

Accu.Target 27,933.43 L	Sales 23,288.18 L	Achieved % 83.37 %	HO Budget+ % 6.63 %	Total Com. 210.04 L
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Note : Sales Period is From :01-Aug-2025 To :26-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	223.73	225.93	100.98 %	0.00	6.63 %	0.00
SOUTH ARCOT	2,067.80	1,867.30	90.30 %	54,000.00	6.63 %	54,000.00
NORTH ARCOT	2,122.86	1,901.10	89.55 %	0.00	6.63 %	57,000.00
WEST-02	2,585.87	2,256.21	87.25 %	0.00	6.63 %	0.00
TRICHY-01	3,190.11	2,756.47	86.41 %	0.00	6.63 %	0.00
WEST-01	2,076.53	1,784.00	85.91 %	0.00	6.63 %	0.00
SOUTH-01	4,631.59	3,762.10	81.23 %	0.00	6.63 %	0.00
SOUTH-03	3,329.85	2,558.39	76.83 %	0.00	6.63 %	0.00
CHENNAI-02	3,570.72	2,719.76	76.17 %	0.00	6.63 %	0.00
CHENNAI-01	4,134.36	3,137.74	75.89 %	0.00	6.63 %	0.00
OTHERS	0.00	319.18	0.00 %	0.00	0.00 %	0.00
Total	27,933.43	23,288.18	83.37 %		6.63 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	223.73	225.93	100.98%	30,000.00	6.63 %	30,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	741.23	672.94	90.79%	45,000.00	6.63 %	45,000.00
	SA01	711.49	643.87	90.50%	45,000.00	6.63 %	45,000.00
	SA03	615.08	550.49	89.50%	0.00	6.63 %	37,500.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	747.97	693.18	92.68%	45,000.00	6.63 %	45,000.00
	NA03	642.89	569.87	88.64%	0.00	6.63 %	37,500.00
	NA02	732.01	638.05	87.16%	0.00	6.63 %	45,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	573.08	532.02	92.84%	37,500.00	6.63 %	37,500.00
	HSR1	551.94	497.29	90.10%	30,000.00	6.63 %	30,000.00
	SLM1	765.74	657.70	85.89%	0.00	6.63 %	45,000.00
	ERD1	695.11	569.20	81.89%	0.00	6.63 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	684.08	668.18	97.68%	45,000.00	6.63 %	90,000.00
	TNJ1	676.81	624.78	92.31%	45,000.00	6.63 %	45,000.00
	PTK1	609.07	530.91	87.17%	0.00	6.63 %	37,500.00
	TRY1	1,220.15	932.59	76.43%	0.00	6.63 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	235.02	230.40	98.03%	15,000.00	6.63 %	30,000.00
	UAM1	385.49	351.48	91.18%	22,500.00	6.63 %	22,500.00
	CBE1	917.11	770.70	84.04%	0.00	6.63 %	52,500.00
	TPR1	243.12	203.97	83.90%	0.00	6.63 %	0.00
	PLI1	295.79	227.46	76.90%	0.00	6.63 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	607.03	549.92	90.59%	37,500.00	6.63 %	37,500.00
	KVT1	769.19	666.20	86.61%	0.00	6.63 %	45,000.00
	TUT1	1,063.56	877.34	82.49%	0.00	6.63 %	0.00
	TVL1	770.26	618.61	80.31%	0.00	6.63 %	0.00
	VNR1	548.01	437.66	79.86%	0.00	6.63 %	0.00
	NGR1	873.53	612.37	70.10%	0.00	6.63 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	536.58	431.22	80.36%	0.00	6.63 %	0.00
	MDU2	960.61	766.29	79.77%	0.00	6.63 %	0.00
	KKD2	690.79	543.18	78.63%	0.00	6.63 %	0.00
	DGL1	1,016.99	740.24	72.79%	0.00	6.63 %	0.00
	KRR1	124.88	77.46	62.03%	0.00	6.63 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	990.47	806.92	81.47%	0.00	6.63 %	0.00
	CH01	914.36	693.87	75.89%	0.00	6.63 %	0.00
	CH07	912.53	683.19	74.87%	0.00	6.63 %	0.00
	CH09	753.36	535.77	71.12%	0.00	6.63 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	788.19	652.06	82.73%	0.00	6.63 %	0.00
	CH05	1,061.39	868.36	81.81%	0.00	6.63 %	0.00
	CH06	1,363.91	972.75	71.32%	0.00	6.63 %	0.00
	CH08	920.86	644.58	70.00%	0.00	6.63 %	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	22.47	38.65	0.00	172.02 %	23,642.30	40.00 %	9,456.92	6.63 %	9,456.92
PAS1	49.57	52.16	0.00	105.23 %	43,085.50	25.00 %	10,771.38	6.63 %	12,925.65
TVP1	151.70	135.12	0.17	89.07 %	95,226.40	10.00 %	9,522.64	6.63 %	19,045.28
SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VPM2	104.03	123.53	0.18	118.74 %	78,995.10	30.00 %	23,698.53	6.63 %	31,598.04
KML1	52.43	58.50	0.28	111.58 %	38,602.10	30.00 %	11,580.63	6.63 %	11,580.63
TRK1	116.18	129.49	0.21	111.46 %	121,957.30	30.00 %	36,587.19	6.63 %	36,587.19
NVL2	114.31	125.42	0.12	109.72 %	97,672.50	25.00 %	24,418.13	6.63 %	29,301.75
POY2	156.77	162.87	0.10	103.89 %	114,787.30	25.00 %	28,696.83	6.63 %	34,436.19
CDM1	127.10	128.65	0.41	101.22 %	112,186.20	25.00 %	28,046.55	6.63 %	28,046.55
POY1	175.58	167.03	0.08	95.13 %	170,351.70	20.00 %	34,070.34	6.63 %	42,587.93
ULP1	110.29	96.15	0.13	87.18 %	77,811.80	10.00 %	7,781.18	6.63 %	11,671.77
TDM1	89.62	77.97	0.28	87.00 %	47,133.70	10.00 %	4,713.37	6.63 %	7,070.06
KLM1	111.21	96.02	0.04	86.34 %	98,224.00	10.00 %	9,822.40	6.63 %	14,733.60
CUD1	216.81	181.23	0.08	83.59 %	158,478.80	10.00 %	15,847.88	6.63 %	15,847.88
VCM1	68.58	56.96	0.04	83.06 %	42,067.60	10.00 %	4,206.76	6.63 %	4,206.76
KKI2	132.58	109.87	0.13	82.87 %	78,854.00	10.00 %	7,885.40	6.63 %	7,885.40
SJI1	98.46	78.98	0.08	80.22 %	49,788.30	10.00 %	4,978.83	6.63 %	4,978.83
VPM1	43.21	33.64	0.28	77.85 %	22,245.10	0.00 %		6.63 %	2,224.51
PRT1	86.29	63.13	0.09	73.16 %	54,607.00	0.00 %		6.63 %	
MKM1	51.11	36.72	0.09	71.84 %	35,546.10	0.00 %		6.63 %	
STP1	49.64	34.25	0.29	68.99 %	25,276.60	0.00 %		6.63 %	
TVM2	90.96	61.70	0.00	67.83 %	32,363.20	0.00 %		6.63 %	
TVM1	72.62	45.18	0.39	62.21 %	27,124.50	0.00 %		6.63 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	55.40	66.46	0.07	119.98 %	50,261.00	30.00 %	15,078.30	6.63 %	20,104.40
BGR1	38.26	44.80	0.12	117.08 %	44,940.00	30.00 %	13,482.00	6.63 %	17,976.00
ANI1	43.21	47.73	0.03	110.45 %	37,494.90	30.00 %	11,248.47	6.63 %	11,248.47
ARC2	68.27	72.79	0.02	106.62 %	57,040.50	25.00 %	14,260.13	6.63 %	17,112.15
CPT1	44.22	46.90	0.03	106.06 %	49,117.90	25.00 %	12,279.48	6.63 %	14,735.37
TRR1	130.41	134.96	0.18	103.49 %	104,667.40	25.00 %	26,166.85	6.63 %	31,400.22
KPM1	76.73	78.66	0.16	102.53 %	66,131.90	25.00 %	16,532.98	6.63 %	16,532.98
AKM1	97.23	95.43	0.02	98.15 %	98,525.70	20.00 %	19,705.14	6.63 %	24,631.43
SLG1	50.87	49.88	0.01	98.05 %	51,333.60	20.00 %	10,266.72	6.63 %	12,833.40
GDM1	66.90	63.16	0.00	94.42 %	56,323.40	15.00 %	8,448.51	6.63 %	14,080.85
WJP1	67.91	62.75	0.13	92.40 %	57,353.90	15.00 %	8,603.09	6.63 %	11,470.78
PLR1	43.52	40.02	0.05	91.96 %	31,405.30	15.00 %	4,710.80	6.63 %	6,281.06
SBR1	115.72	105.59	0.22	91.25 %	113,824.70	15.00 %	17,073.71	6.63 %	22,764.94
KPM2	244.89	220.29	0.05	89.96 %	151,962.90	10.00 %	15,196.29	6.63 %	30,392.58
TRL1	148.10	133.18	0.35	89.93 %	112,527.30	10.00 %	11,252.73	6.63 %	22,505.46
VEL1	126.94	108.17	0.09	85.21 %	111,795.10	10.00 %	11,179.51	6.63 %	16,769.27
CGM1	74.02	62.05	0.04	83.83 %	43,342.30	10.00 %	4,334.23	6.63 %	4,334.23
VSI1	84.06	68.24	0.13	81.18 %	86,010.40	10.00 %	8,601.04	6.63 %	8,601.04
CYR1	60.23	48.42	0.01	80.39 %	51,276.40	10.00 %	5,127.64	6.63 %	5,127.64
UGI1	57.29	45.93	0.09	80.17 %	40,328.40	10.00 %	4,032.84	6.63 %	4,032.84
PTU1	31.80	24.30	0.00	76.41 %	16,655.90	0.00 %		6.63 %	1,665.59
WJD1	89.51	67.11	0.04	74.98 %	63,071.80	0.00 %		6.63 %	6,307.18
VEL2	149.37	105.83	0.06	70.85 %	113,648.80	0.00 %		6.63 %	
TRT1	72.57	51.05	0.26	70.34 %	40,166.70	0.00 %		6.63 %	
ABR1	85.45	57.40	0.25	67.17 %	61,486.20	0.00 %		6.63 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	41.57	55.43	0.00	133.36 %	54,788.80	40.00 %	21,915.52	6.63 %	21,915.52
SLM2	68.59	76.57	0.13	111.64 %	58,085.00	30.00 %	17,425.50	6.63 %	17,425.50
PMP1	56.59	61.79	0.25	109.20 %	45,225.80	25.00 %	11,306.45	6.63 %	13,567.74
TRM1	87.81	89.65	0.01	102.10 %	77,402.50	25.00 %	19,350.63	6.63 %	19,350.63
OML1	77.17	78.42	0.58	101.62 %	63,449.60	25.00 %	15,862.40	6.63 %	15,862.40
TCG1	44.48	44.97	0.02	101.12 %	33,772.70	25.00 %	8,443.18	6.63 %	8,443.18
HRR1	59.37	59.25	0.13	99.79 %	39,778.90	20.00 %	7,955.78	6.63 %	9,944.73
KVP1	47.24	46.81	0.00	99.07 %	41,969.30	20.00 %	8,393.86	6.63 %	10,492.33
VPD1	79.79	77.33	0.06	96.92 %	85,000.60	20.00 %	17,000.12	6.63 %	21,250.15
MCR1	78.42	75.33	0.00	96.07 %	76,947.00	20.00 %	15,389.40	6.63 %	19,236.75
NKL2	100.18	95.87	0.01	95.70 %	106,109.90	20.00 %	21,221.98	6.63 %	26,527.48
ATU1	96.62	89.78	0.15	92.92 %	65,670.60	15.00 %	9,850.59	6.63 %	13,134.12
DPR1	43.58	40.24	0.03	92.33 %	32,444.60	15.00 %	4,866.69	6.63 %	6,488.92
KRI1	77.11	70.78	0.13	91.78 %	58,120.30	15.00 %	8,718.05	6.63 %	11,624.06
EPI1	66.92	60.91	0.26	91.02 %	59,829.70	15.00 %	8,974.46	6.63 %	11,965.94
EDP1	43.11	39.03	0.19	90.53 %	23,956.40	15.00 %	3,593.46	6.63 %	4,791.28
PLC1	54.02	48.75	0.00	90.24 %	47,232.90	15.00 %	7,084.94	6.63 %	9,446.58
RSP1	63.49	55.71	0.43	87.75 %	59,159.30	10.00 %	5,915.93	6.63 %	8,873.90
MTR1	112.03	94.54	0.04	84.39 %	95,949.40	10.00 %	9,594.94	6.63 %	14,392.41
ERD1	150.38	126.32	0.12	84.00 %	103,855.80	10.00 %	10,385.58	6.63 %	10,385.58
BMD1	59.58	49.91	0.00	83.77 %	45,945.10	10.00 %	4,594.51	6.63 %	4,594.51
HSR2	156.29	128.43	0.15	82.18 %	101,377.70	10.00 %	10,137.77	6.63 %	10,137.77
DPR2	55.12	44.68	0.00	81.05 %	41,257.40	10.00 %	4,125.74	6.63 %	4,125.74
CMI1	34.20	27.58	0.00	80.65 %	36,541.90	10.00 %	3,654.19	6.63 %	3,654.19
SGG1	27.97	22.25	0.00	79.55 %	20,334.50	0.00 %		6.63 %	2,033.45
SLM3	122.42	96.99	0.14	79.23 %	73,542.70	0.00 %		6.63 %	7,354.27
SLM1	225.65	176.51	0.06	78.23 %	122,769.30	0.00 %		6.63 %	12,276.93
ERD2	135.24	104.43	0.12	77.22 %	125,529.30	0.00 %		6.63 %	12,552.93
PDR1	36.30	27.11	0.40	74.68 %	35,768.90	0.00 %		6.63 %	
HSR1	119.12	85.31	0.42	71.61 %	86,017.40	0.00 %		6.63 %	
VKL1	46.93	31.40	0.12	66.91 %	37,627.30	0.00 %		6.63 %	
APN1	62.65	40.58	0.18	64.78 %	52,398.60	0.00 %		6.63 %	
KMM1	55.95	33.56	0.29	59.98 %	34,611.20	0.00 %		6.63 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	51.20	59.59	0.22	116.39 %	48,231.30	30.00 %	14,469.39	6.63 %	19,292.52
PDK1	53.69	59.14	0.03	110.16 %	53,853.30	30.00 %	16,155.99	6.63 %	16,155.99
TVR2	133.08	144.36	0.03	108.48 %	108,050.50	25.00 %	27,012.63	6.63 %	32,415.15
KIK1	77.14	82.68	-0.20	107.17 %	83,529.70	25.00 %	20,882.43	6.63 %	25,058.91
KRN1	48.94	51.76	-0.04	105.76 %	52,640.80	25.00 %	13,160.20	6.63 %	15,792.24
TTP1	87.36	92.27	0.04	105.62 %	72,142.90	25.00 %	18,035.73	6.63 %	21,642.87
MVM1	158.79	166.01	0.08	104.54 %	177,352.00	25.00 %	44,338.00	6.63 %	53,205.60
NCK1	39.67	41.00	0.00	103.34 %	29,268.00	25.00 %	7,317.00	6.63 %	8,780.40
MDI1	137.78	140.79	0.01	102.18 %	117,744.70	25.00 %	29,436.18	6.63 %	29,436.18
TRY3	81.25	82.71	0.04	101.79 %	64,099.70	25.00 %	16,024.93	6.63 %	16,024.93
AYR1	68.40	67.13	0.09	98.15 %	52,057.60	20.00 %	10,411.52	6.63 %	13,014.40
ORU1	62.97	58.80	0.00	93.38 %	62,664.60	15.00 %	9,399.69	6.63 %	12,532.92
JKM1	93.68	85.05	0.09	90.79 %	65,259.60	15.00 %	9,788.94	6.63 %	13,051.92
PBR2	197.71	178.84	-0.05	90.45 %	132,431.80	15.00 %	19,864.77	6.63 %	26,486.36
TYR1	117.39	100.76	0.06	85.83 %	75,072.70	10.00 %	7,507.27	6.63 %	11,260.91
TNJ2	155.16	132.70	0.16	85.53 %	114,465.10	10.00 %	11,446.51	6.63 %	17,169.77
KUM1	207.66	172.17	0.10	82.91 %	154,110.00	10.00 %	15,411.00	6.63 %	15,411.00
TNJ1	210.52	172.57	0.11	81.98 %	131,653.90	10.00 %	13,165.39	6.63 %	13,165.39
PTK1	147.92	120.94	0.29	81.76 %	100,974.00	10.00 %	10,097.40	6.63 %	10,097.40
MSI1	69.92	56.84	0.00	81.30 %	51,742.60	10.00 %	5,174.26	6.63 %	5,174.26
PBR1	62.92	50.70	0.06	80.58 %	38,439.20	10.00 %	3,843.92	6.63 %	3,843.92
APM1	50.77	39.62	0.12	78.05 %	38,372.80	0.00 %		6.63 %	3,837.28
NMM1	68.73	52.35	-0.02	76.16 %	65,270.10	0.00 %		6.63 %	6,527.01
NGT1	116.51	84.95	0.09	72.91 %	66,843.60	0.00 %		6.63 %	
TRY1	610.22	423.36	0.06	69.38 %	287,954.80	0.00 %		6.63 %	
TRY2	80.73	39.39	0.16	48.79 %	33,417.50	0.00 %		6.63 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	31.91	38.78	0.09	121.51 %	48,011.10	40.00 %	19,204.44	6.63 %	19,204.44
KMD1	34.52	38.99	0.00	112.95 %	63,752.60	30.00 %	19,125.78	6.63 %	25,501.04
KGI1	58.85	63.91	0.00	108.60 %	44,691.50	25.00 %	11,172.88	6.63 %	13,407.45
PDM1	32.96	35.15	0.15	106.63 %	40,516.50	25.00 %	10,129.13	6.63 %	12,154.95
CBE6	62.93	66.84	0.07	106.21 %	75,556.40	25.00 %	18,889.10	6.63 %	22,666.92
ANR1	16.34	17.22	0.24	105.37 %	22,709.40	25.00 %	5,677.35	6.63 %	6,812.82
DPM2	50.19	52.27	0.06	104.15 %	56,603.20	25.00 %	14,150.80	6.63 %	16,980.96
GBM1	45.11	46.67	0.37	103.46 %	32,332.80	25.00 %	8,083.20	6.63 %	9,699.84
CBE1	66.13	66.86	-0.07	101.10 %	79,840.40	25.00 %	19,960.10	6.63 %	19,960.10
MPM1	62.28	61.28	0.14	98.39 %	74,613.10	20.00 %	14,922.62	6.63 %	18,653.28
TPR3	43.45	42.52	-0.08	97.87 %	67,185.80	20.00 %	13,437.16	6.63 %	16,796.45
AVI1	50.67	47.67	0.33	94.09 %	42,908.10	15.00 %	6,436.22	6.63 %	10,727.03
GDR1	47.60	44.23	-0.04	92.93 %	32,022.30	15.00 %	4,803.35	6.63 %	6,404.46
KMR1	145.16	133.72	-0.23	92.12 %	145,155.90	15.00 %	21,773.39	6.63 %	29,031.18
TPR4	42.82	37.94	0.29	88.59 %	34,945.10	10.00 %	3,494.51	6.63 %	5,241.77
SYM2	48.18	42.13	0.00	87.44 %	41,724.70	10.00 %	4,172.47	6.63 %	6,258.71
CNR1	51.39	44.79	0.00	87.17 %	37,565.60	10.00 %	3,756.56	6.63 %	5,634.84
CBE2	346.79	297.10	0.28	85.67 %	247,133.40	10.00 %	24,713.34	6.63 %	37,070.01
TPR2	106.99	91.58	0.06	85.59 %	71,893.50	10.00 %	7,189.35	6.63 %	10,784.03
SUL1	55.67	46.81	0.17	84.09 %	65,139.60	10.00 %	6,513.96	6.63 %	6,513.96
KGM1	35.24	29.63	0.20	84.08 %	31,924.40	10.00 %	3,192.44	6.63 %	3,192.44
TPR1	92.68	69.87	0.03	75.39 %	73,330.90	0.00 %		6.63 %	7,333.09
UAM1	130.85	98.27	0.09	75.11 %	74,562.80	0.00 %		6.63 %	7,456.28
CBE3	40.13	28.52	-0.10	71.07 %	36,322.10	0.00 %		6.63 %	
CBE4	110.47	76.34	0.02	69.11 %	102,229.80	0.00 %		6.63 %	
UMP1	64.76	41.49	0.00	64.08 %	28,026.60	0.00 %		6.63 %	
PLI1	112.64	68.92	0.00	61.18 %	65,600.60	0.00 %		6.63 %	
SNR1	89.84	54.51	0.01	60.68 %	65,132.70	0.00 %		6.63 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	34.55	78.41	0.15	226.93 %	104,871.00	40.00 %	41,948.40	6.63 %	41,948.40
ERL2	69.97	108.28	0.13	154.75 %	108,668.80	40.00 %	43,467.52	6.63 %	43,467.52
TKS2	154.98	169.36	0.47	109.28 %	128,861.70	25.00 %	32,215.43	6.63 %	38,658.51
PKD1	92.22	93.48	0.16	101.37 %	87,352.40	25.00 %	21,838.10	6.63 %	21,838.10
TKS1	138.57	132.18	0.20	95.39 %	138,136.10	20.00 %	27,627.22	6.63 %	34,534.03
ASM1	61.35	57.28	0.23	93.37 %	67,269.00	15.00 %	10,090.35	6.63 %	13,453.80
KGL1	61.54	56.30	0.23	91.48 %	43,470.50	15.00 %	6,520.58	6.63 %	8,694.10
KYR1	52.66	46.70	0.36	88.67 %	45,001.80	10.00 %	4,500.18	6.63 %	6,750.27
KVT1	218.72	191.56	0.03	87.58 %	226,780.20	10.00 %	22,678.02	6.63 %	34,017.03
RPM1	133.92	115.81	0.20	86.48 %	116,578.50	10.00 %	11,657.85	6.63 %	17,486.78
TVL1	450.44	383.42	0.22	85.12 %	318,948.00	10.00 %	31,894.80	6.63 %	47,842.20
VNR1	59.41	50.39	0.10	84.81 %	43,528.60	10.00 %	4,352.86	6.63 %	6,529.29
RND1	138.02	116.42	0.35	84.35 %	124,258.80	10.00 %	12,425.88	6.63 %	18,638.82
UDN1	57.99	48.71	0.26	84.00 %	40,690.20	10.00 %	4,069.02	6.63 %	4,069.02
TUT1	508.14	422.12	0.14	83.07 %	425,632.30	10.00 %	42,563.23	6.63 %	42,563.23
VNR2	240.78	199.08	0.17	82.68 %	183,950.00	10.00 %	18,395.00	6.63 %	18,395.00
TKY1	78.65	64.88	0.07	82.49 %	65,288.50	10.00 %	6,528.85	6.63 %	6,528.85
TCN1	114.76	92.08	0.33	80.24 %	102,954.70	10.00 %	10,295.47	6.63 %	10,295.47
STU2	47.45	37.70	1.14	79.44 %	29,080.90	0.00 %		6.63 %	2,908.09
SDI1	63.93	50.40	0.31	78.84 %	43,325.60	0.00 %		6.63 %	4,332.56
KSM1	40.15	31.43	0.00	78.28 %	22,493.40	0.00 %		6.63 %	2,249.34
SVK1	142.61	108.72	0.14	76.24 %	95,200.70	0.00 %		6.63 %	9,520.07
TUT2	191.81	145.58	0.32	75.90 %	115,529.20	0.00 %		6.63 %	11,552.92
APK1	105.21	79.47	0.06	75.53 %	102,368.20	0.00 %		6.63 %	10,236.82
PDI1	66.85	49.40	0.03	73.91 %	47,914.60	0.00 %		6.63 %	
ARM1	44.38	32.75	0.86	73.80 %	30,496.70	0.00 %		6.63 %	
VLY1	158.16	114.23	0.21	72.22 %	87,124.70	0.00 %		6.63 %	
SNL1	91.74	65.95	0.40	71.89 %	44,248.60	0.00 %		6.63 %	
NGR1	401.39	281.22	0.19	70.06 %	162,275.30	0.00 %		6.63 %	
SGT1	48.80	32.77	0.00	67.16 %	24,827.60	0.00 %		6.63 %	
MAR1	167.36	107.34	0.08	64.14 %	81,173.40	0.00 %		6.63 %	
COL1	37.26	22.21	0.01	59.61 %	21,213.00	0.00 %		6.63 %	
MMT1	87.18	48.98	0.34	56.19 %	46,416.80	0.00 %		6.63 %	
TVL2	55.93	30.92	0.14	55.28 %	18,016.80	0.00 %		6.63 %	
TYI1	114.20	58.86	0.39	51.54 %	71,548.60	0.00 %		6.63 %	
VKM1	93.83	35.99	0.24	38.35 %	46,517.00	0.00 %		6.63 %	
ERL1	6.68	1.70	2.25	25.48 %	(16,066.00)	0.00 %		6.63 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TEN2	67.09	72.80	0.29	108.52 %	46,595.70	25.00 %	11,648.93	6.63 %	13,978.71
DKI1	80.04	86.10	0.23	107.57 %	114,393.80	25.00 %	28,598.45	6.63 %	34,318.14
MLR1	71.27	73.72	0.09	103.44 %	63,968.60	25.00 %	15,992.15	6.63 %	19,190.58
ADP1	56.13	53.45	0.04	95.22 %	54,279.20	20.00 %	10,855.84	6.63 %	13,569.80
PKM1	42.15	38.50	0.14	91.35 %	37,140.50	15.00 %	5,571.08	6.63 %	7,428.10
SVG1	71.52	63.15	0.16	88.31 %	80,965.20	10.00 %	8,096.52	6.63 %	12,144.78
MDU2	181.88	156.83	0.16	86.23 %	137,088.00	10.00 %	13,708.80	6.63 %	20,563.20
DGL2	62.89	54.18	0.13	86.15 %	58,266.20	10.00 %	5,826.62	6.63 %	8,739.93
CBM1	97.85	83.55	0.11	85.38 %	90,511.20	10.00 %	9,051.12	6.63 %	13,576.68
DGL1	219.06	186.33	0.31	85.06 %	168,087.50	10.00 %	16,808.75	6.63 %	25,213.13
TPT1	78.96	66.90	-0.10	84.73 %	105,955.70	10.00 %	10,595.57	6.63 %	15,893.36
MDU6	142.71	119.92	0.20	84.03 %	97,829.20	10.00 %	9,782.92	6.63 %	9,782.92
PVI1	75.55	63.37	0.25	83.88 %	77,461.00	10.00 %	7,746.10	6.63 %	7,746.10
PNI1	42.36	35.53	0.31	83.88 %	26,807.60	10.00 %	2,680.76	6.63 %	2,680.76
MPA1	85.10	69.04	0.06	81.13 %	86,088.80	10.00 %	8,608.88	6.63 %	8,608.88
TDI1	61.16	49.49	0.19	80.92 %	60,140.30	10.00 %	6,014.03	6.63 %	6,014.03
NKI1	49.58	39.64	0.09	79.96 %	49,927.80	0.00 %		6.63 %	4,992.78
PNV1	40.47	31.61	0.00	78.12 %	31,987.10	0.00 %		6.63 %	3,198.71
BNR1	61.72	47.94	0.06	77.67 %	49,069.00	0.00 %		6.63 %	4,906.90
TEN1	95.95	73.71	0.45	76.82 %	60,170.40	0.00 %		6.63 %	6,017.04
SGP1	62.87	47.96	0.12	76.29 %	80,294.80	0.00 %		6.63 %	8,029.48
TMM1	108.43	81.34	0.02	75.02 %	61,380.50	0.00 %		6.63 %	6,138.05
USL1	92.98	68.96	0.15	74.17 %	64,297.80	0.00 %		6.63 %	
MDU4	92.96	68.47	0.14	73.66 %	58,974.70	0.00 %		6.63 %	
CMR1	50.10	35.41	0.02	70.68 %	25,788.60	0.00 %		6.63 %	
ATG1	142.00	99.84	0.19	70.31 %	118,005.80	0.00 %		6.63 %	
BTU1	40.70	28.34	0.52	69.64 %	32,127.20	0.00 %		6.63 %	
ODM1	53.01	35.93	0.00	67.78 %	30,371.20	0.00 %		6.63 %	
MDU1	461.50	309.29	0.16	67.02 %	240,599.50	0.00 %		6.63 %	
KKD2	100.52	66.32	0.13	65.98 %	83,408.80	0.00 %		6.63 %	
NTM1	58.79	38.66	0.27	65.76 %	33,192.50	0.00 %		6.63 %	
MNM1	49.22	31.59	0.08	64.17 %	42,007.90	0.00 %		6.63 %	
KPT1	59.97	37.57	0.01	62.65 %	37,929.60	0.00 %		6.63 %	
KRR1	71.88	41.53	0.00	57.78 %	52,892.80	0.00 %		6.63 %	
MDU5	87.29	47.21	0.06	54.08 %	65,024.70	0.00 %		6.63 %	
MDU3	114.21	54.20	0.48	47.46 %	44,630.40	0.00 %		6.63 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	74.92	77.56	0.36	103.52 %	63,140.40	25.00 %	15,785.10	6.63 %	18,942.12
MC05	51.25	50.99	0.01	99.51 %	18,048.60	20.00 %	3,609.72	6.63 %	4,512.15
CH44	108.84	106.27	0.22	97.64 %	82,628.20	20.00 %	16,525.64	6.63 %	20,657.05
CH27	43.04	40.93	0.86	95.09 %	40,979.10	15.00 %	6,146.87	6.63 %	10,244.78
MJR1	156.81	139.09	0.21	88.70 %	100,785.60	10.00 %	10,078.56	6.63 %	15,117.84
CH23	70.18	61.68	0.02	87.89 %	47,813.90	10.00 %	4,781.39	6.63 %	7,172.09
CH43	101.68	87.24	0.20	85.80 %	92,415.60	10.00 %	9,241.56	6.63 %	13,862.34
CH34	146.73	125.76	0.12	85.71 %	108,443.50	10.00 %	10,844.35	6.63 %	16,266.53
CH12	182.16	155.88	0.57	85.58 %	144,447.20	10.00 %	14,444.72	6.63 %	21,667.08
CH06	144.99	123.85	0.06	85.42 %	113,412.40	10.00 %	11,341.24	6.63 %	17,011.86
CH41	114.79	92.57	0.35	80.64 %	83,324.90	10.00 %	8,332.49	6.63 %	8,332.49
CH03	344.26	277.49	0.27	80.60 %	256,662.10	10.00 %	25,666.21	6.63 %	25,666.21
PON1	79.64	63.62	0.23	79.88 %	65,027.50	0.00 %		6.63 %	6,502.75
CH31	54.59	43.29	0.45	79.29 %	40,934.40	0.00 %		6.63 %	4,093.44
CH15	387.16	292.44	0.19	75.53 %	243,169.80	0.00 %		6.63 %	24,316.98
CH18	188.93	140.28	0.31	74.25 %	160,920.80	0.00 %		6.63 %	
CH17	77.62	57.32	0.22	73.85 %	67,801.60	0.00 %		6.63 %	
CH33	132.88	97.14	0.21	73.11 %	88,560.00	0.00 %		6.63 %	
CH32	32.11	22.21	2.31	69.17 %	16,474.00	0.00 %		6.63 %	
CH20	193.52	132.50	0.32	68.47 %	102,351.60	0.00 %		6.63 %	
GPD1	120.18	79.78	0.10	66.39 %	46,305.70	0.00 %		6.63 %	
CH21	252.11	163.85	0.19	64.99 %	122,644.00	0.00 %		6.63 %	
CH46	78.24	50.48	0.36	64.52 %	49,064.20	0.00 %		6.63 %	
CH36	63.63	40.77	0.09	64.07 %	29,534.40	0.00 %		6.63 %	
CH09	149.14	88.51	0.06	59.35 %	82,665.30	0.00 %		6.63 %	
MC06	38.23	22.50	1.03	58.84 %	13,396.90	0.00 %		6.63 %	
CH24	147.14	78.25	0.35	53.18 %	82,695.00	0.00 %		6.63 %	
MC08	17.60	5.51	0.00	31.31 %	1,228.20	0.00 %		6.63 %	
CH01	18.36	2.00	0.00	10.91 %	1,720.20	0.00 %		6.63 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	50.69	54.24	0.25	107.01 %	47,151.00	25.00 %	11,787.75	6.63 %	14,145.30
TKM1	64.17	67.32	0.12	104.91 %	80,076.20	25.00 %	20,019.05	6.63 %	24,022.86
GUD2	112.95	107.87	0.03	95.50 %	79,730.60	20.00 %	15,946.12	6.63 %	19,932.65
MRM1	100.17	95.17	0.22	95.01 %	98,659.00	15.00 %	14,798.85	6.63 %	24,664.75
CH30	167.18	158.15	0.60	94.60 %	88,455.80	15.00 %	13,268.37	6.63 %	22,113.95
CH45	119.78	111.27	0.16	92.89 %	115,470.50	15.00 %	17,320.58	6.63 %	23,094.10
CH48	158.00	137.64	0.14	87.12 %	177,275.90	10.00 %	17,727.59	6.63 %	26,591.39
CH35	98.66	84.77	0.13	85.92 %	66,616.50	10.00 %	6,661.65	6.63 %	9,992.48
GUD1	128.12	109.42	0.32	85.41 %	146,688.60	10.00 %	14,668.86	6.63 %	22,003.29
CH11	145.91	122.16	0.36	83.72 %	97,221.50	10.00 %	9,722.15	6.63 %	9,722.15
CH28	145.87	118.53	0.18	81.26 %	170,609.70	10.00 %	17,060.97	6.63 %	17,060.97
CH05	243.49	195.19	0.19	80.16 %	161,377.50	10.00 %	16,137.75	6.63 %	16,137.75
CH16	289.37	228.42	0.18	78.94 %	240,053.00	0.00 %		6.63 %	24,005.30
CH08	250.20	197.36	0.39	78.88 %	258,173.60	0.00 %		6.63 %	25,817.36
KNR1	97.16	75.73	0.01	77.94 %	74,112.70	0.00 %		6.63 %	7,411.27
CH14	294.64	227.18	0.24	77.10 %	202,664.80	0.00 %		6.63 %	20,266.48
CH19	200.82	152.56	0.31	75.97 %	141,877.30	0.00 %		6.63 %	14,187.73
SKL1	96.04	72.35	0.32	75.34 %	105,518.70	0.00 %		6.63 %	10,551.87
MC10	44.64	33.19	0.09	74.35 %	19,511.10	0.00 %		6.63 %	
AVD1	159.87	118.37	0.99	74.04 %	98,883.30	0.00 %		6.63 %	
CH38	96.86	66.27	0.11	68.42 %	82,137.20	0.00 %		6.63 %	
CH26	46.87	30.45	0.08	64.97 %	29,635.10	0.00 %		6.63 %	
CH22	147.05	94.53	0.17	64.28 %	99,845.40	0.00 %		6.63 %	
CH07	209.95	132.41	0.38	63.07 %	127,352.30	0.00 %		6.63 %	
CH42	222.12	134.67	0.19	60.63 %	136,209.10	0.00 %		6.63 %	
CH40	106.05	62.39	0.26	58.83 %	31,558.90	0.00 %		6.63 %	
CH39	98.69	55.92	0.60	56.66 %	64,026.80	0.00 %		6.63 %	
MC09	28.75	13.86	0.00	48.22 %	10,099.10	0.00 %		6.63 %	
CGL1	122.33	55.47	0.59	45.34 %	60,442.10	0.00 %		6.63 %	
CH29	50.73	19.27	0.75	37.99 %	24,416.50	0.00 %		6.63 %	
MC02	37.22	5.61	0.00	15.06 %	3,063.00	0.00 %		6.63 %	
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 %	6,963.20	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 %	