

Accu.Target 24,609.94 L	Sales 22,240.88 L	Achieved % 90.37 %	HO Budget+ % 0.00 %	Total Com. 191.60 L
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Note : Sales Period is From :01-Jul-2025 To :26-Jul-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,702.21	1,653.62	97.15 %	48,000.00	0.00 %	48,000.00
NORTH ARCOT	1,921.36	1,790.08	93.17 %	51,000.00	0.00 %	51,000.00
CHENNAI-01	3,264.93	3,016.31	92.39 %	90,000.00	0.00 %	90,000.00
TRICHY-01	2,807.80	2,530.18	90.11 %	0.00	0.00 %	0.00
SOUTH-01	4,329.47	3,714.31	85.79 %	0.00	0.00 %	0.00
WEST-02	2,418.35	2,068.50	85.53 %	0.00	0.00 %	0.00
CHENNAI-02	3,149.44	2,668.96	84.74 %	0.00	0.00 %	0.00
SOUTH-03	2,938.59	2,447.62	83.29 %	0.00	0.00 %	0.00
WEST-01	1,855.27	1,435.46	77.37 %	0.00	0.00 %	0.00
KL-SOUTH	222.50	164.76	74.05 %	0.00	0.00 %	0.00
OTHERS	0.00	751.09	0.00 %	0.00	0.00 %	0.00
Total	24,609.94	22,240.88	90.37 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	557.03	582.20	104.52%	75,000.00	0.00 %	75,000.00
	SA02	634.94	602.61	94.91%	45,000.00	0.00 %	45,000.00
	SA03	510.24	468.81	91.88%	30,000.00	0.00 %	30,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	648.08	639.81	98.72%	45,000.00	0.00 %	45,000.00
	NA02	710.65	662.11	93.17%	45,000.00	0.00 %	45,000.00
	NA03	562.64	488.16	86.76%	0.00	0.00 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	816.67	822.80	100.75%	120,000.00	0.00 %	120,000.00
	CH08	712.58	677.10	95.02%	45,000.00	0.00 %	45,000.00
	CH03	636.30	583.43	91.69%	37,500.00	0.00 %	37,500.00
	CH06	1,099.37	932.99	84.87%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	562.71	561.66	99.81%	37,500.00	0.00 %	37,500.00
	KUM1	554.95	519.86	93.68%	37,500.00	0.00 %	37,500.00
	PTK1	499.65	430.54	86.17%	0.00	0.00 %	0.00
	TRY1	1,190.49	1,018.11	85.52%	0.00	0.00 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	946.95	859.67	90.78%	60,000.00	0.00 %	60,000.00
	TKS1	608.62	552.03	90.70%	37,500.00	0.00 %	37,500.00
	VNR1	481.74	427.97	88.84%	0.00	0.00 %	0.00
	KVT1	748.37	628.32	83.96%	0.00	0.00 %	0.00
	NGR1	807.63	655.37	81.15%	0.00	0.00 %	0.00
	TVL1	736.16	590.95	80.28%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	508.29	489.58	96.32%	30,000.00	0.00 %	30,000.00
	HSR1	511.87	470.93	92.00%	30,000.00	0.00 %	30,000.00
	SLM1	753.48	619.89	82.27%	0.00	0.00 %	0.00
	ERD1	644.71	488.10	75.71%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	626.15	552.53	88.24%	0.00	0.00 %	0.00
	CH04	914.91	777.26	84.95%	0.00	0.00 %	0.00
	CH01	798.39	670.83	84.02%	0.00	0.00 %	0.00
	CH07	809.99	668.33	82.51%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	596.52	521.13	87.36%	0.00	0.00 %	0.00
	DGL1	849.86	721.88	84.94%	0.00	0.00 %	0.00
	SVG1	488.02	405.02	82.99%	0.00	0.00 %	0.00
	MDU2	891.54	722.87	81.08%	0.00	0.00 %	0.00
	KRR1	112.66	76.73	68.11%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PLI1	233.75	210.49	90.05%	15,000.00	0.00 %	15,000.00
	TPR4	241.38	195.61	81.04%	0.00	0.00 %	0.00
	UAM1	376.65	303.56	80.59%	0.00	0.00 %	0.00
	CBE1	760.31	564.43	74.24%	0.00	0.00 %	0.00
	TPR1	243.18	161.37	66.36%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	222.50	164.76	74.05%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	17.28	0.00%	0.00	0.00 %	0.00
	CH02	0.00	298.63	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	337.09	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	27.42	0.00%	0.00	0.00 %	0.00
	NA01	0.00	0.36	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.11	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	27.59	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	17.54	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	25.08	0.00%	0.00	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)
MKM1	39.23	46.11	-1.15	117.52 %	47,053.60	30.00 %	14,116.08	0.00 %	14,116.08
PRT1	55.13	64.78	-2.15	117.51 %	51,955.40	30.00 %	15,586.62	0.00 %	15,586.62
ULP1	88.55	100.61	-2.20	113.62 %	83,922.20	30.00 %	25,176.66	0.00 %	25,176.66
POY2	113.69	126.40	-3.26	111.18 %	111,202.60	30.00 %	33,360.78	0.00 %	33,360.78
TRK1	109.72	118.01	-2.31	107.56 %	98,150.70	25.00 %	24,537.68	0.00 %	24,537.68
POY1	142.45	152.38	-3.08	106.97 %	161,612.80	25.00 %	40,403.20	0.00 %	40,403.20
KLM1	87.10	92.05	-2.26	105.68 %	96,443.50	25.00 %	24,110.88	0.00 %	24,110.88
KML1	49.04	50.28	-3.84	102.52 %	37,150.70	25.00 %	9,287.68	0.00 %	9,287.68
VPM2	88.27	86.76	-2.85	98.29 %	62,294.60	20.00 %	12,458.92	0.00 %	12,458.92
VPM1	30.72	30.06	-2.61	97.84 %	25,878.10	20.00 %	5,175.62	0.00 %	5,175.62
CUD1	174.55	165.26	-2.15	94.67 %	148,837.00	15.00 %	22,325.55	0.00 %	22,325.55
NVL2	112.11	103.28	-4.48	92.12 %	76,246.90	15.00 %	11,437.04	0.00 %	11,437.04
STP1	41.88	38.30	-2.67	91.45 %	26,346.80	15.00 %	3,952.02	0.00 %	3,952.02
TDM1	72.55	65.01	-3.10	89.61 %	52,642.70	10.00 %	5,264.27	0.00 %	5,264.27
CDM1	109.12	94.96	-2.74	87.02 %	88,898.70	10.00 %	8,889.87	0.00 %	8,889.87
TVM2	77.94	67.57	-1.86	86.69 %	33,505.50	10.00 %	3,350.55	0.00 %	3,350.55
KKI2	113.90	98.53	-3.05	86.50 %	75,225.00	10.00 %	7,522.50	0.00 %	7,522.50
SJI1	75.03	64.88	-1.57	86.48 %	39,460.60	10.00 %	3,946.06	0.00 %	3,946.06
VCM1	65.23	51.88	-2.72	79.54 %	38,260.40	0.00 %		0.00 %	
TVM1	56.01	36.52	-1.04	65.20 %	21,279.80	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)
VNB1	45.63	54.60	-2.70	119.68 %	40,633.40	30.00 %	12,190.02	0.00 %	12,190.02
GDM1	58.90	67.26	-2.68	114.18 %	45,779.40	30.00 %	13,733.82	0.00 %	13,733.82
ARC2	59.86	64.42	-1.98	107.63 %	61,412.90	25.00 %	15,353.23	0.00 %	15,353.23
TRR1	139.15	147.64	-3.48	106.10 %	90,189.90	25.00 %	22,547.48	0.00 %	22,547.48
KPM2	207.24	219.50	-3.45	105.92 %	142,151.60	25.00 %	35,537.90	0.00 %	35,537.90
CPT1	34.02	35.68	-2.12	104.88 %	35,471.20	25.00 %	8,867.80	0.00 %	8,867.80
WJD1	75.11	75.74	-2.28	100.84 %	88,050.30	25.00 %	22,012.58	0.00 %	22,012.58
SBR1	95.60	96.32	-2.45	100.75 %	98,078.40	25.00 %	24,519.60	0.00 %	24,519.60
AKM1	78.41	77.19	-2.87	98.44 %	64,968.90	20.00 %	12,993.78	0.00 %	12,993.78
VSI1	72.72	70.94	-1.43	97.55 %	73,194.90	20.00 %	14,638.98	0.00 %	14,638.98
WJP1	51.35	49.50	-1.84	96.40 %	40,869.30	20.00 %	8,173.86	0.00 %	8,173.86
CYR1	46.62	44.78	-1.82	96.06 %	38,044.10	20.00 %	7,608.82	0.00 %	7,608.82
ANI1	42.47	40.73	-1.80	95.90 %	30,885.60	20.00 %	6,177.12	0.00 %	6,177.12
ABR1	72.58	66.02	-2.27	90.96 %	58,695.20	15.00 %	8,804.28	0.00 %	8,804.28
BGR1	48.05	43.60	-1.95	90.74 %	40,434.10	15.00 %	6,065.12	0.00 %	6,065.12
VEL2	119.01	107.94	-2.17	90.70 %	107,549.60	15.00 %	16,132.44	0.00 %	16,132.44
PLR1	39.39	35.14	-1.73	89.23 %	31,839.40	10.00 %	3,183.94	0.00 %	3,183.94
CGM1	65.16	56.12	-1.58	86.13 %	40,517.90	10.00 %	4,051.79	0.00 %	4,051.79
UGI1	44.95	38.52	-1.81	85.70 %	36,891.50	10.00 %	3,689.15	0.00 %	3,689.15
SLG1	44.68	37.60	-1.34	84.16 %	37,942.90	10.00 %	3,794.29	0.00 %	3,794.29
KPM1	87.02	67.94	-2.84	78.07 %	61,120.90	0.00 %		0.00 %	
TRT1	58.37	43.96	-3.25	75.32 %	44,292.60	0.00 %		0.00 %	
TRL1	132.36	98.80	-3.51	74.65 %	99,607.70	0.00 %		0.00 %	
VEL1	170.83	127.38	-3.14	74.57 %	104,431.90	0.00 %		0.00 %	
PTU1	31.90	22.74	-1.56	71.28 %	16,703.80	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)
CH37	39.17	52.19	-1.84	133.24 %	42,260.80	40.00 %	16,904.32	0.00 %	16,904.32
CH48	104.66	124.09	-2.03	118.56 %	142,206.60	30.00 %	42,661.98	0.00 %	42,661.98
CH05	183.36	203.01	-5.11	110.72 %	162,124.80	30.00 %	48,637.44	0.00 %	48,637.44
CH45	91.84	100.81	-3.13	109.76 %	90,251.20	25.00 %	22,562.80	0.00 %	22,562.80
CH35	74.42	81.41	-2.26	109.39 %	71,356.00	25.00 %	17,839.00	0.00 %	17,839.00
CH28	107.75	115.87	-1.81	107.54 %	181,462.80	25.00 %	45,365.70	0.00 %	45,365.70
MRM1	83.30	86.16	-1.93	103.43 %	85,808.90	25.00 %	21,452.23	0.00 %	21,452.23
KNR1	81.81	82.32	-1.75	100.62 %	90,780.50	25.00 %	22,695.13	0.00 %	22,695.13
CH19	159.84	160.53	-6.73	100.43 %	153,097.50	25.00 %	38,274.38	0.00 %	38,274.38
CH14	233.77	233.17	-4.74	99.74 %	194,324.50	20.00 %	38,864.90	0.00 %	38,864.90
CH38	80.22	78.78	-2.26	98.21 %	86,861.60	20.00 %	17,372.32	0.00 %	17,372.32
CH11	103.35	101.35	-3.63	98.07 %	102,736.70	20.00 %	20,547.34	0.00 %	20,547.34
CH30	117.52	113.56	-4.33	96.63 %	80,656.40	20.00 %	16,131.28	0.00 %	16,131.28
CH22	115.51	110.43	-2.28	95.60 %	124,176.50	20.00 %	24,835.30	0.00 %	24,835.30
GUD1	106.04	98.81	-2.20	93.19 %	144,041.20	15.00 %	21,606.18	0.00 %	21,606.18
CH08	220.27	198.89	-3.06	90.30 %	245,960.10	15.00 %	36,894.02	0.00 %	36,894.02
AVD1	122.33	110.38	-3.46	90.23 %	90,436.30	15.00 %	13,565.45	0.00 %	13,565.45
GUD2	92.27	82.41	-4.05	89.31 %	74,538.20	10.00 %	7,453.82	0.00 %	7,453.82
MC10	37.26	32.89	-0.54	88.27 %	18,345.80	10.00 %	1,834.58	0.00 %	1,834.58
CH42	146.00	127.74	-3.71	87.49 %	140,736.50	10.00 %	14,073.65	0.00 %	14,073.65
CH16	235.07	205.19	-2.84	87.29 %	209,240.50	10.00 %	20,924.05	0.00 %	20,924.05
CGL1	80.68	68.13	-2.45	84.46 %	55,793.60	10.00 %	5,579.36	0.00 %	5,579.36
TKM1	64.03	52.34	-1.48	81.74 %	52,543.00	10.00 %	5,254.30	0.00 %	5,254.30
CH07	158.19	128.48	-2.51	81.22 %	128,832.00	10.00 %	12,883.20	0.00 %	12,883.20
SKL1	80.89	61.88	-2.55	76.49 %	73,249.20	0.00 %		0.00 %	
CH39	75.00	55.22	-3.56	73.63 %	65,309.40	0.00 %		0.00 %	
CH26	46.10	29.08	-2.93	63.08 %	31,286.10	0.00 %		0.00 %	
MC02	35.68	20.94	-0.07	58.68 %	8,611.50	0.00 %		0.00 %	
MC09	28.77	16.20	-0.09	56.32 %	8,252.40	0.00 %		0.00 %	
CH40	92.27	49.00	-2.37	53.10 %	27,940.10	0.00 %		0.00 %	
CH29	67.57	35.07	-4.87	51.90 %	27,102.70	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)
TVR1	42.30	54.28	-3.18	128.32 %	45,894.70	40.00 %	18,357.88	0.00 %	18,357.88
KRN1	41.33	50.17	-1.40	121.38 %	45,297.60	40.00 %	18,119.04	0.00 %	18,119.04
KIK1	60.18	71.44	-4.36	118.71 %	70,723.60	30.00 %	21,217.08	0.00 %	21,217.08
PDK1	42.09	45.61	-5.36	108.37 %	39,094.90	25.00 %	9,773.73	0.00 %	9,773.73
MVM1	117.02	126.24	-2.99	107.89 %	131,443.80	25.00 %	32,860.95	0.00 %	32,860.95
TVR2	109.47	113.26	-4.67	103.46 %	84,335.10	25.00 %	21,083.78	0.00 %	21,083.78
PBR2	164.39	169.44	-3.64	103.07 %	134,728.00	25.00 %	33,682.00	0.00 %	33,682.00
ORU1	52.48	53.97	-2.06	102.84 %	48,882.30	25.00 %	12,220.58	0.00 %	12,220.58
PBR1	54.09	52.27	-3.53	96.64 %	50,494.90	20.00 %	10,098.98	0.00 %	10,098.98
TNJ1	177.88	167.42	-4.94	94.12 %	110,962.30	15.00 %	16,644.35	0.00 %	16,644.35
MDI1	86.99	81.46	-3.61	93.64 %	76,818.20	15.00 %	11,522.73	0.00 %	11,522.73
JKM1	79.38	73.85	-2.65	93.03 %	60,821.80	15.00 %	9,123.27	0.00 %	9,123.27
AYR1	55.79	51.30	-2.54	91.95 %	45,258.50	15.00 %	6,788.78	0.00 %	6,788.78
NGT1	97.48	89.40	-4.11	91.70 %	90,509.00	15.00 %	13,576.35	0.00 %	13,576.35
TNJ2	132.96	121.76	-4.44	91.58 %	101,250.10	15.00 %	15,187.52	0.00 %	15,187.52
TTP1	80.73	73.84	-2.48	91.47 %	55,892.70	15.00 %	8,383.91	0.00 %	8,383.91
TYR1	83.59	76.34	-3.45	91.32 %	57,306.20	15.00 %	8,595.93	0.00 %	8,595.93
TRY1	625.17	554.45	-8.47	88.69 %	288,336.40	10.00 %	28,833.64	0.00 %	28,833.64
PTK1	118.26	103.62	-3.62	87.62 %	100,384.90	10.00 %	10,038.49	0.00 %	10,038.49
NMM1	58.27	50.39	-2.51	86.49 %	53,493.60	10.00 %	5,349.36	0.00 %	5,349.36
KUM1	165.29	126.73	-4.95	76.67 %	95,107.00	0.00 %		0.00 %	
TRY2	60.68	45.43	-8.36	74.86 %	29,109.90	0.00 %		0.00 %	
NCK1	41.50	25.51	-4.18	61.47 %	16,895.40	0.00 %		0.00 %	
MSI1	86.09	51.90	-2.13	60.28 %	43,603.50	0.00 %		0.00 %	
TRY3	116.48	68.29	-3.59	58.62 %	54,457.30	0.00 %		0.00 %	
APM1	57.93	31.84	-2.28	54.96 %	36,067.00	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)
TYI1	38.86	110.57	-7.67	284.54 %	88,856.40	40.00 %	35,542.56	0.00 %	35,542.56
STU2	49.92	59.20	-6.27	118.59 %	38,306.90	30.00 %	11,492.07	0.00 %	11,492.07
RPM1	104.97	111.39	-4.56	106.11 %	97,762.60	25.00 %	24,440.65	0.00 %	24,440.65
SDI1	49.23	50.62	-4.04	102.83 %	43,439.10	25.00 %	10,859.78	0.00 %	10,859.78
VNR1	66.31	64.24	-5.34	96.89 %	50,808.60	20.00 %	10,161.72	0.00 %	10,161.72
KVT1	203.29	195.62	-2.81	96.22 %	244,890.20	20.00 %	48,978.04	0.00 %	48,978.04
VNR2	196.64	189.17	-2.39	96.20 %	170,591.30	20.00 %	34,118.26	0.00 %	34,118.26
ASM1	53.46	49.62	-4.84	92.82 %	43,864.40	15.00 %	6,579.66	0.00 %	6,579.66
ARM1	41.11	38.13	-3.15	92.74 %	34,424.40	15.00 %	5,163.66	0.00 %	5,163.66
UDN1	75.75	69.93	-7.27	92.32 %	43,813.90	15.00 %	6,572.09	0.00 %	6,572.09
TKS1	164.42	151.02	-3.49	91.85 %	150,184.40	15.00 %	22,527.66	0.00 %	22,527.66
SNL1	70.05	62.96	-5.72	89.88 %	45,507.60	10.00 %	4,550.76	0.00 %	4,550.76
PKD1	115.04	103.38	-1.95	89.87 %	104,918.00	10.00 %	10,491.80	0.00 %	10,491.80
KGL1	62.03	55.35	-1.85	89.22 %	42,983.40	10.00 %	4,298.34	0.00 %	4,298.34
TUT2	177.24	154.70	-4.70	87.28 %	129,652.50	10.00 %	12,965.25	0.00 %	12,965.25
VLY1	149.90	129.28	-4.52	86.24 %	90,347.30	10.00 %	9,034.73	0.00 %	9,034.73
KSM1	35.30	30.32	-3.15	85.90 %	20,956.10	10.00 %	2,095.61	0.00 %	2,095.61
SVK1	119.14	101.27	-3.94	85.01 %	104,036.50	10.00 %	10,403.65	0.00 %	10,403.65
PDI1	55.44	47.05	-3.68	84.87 %	41,789.40	10.00 %	4,178.94	0.00 %	4,178.94
MAR1	229.45	192.59	-6.28	83.93 %	100,390.40	10.00 %	10,039.04	0.00 %	10,039.04
TKS2	185.93	153.29	-4.37	82.44 %	108,783.00	10.00 %	10,878.30	0.00 %	10,878.30
TUT1	488.83	402.43	-3.76	82.32 %	413,785.10	10.00 %	41,378.51	0.00 %	41,378.51
NGR1	281.97	225.62	-6.71	80.01 %	148,769.30	0.00 %		0.00 %	
SGT1	48.62	38.66	-2.25	79.52 %	30,278.70	0.00 %		0.00 %	
MMT1	73.82	58.24	-4.15	78.89 %	41,406.60	0.00 %		0.00 %	
TKY1	85.25	66.17	-2.96	77.62 %	60,709.80	0.00 %		0.00 %	
TVL1	442.52	342.38	-5.50	77.37 %	248,945.40	0.00 %		0.00 %	
ERL1	60.90	45.89	-3.20	75.36 %	46,298.20	0.00 %		0.00 %	
APK1	99.66	73.28	-3.52	73.54 %	77,698.20	0.00 %		0.00 %	
VKM1	56.14	40.62	-1.12	72.34 %	62,025.40	0.00 %		0.00 %	
TCN1	105.38	76.15	-3.59	72.26 %	83,264.60	0.00 %		0.00 %	
RND1	193.47	133.81	-3.52	69.16 %	162,691.40	0.00 %		0.00 %	
COL1	39.81	27.09	-3.25	68.05 %	18,007.60	0.00 %		0.00 %	
TVL2	49.17	31.55	-4.21	64.17 %	16,412.00	0.00 %		0.00 %	
KYR1	60.45	32.73	-2.23	54.15 %	39,013.90	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)
PLC1	38.43	48.76	-1.11	126.89 %	45,413.80	40.00 %	18,165.52	0.00 %	18,165.52
TRM1	75.59	85.67	-1.97	113.33 %	71,667.10	30.00 %	21,500.13	0.00 %	21,500.13
MCR1	74.58	82.75	-3.54	110.96 %	63,192.00	30.00 %	18,957.60	0.00 %	18,957.60
SGI1	45.05	49.69	-1.35	110.32 %	50,370.90	30.00 %	15,111.27	0.00 %	15,111.27
BMD1	58.50	62.47	-6.56	106.78 %	50,855.30	25.00 %	12,713.83	0.00 %	12,713.83
VKL1	30.76	30.46	-2.59	99.00 %	30,861.00	20.00 %	6,172.20	0.00 %	6,172.20
EDP1	44.29	43.59	-3.74	98.40 %	24,712.20	20.00 %	4,942.44	0.00 %	4,942.44
OML1	64.61	62.53	-1.03	96.79 %	61,198.40	20.00 %	12,239.68	0.00 %	12,239.68
PMP1	63.83	60.02	-1.40	94.03 %	43,684.80	15.00 %	6,552.72	0.00 %	6,552.72
KRI1	62.50	58.72	-3.02	93.95 %	44,361.70	15.00 %	6,654.26	0.00 %	6,654.26
VPD1	93.02	86.86	-1.38	93.38 %	88,401.60	15.00 %	13,260.24	0.00 %	13,260.24
HRR1	56.50	52.53	-1.61	92.97 %	40,863.90	15.00 %	6,129.59	0.00 %	6,129.59
KVP1	60.55	55.58	-3.11	91.80 %	44,519.40	15.00 %	6,677.91	0.00 %	6,677.91
DPR1	38.70	35.34	-6.73	91.31 %	26,613.60	15.00 %	3,992.04	0.00 %	3,992.04
TCG1	38.10	34.58	-4.32	90.76 %	22,073.90	15.00 %	3,311.09	0.00 %	3,311.09
ERD2	105.68	94.91	-3.40	89.81 %	113,199.90	10.00 %	11,319.99	0.00 %	11,319.99
SLM2	82.70	72.68	-5.02	87.88 %	56,408.20	10.00 %	5,640.82	0.00 %	5,640.82
PDR1	38.21	33.36	-3.96	87.31 %	35,641.20	10.00 %	3,564.12	0.00 %	3,564.12
HSR2	135.23	114.81	-3.57	84.90 %	90,079.80	10.00 %	9,007.98	0.00 %	9,007.98
SLM1	209.64	171.10	-3.54	81.61 %	108,786.90	10.00 %	10,878.69	0.00 %	10,878.69
DPR2	44.12	35.72	-1.79	80.96 %	35,617.40	10.00 %	3,561.74	0.00 %	3,561.74
EPI1	60.55	48.76	-2.45	80.53 %	47,783.80	10.00 %	4,778.38	0.00 %	4,778.38
ATU1	92.63	73.11	-2.67	78.93 %	55,197.90	0.00 %		0.00 %	
HSR1	106.30	83.35	-2.19	78.41 %	91,891.00	0.00 %		0.00 %	
KMM1	51.46	39.34	-2.93	76.44 %	36,410.30	0.00 %		0.00 %	
MTR1	95.70	72.58	-2.06	75.85 %	68,137.60	0.00 %		0.00 %	
RSP1	64.97	49.07	-4.73	75.52 %	40,902.10	0.00 %		0.00 %	
SLM3	105.44	78.19	-2.58	74.15 %	53,614.00	0.00 %		0.00 %	
APN1	65.20	45.61	-1.17	69.95 %	53,869.70	0.00 %		0.00 %	
ERD1	117.29	80.27	-3.98	68.44 %	65,695.50	0.00 %		0.00 %	
CMI1	39.03	26.57	-2.49	68.07 %	30,387.60	0.00 %		0.00 %	
NKL2	123.44	81.13	-2.66	65.72 %	78,589.40	0.00 %		0.00 %	
SGG1	35.75	18.42	-3.68	51.52 %	13,741.20	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)
CH46	49.58	57.57	-7.31	116.11 %	43,693.70	30.00 %	13,108.11	0.00 %	13,108.11
PON1	63.70	67.45	-1.66	105.89 %	60,928.30	25.00 %	15,232.08	0.00 %	15,232.08
CH17	71.08	74.71	-2.28	105.10 %	82,156.70	25.00 %	20,539.18	0.00 %	20,539.18
CH43	92.48	91.26	-2.12	98.68 %	116,526.60	20.00 %	23,305.32	0.00 %	23,305.32
CH06	127.55	123.56	-1.45	96.87 %	122,030.30	20.00 %	24,406.06	0.00 %	24,406.06
CH41	103.78	100.14	-2.25	96.49 %	96,751.70	20.00 %	19,350.34	0.00 %	19,350.34
CH21	216.38	206.00	-3.02	95.21 %	138,700.30	20.00 %	27,740.06	0.00 %	27,740.06
UKI1	76.93	72.30	-1.89	93.98 %	63,916.70	15.00 %	9,587.51	0.00 %	9,587.51
CH44	99.33	92.56	-1.63	93.19 %	92,937.50	15.00 %	13,940.63	0.00 %	13,940.63
CH12	157.61	142.97	-2.67	90.71 %	150,215.40	15.00 %	22,532.31	0.00 %	22,532.31
CH03	318.97	287.48	-3.18	90.13 %	258,258.50	15.00 %	38,738.78	0.00 %	38,738.78
CH31	47.89	42.84	-1.34	89.45 %	40,443.30	10.00 %	4,044.33	0.00 %	4,044.33
MC05	49.24	41.91	-0.35	85.12 %	11,135.60	10.00 %	1,113.56	0.00 %	1,113.56
CH15	328.37	275.95	-3.13	84.04 %	244,364.20	10.00 %	24,436.42	0.00 %	24,436.42
CH33	112.70	93.31	-2.35	82.80 %	104,888.60	10.00 %	10,488.86	0.00 %	10,488.86
CH20	163.37	135.24	-2.24	82.78 %	136,415.40	10.00 %	13,641.54	0.00 %	13,641.54
CH09	125.05	100.00	-3.20	79.97 %	108,294.30	0.00 %		0.00 %	
CH23	47.94	37.99	-2.00	79.24 %	35,437.90	0.00 %		0.00 %	
CH18	163.16	129.01	-1.47	79.07 %	165,114.00	0.00 %		0.00 %	
MJR1	163.62	123.95	-2.27	75.76 %	110,177.00	0.00 %		0.00 %	
CH27	43.80	32.24	-2.40	73.60 %	35,907.30	0.00 %		0.00 %	
GPD1	96.16	70.63	-4.39	73.45 %	49,482.10	0.00 %		0.00 %	
CH34	149.56	102.45	-2.04	68.50 %	104,108.20	0.00 %		0.00 %	
CH24	112.24	75.20	-1.87	66.99 %	90,241.50	0.00 %		0.00 %	
CH36	71.38	44.14	-3.87	61.84 %	36,654.30	0.00 %		0.00 %	
MC06	40.57	23.48	-1.02	57.88 %	14,755.30	0.00 %		0.00 %	
CH01	9.24	5.06	-5.49	54.70 %	5,460.90	0.00 %		0.00 %	
CH32	30.48	15.97	-2.62	52.39 %	14,144.30	0.00 %		0.00 %	
MC08	17.28	3.59	0.00	20.76 %	1,146.00	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)
CBM1	90.89	105.66	-5.80	116.25 %	81,048.50	30.00 %	24,314.55	0.00 %	24,314.55
MDU5	68.54	70.58	-3.22	102.98 %	73,306.60	25.00 %	18,326.65	0.00 %	18,326.65
ATG1	92.42	92.44	-6.47	100.02 %	97,812.70	20.00 %	19,562.54	0.00 %	19,562.54
DKI1	81.29	80.26	-2.93	98.73 %	92,664.50	20.00 %	18,532.90	0.00 %	18,532.90
SVG1	75.89	73.44	-3.48	96.77 %	91,443.10	20.00 %	18,288.62	0.00 %	18,288.62
PNV1	39.42	37.96	-7.27	96.30 %	27,092.60	20.00 %	5,418.52	0.00 %	5,418.52
TMM1	114.55	108.38	-6.76	94.61 %	63,928.10	15.00 %	9,589.22	0.00 %	9,589.22
PKM1	37.89	35.08	-3.91	92.57 %	27,549.20	15.00 %	4,132.38	0.00 %	4,132.38
MDU2	162.25	145.01	-5.46	89.37 %	123,083.30	10.00 %	12,308.33	0.00 %	12,308.33
MPA1	72.64	63.85	-2.46	87.89 %	75,872.10	10.00 %	7,587.21	0.00 %	7,587.21
MDU1	328.52	288.06	-5.65	87.68 %	200,543.70	10.00 %	20,054.37	0.00 %	20,054.37
DGL1	195.42	170.55	-6.13	87.28 %	128,480.60	10.00 %	12,848.06	0.00 %	12,848.06
PVI1	66.74	57.72	-2.37	86.48 %	69,606.00	10.00 %	6,960.60	0.00 %	6,960.60
TDI1	82.86	71.39	-2.76	86.15 %	74,989.40	10.00 %	7,498.94	0.00 %	7,498.94
TPT1	72.36	61.73	-2.41	85.30 %	100,548.60	10.00 %	10,054.86	0.00 %	10,054.86
ADP1	52.68	44.39	-2.53	84.26 %	44,162.30	10.00 %	4,416.23	0.00 %	4,416.23
USL1	59.21	49.23	-3.47	83.13 %	44,447.30	10.00 %	4,444.73	0.00 %	4,444.73
MDU3	93.13	76.43	-4.79	82.07 %	64,407.30	10.00 %	6,440.73	0.00 %	6,440.73
KKD2	69.63	55.53	-4.30	79.76 %	69,488.20	0.00 %		0.00 %	
BNR1	58.52	45.79	-3.42	78.25 %	38,597.30	0.00 %		0.00 %	
MDU6	144.48	111.07	-5.05	76.87 %	82,428.20	0.00 %		0.00 %	
KPT1	51.26	38.97	-3.28	76.03 %	35,857.00	0.00 %		0.00 %	
ODM1	50.28	37.70	-3.46	74.97 %	26,805.30	0.00 %		0.00 %	
SGP1	42.73	31.80	-3.20	74.43 %	38,750.00	0.00 %		0.00 %	
NTM1	57.78	42.65	-3.28	73.81 %	34,093.10	0.00 %		0.00 %	
PNI1	45.45	33.38	-2.36	73.45 %	17,869.00	0.00 %		0.00 %	
MLR1	61.17	44.74	-3.69	73.14 %	46,023.80	0.00 %		0.00 %	
BTU1	34.95	24.93	-3.23	71.35 %	27,562.20	0.00 %		0.00 %	
TEN2	85.23	60.22	-6.66	70.65 %	45,309.80	0.00 %		0.00 %	
MDU4	81.48	53.71	-4.89	65.92 %	42,898.50	0.00 %		0.00 %	
TEN1	75.76	49.92	-4.04	65.90 %	40,049.70	0.00 %		0.00 %	
MNM1	49.06	32.30	-3.30	65.83 %	37,490.50	0.00 %		0.00 %	
CMR1	47.12	30.69	-3.77	65.13 %	19,975.00	0.00 %		0.00 %	
DGL2	81.51	52.81	-5.19	64.79 %	48,511.00	0.00 %		0.00 %	
KRR1	62.37	39.03	-7.02	62.57 %	30,638.80	0.00 %		0.00 %	
NKI1	53.09	30.24	-2.72	56.97 %	41,930.50	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)
SUL1	34.34	37.17	-3.23	108.24 %	47,633.80	25.00 %	11,908.45	0.00 %	11,908.45
PPI1	34.44	36.81	-1.96	106.88 %	40,700.80	25.00 %	10,175.20	0.00 %	10,175.20
UMP1	44.82	45.57	-5.62	101.67 %	33,455.10	25.00 %	8,363.78	0.00 %	8,363.78
GBM1	46.01	45.72	-1.91	99.37 %	28,113.50	20.00 %	5,622.70	0.00 %	5,622.70
KMD1	33.35	32.86	-2.38	98.53 %	46,328.30	20.00 %	9,265.66	0.00 %	9,265.66
GDR1	46.90	44.66	-1.66	95.23 %	31,447.40	20.00 %	6,289.48	0.00 %	6,289.48
DPM2	44.57	41.04	-2.01	92.07 %	41,999.80	15.00 %	6,299.97	0.00 %	6,299.97
KGM1	35.88	31.26	-3.10	87.14 %	38,758.60	10.00 %	3,875.86	0.00 %	3,875.86
ANR1	18.43	15.98	-2.30	86.69 %	23,046.50	10.00 %	2,304.65	0.00 %	2,304.65
PLI1	77.19	66.78	-4.08	86.51 %	78,060.10	10.00 %	7,806.01	0.00 %	7,806.01
CBE1	51.35	44.28	-5.06	86.22 %	43,246.60	10.00 %	4,324.66	0.00 %	4,324.66
SNR1	62.75	53.51	-3.82	85.27 %	57,877.10	10.00 %	5,787.71	0.00 %	5,787.71
KGI1	66.19	55.51	-2.07	83.86 %	32,069.50	10.00 %	3,206.95	0.00 %	3,206.95
PDM1	31.28	25.84	-3.51	82.59 %	19,668.80	10.00 %	1,966.88	0.00 %	1,966.88
UAM1	109.07	89.31	-2.72	81.88 %	64,627.90	10.00 %	6,462.79	0.00 %	6,462.79
CBE4	87.75	71.39	-3.62	81.36 %	85,562.20	10.00 %	8,556.22	0.00 %	8,556.22
TPR2	93.69	72.72	-5.02	77.62 %	58,321.20	0.00 %		0.00 %	
CBE2	293.75	226.76	-4.28	77.19 %	196,615.60	0.00 %		0.00 %	
TPR4	48.80	37.55	-3.45	76.94 %	32,822.60	0.00 %		0.00 %	
CNR1	55.50	41.06	-1.55	73.98 %	41,353.20	0.00 %		0.00 %	
SYM2	43.06	30.62	-2.84	71.11 %	29,242.20	0.00 %		0.00 %	
CBE3	33.41	22.72	-3.32	68.00 %	33,872.80	0.00 %		0.00 %	
TPR1	88.19	55.15	-3.79	62.53 %	42,158.90	0.00 %		0.00 %	
MPM1	65.65	40.16	-3.44	61.18 %	48,284.60	0.00 %		0.00 %	
KMR1	109.07	65.38	-1.81	59.95 %	77,272.80	0.00 %		0.00 %	
AVI1	50.63	28.93	-3.69	57.13 %	30,395.50	0.00 %		0.00 %	
TPR3	61.30	33.50	-2.73	54.65 %	45,252.80	0.00 %		0.00 %	
CBE6	87.89	43.22	-3.56	49.18 %	54,576.70	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	52.09	42.25	-5.54	81.10 %	27,799.20	10.00 %	2,779.92	0.00 %	2,779.92
TVP1	170.41	122.51	-9.61	71.89 %	82,235.90	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	223.20	6.06	0.00 %	(6,712.00)	0.00 %		0.00 %	
GHUB	0.00	330.91	0.73	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	6.19	9.39	0.00 %	0.00	0.00 %		0.00 %	
NASD	0.00	0.37	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	25.08	4.84	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	27.44	4.88	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	17.55	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.01)	-11.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	75.44	1.34	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.02)	-5.34	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.11	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	-6.74	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.02)	-8.49	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	17.28	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	27.59	6.77	0.00 %	0.00	0.00 %		0.00 %	