

Accu.Target 25,219.65 L	Sales 18,676.60 L	Achieved % 74.06 %	HO Budget+ % 15.94 %	Total Com. 174.78 L
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Note : Sales Period is From :01-Sep-2025 To :26-Sep-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	268.83	280.97	104.52 %	0.00	15.94 %	0.00
SOUTH-01	4,575.47	3,481.56	76.09 %	0.00	15.94 %	0.00
WEST-02	2,248.38	1,708.72	76.00 %	0.00	15.94 %	0.00
WEST-01	1,847.99	1,404.24	75.99 %	0.00	15.94 %	0.00
NORTH ARCOT	2,014.08	1,503.27	74.64 %	0.00	15.94 %	0.00
TRICHY-01	2,589.35	1,894.49	73.16 %	0.00	15.94 %	0.00
CHENNAI-02	3,276.79	2,263.56	69.08 %	0.00	15.94 %	0.00
CHENNAI-01	3,450.83	2,375.70	68.84 %	0.00	15.94 %	0.00
SOUTH-03	2,954.88	2,015.93	68.22 %	0.00	15.94 %	0.00
SOUTH ARCOT	1,993.05	1,356.34	68.05 %	0.00	15.94 %	0.00
OTHERS	0.00	391.82	0.00 %	0.00	0.00 %	0.00
Total	25,219.65	18,676.60	74.06 %		15.94 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	268.83	280.97	104.52%	30,000.00	15.94 %	60,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	768.18	625.99	81.49%	0.00	15.94 %	45,000.00
	TUT1	924.57	748.87	81.00%	0.00	15.94 %	52,500.00
	NGR1	718.99	548.40	76.27%	0.00	15.94 %	37,500.00
	TKS1	680.89	511.70	75.15%	0.00	15.94 %	0.00
	TVL1	896.27	665.24	74.22%	0.00	15.94 %	0.00
	VNR1	586.58	381.36	65.01%	0.00	15.94 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	473.99	399.95	84.38%	0.00	15.94 %	45,000.00
	HSR1	449.49	373.32	83.05%	0.00	15.94 %	22,500.00
	SLM1	701.84	495.97	70.67%	0.00	15.94 %	0.00
	ERD1	623.06	439.48	70.54%	0.00	15.94 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	347.90	292.66	84.12%	0.00	15.94 %	30,000.00
	TPR4	226.32	188.17	83.14%	0.00	15.94 %	7,500.00
	PLI1	230.49	178.23	77.33%	0.00	15.94 %	7,500.00
	CBE1	798.15	576.03	72.17%	0.00	15.94 %	0.00
	TPR1	245.14	169.14	69.00%	0.00	15.94 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	690.84	547.58	79.26%	0.00	15.94 %	37,500.00
	NA03	577.21	417.65	72.36%	0.00	15.94 %	0.00
	NA01	746.03	538.04	72.12%	0.00	15.94 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PTK1	455.95	350.76	76.93%	0.00	15.94 %	22,500.00
	KUM1	546.48	415.74	76.08%	0.00	15.94 %	30,000.00
	TNJ1	576.58	413.54	71.72%	0.00	15.94 %	0.00
	TRY1	1,010.33	714.45	70.71%	0.00	15.94 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	894.18	662.64	74.11%	0.00	15.94 %	0.00
	CH01	881.95	617.93	70.06%	0.00	15.94 %	0.00
	CH07	856.81	565.86	66.04%	0.00	15.94 %	0.00
	CH09	643.84	417.13	64.79%	0.00	15.94 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	1,099.65	787.03	71.57%	0.00	15.94 %	0.00
	CH03	674.57	474.99	70.41%	0.00	15.94 %	0.00
	CH05	876.61	614.42	70.09%	0.00	15.94 %	0.00
	CH08	800.00	499.26	62.41%	0.00	15.94 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	612.79	539.05	87.97%	0.00	15.94 %	75,000.00
	SVG1	499.03	332.43	66.62%	0.00	15.94 %	0.00
	KRR1	101.24	65.24	64.45%	0.00	15.94 %	0.00
	MDU2	869.46	549.76	63.23%	0.00	15.94 %	0.00
	DGL1	872.37	529.44	60.69%	0.00	15.94 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	624.30	452.28	72.45%	0.00	15.94 %	0.00
	SA01	651.97	458.57	70.34%	0.00	15.94 %	0.00
	SA02	716.78	445.48	62.15%	0.00	15.94 %	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	152.73	0.00%	0.00	0.00 %	0.00
	HO01	0.00	124.58	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	23.69	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	25.71	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	16.15	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	23.74	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	53.02	71.12	0.12	134.13 %	55,185.60	40.00 %	22,074.24	15.94 %	22,074.24
TVP1	144.38	162.59	0.34	112.62 %	102,701.00	30.00 %	30,810.30	15.94 %	41,080.40
KLR1	71.43	47.26	0.32	66.16 %	41,833.60	0.00 %		15.94 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TYI1	56.75	63.75	0.18	112.33 %	74,893.60	30.00 %	22,468.08	15.94 %	29,957.44
ERL2	61.46	67.73	0.08	110.21 %	76,017.60	30.00 %	22,805.28	15.94 %	30,407.04
SKD1	39.16	40.74	0.11	104.02 %	49,532.30	25.00 %	12,383.08	15.94 %	19,812.92
KYR1	40.20	38.70	0.39	96.27 %	33,591.30	20.00 %	6,718.26	15.94 %	10,077.39
PKD1	68.39	63.61	0.04	93.01 %	73,512.10	15.00 %	11,026.82	15.94 %	22,053.63
UDN1	53.94	48.26	0.29	89.46 %	40,219.50	10.00 %	4,021.95	15.94 %	10,054.88
RPM1	173.01	153.47	0.05	88.70 %	138,372.50	10.00 %	13,837.25	15.94 %	34,593.13
SDI1	92.91	82.32	0.22	88.60 %	72,723.00	10.00 %	7,272.30	15.94 %	18,180.75
VNR2	178.73	155.73	0.06	87.13 %	140,371.90	10.00 %	14,037.19	15.94 %	35,092.98
KVT1	299.14	256.14	0.42	85.63 %	283,772.00	10.00 %	28,377.20	15.94 %	70,943.00
MAR1	137.88	114.90	0.08	83.33 %	86,313.50	10.00 %	8,631.35	15.94 %	17,262.70
ASM1	52.40	43.64	0.11	83.29 %	51,653.00	10.00 %	5,165.30	15.94 %	10,330.60
TUT2	178.57	145.59	0.16	81.53 %	124,076.10	10.00 %	12,407.61	15.94 %	24,815.22
TKS2	143.89	116.70	0.09	81.10 %	93,068.70	10.00 %	9,306.87	15.94 %	18,613.74
TCN1	95.27	77.26	0.01	81.09 %	76,396.80	10.00 %	7,639.68	15.94 %	15,279.36
KSM1	67.43	53.70	0.03	79.64 %	32,889.40	0.00 %		15.94 %	4,933.41
NGR1	278.12	216.45	0.49	77.83 %	158,971.20	0.00 %		15.94 %	23,845.68
VKM1	54.40	42.13	0.27	77.44 %	57,774.70	0.00 %		15.94 %	8,666.21
VNR1	63.81	48.92	0.00	76.66 %	42,758.20	0.00 %		15.94 %	6,413.73
VLY1	126.90	96.98	0.75	76.42 %	89,214.60	0.00 %		15.94 %	13,382.19
TVL1	617.01	469.52	0.28	76.10 %	323,845.60	0.00 %		15.94 %	48,576.84
MMT1	67.43	49.78	0.10	73.83 %	49,021.90	0.00 %		15.94 %	4,902.19
SVK1	115.99	85.11	0.36	73.38 %	81,854.80	0.00 %		15.94 %	8,185.48
TUT1	478.58	346.29	0.12	72.36 %	352,033.40	0.00 %		15.94 %	35,203.34
PDI1	59.05	42.55	0.11	72.07 %	38,584.80	0.00 %		15.94 %	3,858.48
RND1	146.33	104.42	0.19	71.36 %	129,249.40	0.00 %		15.94 %	12,924.94
KGL1	59.01	41.51	0.11	70.35 %	33,241.80	0.00 %		15.94 %	3,324.18
TKS1	126.26	88.17	0.08	69.83 %	106,336.70	0.00 %		15.94 %	10,633.67
SNL1	72.06	49.60	0.19	68.84 %	43,765.30	0.00 %		15.94 %	4,376.53
TKY1	79.39	53.57	0.13	67.49 %	58,691.90	0.00 %		15.94 %	5,869.19
STU2	48.50	30.65	0.77	63.20 %	33,914.00	0.00 %		15.94 %	
COL1	29.74	18.49	0.42	62.17 %	23,752.60	0.00 %		15.94 %	
ARM1	55.84	32.01	0.47	57.32 %	31,507.00	0.00 %		15.94 %	
TVL2	44.12	23.09	0.06	52.34 %	11,357.00	0.00 %		15.94 %	
APK1	87.66	44.89	0.09	51.20 %	62,391.50	0.00 %		15.94 %	
APK2	140.38	46.71	0.52	33.27 %	44,750.20	0.00 %		15.94 %	
SGT1	85.77	28.50	0.00	33.23 %	21,806.20	0.00 %		15.94 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	40.89	48.62	0.03	118.90 %	43,599.50	30.00 %	13,079.85	15.94 %	17,439.80
NKL2	110.17	116.97	0.22	106.17 %	119,104.90	25.00 %	29,776.23	15.94 %	47,641.96
OML1	61.69	65.30	0.12	105.85 %	53,911.80	25.00 %	13,477.95	15.94 %	21,564.72
PMP1	46.53	46.33	0.13	99.57 %	32,175.90	20.00 %	6,435.18	15.94 %	9,652.77
TRM1	94.34	89.78	0.09	95.17 %	80,091.70	20.00 %	16,018.34	15.94 %	24,027.51
MCR1	59.10	55.57	0.22	94.03 %	54,715.20	15.00 %	8,207.28	15.94 %	16,414.56
EDP1	29.22	26.95	0.00	92.22 %	15,908.40	15.00 %	2,386.26	15.94 %	3,977.10
VPD1	75.17	64.50	0.03	85.80 %	86,865.20	10.00 %	8,686.52	15.94 %	21,716.30
APN1	52.35	43.53	0.00	83.17 %	49,757.90	10.00 %	4,975.79	15.94 %	9,951.58
PLC1	43.22	34.91	0.08	80.77 %	27,682.00	10.00 %	2,768.20	15.94 %	5,536.40
HSR1	83.31	66.98	0.21	80.40 %	60,909.20	10.00 %	6,090.92	15.94 %	12,181.84
HSR2	130.52	104.30	0.06	79.91 %	82,997.50	0.00 %		15.94 %	12,449.63
DPR1	37.49	29.78	0.03	79.42 %	24,132.30	0.00 %		15.94 %	3,619.85
BMD1	43.48	33.92	0.00	78.00 %	37,723.30	0.00 %		15.94 %	5,658.50
HRR1	54.21	41.41	0.37	76.40 %	30,207.80	0.00 %		15.94 %	4,531.17
ERD2	108.01	81.87	0.06	75.79 %	101,543.20	0.00 %		15.94 %	15,231.48
SLM2	66.87	50.64	0.03	75.72 %	41,613.30	0.00 %		15.94 %	4,161.33
VKL1	40.07	29.74	0.34	74.22 %	28,067.60	0.00 %		15.94 %	2,806.76
KVP1	47.21	34.33	0.58	72.73 %	30,466.90	0.00 %		15.94 %	3,046.69
ATU1	85.61	61.53	0.10	71.87 %	51,334.40	0.00 %		15.94 %	5,133.44
MTR1	74.29	52.59	0.00	70.79 %	45,349.80	0.00 %		15.94 %	4,534.98
EPI1	61.06	40.17	0.13	65.79 %	39,537.30	0.00 %		15.94 %	
KRI1	57.81	37.84	1.13	65.47 %	26,167.40	0.00 %		15.94 %	
TCG1	52.03	33.58	0.00	64.53 %	26,632.80	0.00 %		15.94 %	
SLM3	104.94	67.44	0.13	64.27 %	49,329.00	0.00 %		15.94 %	
DPR2	49.39	31.60	0.00	63.99 %	25,076.90	0.00 %		15.94 %	
CMI1	34.46	21.97	0.00	63.76 %	28,421.90	0.00 %		15.94 %	
ERD1	103.36	65.01	0.39	62.89 %	63,386.50	0.00 %		15.94 %	
SLM1	226.62	141.21	0.09	62.31 %	92,677.20	0.00 %		15.94 %	
RSP1	59.07	36.00	0.03	60.95 %	36,848.80	0.00 %		15.94 %	
PDR1	40.46	21.69	0.01	53.61 %	26,410.40	0.00 %		15.94 %	
KMM1	43.86	20.14	0.22	45.92 %	22,766.60	0.00 %		15.94 %	
SGG1	31.56	12.52	0.36	39.68 %	14,826.80	0.00 %		15.94 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	28.36	37.81	0.03	133.33 %	44,527.80	40.00 %	17,811.12	15.94 %	17,811.12
SYM2	34.36	36.00	0.00	104.77 %	47,406.70	25.00 %	11,851.68	15.94 %	18,962.68
GBM1	45.27	45.69	0.16	100.94 %	37,746.90	25.00 %	9,436.73	15.94 %	15,098.76
CNR1	43.50	43.86	0.13	100.82 %	34,961.80	25.00 %	8,740.45	15.94 %	10,488.54
KGI1	51.57	50.78	0.04	98.47 %	31,352.20	20.00 %	6,270.44	15.94 %	9,405.66
CBE3	25.46	23.86	0.00	93.72 %	36,386.80	15.00 %	5,458.02	15.94 %	10,916.04
KMR1	92.95	85.60	0.34	92.09 %	99,001.00	15.00 %	14,850.15	15.94 %	24,750.25
KGM1	34.42	30.75	0.41	89.34 %	28,253.20	10.00 %	2,825.32	15.94 %	7,063.30
DPM2	43.71	38.62	0.00	88.36 %	50,875.00	10.00 %	5,087.50	15.94 %	12,718.75
PDM1	29.89	25.06	0.01	83.85 %	28,635.90	10.00 %	2,863.59	15.94 %	5,727.18
SNR1	59.01	48.93	0.16	82.92 %	63,064.70	10.00 %	6,306.47	15.94 %	12,612.94
UAM1	107.71	86.53	0.03	80.34 %	73,758.40	10.00 %	7,375.84	15.94 %	14,751.68
KMD1	47.18	37.46	0.06	79.40 %	64,551.70	0.00 %		15.94 %	9,682.76
MPM1	55.46	43.07	0.09	77.66 %	53,598.00	0.00 %		15.94 %	8,039.70
UMP1	44.44	34.28	0.10	77.14 %	31,539.00	0.00 %		15.94 %	4,730.85
TPR1	81.47	62.81	0.12	77.09 %	57,805.00	0.00 %		15.94 %	8,670.75
CBE2	285.35	217.26	0.13	76.14 %	199,783.40	0.00 %		15.94 %	29,967.51
TPR3	52.77	39.73	0.04	75.30 %	62,935.80	0.00 %		15.94 %	6,293.58
ANR1	17.38	13.01	0.00	74.89 %	17,824.10	0.00 %		15.94 %	1,782.41
GDR1	42.48	30.97	0.01	72.89 %	21,994.70	0.00 %		15.94 %	2,199.47
SUL1	40.79	28.70	0.03	70.37 %	42,473.40	0.00 %		15.94 %	4,247.34
CBE6	73.93	48.03	0.00	64.97 %	60,006.90	0.00 %		15.94 %	
CBE1	59.22	37.96	0.00	64.10 %	55,935.00	0.00 %		15.94 %	
PLI1	78.03	49.52	0.20	63.46 %	55,039.20	0.00 %		15.94 %	
AVI1	48.64	29.63	0.24	60.91 %	31,906.10	0.00 %		15.94 %	
TPR2	110.90	66.60	0.07	60.06 %	55,735.10	0.00 %		15.94 %	
CBE4	117.78	63.02	0.05	53.50 %	81,965.80	0.00 %		15.94 %	
CBE5	43.66	22.67	0.09	51.92 %	46,265.90	0.00 %		15.94 %	
TPR4	52.32	26.03	0.00	49.75 %	25,888.80	0.00 %		15.94 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	51.71	52.42	0.20	101.37 %	43,681.30	25.00 %	10,920.33	15.94 %	17,472.52
CGM1	90.20	80.92	0.00	89.71 %	56,887.20	10.00 %	5,688.72	15.94 %	14,221.80
ABR1	71.61	63.37	0.53	88.50 %	57,200.10	10.00 %	5,720.01	15.94 %	14,300.03
AKM1	76.29	65.39	0.12	85.71 %	63,106.40	10.00 %	6,310.64	15.94 %	15,776.60
BGR1	45.02	38.38	0.05	85.25 %	37,615.10	10.00 %	3,761.51	15.94 %	9,403.78
VEL2	118.73	99.18	0.27	83.53 %	97,503.10	10.00 %	9,750.31	15.94 %	19,500.62
KPM2	217.04	175.88	0.01	81.03 %	137,374.80	10.00 %	13,737.48	15.94 %	27,474.96
SBR1	109.71	86.07	0.08	78.45 %	95,736.20	0.00 %		15.94 %	14,360.43
WJP1	60.49	46.77	0.05	77.32 %	39,810.50	0.00 %		15.94 %	5,971.58
ANI1	45.29	34.96	0.11	77.19 %	28,593.80	0.00 %		15.94 %	4,289.07
CPT1	35.20	27.09	0.01	76.96 %	29,387.00	0.00 %		15.94 %	4,408.05
VSI1	62.55	48.08	0.09	76.87 %	58,096.10	0.00 %		15.94 %	8,714.42
SLG1	45.17	34.58	0.11	76.56 %	35,396.20	0.00 %		15.94 %	5,309.43
TRR1	118.15	90.40	0.14	76.51 %	71,885.40	0.00 %		15.94 %	10,782.81
CYR1	47.03	33.32	0.07	70.85 %	35,343.20	0.00 %		15.94 %	3,534.32
KPM1	80.35	56.50	0.71	70.32 %	49,116.60	0.00 %		15.94 %	4,911.66
GDM1	67.81	47.23	0.20	69.66 %	44,498.90	0.00 %		15.94 %	4,449.89
PLR1	55.09	38.38	0.00	69.65 %	30,245.10	0.00 %		15.94 %	3,024.51
PTU1	27.19	18.74	0.00	68.94 %	14,838.70	0.00 %		15.94 %	1,483.87
ARC2	91.64	61.29	0.24	66.88 %	52,119.40	0.00 %		15.94 %	
TRL1	149.49	98.96	0.17	66.20 %	112,149.00	0.00 %		15.94 %	
UGI1	46.87	30.96	0.68	66.06 %	24,730.30	0.00 %		15.94 %	
VEL1	117.52	75.68	0.31	64.40 %	70,609.80	0.00 %		15.94 %	
TRT1	56.01	34.79	0.12	62.10 %	27,871.20	0.00 %		15.94 %	
WJD1	127.89	63.94	0.13	49.99 %	64,709.50	0.00 %		15.94 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MSI1	45.79	45.23	0.07	98.76 %	45,481.00	20.00 %	9,096.20	15.94 %	13,644.30
PDK1	43.31	39.43	0.00	91.04 %	34,362.10	15.00 %	5,154.32	15.94 %	8,590.53
KRN1	44.23	39.96	0.05	90.34 %	43,206.60	15.00 %	6,480.99	15.94 %	10,801.65
TVR1	43.41	38.36	0.06	88.35 %	33,030.20	10.00 %	3,303.02	15.94 %	8,257.55
NGT1	94.57	82.48	0.01	87.21 %	81,116.40	10.00 %	8,111.64	15.94 %	20,279.10
TYR1	89.10	76.82	0.06	86.22 %	57,015.80	10.00 %	5,701.58	15.94 %	14,253.95
PTK1	105.76	87.54	0.15	82.77 %	87,271.80	10.00 %	8,727.18	15.94 %	17,454.36
ORU1	51.85	42.90	0.26	82.73 %	46,479.00	10.00 %	4,647.90	15.94 %	9,295.80
TTP1	67.63	54.27	0.18	80.25 %	51,977.10	10.00 %	5,197.71	15.94 %	10,395.42
MDI1	77.60	61.12	0.00	78.77 %	61,864.90	0.00 %		15.94 %	9,279.74
TVR2	116.66	91.02	0.12	78.02 %	75,614.50	0.00 %		15.94 %	11,342.18
MVM1	119.72	92.72	0.41	77.45 %	121,415.00	0.00 %		15.94 %	18,212.25
KUM1	141.35	108.36	0.26	76.66 %	107,932.40	0.00 %		15.94 %	16,189.86
TNJ2	115.35	88.16	0.20	76.42 %	82,579.50	0.00 %		15.94 %	12,386.93
PBR2	153.88	114.76	0.13	74.58 %	93,786.40	0.00 %		15.94 %	9,378.64
JKM1	75.28	54.04	0.33	71.79 %	49,760.30	0.00 %		15.94 %	4,976.03
TRY1	522.45	370.14	0.16	70.85 %	255,446.20	0.00 %		15.94 %	25,544.62
AYR1	63.03	44.64	0.00	70.82 %	36,849.50	0.00 %		15.94 %	3,684.95
KIK1	84.27	54.87	0.00	65.11 %	49,696.80	0.00 %		15.94 %	
NMM1	64.43	41.69	0.41	64.70 %	54,952.20	0.00 %		15.94 %	
NCK1	50.05	31.24	0.00	62.43 %	32,244.20	0.00 %		15.94 %	
PBR1	51.74	31.35	0.00	60.59 %	29,845.50	0.00 %		15.94 %	
TNJ1	174.55	103.60	0.20	59.35 %	82,977.00	0.00 %		15.94 %	
TRY2	51.21	26.47	0.00	51.68 %	19,225.70	0.00 %		15.94 %	
TRY3	96.16	49.68	0.12	51.67 %	43,395.70	0.00 %		15.94 %	
APM1	45.97	23.66	0.37	51.48 %	29,306.10	0.00 %		15.94 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	71.76	70.22	0.41	97.85 %	64,681.40	20.00 %	12,936.28	15.94 %	19,404.42
GPD1	79.45	70.24	0.40	88.41 %	54,986.50	10.00 %	5,498.65	15.94 %	13,746.63
CH12	167.32	135.71	0.24	81.11 %	150,403.70	10.00 %	15,040.37	15.94 %	30,080.74
CH17	67.59	54.14	0.86	80.10 %	47,016.10	10.00 %	4,701.61	15.94 %	9,403.22
CH21	225.46	175.92	0.15	78.03 %	128,469.70	0.00 %		15.94 %	19,270.46
CH24	136.76	104.72	0.17	76.57 %	109,197.60	0.00 %		15.94 %	16,379.64
MC06	38.71	29.19	2.68	75.41 %	12,921.90	0.00 %		15.94 %	1,292.19
CH34	145.56	108.23	0.34	74.36 %	101,172.80	0.00 %		15.94 %	10,117.28
CH33	104.53	77.68	0.80	74.31 %	93,203.30	0.00 %		15.94 %	9,320.33
CH03	308.61	227.24	0.15	73.63 %	208,216.20	0.00 %		15.94 %	20,821.62
CH43	93.65	68.82	0.35	73.49 %	81,389.70	0.00 %		15.94 %	8,138.97
CH18	165.91	121.31	0.42	73.12 %	142,308.30	0.00 %		15.94 %	14,230.83
CH20	163.29	118.38	0.70	72.50 %	103,366.40	0.00 %		15.94 %	10,336.64
CH32	23.89	17.19	4.96	71.97 %	11,237.20	0.00 %		15.94 %	1,123.72
MJR1	137.78	94.90	0.28	68.88 %	81,615.20	0.00 %		15.94 %	8,161.52
CH44	105.40	71.50	0.22	67.83 %	68,884.50	0.00 %		15.94 %	6,888.45
CH46	65.70	43.90	0.58	66.82 %	37,004.40	0.00 %		15.94 %	
CH15	366.89	244.65	0.65	66.68 %	227,665.80	0.00 %		15.94 %	
CH41	105.72	67.76	0.28	64.09 %	85,535.90	0.00 %		15.94 %	
MC05	55.01	32.55	0.00	59.17 %	11,658.60	0.00 %		15.94 %	
CH23	62.72	36.37	0.00	57.98 %	38,364.70	0.00 %		15.94 %	
CH31	69.56	39.10	0.05	56.20 %	39,076.80	0.00 %		15.94 %	
CH06	145.11	79.86	0.23	55.04 %	95,814.00	0.00 %		15.94 %	
CH27	47.72	26.19	0.00	54.88 %	30,077.10	0.00 %		15.94 %	
PON1	73.76	39.07	0.34	52.97 %	42,861.60	0.00 %		15.94 %	
CH09	135.04	70.31	3.45	52.07 %	82,696.50	0.00 %		15.94 %	
CH36	79.50	32.27	0.62	40.59 %	28,529.70	0.00 %		15.94 %	
MC08	22.73	4.84	0.00	21.29 %	885.00	0.00 %		15.94 %	
CH01	11.67	1.29	0.00	11.03 %	1,063.80	0.00 %		15.94 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH35	66.42	70.75	0.16	106.52 %	66,981.70	25.00 %	16,745.43	15.94 %	26,792.68
MC10	33.38	32.38	0.00	97.01 %	14,958.60	20.00 %	2,991.72	15.94 %	4,487.58
CH45	102.07	90.02	0.13	88.20 %	82,204.70	10.00 %	8,220.47	15.94 %	20,551.18
CH30	103.70	87.75	0.37	84.62 %	57,408.00	10.00 %	5,740.80	15.94 %	14,352.00
CH42	143.49	118.39	0.16	82.50 %	125,454.70	10.00 %	12,545.47	15.94 %	25,090.94
CH37	47.23	37.67	0.21	79.75 %	36,235.70	0.00 %		15.94 %	5,435.36
CH16	236.44	182.87	0.23	77.35 %	196,130.60	0.00 %		15.94 %	29,419.59
TKM1	59.87	45.85	0.43	76.58 %	50,484.70	0.00 %		15.94 %	7,572.71
GUD1	109.35	80.67	0.12	73.77 %	118,670.30	0.00 %		15.94 %	11,867.03
CH40	89.02	65.35	0.05	73.42 %	31,868.70	0.00 %		15.94 %	3,186.87
CH11	123.00	89.74	0.04	72.96 %	80,034.40	0.00 %		15.94 %	8,003.44
CH38	89.80	63.87	0.10	71.12 %	70,209.50	0.00 %		15.94 %	7,020.95
GUD2	105.52	73.46	0.19	69.62 %	62,220.70	0.00 %		15.94 %	6,222.07
CH28	132.13	91.66	0.15	69.37 %	140,070.90	0.00 %		15.94 %	14,007.09
SKL1	75.95	52.60	0.26	69.26 %	63,270.40	0.00 %		15.94 %	6,327.04
CH19	163.19	110.49	0.34	67.70 %	114,551.70	0.00 %		15.94 %	11,455.17
CH08	224.67	147.42	0.09	65.61 %	198,235.90	0.00 %		15.94 %	
CH22	106.32	69.67	0.16	65.53 %	86,681.70	0.00 %		15.94 %	
CH39	87.22	56.81	0.22	65.14 %	55,444.30	0.00 %		15.94 %	
CH14	288.50	186.16	0.27	64.53 %	193,220.70	0.00 %		15.94 %	
AVD1	137.67	88.29	0.09	64.13 %	84,637.30	0.00 %		15.94 %	
CH48	158.63	100.68	0.20	63.47 %	105,853.00	0.00 %		15.94 %	
CH05	195.78	121.62	0.49	62.12 %	112,846.90	0.00 %		15.94 %	
CGL1	82.28	49.70	0.24	60.41 %	42,657.40	0.00 %		15.94 %	
CH07	177.56	106.32	0.25	59.88 %	100,304.90	0.00 %		15.94 %	
CH26	37.30	22.19	1.15	59.48 %	22,761.70	0.00 %		15.94 %	
KNR1	93.01	53.59	0.11	57.61 %	57,425.70	0.00 %		15.94 %	
CH29	32.62	15.96	0.00	48.92 %	18,360.90	0.00 %		15.94 %	
MRM1	106.15	50.29	0.51	47.38 %	54,390.70	0.00 %		15.94 %	
MC09	18.57	8.76	0.00	47.16 %	4,913.70	0.00 %		15.94 %	
MC02	23.96	4.72	0.00	19.69 %	2,237.00	0.00 %		15.94 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	38.32	108.96	0.05	284.31 %	66,836.40	40.00 %	26,734.56	15.94 %	26,734.56
PVI1	73.55	86.48	0.06	117.59 %	91,845.10	30.00 %	27,553.53	15.94 %	36,738.04
KYK1	37.08	39.93	1.01	107.66 %	45,340.80	25.00 %	11,335.20	15.94 %	18,136.32
ATG1	94.67	85.89	0.00	90.72 %	85,568.20	15.00 %	12,835.23	15.94 %	21,392.05
ADP1	50.34	43.04	0.04	85.48 %	47,882.20	10.00 %	4,788.22	15.94 %	11,970.55
TPT1	63.60	53.56	0.00	84.21 %	88,599.40	10.00 %	8,859.94	15.94 %	22,149.85
MPA1	73.06	60.64	0.09	83.01 %	76,589.80	10.00 %	7,658.98	15.94 %	15,317.96
PNV1	35.87	28.18	0.32	78.57 %	29,502.50	0.00 %		15.94 %	4,425.38
TDI1	52.66	39.28	0.15	74.59 %	44,624.60	0.00 %		15.94 %	4,462.46
MLR1	49.30	34.79	0.04	70.57 %	32,483.90	0.00 %		15.94 %	3,248.39
TMM1	94.79	65.87	0.30	69.49 %	57,525.40	0.00 %		15.94 %	5,752.54
USL1	59.27	41.17	0.18	69.46 %	40,917.90	0.00 %		15.94 %	4,091.79
CBM1	74.41	50.81	0.13	68.29 %	48,639.30	0.00 %		15.94 %	4,863.93
BTU1	37.80	24.96	0.19	66.03 %	24,545.80	0.00 %		15.94 %	
KPT1	55.78	36.52	0.25	65.47 %	35,206.30	0.00 %		15.94 %	
MDU6	138.48	89.93	0.08	64.94 %	79,737.30	0.00 %		15.94 %	
MDU2	162.05	105.14	0.24	64.88 %	86,593.80	0.00 %		15.94 %	
KRR1	51.38	33.19	0.00	64.59 %	33,100.70	0.00 %		15.94 %	
ODM1	49.85	32.05	0.00	64.30 %	23,604.00	0.00 %		15.94 %	
CMR1	44.55	28.45	1.59	63.86 %	20,511.90	0.00 %		15.94 %	
TEN2	75.91	48.40	0.08	63.75 %	37,703.50	0.00 %		15.94 %	
TEN1	76.31	48.37	0.59	63.39 %	50,281.80	0.00 %		15.94 %	
DGL1	186.51	116.83	0.99	62.64 %	121,941.20	0.00 %		15.94 %	
BNR1	59.53	36.56	0.50	61.41 %	37,782.50	0.00 %		15.94 %	
MDU4	73.22	44.44	0.14	60.69 %	42,255.10	0.00 %		15.94 %	
DKI1	101.00	61.22	0.00	60.61 %	65,633.30	0.00 %		15.94 %	
NTM1	54.87	32.35	0.04	58.97 %	27,190.00	0.00 %		15.94 %	
SVG1	70.75	41.54	0.30	58.71 %	41,310.10	0.00 %		15.94 %	
MDU1	378.04	221.70	0.13	58.64 %	162,248.30	0.00 %		15.94 %	
DGL2	69.11	39.87	0.12	57.69 %	46,188.30	0.00 %		15.94 %	
PKM1	46.38	26.11	0.05	56.28 %	25,982.60	0.00 %		15.94 %	
SGP1	35.67	20.06	0.63	56.24 %	27,287.90	0.00 %		15.94 %	
MNM1	48.89	26.09	0.00	53.37 %	50,652.40	0.00 %		15.94 %	
MDU5	65.12	34.43	0.42	52.87 %	46,921.80	0.00 %		15.94 %	
PNI1	45.66	23.62	4.65	51.73 %	17,629.00	0.00 %		15.94 %	
MDU3	114.65	54.64	0.15	47.65 %	42,484.40	0.00 %		15.94 %	
NKI1	47.87	21.56	0.48	45.04 %	27,798.20	0.00 %		15.94 %	
KKD2	68.55	29.33	0.20	42.79 %	44,807.50	0.00 %		15.94 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRK1	128.51	118.31	0.41	92.06 %	109,607.50	15.00 %	16,441.13	15.94 %	27,401.88
ULP1	96.90	86.65	0.09	89.42 %	71,582.60	10.00 %	7,158.26	15.94 %	17,895.65
KLM1	90.22	77.14	0.31	85.50 %	85,368.60	10.00 %	8,536.86	15.94 %	21,342.15
VPM2	102.21	78.13	0.93	76.44 %	64,402.60	0.00 %		15.94 %	9,660.39
SJI1	99.10	74.82	0.27	75.50 %	61,440.20	0.00 %		15.94 %	6,144.02
CUD1	188.04	140.91	0.75	74.94 %	137,020.10	0.00 %		15.94 %	13,702.01
POY1	162.20	121.14	0.17	74.69 %	126,870.70	0.00 %		15.94 %	12,687.07
KML1	53.85	38.32	0.11	71.16 %	32,980.90	0.00 %		15.94 %	3,298.09
CDM1	112.72	78.48	0.18	69.62 %	80,287.40	0.00 %		15.94 %	8,028.74
TDM1	107.15	72.97	0.11	68.11 %	61,195.90	0.00 %		15.94 %	6,119.59
PRT1	81.74	54.21	0.10	66.32 %	50,387.70	0.00 %		15.94 %	
VPM1	42.93	26.04	0.08	60.67 %	23,198.50	0.00 %		15.94 %	
TVM1	58.38	35.18	0.03	60.26 %	20,332.10	0.00 %		15.94 %	
POY2	158.91	91.25	0.35	57.42 %	81,664.80	0.00 %		15.94 %	
KKI2	119.94	66.03	0.25	55.05 %	63,130.10	0.00 %		15.94 %	
TVM2	86.03	46.83	0.88	54.43 %	33,249.10	0.00 %		15.94 %	
MKM1	52.60	28.14	0.13	53.50 %	30,844.70	0.00 %		15.94 %	
VCM1	61.27	31.62	0.52	51.60 %	26,733.10	0.00 %		15.94 %	
NVL2	141.90	69.13	0.32	48.72 %	67,800.80	0.00 %		15.94 %	
STP1	48.46	21.05	0.05	43.44 %	14,885.80	0.00 %		15.94 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	70.13	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	23.74	0.41	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	23.69	0.13	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	16.15	0.03	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	82.61	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	25.71	0.41	0.00 %	0.00	0.00 %		0.00 %	