NORTH ARCOT	3,060.57	3,032.73	99.09 %	90,000.00	0.00 %	90,000.00
SOUTH-03	4,982.39	4,793.84	96.22 %	141,000.00	0.00 %	141,000.00
TRICHY-01	4,142.40	3,847.94	92.89 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,805.81	2,571.22	91.64 %	75,000.00	0.00 %	75,000.00
WEST-01	3,328.66	3,043.91	91.45 %	0.00	0.00 %	0.00
SOUTH-01	6,629.62	5,937.55	89.56 %	0.00	0.00 %	0.00
CHENNAI-01	4,730.28	4,037.01	85.34 %	0.00	0.00 %	0.00
CHENNAI-02	4,674.15	3,895.32	83.34 %	0.00	0.00 %	0.00
KL-SOUTH	353.71	213.13	60.25 %	0.00	0.00 %	0.00
OTHERS	0.00	637.03	0.00 %	0.00	0.00 %	0.00
Total	38,963.28	36,379.59	93.37 %		0.00 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	1,129.25	1,228.89	108.82%	180,000.00	0.00 %	180,000.00
	SLM1	1,364.76	1,406.40	103.05%	210,000.00	0.00 %	210,000.00
	MTR1	900.29	900.34	100.01%	135,000.00	0.00 %	135,000.00
	HSR1	861.39	834.26	96.85%	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	951.72	981.86	103.17%	135,000.00	0.00 %	135,000.00
	NA01	1,123.80	1,153.11	102.61%	165,000.00	0.00 %	165,000.00
	NA03	985.06	897.76	91.14%	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	1,424.86	1,424.84	100.00%	105,000.00	0.00 %	105,000.00
	SVG1	866.57	838.24	96.73%	60,000.00	0.00 %	60,000.00
	KKD2	916.77	868.29	94.71%	60,000.00	0.00 %	60,000.00
	KRR1	224.86	211.90	94.23%	15,000.00	0.00 %	15,000.00
	DGL1	1,549.32	1,450.58	93.63%	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	1,039.85	1,015.65	97.67%	75,000.00	0.00 %	75,000.00
	KUM1	879.21	825.56	93.90%	60,000.00	0.00 %	60,000.00
	TNJ1	990.32	899.42	90.82%	60,000.00	0.00 %	60,000.00
	TRY1	1,233.02	1,107.31	89.80%	0.00	0.00 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	848.48	816.40	96.22%	60,000.00	0.00 %	60,000.00
	SA02	1,032.86	940.88	91.09%	67,500.00	0.00 %	67,500.00
	SA01	924.47	813.94	88.04%	0.00	0.00 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	390.54	454.87	116.47%	80,000.00	0.00 %	80,000.00
	UAM1	605.51	555.99	91.82%	37,500.00	0.00 %	37,500.00
	CBE1	1,373.68	1,224.45	89.14%	0.00	0.00 %	0.00
	TPR1	454.21	399.43	87.94%	0.00	0.00 %	0.00
	PLI1	504.72	409.17	81.07%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,363.22	1,376.49	100.97%	195,000.00	0.00 %	195,000.00
	TKS1	921.63	883.85	95.90%	60,000.00	0.00 %	60,000.00
	KVT1	1,209.05	1,070.24	88.52%	0.00	0.00 %	0.00
	VNR1	924.84	815.84	88.21%	0.00	0.00 %	0.00
	TVL1	1,091.57	904.50	82.86%	0.00	0.00 %	0.00
	NGR1	1,119.32	886.63	79.21%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	909.74	850.85	93.53%	60,000.00	0.00 %	60,000.00
	CH06	1,445.98	1,261.03	87.21%	0.00	0.00 %	0.00
	CH05	1,315.67	1,085.28	82.49%	0.00	0.00 %	0.00
	CH08	1,058.89	839.85	79.31%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	1,107.40	940.80	84.96%	0.00	0.00 %	0.00
	CH01	1,209.88	1,026.54	84.85%	0.00	0.00 %	0.00
	CH04	1,437.39	1,181.37	82.19%	0.00	0.00 %	0.00
	CH09	919.48	746.61	81.20%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	353.71	213.13	60.25%	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	145.22	0.00%	0.00	0.00 %	0.00
	HO01	0.00	424.91	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	14.51	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	10.58	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	10.02	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	20.93	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	81.29	114.75	0.00	141.15 %	90,806.10	40.00 %	36,322.44	0.00 %	36,322.44
ERD2	208.95	286.31	0.09	137.02 %	245,538.40	40.00 %	98,215.36	0.00 %	98,215.36
EDP1	62.61	84.06	0.04	134.26 %	52,543.10	40.00 %	21,017.24	0.00 %	21,017.24
APN1	78.46	100.22	0.09	127.74 %	124,925.10	40.00 %	49,970.04	0.00 %	49,970.04
VKL1	56.24	68.48	0.04	121.76 %	61,688.20	40.00 %	24,675.28	0.00 %	24,675.28
HRR1	79.29	92.90	0.09	117.16 %	72,539.00	30.00 %	21,761.70	0.00 %	21,761.70
TCG1	75.94	87.67	0.25	115.44 %	63,238.10	30.00 %	18,971.43	0.00 %	18,971.43
ERD1	201.49	229.34	0.89	113.82 %	168,285.60	30.00 %	50,485.68	0.00 %	50,485.68
TRM1	148.87	167.53	0.55	112.53 %	123,015.50	30.00 %	36,904.65	0.00 %	36,904.65
SLM2	136.91	149.61	0.08	109.28 %	112,413.40	25.00 %	28,103.35	0.00 %	28,103.35
PMP1	94.20	102.93	0.27	109.27 %	60,685.60	25.00 %	15,171.40	0.00 %	15,171.40
OML1	136.06	148.36	0.04	109.03 %	128,376.10	25.00 %	32,094.03	0.00 %	32,094.03
SGG1	61.01	65.95	0.25	108.09 %	50,378.60	25.00 %	12,594.65	0.00 %	12,594.65
VPD1	164.27	173.87	0.00	105.85 %	206,340.10	25.00 %	51,585.03	0.00 %	51,585.03
PLC1	94.36	99.33	0.05	105.26 %	96,452.70	25.00 %	24,113.18	0.00 %	24,113.18
HSR2	220.33	228.29	0.13	103.61 %	194,221.10	25.00 %	48,555.28	0.00 %	48,555.28
SLM3	199.24	205.53	0.13	103.16 %	143,841.60	25.00 %	35,960.40	0.00 %	35,960.40
DPR1	59.43	60.42	0.00	101.68 %	44,449.40	25.00 %	11,112.35	0.00 %	11,112.35
BMD1	80.14	80.56	0.05	100.52 %	87,974.70	25.00 %	21,993.68	0.00 %	21,993.68
NKL2	194.00	193.89	0.26	99.94 %	165,485.10	20.00 %	33,097.02	0.00 %	33,097.02
KVP1	77.81	77.55	0.01	99.67 %	68,397.50	20.00 %	13,679.50	0.00 %	13,679.50
EPI1	136.77	134.84	0.04	98.59 %	121,015.10	20.00 %	24,203.02	0.00 %	24,203.02
PDR1	56.98	55.85	0.06	98.03 %	65,680.40	20.00 %	13,136.08	0.00 %	13,136.08
RSP1	117.58	114.67	0.07	97.52 %	96,953.10	20.00 %	19,390.62	0.00 %	19,390.62
SLM1	418.30	402.01	0.10	96.11 %	251,439.70	20.00 %	50,287.94	0.00 %	50,287.94
CMI1	67.09	64.45	0.12	96.07 %	72,814.50	20.00 %	14,562.90	0.00 %	14,562.90
MCR1	152.57	145.03	0.00	95.05 %	122,206.90	15.00 %	18,331.04	0.00 %	18,331.04
ATU1	168.20	156.24	0.02	92.89 %	122,678.70	15.00 %	18,401.81	0.00 %	18,401.81
DPR2	79.69	68.75	0.09	86.27 %	48,412.80	10.00 %	4,841.28	0.00 %	4,841.28
MTR1	164.23	136.80	0.76	83.30 %	96,797.30	10.00 %	9,679.73	0.00 %	9,679.73
KRI1	119.85	97.66	0.00	81.49 %	44,514.90	10.00 %	4,451.49	0.00 %	4,451.49
KMM1	89.97	62.28	0.17	69.23 %	63,298.60	0.00 %		0.00 %	
HSR1	173.54	113.75	0.04	65.55 %	102,608.00	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	59.80	74.22	0.01	124.11 %	67,065.10	40.00 %	26,826.04	0.00 %	26,826.04
VNB1	102.26	122.60	0.12	119.89 %	87,352.50	30.00 %	26,205.75	0.00 %	26,205.75
WJP1	96.65	113.02	0.22	116.94 %	92,036.60	30.00 %	27,610.98	0.00 %	27,610.98
SLG1	85.45	99.78	0.00	116.77 %	77,869.70	30.00 %	23,360.91	0.00 %	23,360.91
CYR1	81.45	93.62	0.12	114.94 %	86,422.80	30.00 %	25,926.84	0.00 %	25,926.84
KPM2	362.08	401.36	0.05	110.85 %	265,156.90	30.00 %	79,547.07	0.00 %	79,547.07
CPT1	63.48	69.94	0.07	110.17 %	71,560.70	30.00 %	21,468.21	0.00 %	21,468.21
PLR1	62.23	67.72	0.00	108.83 %	61,917.60	25.00 %	15,479.40	0.00 %	15,479.40
TRR1	170.94	183.52	0.40	107.36 %	131,154.30	25.00 %	32,788.58	0.00 %	32,788.58
CGM1	88.54	94.93	0.05	107.22 %	68,917.50	25.00 %	17,229.38	0.00 %	17,229.38
ABR1	100.26	105.92	1.82	105.64 %	98,511.60	25.00 %	24,627.90	0.00 %	24,627.90
VSI1	109.20	113.02	0.22	103.49 %	115,549.10	25.00 %	28,887.28	0.00 %	28,887.28
WJD1	113.21	115.40	0.15	101.94 %	123,860.50	25.00 %	30,965.13	0.00 %	30,965.13
GDM1	95.90	96.73	0.15	100.86 %	87,011.70	25.00 %	21,752.93	0.00 %	21,752.93
UGI1	77.63	77.23	0.15	99.49 %	67,663.90	20.00 %	13,532.78	0.00 %	13,532.78
AKM1	174.38	168.90	0.16	96.86 %	134,137.50	20.00 %	26,827.50	0.00 %	26,827.50
VEL1	152.98	144.55	0.05	94.49 %	135,599.30	15.00 %	20,339.90	0.00 %	20,339.90
VEL2	178.62	165.89	0.08	92.87 %	190,406.40	15.00 %	28,560.96	0.00 %	28,560.96
KPM1	110.65	102.52	0.09	92.65 %	90,284.50	15.00 %	13,542.68	0.00 %	13,542.68
ANI1	66.63	59.56	0.10	89.39 %	51,777.60	10.00 %	5,177.76	0.00 %	5,177.76
TRL1	188.19	164.55	0.07	87.44 %	195,529.20	10.00 %	19,552.92	0.00 %	19,552.92
TRT1	126.46	109.41	0.30	86.51 %	84,957.60	10.00 %	8,495.76	0.00 %	8,495.76
PTU1	41.34	35.61	0.05	86.14 %	30,222.80	10.00 %	3,022.28	0.00 %	3,022.28
ARC2	118.75	98.73	0.05	83.14 %	79,380.90	10.00 %	7,938.09	0.00 %	7,938.09
SBR1	233.51	154.01	0.10	65.96 %	181,249.10	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	142.21	251.93	0.52	177.16 %	182,755.70	40.00 %	73,102.28	0.00 %	73,102.28
KKD3	110.96	163.14	0.54	147.02 %	206,317.90	40.00 %	82,527.16	0.00 %	82,527.16
KPT1	64.44	81.66	0.11	126.74 %	80,460.00	40.00 %	32,184.00	0.00 %	32,184.00
DGL2	72.15	89.33	0.12	123.81 %	80,549.30	40.00 %	32,219.72	0.00 %	32,219.72
PNI1	46.77	56.36	0.49	120.52 %	42,520.90	40.00 %	17,008.36	0.00 %	17,008.36
KYK1	59.75	70.95	0.25	118.74 %	73,998.40	30.00 %	22,199.52	0.00 %	22,199.52
PKM1	53.25	62.55	0.11	117.46 %	65,140.20	30.00 %	19,542.06	0.00 %	19,542.06
PVI1	91.19	102.29	0.01	112.17 %	122,557.50	30.00 %	36,767.25	0.00 %	36,767.25
BTU1	53.01	59.45	0.33	112.15 %	57,307.90	30.00 %	17,192.37	0.00 %	17,192.37
ADP1	95.81	104.92	0.15	109.51 %	103,741.20	25.00 %	25,935.30	0.00 %	25,935.30
TEN2	120.43	128.73	0.26	106.89 %	80,747.20	25.00 %	20,186.80	0.00 %	20,186.80
TEN1	119.27	125.56	0.30	105.27 %	109,129.00	25.00 %	27,282.25	0.00 %	27,282.25
DKI1	119.69	123.46	0.04	103.16 %	152,197.50	25.00 %	38,049.38	0.00 %	38,049.38
SGP1	57.13	58.80	0.00	102.93 %	57,328.10	25.00 %	14,332.03	0.00 %	14,332.03
MLR1	83.15	84.23	0.03	101.30 %	75,042.50	25.00 %	18,760.63	0.00 %	18,760.63
TDI1	78.52	78.31	0.01	99.74 %	85,982.10	20.00 %	17,196.42	0.00 %	17,196.42
PNV1	53.20	52.66	0.05	98.99 %	52,850.90	20.00 %	10,570.18	0.00 %	10,570.18
MDU1	646.35	632.50	0.13	97.86 %	349,575.50	20.00 %	69,915.10	0.00 %	69,915.10
KRR1	141.85	136.96	0.06	96.55 %	120,963.30	20.00 %	24,192.66	0.00 %	24,192.66
BNR1	97.47	93.44	0.25	95.87 %	85,645.70	20.00 %	17,129.14	0.00 %	17,129.14
USL1	108.67	102.90	0.07	94.69 %	97,329.80	15.00 %	14,599.47	0.00 %	14,599.47
CBM1	146.31	137.50	0.04	93.98 %	115,789.40	15.00 %	17,368.41	0.00 %	17,368.41
TMM1	194.01	178.55	0.42	92.03 %	131,695.30	15.00 %	19,754.30	0.00 %	19,754.30
ATG1	140.57	129.16	0.29	91.88 %	153,546.70	15.00 %	23,032.01	0.00 %	23,032.01
DGL1	436.55	398.39	0.19	91.26 %	306,104.30	15.00 %	45,915.65	0.00 %	45,915.65
ODM1	83.01	74.93	0.46	90.27 %	51,791.90	15.00 %	7,768.79	0.00 %	7,768.79
MDU2	312.64	281.20	0.25	89.95 %	194,172.30	10.00 %	19,417.23	0.00 %	19,417.23
MPA1	144.81	126.34	0.07	87.25 %	142,819.10	10.00 %	14,281.91	0.00 %	14,281.91
SVG1	131.32	110.47	0.17	84.12 %	112,460.20	10.00 %	11,246.02	0.00 %	11,246.02
CMR1	79.27	64.27	0.21	81.08 %	44,501.40	10.00 %	4,450.14	0.00 %	4,450.14
MDU4	120.60	96.93	0.37	80.37 %	77,035.80	10.00 %	7,703.58	0.00 %	7,703.58
NTM1	93.34	74.85	0.02	80.19 %	57,437.30	10.00 %	5,743.73	0.00 %	5,743.73
TPT1	110.89	85.48	0.21	77.09 %	144,435.50	0.00 %		0.00 %	
MDU3	190.85	140.34	0.29	73.54 %	87,539.60	0.00 %		0.00 %	
NKI1	118.98	87.49	0.24	73.54 %	117,567.20	0.00 %		0.00 %	
MNM1	78.52	56.53	0.17	71.99 %	68,182.90	0.00 %		0.00 %	
MDU5	109.36	72.81	0.05	66.58 %	89,377.70	0.00 %		0.00 %	
KKD2	76.10	18.44	0.32	24.24 %	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	50.98	183.74	0.16	360.45 %	116,174.20	40.00 %	46,469.68	0.00 %	46,469.68
TVR1	58.90	76.26	0.00	129.46 %	66,329.10	40.00 %	26,531.64	0.00 %	26,531.64
TRY3	108.50	132.36	0.08	121.99 %	88,813.70	40.00 %	35,525.48	0.00 %	35,525.48
KRN1	76.42	92.64	0.02	121.23 %	89,455.20	40.00 %	35,782.08	0.00 %	35,782.08
TVR2	153.48	183.30	0.05	119.43 %	141,310.10	30.00 %	42,393.03	0.00 %	42,393.03
MDI1	120.16	136.18	0.14	113.33 %	112,535.70	30.00 %	33,760.71	0.00 %	33,760.71
MVM1	174.56	193.51	0.01	110.85 %	202,540.80	30.00 %	60,762.24	0.00 %	60,762.24
TYR1	166.64	182.64	0.06	109.61 %	122,492.70	25.00 %	30,623.18	0.00 %	30,623.18
TNJ2	203.25	199.22	0.06	98.02 %	148,605.10	20.00 %	29,721.02	0.00 %	29,721.02
PBR1	81.53	79.44	0.00	97.44 %	68,238.10	20.00 %	13,647.62	0.00 %	13,647.62
JKM1	138.06	132.31	0.00	95.84 %	95,763.80	20.00 %	19,152.76	0.00 %	19,152.76
PDK1	87.99	81.68	0.24	92.82 %	68,493.70	15.00 %	10,274.06	0.00 %	10,274.06
AYR1	108.31	99.66	0.03	92.01 %	70,399.60	15.00 %	10,559.94	0.00 %	10,559.94
NMM1	92.31	83.74	0.11	90.71 %	98,093.10	15.00 %	14,713.97	0.00 %	14,713.97
TTP1	142.71	129.27	0.02	90.58 %	131,034.30	15.00 %	19,655.15	0.00 %	19,655.15
ORU1	77.36	69.71	0.21	90.11 %	79,283.00	15.00 %	11,892.45	0.00 %	11,892.45
TNJ1	257.57	231.84	0.13	90.01 %	166,449.50	10.00 %	16,644.95	0.00 %	16,644.95
KIK1	87.65	78.79	0.00	89.89 %	85,147.30	10.00 %	8,514.73	0.00 %	8,514.73
MSI1	108.28	97.11	0.07	89.68 %	79,153.70	10.00 %	7,915.37	0.00 %	7,915.37
TRY2	75.90	67.36	0.04	88.74 %	50,518.40	10.00 %	5,051.84	0.00 %	5,051.84
PBR2	262.46	230.98	0.12	88.01 %	173,151.80	10.00 %	17,315.18	0.00 %	17,315.18
NGT1	140.45	122.27	0.05	87.05 %	125,158.50	10.00 %	12,515.85	0.00 %	12,515.85
KUM1	225.54	185.23	0.10	82.13 %	155,314.40	10.00 %	15,531.44	0.00 %	15,531.44
PTK1	184.69	138.50	0.18	74.99 %	115,405.50	0.00 %		0.00 %	
APM1	54.98	40.24	0.11	73.19 %	51,380.90	0.00 %		0.00 %	
NCK1	70.48	50.46	0.01	71.59 %	46,730.80	0.00 %		0.00 %	
TRY1	833.23	549.53	0.06	65.95 %	369,541.60	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	140.09	200.39	0.11	143.05 %	128,445.90	40.00 %	51,378.36	0.00 %	51,378.36
ULP1	139.73	144.26	0.05	103.25 %	129,546.90	25.00 %	32,386.73	0.00 %	32,386.73
TRK1	177.55	178.06	0.24	100.29 %	178,346.90	25.00 %	44,586.73	0.00 %	44,586.73
KLM1	138.79	138.68	0.13	99.92 %	156,174.20	20.00 %	31,234.84	0.00 %	31,234.84
VPM2	137.93	135.27	0.19	98.07 %	122,490.70	20.00 %	24,498.14	0.00 %	24,498.14
KML1	78.69	76.05	0.48	96.65 %	70,562.00	20.00 %	14,112.40	0.00 %	14,112.40
NVL2	164.73	156.97	0.23	95.28 %	164,198.20	20.00 %	32,839.64	0.00 %	32,839.64
CUD1	271.04	255.76	0.16	94.36 %	242,005.70	15.00 %	36,300.86	0.00 %	36,300.86
PRT1	112.23	105.47	0.25	93.98 %	97,849.70	15.00 %	14,677.46	0.00 %	14,677.46
STP1	62.59	57.64	0.00	92.10 %	48,210.50	15.00 %	7,231.58	0.00 %	7,231.58
CDM1	205.50	185.13	0.15	90.09 %	155,441.40	10.00 %	15,544.14	0.00 %	15,544.14
TDM1	123.18	109.32	0.07	88.75 %	85,809.30	10.00 %	8,580.93	0.00 %	8,580.93
KKI2	183.13	162.06	0.16	88.50 %	122,968.70	10.00 %	12,296.87	0.00 %	12,296.87
MKM1	62.91	55.32	0.19	87.94 %	48,453.90	10.00 %	4,845.39	0.00 %	4,845.39
POY2	213.19	172.54	0.07	80.93 %	140,919.70	10.00 %	14,091.97	0.00 %	14,091.97
POY1	238.53	191.62	0.20	80.34 %	202,007.90	10.00 %	20,200.79	0.00 %	20,200.79
TVM1	85.81	68.27	0.24	79.56 %	36,125.40	0.00 %		0.00 %	
VPM1	55.79	40.78	0.22	73.10 %	36,387.70	0.00 %		0.00 %	
TVM2	128.14	84.45	0.01	65.91 %	49,628.70	0.00 %		0.00 %	
VCM1	86.27	53.30	0.00	61.78 %	45,045.70	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	47.02	70.54	0.44	150.01 %	101,079.20	40.00 %	40,431.68	0.00 %	40,431.68
PPI1	62.19	83.37	0.02	134.06 %	105,559.50	40.00 %	42,223.80	0.00 %	42,223.80
GBM1	74.89	98.47	0.40	131.49 %	62,089.90	40.00 %	24,835.96	0.00 %	24,835.96
KGM1	54.62	69.12	0.07	126.54 %	74,338.50	40.00 %	29,735.40	0.00 %	29,735.40
TPR4	53.64	64.87	0.05	120.95 %	56,794.90	40.00 %	22,717.96	0.00 %	22,717.96
MPM1	87.85	104.66	0.03	119.12 %	130,478.10	30.00 %	39,143.43	0.00 %	39,143.43
TPR3	79.98	93.75	0.02	117.22 %	136,928.60	30.00 %	41,078.58	0.00 %	41,078.58
PDM1	56.38	65.42	0.00	116.03 %	63,929.70	30.00 %	19,178.91	0.00 %	19,178.91
AVI1	80.27	92.90	0.11	115.74 %	79,465.10	30.00 %	23,839.53	0.00 %	23,839.53
SUL1	81.29	87.67	0.08	107.85 %	123,215.50	25.00 %	30,803.88	0.00 %	30,803.88
ANR1	26.85	27.95	0.61	104.11 %	34,041.60	25.00 %	8,510.40	0.00 %	8,510.40
CBE2	500.96	499.89	0.07	99.79 %	379,346.90	20.00 %	75,869.38	0.00 %	75,869.38
SYM2	92.71	87.30	0.03	94.17 %	82,786.50	15.00 %	12,417.98	0.00 %	12,417.98
KGI1	100.92	93.37	0.00	92.51 %	62,702.90	15.00 %	9,405.44	0.00 %	9,405.44
CBE6	104.97	96.11	0.06	91.56 %	99,171.90	15.00 %	14,875.79	0.00 %	14,875.79
CNR1	77.99	71.02	0.02	91.06 %	70,210.30	15.00 %	10,531.55	0.00 %	10,531.55
GDR1	88.44	79.66	0.28	90.07 %	60,812.10	10.00 %	6,081.21	0.00 %	6,081.21
KMR1	195.40	172.75	0.02	88.41 %	196,730.20	10.00 %	19,673.02	0.00 %	19,673.02
CBE1	83.73	73.02	0.11	87.21 %	90,780.80	10.00 %	9,078.08	0.00 %	9,078.08
DPM2	110.40	93.35	0.04	84.56 %	90,438.40	10.00 %	9,043.84	0.00 %	9,043.84
TPR2	204.97	172.99	0.01	84.40 %	115,883.70	10.00 %	11,588.37	0.00 %	11,588.37
TPR1	169.27	132.69	0.25	78.39 %	105,312.50	0.00 %		0.00 %	
SNR1	111.44	84.54	0.07	75.86 %	78,321.50	0.00 %		0.00 %	
CBE3	53.99	39.36	0.07	72.90 %	60,174.40	0.00 %		0.00 %	
CBE5	72.87	52.93	0.05	72.64 %	76,012.60	0.00 %		0.00 %	
CBE4	169.03	118.17	0.11	69.91 %	136,589.40	0.00 %		0.00 %	
PLI1	177.23	123.68	0.07	69.79 %	109,963.80	0.00 %		0.00 %	
UAM1	203.27	136.75	0.03	67.27 %	121,933.10	0.00 %		0.00 %	
UMP1	106.10	57.61	0.41	54.30 %	58,406.10	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	81.52	112.91	0.11	138.52 %	128,864.20	40.00 %	51,545.68	0.00 %	51,545.68
ARM1	85.41	103.25	0.59	120.88 %	82,635.50	40.00 %	33,054.20	0.00 %	33,054.20
KYR1	67.72	79.11	0.13	116.82 %	72,415.70	30.00 %	21,724.71	0.00 %	21,724.71
UDN1	82.39	90.91	0.21	110.35 %	83,757.80	30.00 %	25,127.34	0.00 %	25,127.34
RPM1	202.94	207.98	0.34	102.48 %	199,514.50	25.00 %	49,878.63	0.00 %	49,878.63
TCN1	134.55	136.60	0.35	101.52 %	135,966.00	25.00 %	33,991.50	0.00 %	33,991.50
TUT2	264.94	265.88	0.14	100.35 %	198,825.70	25.00 %	49,706.43	0.00 %	49,706.43
SKD1	78.81	78.54	0.13	99.65 %	72,693.10	20.00 %	14,538.62	0.00 %	14,538.62
TKS2	251.65	249.38	0.21	99.10 %	210,885.60	20.00 %	42,177.12	0.00 %	42,177.12
VNR1	87.55	86.75	0.00	99.09 %	80,920.00	20.00 %	16,184.00	0.00 %	16,184.00
PKD1	179.04	174.40	0.17	97.41 %	171,654.20	20.00 %	34,330.84	0.00 %	34,330.84
TUT1	691.60	672.49	0.23	97.24 %	671,451.80	20.00 %	134,290.36	0.00 %	134,290.36
TKS1	208.94	198.30	0.10	94.90 %	206,135.50	15.00 %	30,920.33	0.00 %	30,920.33
VNR2	317.66	298.91	0.11	94.10 %	263,953.60	15.00 %	39,593.04	0.00 %	39,593.04
NGR1	407.52	383.05	0.66	94.00 %	283,845.30	15.00 %	42,576.80	0.00 %	42,576.80
SDI1	95.61	89.68	0.34	93.80 %	78,926.60	15.00 %	11,838.99	0.00 %	11,838.99
ASM1	93.57	87.35	0.13	93.35 %	89,579.10	15.00 %	13,436.87	0.00 %	13,436.87
SNL1	130.85	121.94	0.16	93.19 %	89,330.60	15.00 %	13,399.59	0.00 %	13,399.59
SGT1	60.52	55.91	0.30	92.38 %	47,784.40	15.00 %	7,167.66	0.00 %	7,167.66
TYI1	108.22	97.69	0.28	90.28 %	109,050.80	15.00 %	16,357.62	0.00 %	16,357.62
APK1	144.16	128.96	0.10	89.45 %	134,952.60	10.00 %	13,495.26	0.00 %	13,495.26
SVK1	214.19	188.86	0.16	88.17 %	159,611.70	10.00 %	15,961.17	0.00 %	15,961.17
KVT1	341.82	299.57	0.43	87.64 %	348,207.90	10.00 %	34,820.79	0.00 %	34,820.79
MMT1	109.85	92.85	0.10	84.53 %	69,486.90	10.00 %	6,948.69	0.00 %	6,948.69
STU2	81.73	68.59	0.12	83.92 %	57,168.30	10.00 %	5,716.83	0.00 %	5,716.83
TVL1	640.34	524.00	0.76	81.83 %	386,919.80	10.00 %	38,691.98	0.00 %	38,691.98
PDI1	101.96	82.60	0.18	81.01 %	72,916.90	10.00 %	7,291.69	0.00 %	7,291.69
VKM1	88.27	71.21	0.04	80.67 %	94,169.30	10.00 %	9,416.93	0.00 %	9,416.93
KGL1	99.23	79.20	0.09	79.82 %	75,115.80	0.00 %		0.00 %	
RND1	240.81	176.89	0.11	73.46 %	225,805.70	0.00 %		0.00 %	
VLY1	211.25	151.54	0.28	71.73 %	121,679.10	0.00 %		0.00 %	
TKY1	153.20	108.47	0.10	70.80 %	79,705.10	0.00 %		0.00 %	
APK2	161.27	112.35	0.30	69.66 %	117,767.00	0.00 %		0.00 %	
KSM1	66.73	44.36	0.04	66.48 %	40,941.80	0.00 %		0.00 %	
MAR1	236.31	154.10	0.23	65.21 %	126,120.60	0.00 %		0.00 %	
TVL2	61.00	38.37	0.12	62.90 %	19,669.70	0.00 %		0.00 %	
COL1	46.50	24.61	0.02	52.92 %	29,150.50	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	178.77	204.01	0.15	114.12 %	178,067.60	30.00 %	53,420.28	0.00 %	53,420.28
TKM1	74.40	84.25	0.07	113.23 %	89,718.30	30.00 %	26,915.49	0.00 %	26,915.49
CH28	158.04	177.85	0.09	112.54 %	265,145.90	30.00 %	79,543.77	0.00 %	79,543.77
CH40	97.92	103.76	0.01	105.97 %	53,267.30	25.00 %	13,316.83	0.00 %	13,316.83
MC10	38.81	40.98	0.00	105.59 %	29,978.00	25.00 %	7,494.50	0.00 %	7,494.50
MRM1	146.60	150.27	0.06	102.50 %	152,982.80	25.00 %	38,245.70	0.00 %	38,245.70
CH35	121.32	121.03	0.08	99.76 %	119,942.50	20.00 %	23,988.50	0.00 %	23,988.50
CH37	103.60	99.15	0.07	95.70 %	76,848.40	20.00 %	15,369.68	0.00 %	15,369.68
GUD1	131.87	124.79	0.07	94.63 %	180,136.10	15.00 %	27,020.42	0.00 %	27,020.42
CH42	200.26	187.71	0.11	93.73 %	192,190.40	15.00 %	28,828.56	0.00 %	28,828.56
CH39	89.66	83.54	0.15	93.18 %	79,237.10	15.00 %	11,885.57	0.00 %	11,885.57
AVD1	225.93	206.09	0.32	91.22 %	165,855.80	15.00 %	24,878.37	0.00 %	24,878.37
CH16	315.81	287.77	0.12	91.12 %	300,604.60	15.00 %	45,090.69	0.00 %	45,090.69
GUD2	129.69	118.10	0.11	91.06 %	109,892.30	15.00 %	16,483.85	0.00 %	16,483.85
CH48	182.01	165.37	0.06	90.86 %	174,140.00	15.00 %	26,121.00	0.00 %	26,121.00
CH45	159.71	140.34	0.37	87.87 %	127,701.80	10.00 %	12,770.18	0.00 %	12,770.18
CGL1	105.45	91.08	0.09	86.37 %	85,334.90	10.00 %	8,533.49	0.00 %	8,533.49
CH38	120.37	103.18	0.08	85.71 %	109,023.50	10.00 %	10,902.35	0.00 %	10,902.35
CH14	341.95	290.31	0.16	84.90 %	244,843.30	10.00 %	24,484.33	0.00 %	24,484.33
SKL1	123.21	101.04	0.25	82.01 %	122,570.70	10.00 %	12,257.07	0.00 %	12,257.07
CH22	139.88	110.53	0.15	79.02 %	117,259.10	0.00 %		0.00 %	
CH05	282.39	215.20	0.11	76.20 %	193,967.40	0.00 %		0.00 %	
CH08	331.85	246.80	0.06	74.37 %	348,726.50	0.00 %		0.00 %	
CH07	235.10	159.67	0.14	67.92 %	162,838.40	0.00 %		0.00 %	
CH11	177.41	119.43	0.20	67.32 %	114,788.30	0.00 %		0.00 %	
CH26	47.30	30.42	0.03	64.31 %	30,493.50	0.00 %		0.00 %	
KNR1	165.00	105.81	0.20	64.13 %	93,488.80	0.00 %		0.00 %	
CH30	193.17	123.08	0.39	63.72 %	99,297.20	0.00 %		0.00 %	
CH29	54.31	28.00	0.09	51.56 %	32,397.00	0.00 %		0.00 %	
MC09	29.81	11.86	0.19	39.80 %	5,905.40	0.00 %		0.00 %	
MC02	28.68	5.58	0.00	19.45 %	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	70.02	101.01	0.20	144.26 %	102,205.80	40.00 %	40,882.32	0.00 %	40,882.32
CH46	100.35	107.29	0.21	106.92 %	82,499.50	25.00 %	20,624.88	0.00 %	20,624.88
CH34	202.62	194.31	0.09	95.90 %	170,227.20	20.00 %	34,045.44	0.00 %	34,045.44
CH33	139.05	133.34	0.04	95.89 %	140,108.20	20.00 %	28,021.64	0.00 %	28,021.64
GPD1	144.70	135.71	0.10	93.79 %	91,610.50	15.00 %	13,741.58	0.00 %	13,741.58
UKI1	125.68	115.76	0.15	92.11 %	89,678.70	15.00 %	13,451.81	0.00 %	13,451.81
CH06	192.96	174.10	0.14	90.23 %	151,812.70	15.00 %	22,771.91	0.00 %	22,771.91
CH23	71.10	63.17	0.03	88.86 %	73,878.80	10.00 %	7,387.88	0.00 %	7,387.88
CH12	259.53	230.25	0.17	88.72 %	248,531.30	10.00 %	24,853.13	0.00 %	24,853.13
CH18	199.76	174.02	0.04	87.12 %	228,500.10	10.00 %	22,850.01	0.00 %	22,850.01
CH15	475.55	411.41	0.14	86.51 %	344,682.00	10.00 %	34,468.20	0.00 %	34,468.20
CH43	149.50	127.86	0.14	85.53 %	159,827.30	10.00 %	15,982.73	0.00 %	15,982.73
CH24	171.48	145.16	0.30	84.65 %	157,762.50	10.00 %	15,776.25	0.00 %	15,776.25
CH44	153.36	128.48	0.03	83.77 %	114,770.50	10.00 %	11,477.05	0.00 %	11,477.05
PON1	102.59	84.20	0.05	82.07 %	86,532.40	10.00 %	8,653.24	0.00 %	8,653.24
CH03	458.21	376.04	0.23	82.07 %	351,433.80	10.00 %	35,143.38	0.00 %	35,143.38
CH21	325.44	264.52	0.18	81.28 %	199,539.40	10.00 %	19,953.94	0.00 %	19,953.94
CH20	240.77	193.54	0.57	80.39 %	189,101.60	10.00 %	18,910.16	0.00 %	18,910.16
CH32	30.23	23.97	0.13	79.28 %	13,450.30	0.00 %		0.00 %	
CH31	77.43	56.66	0.01	73.17 %	52,504.80	0.00 %		0.00 %	
CH41	173.15	123.04	0.26	71.06 %	138,177.10	0.00 %		0.00 %	
CH09	188.74	132.74	0.12	70.33 %	152,287.20	0.00 %		0.00 %	
MJR1	308.14	210.27	0.07	68.24 %	163,991.70	0.00 %		0.00 %	
MC06	56.60	37.81	0.00	66.80 %	26,272.30	0.00 %		0.00 %	
MC05	74.85	48.13	0.00	64.29 %	18,882.20	0.00 %		0.00 %	
CH27	71.19	43.85	0.19	61.59 %	46,760.80	0.00 %		0.00 %	
CH36	97.48	53.58	0.16	54.96 %	36,815.70	0.00 %		0.00 %	
CH01	13.67	5.09	0.07	37.26 %	1,674.50	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	82.22	51.69	0.00	62.87 %	47,614.80	0.00 %		0.00 %	
TVP1	205.05	126.97	0.25	61.92 %	105,603.00	0.00 %		0.00 %	
KLR1	66.44	34.47	0.18	51.87 %	30,679.50	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	114.53	4.53	0.00 %	(5,233.30)	0.00 %		0.00 %	
GHUB	0.00	422.01	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.89	1.32	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	20.93	2.05	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	14.51	8.89	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	10.58	3.91	0.00 %	0.00	0.00 %		0.00 %	