

Accu.Target 40,521.81 L	Sales 37,576.06 L	Achieved % 92.73 %	HO Budget+ % 0.00 %	Total Com. 332.55 L
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Note : Sales Period is From :01-Oct-2025 To :26-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-02	4,425.91	4,504.62	101.78 %	0.00	0.00 %	0.00
NORTH ARCOT	3,182.99	3,127.49	98.26 %	93,000.00	0.00 %	93,000.00
SOUTH-03	5,181.69	4,919.89	94.95 %	147,000.00	0.00 %	147,000.00
TRICHY-01	4,308.10	3,944.67	91.56 %	0.00	0.00 %	0.00
WEST-01	3,461.80	3,149.17	90.97 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,918.04	2,640.96	90.50 %	78,000.00	0.00 %	78,000.00
SOUTH-01	6,894.81	6,152.67	89.24 %	0.00	0.00 %	0.00
CHENNAI-01	4,919.49	4,222.41	85.83 %	0.00	0.00 %	0.00
CHENNAI-02	4,861.12	4,056.86	83.46 %	0.00	0.00 %	0.00
KL-SOUTH	367.86	220.28	59.88 %	0.00	0.00 %	0.00
OTHERS	0.00	637.03	0.00 %	0.00	0.00 %	0.00
Total	40,521.81	37,576.06	92.73 %		0.00 %	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	1,174.42	1,269.00	108.05%	180,000.00	0.00 %	180,000.00
	SLM1	1,419.35	1,444.40	101.76%	210,000.00	0.00 %	210,000.00
	MTR1	936.30	927.74	99.09%	67,500.00	0.00 %	67,500.00
	HSR1	895.84	863.48	96.39%	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	989.79	1,011.89	102.23%	150,000.00	0.00 %	150,000.00
	NA01	1,168.75	1,185.47	101.43%	165,000.00	0.00 %	165,000.00
	NA03	1,024.46	930.13	90.79%	67,500.00	0.00 %	67,500.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	1,481.86	1,461.82	98.65%	105,000.00	0.00 %	105,000.00
	SVG1	901.23	859.98	95.42%	60,000.00	0.00 %	60,000.00
	KRR1	233.86	218.06	93.25%	15,000.00	0.00 %	15,000.00
	KKD2	953.44	885.12	92.83%	60,000.00	0.00 %	60,000.00
	DGL1	1,611.29	1,494.90	92.78%	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	1,081.44	1,040.15	96.18%	75,000.00	0.00 %	75,000.00
	KUM1	914.38	845.50	92.47%	60,000.00	0.00 %	60,000.00
	TNJ1	1,029.93	919.25	89.25%	0.00	0.00 %	0.00
	TRY1	1,282.34	1,139.77	88.88%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	406.16	471.20	116.01%	80,000.00	0.00 %	80,000.00
	UAM1	629.73	566.32	89.93%	0.00	0.00 %	0.00
	TPR1	472.38	423.65	89.68%	0.00	0.00 %	0.00
	CBE1	1,428.63	1,269.94	88.89%	0.00	0.00 %	0.00
	PLI1	524.91	418.07	79.65%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	882.42	841.95	95.41%	60,000.00	0.00 %	60,000.00
	SA02	1,074.18	964.65	89.80%	0.00	0.00 %	0.00
	SA01	961.45	834.37	86.78%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,417.75	1,434.49	101.18%	210,000.00	0.00 %	210,000.00
	TKS1	958.49	911.05	95.05%	67,500.00	0.00 %	67,500.00
	VNR1	961.83	850.19	88.39%	0.00	0.00 %	0.00
	KVT1	1,257.41	1,101.48	87.60%	0.00	0.00 %	0.00
	TVL1	1,135.23	940.86	82.88%	0.00	0.00 %	0.00
	NGR1	1,164.09	914.59	78.57%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	946.13	887.55	93.81%	60,000.00	0.00 %	60,000.00
	CH06	1,503.82	1,324.18	88.05%	0.00	0.00 %	0.00
	CH05	1,368.30	1,130.54	82.62%	0.00	0.00 %	0.00
	CH08	1,101.24	880.14	79.92%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,258.27	1,071.02	85.12%	0.00	0.00 %	0.00
	CH07	1,151.70	976.95	84.83%	0.00	0.00 %	0.00
	CH04	1,494.88	1,228.73	82.20%	0.00	0.00 %	0.00
	CH09	956.26	780.16	81.58%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	367.86	220.28	59.88%	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	84.54	116.40	0.00	137.69 %	91,918.70	40.00 %	36,767.48	0.00 %	36,767.48
ERD2	217.31	294.09	0.09	135.33 %	253,984.00	40.00 %	101,593.60	0.00 %	101,593.60
EDP1	65.12	84.91	0.04	130.39 %	52,862.60	40.00 %	21,145.04	0.00 %	21,145.04
APN1	81.60	102.30	0.09	125.37 %	127,402.20	40.00 %	50,960.88	0.00 %	50,960.88
VKL1	58.49	71.64	0.33	122.48 %	64,883.00	40.00 %	25,953.20	0.00 %	25,953.20
HRR1	82.46	97.98	0.09	118.81 %	74,983.80	30.00 %	22,495.14	0.00 %	22,495.14
TCG1	78.98	93.49	0.31	118.37 %	66,653.60	30.00 %	19,996.08	0.00 %	19,996.08
ERD1	209.55	234.90	0.87	112.09 %	173,347.50	30.00 %	52,004.25	0.00 %	52,004.25
TRM1	154.83	172.01	0.61	111.10 %	126,135.10	30.00 %	37,840.53	0.00 %	37,840.53
SLM2	142.39	154.93	0.09	108.81 %	117,328.30	25.00 %	29,332.08	0.00 %	29,332.08
OML1	141.51	153.46	0.07	108.45 %	133,114.50	25.00 %	33,278.63	0.00 %	33,278.63
PMP1	97.97	105.80	0.26	108.00 %	63,382.50	25.00 %	15,845.63	0.00 %	15,845.63
SGG1	63.45	67.72	0.25	106.74 %	51,593.60	25.00 %	12,898.40	0.00 %	12,898.40
PLC1	98.14	103.62	0.05	105.59 %	99,746.60	25.00 %	24,936.65	0.00 %	24,936.65
HSR2	229.14	238.34	0.12	104.01 %	203,953.90	25.00 %	50,988.48	0.00 %	50,988.48
VPD1	170.84	177.68	0.00	104.01 %	211,409.40	25.00 %	52,852.35	0.00 %	52,852.35
DPR1	61.80	63.29	0.00	102.41 %	45,960.20	25.00 %	11,490.05	0.00 %	11,490.05
SLM3	207.21	210.49	0.13	101.58 %	147,205.50	25.00 %	36,801.38	0.00 %	36,801.38
KVP1	80.93	80.37	0.01	99.31 %	71,152.10	20.00 %	14,230.42	0.00 %	14,230.42
NKL2	201.76	199.59	0.25	98.92 %	170,421.10	20.00 %	34,084.22	0.00 %	34,084.22
CMI1	69.77	68.40	0.21	98.03 %	76,522.90	20.00 %	15,304.58	0.00 %	15,304.58
BMD1	83.34	81.58	0.05	97.88 %	89,056.20	20.00 %	17,811.24	0.00 %	17,811.24
PDR1	59.25	57.58	0.11	97.17 %	69,136.50	20.00 %	13,827.30	0.00 %	13,827.30
EPI1	142.24	137.00	0.04	96.32 %	123,189.20	20.00 %	24,637.84	0.00 %	24,637.84
SLM1	435.03	417.29	0.09	95.92 %	261,125.30	20.00 %	52,225.06	0.00 %	52,225.06
RSP1	122.28	116.95	0.07	95.64 %	99,376.90	20.00 %	19,875.38	0.00 %	19,875.38
MCR1	158.68	146.64	0.00	92.41 %	123,934.90	15.00 %	18,590.24	0.00 %	18,590.24
ATU1	174.93	159.80	0.02	91.35 %	125,613.10	15.00 %	18,841.97	0.00 %	18,841.97
DPR2	82.88	70.76	0.09	85.37 %	50,188.80	10.00 %	5,018.88	0.00 %	5,018.88
MTR1	170.80	142.03	0.73	83.15 %	101,026.80	10.00 %	10,102.68	0.00 %	10,102.68
KRI1	124.64	101.83	0.00	81.70 %	47,535.00	10.00 %	4,753.50	0.00 %	4,753.50
KMM1	93.57	64.65	0.16	69.10 %	65,109.40	0.00 %		0.00 %	
HSR1	180.48	117.12	0.04	64.90 %	106,891.30	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	62.19	76.47	0.01	122.97 %	68,356.10	40.00 %	27,342.44	0.00 %	27,342.44
VNB1	106.35	125.88	0.12	118.37 %	89,741.30	30.00 %	26,922.39	0.00 %	26,922.39
CYR1	84.71	96.82	0.12	114.30 %	89,245.10	30.00 %	26,773.53	0.00 %	26,773.53
SLG1	88.87	101.56	0.00	114.28 %	80,292.20	30.00 %	24,087.66	0.00 %	24,087.66
WJP1	100.51	114.24	0.22	113.66 %	92,881.60	30.00 %	27,864.48	0.00 %	27,864.48
CPT1	66.02	72.03	0.07	109.09 %	72,800.60	25.00 %	18,200.15	0.00 %	18,200.15
KPM2	376.56	410.19	0.04	108.93 %	272,210.50	25.00 %	68,052.63	0.00 %	68,052.63
ABR1	104.27	113.06	1.70	108.43 %	103,045.00	25.00 %	25,761.25	0.00 %	25,761.25
PLR1	64.71	69.43	0.00	107.28 %	63,231.50	25.00 %	15,807.88	0.00 %	15,807.88
CGM1	92.08	98.13	0.05	106.57 %	70,741.10	25.00 %	17,685.28	0.00 %	17,685.28
TRR1	177.77	187.89	0.39	105.69 %	134,353.70	25.00 %	33,588.43	0.00 %	33,588.43
VSI1	113.57	119.00	0.21	104.79 %	120,995.80	25.00 %	30,248.95	0.00 %	30,248.95
WJD1	117.74	118.96	0.19	101.04 %	128,764.50	25.00 %	32,191.13	0.00 %	32,191.13
GDM1	99.74	98.69	0.14	98.95 %	88,074.60	20.00 %	17,614.92	0.00 %	17,614.92
UGI1	80.73	79.76	0.15	98.80 %	69,955.30	20.00 %	13,991.06	0.00 %	13,991.06
AKM1	181.35	175.04	0.15	96.52 %	142,409.10	20.00 %	28,481.82	0.00 %	28,481.82
VEL1	159.09	147.51	0.05	92.72 %	139,282.40	15.00 %	20,892.36	0.00 %	20,892.36
VEL2	185.77	171.30	0.08	92.21 %	195,875.10	15.00 %	29,381.27	0.00 %	29,381.27
ANI1	69.29	63.04	0.10	90.98 %	55,905.20	15.00 %	8,385.78	0.00 %	8,385.78
KPM1	115.08	104.26	0.09	90.60 %	91,548.10	15.00 %	13,732.22	0.00 %	13,732.22
TRL1	195.71	171.84	0.12	87.80 %	206,929.70	10.00 %	20,692.97	0.00 %	20,692.97
TRT1	131.52	113.30	0.29	86.14 %	86,520.10	10.00 %	8,652.01	0.00 %	8,652.01
PTU1	42.99	36.82	0.09	85.64 %	30,721.50	10.00 %	3,072.15	0.00 %	3,072.15
ARC2	123.50	102.92	0.05	83.33 %	82,417.30	10.00 %	8,241.73	0.00 %	8,241.73
SBR1	242.85	159.36	0.10	65.62 %	189,017.30	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	147.90	254.85	0.51	172.31 %	184,474.10	40.00 %	73,789.64	0.00 %	73,789.64
KKD3	115.40	167.03	0.52	144.74 %	210,632.30	40.00 %	84,252.92	0.00 %	84,252.92
KPT1	67.01	87.82	0.10	131.04 %	85,540.50	40.00 %	34,216.20	0.00 %	34,216.20
DGL2	75.04	91.43	0.12	121.84 %	83,199.80	40.00 %	33,279.92	0.00 %	33,279.92
PNI1	48.64	58.03	0.83	119.32 %	43,905.80	30.00 %	13,171.74	0.00 %	13,171.74
PKM1	55.38	64.55	0.11	116.57 %	66,662.10	30.00 %	19,998.63	0.00 %	19,998.63
KYK1	62.14	71.48	0.25	115.03 %	74,799.30	30.00 %	22,439.79	0.00 %	22,439.79
BTU1	55.13	60.60	0.32	109.93 %	59,051.20	25.00 %	14,762.80	0.00 %	14,762.80
PVI1	94.84	103.59	0.01	109.23 %	124,191.60	25.00 %	31,047.90	0.00 %	31,047.90
ADP1	99.65	106.07	0.15	106.45 %	105,280.80	25.00 %	26,320.20	0.00 %	26,320.20
TEN2	125.24	133.05	0.25	106.23 %	82,527.20	25.00 %	20,631.80	0.00 %	20,631.80
TEN1	124.05	129.55	0.29	104.44 %	114,436.80	25.00 %	28,609.20	0.00 %	28,609.20
DKI1	124.47	127.52	0.04	102.45 %	156,666.60	25.00 %	39,166.65	0.00 %	39,166.65
SGP1	59.41	60.07	0.00	101.11 %	58,108.50	25.00 %	14,527.13	0.00 %	14,527.13
MLR1	86.48	85.32	0.03	98.66 %	76,075.70	20.00 %	15,215.14	0.00 %	15,215.14
TDI1	81.66	79.37	0.01	97.20 %	87,433.80	20.00 %	17,486.76	0.00 %	17,486.76
MDU1	672.20	651.78	0.14	96.96 %	361,976.50	20.00 %	72,395.30	0.00 %	72,395.30
PNV1	55.33	53.64	0.05	96.95 %	53,531.10	20.00 %	10,706.22	0.00 %	10,706.22
KRR1	147.53	142.63	0.06	96.68 %	126,552.60	20.00 %	25,310.52	0.00 %	25,310.52
BNR1	101.37	95.36	0.25	94.08 %	86,538.00	15.00 %	12,980.70	0.00 %	12,980.70
USL1	113.02	105.28	0.09	93.15 %	99,771.50	15.00 %	14,965.73	0.00 %	14,965.73
CBM1	152.17	140.75	0.04	92.50 %	118,528.50	15.00 %	17,779.28	0.00 %	17,779.28
TMM1	201.77	184.50	0.40	91.44 %	137,175.50	15.00 %	20,576.33	0.00 %	20,576.33
DGL1	454.01	410.83	0.18	90.49 %	319,706.90	15.00 %	47,956.04	0.00 %	47,956.04
ATG1	146.20	131.57	0.28	90.00 %	155,682.70	10.00 %	15,568.27	0.00 %	15,568.27
MDU2	325.14	291.53	0.24	89.66 %	201,064.40	10.00 %	20,106.44	0.00 %	20,106.44
ODM1	86.33	75.43	0.46	87.37 %	52,085.80	10.00 %	5,208.58	0.00 %	5,208.58
MPA1	150.60	130.44	0.07	86.62 %	145,809.90	10.00 %	14,580.99	0.00 %	14,580.99
SVG1	136.58	111.29	0.17	81.48 %	112,720.60	10.00 %	11,272.06	0.00 %	11,272.06
CMR1	82.45	65.23	0.21	79.12 %	45,674.60	0.00 %		0.00 %	
MDU4	125.42	99.21	0.36	79.10 %	78,097.60	0.00 %		0.00 %	
NTM1	97.07	76.00	0.02	78.30 %	58,231.10	0.00 %		0.00 %	
TPT1	115.32	86.82	0.20	75.28 %	146,402.00	0.00 %		0.00 %	
MDU3	198.48	146.22	0.28	73.67 %	91,969.70	0.00 %		0.00 %	
NKI1	123.73	89.15	0.23	72.05 %	119,657.30	0.00 %		0.00 %	
MNM1	81.67	57.05	0.17	69.86 %	69,569.20	0.00 %		0.00 %	
MDU5	113.74	76.39	0.05	67.17 %	92,972.00	0.00 %		0.00 %	
KKD2	79.15	18.44	0.32	23.30 %	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	53.01	189.49	0.17	357.42 %	121,460.90	40.00 %	48,584.36	0.00 %	48,584.36
TVR1	61.26	77.37	0.00	126.30 %	67,810.20	40.00 %	27,124.08	0.00 %	27,124.08
KRN1	79.48	95.38	0.02	120.01 %	91,111.10	40.00 %	36,444.44	0.00 %	36,444.44
TRY3	112.84	135.22	0.07	119.84 %	91,106.60	30.00 %	27,331.98	0.00 %	27,331.98
TVR2	159.61	187.58	0.06	117.52 %	144,464.10	30.00 %	43,339.23	0.00 %	43,339.23
MDI1	124.97	138.45	0.14	110.79 %	114,199.50	30.00 %	34,259.85	0.00 %	34,259.85
MVM1	181.55	197.93	0.01	109.02 %	207,771.40	25.00 %	51,942.85	0.00 %	51,942.85
TYR1	173.30	187.01	0.05	107.91 %	125,260.00	25.00 %	31,315.00	0.00 %	31,315.00
PBR1	84.79	81.39	0.03	95.98 %	69,820.90	20.00 %	13,964.18	0.00 %	13,964.18
TNJ2	211.38	202.56	0.06	95.83 %	150,550.20	20.00 %	30,110.04	0.00 %	30,110.04
JKM1	143.58	135.33	0.00	94.26 %	97,287.30	15.00 %	14,593.10	0.00 %	14,593.10
AYR1	112.65	102.84	0.03	91.29 %	72,154.50	15.00 %	10,823.18	0.00 %	10,823.18
PDK1	91.51	82.67	0.24	90.34 %	69,073.40	15.00 %	10,361.01	0.00 %	10,361.01
KIK1	91.15	82.03	0.00	90.00 %	88,043.60	10.00 %	8,804.36	0.00 %	8,804.36
TTP1	148.42	132.88	0.02	89.53 %	134,475.40	10.00 %	13,447.54	0.00 %	13,447.54
TNJ1	267.88	239.79	0.13	89.52 %	171,574.90	10.00 %	17,157.49	0.00 %	17,157.49
NMM1	96.01	85.09	0.11	88.62 %	99,284.30	10.00 %	9,928.43	0.00 %	9,928.43
ORU1	80.46	71.27	0.20	88.58 %	81,226.10	10.00 %	8,122.61	0.00 %	8,122.61
MSI1	112.61	98.93	0.07	87.85 %	80,477.30	10.00 %	8,047.73	0.00 %	8,047.73
TRY2	78.94	68.49	0.13	86.77 %	51,644.40	10.00 %	5,164.44	0.00 %	5,164.44
PBR2	272.96	236.72	0.12	86.72 %	176,954.60	10.00 %	17,695.46	0.00 %	17,695.46
NGT1	146.07	124.73	0.05	85.39 %	127,086.80	10.00 %	12,708.68	0.00 %	12,708.68
KUM1	234.56	188.76	0.11	80.47 %	158,588.70	10.00 %	15,858.87	0.00 %	15,858.87
PTK1	192.07	141.15	0.17	73.49 %	119,184.00	0.00 %		0.00 %	
APM1	57.17	40.94	0.11	71.61 %	52,251.60	0.00 %		0.00 %	
NCK1	73.30	52.15	0.01	71.15 %	47,996.30	0.00 %		0.00 %	
TRY1	866.56	568.52	0.10	65.61 %	379,859.00	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	48.91	71.61	0.44	146.43 %	103,357.70	40.00 %	41,343.08	0.00 %	41,343.08
PPI1	64.68	87.48	0.02	135.24 %	108,389.00	40.00 %	43,355.60	0.00 %	43,355.60
GBM1	77.88	99.20	0.44	127.37 %	62,345.40	40.00 %	24,938.16	0.00 %	24,938.16
KGM1	56.81	70.03	0.07	123.29 %	75,481.90	40.00 %	30,192.76	0.00 %	30,192.76
TPR4	55.78	67.21	0.06	120.49 %	59,820.50	40.00 %	23,928.20	0.00 %	23,928.20
TPR3	83.17	98.18	0.02	118.04 %	143,146.00	30.00 %	42,943.80	0.00 %	42,943.80
MPM1	91.37	107.15	0.03	117.27 %	133,627.10	30.00 %	40,088.13	0.00 %	40,088.13
AVI1	83.48	96.98	0.11	116.17 %	81,819.20	30.00 %	24,545.76	0.00 %	24,545.76
PDM1	58.63	67.38	0.00	114.91 %	65,934.40	30.00 %	19,780.32	0.00 %	19,780.32
SUL1	84.54	90.67	0.07	107.25 %	129,101.20	25.00 %	32,275.30	0.00 %	32,275.30
ANR1	27.92	29.48	0.57	105.59 %	35,760.60	25.00 %	8,940.15	0.00 %	8,940.15
CBE2	521.00	517.04	0.07	99.24 %	395,011.20	20.00 %	79,002.24	0.00 %	79,002.24
SYM2	96.42	90.85	0.03	94.23 %	84,710.10	15.00 %	12,706.52	0.00 %	12,706.52
KGI1	104.96	94.83	0.00	90.35 %	63,385.10	15.00 %	9,507.77	0.00 %	9,507.77
KMR1	203.22	183.25	0.02	90.18 %	211,254.50	15.00 %	31,688.18	0.00 %	31,688.18
CBE6	109.17	98.11	0.06	89.87 %	101,524.60	10.00 %	10,152.46	0.00 %	10,152.46
GDR1	91.98	82.54	0.27	89.74 %	62,183.70	10.00 %	6,218.37	0.00 %	6,218.37
CNR1	81.11	71.83	0.01	88.56 %	71,152.50	10.00 %	7,115.25	0.00 %	7,115.25
CBE1	87.08	76.30	0.11	87.62 %	94,725.90	10.00 %	9,472.59	0.00 %	9,472.59
TPR2	213.17	182.43	0.00	85.58 %	123,368.80	10.00 %	12,336.88	0.00 %	12,336.88
DPM2	114.81	94.92	0.04	82.67 %	93,021.10	10.00 %	9,302.11	0.00 %	9,302.11
TPR1	176.04	143.03	0.23	81.25 %	112,501.00	10.00 %	11,250.10	0.00 %	11,250.10
SNR1	115.89	87.36	0.07	75.38 %	81,748.10	0.00 %		0.00 %	
CBE3	56.15	40.95	0.07	72.93 %	62,071.60	0.00 %		0.00 %	
CBE5	75.79	54.09	0.05	71.38 %	77,919.90	0.00 %		0.00 %	
CBE4	175.79	122.16	0.10	69.49 %	141,023.40	0.00 %		0.00 %	
PLI1	184.31	127.64	0.07	69.25 %	113,022.50	0.00 %		0.00 %	
UAM1	211.40	138.36	0.03	65.45 %	123,489.40	0.00 %		0.00 %	
UMP1	110.34	58.11	0.41	52.67 %	59,231.60	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	145.69	204.71	0.11	140.51 %	130,241.40	40.00 %	52,096.56	0.00 %	52,096.56
ULP1	145.31	147.80	0.05	101.71 %	132,579.60	25.00 %	33,144.90	0.00 %	33,144.90
TRK1	184.65	184.00	0.24	99.65 %	182,976.30	20.00 %	36,595.26	0.00 %	36,595.26
KLM1	144.34	142.61	0.13	98.80 %	161,174.90	20.00 %	32,234.98	0.00 %	32,234.98
VPM2	143.44	139.69	0.18	97.38 %	126,327.70	20.00 %	25,265.54	0.00 %	25,265.54
KML1	81.83	78.27	0.47	95.65 %	72,589.50	20.00 %	14,517.90	0.00 %	14,517.90
NVL2	171.32	161.20	0.23	94.09 %	168,647.70	15.00 %	25,297.16	0.00 %	25,297.16
CUD1	281.88	263.10	0.16	93.34 %	248,140.20	15.00 %	37,221.03	0.00 %	37,221.03
PRT1	116.71	108.35	0.24	92.83 %	99,258.60	15.00 %	14,888.79	0.00 %	14,888.79
STP1	65.09	58.35	0.12	89.65 %	49,171.90	10.00 %	4,917.19	0.00 %	4,917.19
CDM1	213.72	190.23	0.15	89.01 %	158,419.60	10.00 %	15,841.96	0.00 %	15,841.96
TDM1	128.10	112.89	0.06	88.12 %	88,206.80	10.00 %	8,820.68	0.00 %	8,820.68
KKI2	190.45	166.28	0.16	87.31 %	126,921.00	10.00 %	12,692.10	0.00 %	12,692.10
MKM1	65.43	56.59	0.19	86.50 %	49,358.40	10.00 %	4,935.84	0.00 %	4,935.84
POY2	221.72	175.71	0.07	79.25 %	143,588.60	0.00 %		0.00 %	
POY1	248.07	196.35	0.20	79.15 %	206,689.40	0.00 %		0.00 %	
TVM1	89.25	70.54	0.24	79.04 %	36,899.30	0.00 %		0.00 %	
VPM1	58.02	43.62	0.21	75.18 %	38,395.50	0.00 %		0.00 %	
TVM2	133.26	86.64	0.01	65.01 %	51,970.80	0.00 %		0.00 %	
VCM1	89.73	54.16	0.00	60.36 %	45,599.00	0.00 %		0.00 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	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	84.78	119.30	0.12	140.72 %	135,448.90	40.00 %	54,179.56	0.00 %	54,179.56
ARM1	88.83	107.05	0.57	120.52 %	87,150.40	40.00 %	34,860.16	0.00 %	34,860.16
KYR1	70.43	81.39	0.13	115.57 %	74,967.30	30.00 %	22,490.19	0.00 %	22,490.19
UDN1	85.68	95.38	0.20	111.32 %	89,644.00	30.00 %	26,893.20	0.00 %	26,893.20
RPM1	211.05	216.06	0.33	102.37 %	207,720.10	25.00 %	51,930.03	0.00 %	51,930.03
TCN1	139.93	142.09	0.34	101.54 %	143,805.90	25.00 %	35,951.48	0.00 %	35,951.48
TUT2	275.54	277.37	0.16	100.66 %	209,378.30	25.00 %	52,344.58	0.00 %	52,344.58
SKD1	81.97	80.56	0.12	98.28 %	74,587.30	20.00 %	14,917.46	0.00 %	14,917.46
VNR1	91.05	89.38	0.00	98.16 %	84,701.50	20.00 %	16,940.30	0.00 %	16,940.30
TKS2	261.72	256.25	0.20	97.91 %	218,440.30	20.00 %	43,688.06	0.00 %	43,688.06
TUT1	719.27	700.85	0.23	97.44 %	706,920.70	20.00 %	141,384.14	0.00 %	141,384.14
PKD1	186.20	178.34	0.16	95.78 %	175,413.00	20.00 %	35,082.60	0.00 %	35,082.60
VNR2	330.37	312.38	0.13	94.56 %	275,058.40	15.00 %	41,258.76	0.00 %	41,258.76
ASM1	97.32	91.85	0.13	94.38 %	93,694.10	15.00 %	14,054.12	0.00 %	14,054.12
NGR1	423.82	395.45	0.72	93.31 %	295,389.90	15.00 %	44,308.49	0.00 %	44,308.49
SDI1	99.44	92.59	0.32	93.12 %	81,480.40	15.00 %	12,222.06	0.00 %	12,222.06
TKS1	217.30	202.02	0.10	92.97 %	210,031.70	15.00 %	31,504.76	0.00 %	31,504.76
SGT1	62.95	58.39	0.28	92.77 %	50,058.30	15.00 %	7,508.75	0.00 %	7,508.75
SNL1	136.08	125.52	0.16	92.24 %	92,330.70	15.00 %	13,849.61	0.00 %	13,849.61
SVK1	222.76	198.42	0.16	89.07 %	170,347.00	10.00 %	17,034.70	0.00 %	17,034.70
APK1	149.93	133.44	0.09	89.01 %	139,494.50	10.00 %	13,949.45	0.00 %	13,949.45
TYI1	112.55	99.51	0.27	88.41 %	111,684.40	10.00 %	11,168.44	0.00 %	11,168.44
KVT1	355.50	309.32	0.66	87.01 %	360,286.70	10.00 %	36,028.67	0.00 %	36,028.67
STU2	84.99	72.39	0.11	85.17 %	60,222.10	10.00 %	6,022.21	0.00 %	6,022.21
MMT1	114.24	95.34	0.10	83.45 %	72,662.50	10.00 %	7,266.25	0.00 %	7,266.25
TVL1	665.95	540.33	0.74	81.14 %	404,342.90	10.00 %	40,434.29	0.00 %	40,434.29
PDI1	106.04	85.74	0.22	80.86 %	76,315.80	10.00 %	7,631.58	0.00 %	7,631.58
KGL1	103.19	82.90	0.09	80.33 %	80,632.00	10.00 %	8,063.20	0.00 %	8,063.20
VKM1	91.81	72.36	0.04	78.82 %	95,800.00	0.00 %		0.00 %	
VLY1	219.70	161.13	0.26	73.34 %	129,374.80	0.00 %		0.00 %	
RND1	250.44	181.60	0.11	72.51 %	233,011.60	0.00 %		0.00 %	
TKY1	159.33	111.33	0.10	69.87 %	83,196.40	0.00 %		0.00 %	
APK2	167.73	116.57	0.28	69.50 %	122,598.10	0.00 %		0.00 %	
KSM1	69.39	45.81	0.04	66.01 %	43,136.60	0.00 %		0.00 %	
MAR1	245.76	157.93	0.23	64.26 %	130,644.20	0.00 %		0.00 %	
TVL2	63.44	40.50	0.12	63.84 %	20,846.50	0.00 %		0.00 %	
COL1	48.36	25.85	0.02	53.45 %	30,483.90	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	185.92	210.86	0.14	113.42 %	186,404.40	30.00 %	55,921.32	0.00 %	55,921.32
CH28	164.36	185.42	0.10	112.81 %	277,520.40	30.00 %	83,256.12	0.00 %	83,256.12
TKM1	77.38	86.36	0.07	111.61 %	91,602.50	30.00 %	27,480.75	0.00 %	27,480.75
CH40	101.84	110.68	0.01	108.68 %	56,108.90	25.00 %	14,027.23	0.00 %	14,027.23
MC10	40.36	41.55	0.00	102.95 %	30,623.30	25.00 %	7,655.83	0.00 %	7,655.83
MRM1	152.46	156.54	0.09	102.67 %	158,036.50	25.00 %	39,509.13	0.00 %	39,509.13
CH35	126.18	126.39	0.08	100.17 %	125,547.40	25.00 %	31,386.85	0.00 %	31,386.85
GUD1	137.15	132.99	0.11	96.97 %	197,373.70	20.00 %	39,474.74	0.00 %	39,474.74
CH37	107.75	103.82	0.06	96.36 %	80,848.50	20.00 %	16,169.70	0.00 %	16,169.70
CH42	208.27	196.94	0.11	94.56 %	200,082.50	15.00 %	30,012.38	0.00 %	30,012.38
CH39	93.25	87.44	0.14	93.77 %	82,548.60	15.00 %	12,382.29	0.00 %	12,382.29
GUD2	134.88	125.57	0.10	93.10 %	117,015.70	15.00 %	17,552.36	0.00 %	17,552.36
CH16	328.45	304.48	0.11	92.70 %	315,418.80	15.00 %	47,312.82	0.00 %	47,312.82
AVD1	234.96	215.34	0.30	91.65 %	172,771.90	15.00 %	25,915.79	0.00 %	25,915.79
CH48	189.29	171.86	0.06	90.79 %	180,762.50	15.00 %	27,114.38	0.00 %	27,114.38
CH45	166.10	148.05	0.35	89.14 %	133,280.90	10.00 %	13,328.09	0.00 %	13,328.09
CH38	125.19	109.51	0.08	87.48 %	119,456.60	10.00 %	11,945.66	0.00 %	11,945.66
CGL1	109.67	93.46	0.09	85.22 %	88,084.10	10.00 %	8,808.41	0.00 %	8,808.41
CH14	355.63	301.41	0.15	84.75 %	254,809.60	10.00 %	25,480.96	0.00 %	25,480.96
SKL1	128.14	103.03	0.24	80.41 %	125,558.20	10.00 %	12,555.82	0.00 %	12,555.82
CH22	145.47	115.71	0.14	79.54 %	122,612.50	0.00 %		0.00 %	
CH05	293.69	221.23	0.10	75.33 %	200,754.10	0.00 %		0.00 %	
CH08	345.12	259.57	0.05	75.21 %	367,425.10	0.00 %		0.00 %	
CH07	244.50	166.12	0.17	67.94 %	168,393.40	0.00 %		0.00 %	
CH11	184.51	125.15	0.20	67.83 %	121,723.80	0.00 %		0.00 %	
KNR1	171.60	113.37	0.18	66.07 %	99,860.00	0.00 %		0.00 %	
CH30	200.90	131.09	0.37	65.25 %	107,616.20	0.00 %		0.00 %	
CH26	49.19	31.27	0.03	63.56 %	32,173.70	0.00 %		0.00 %	
CH29	56.48	29.07	0.09	51.47 %	33,781.30	0.00 %		0.00 %	
MC09	31.01	12.57	0.26	40.54 %	6,074.20	0.00 %		0.00 %	
MC02	29.82	5.58	0.00	18.71 %	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	72.82	107.83	0.19	148.09 %	110,619.10	40.00 %	44,247.64	0.00 %	44,247.64
CH46	104.36	110.56	0.20	105.94 %	86,192.30	25.00 %	21,548.08	0.00 %	21,548.08
CH33	144.61	139.39	0.03	96.39 %	145,186.40	20.00 %	29,037.28	0.00 %	29,037.28
UKI1	130.70	125.71	0.14	96.18 %	96,058.60	20.00 %	19,211.72	0.00 %	19,211.72
CH34	210.73	202.12	0.08	95.91 %	176,246.60	20.00 %	35,249.32	0.00 %	35,249.32
GPD1	150.49	142.66	0.09	94.80 %	97,840.90	15.00 %	14,676.14	0.00 %	14,676.14
CH12	269.91	243.30	0.16	90.14 %	262,837.80	15.00 %	39,425.67	0.00 %	39,425.67
CH23	73.94	66.46	0.03	89.89 %	76,783.90	10.00 %	7,678.39	0.00 %	7,678.39
CH06	200.68	178.17	0.14	88.78 %	155,373.00	10.00 %	15,537.30	0.00 %	15,537.30
CH18	207.75	181.63	0.03	87.43 %	238,500.30	10.00 %	23,850.03	0.00 %	23,850.03
CH15	494.57	425.05	0.14	85.94 %	359,581.00	10.00 %	35,958.10	0.00 %	35,958.10
CH43	155.48	132.62	0.13	85.30 %	167,706.70	10.00 %	16,770.67	0.00 %	16,770.67
CH24	178.33	150.93	0.29	84.63 %	163,871.40	10.00 %	16,387.14	0.00 %	16,387.14
CH44	159.50	131.73	0.03	82.59 %	118,421.50	10.00 %	11,842.15	0.00 %	11,842.15
CH03	476.54	391.82	0.22	82.22 %	371,813.90	10.00 %	37,181.39	0.00 %	37,181.39
CH21	338.45	273.63	0.17	80.85 %	209,064.80	10.00 %	20,906.48	0.00 %	20,906.48
PON1	106.69	86.11	0.05	80.71 %	89,453.70	10.00 %	8,945.37	0.00 %	8,945.37
CH20	250.40	200.31	0.63	80.00 %	196,890.20	0.00 %		0.00 %	
CH32	31.44	24.14	0.13	76.78 %	13,669.30	0.00 %		0.00 %	
CH41	180.08	132.01	0.25	73.30 %	147,129.90	0.00 %		0.00 %	
CH31	80.52	58.40	0.01	72.52 %	54,219.30	0.00 %		0.00 %	
CH09	196.29	139.50	0.11	71.07 %	159,968.40	0.00 %		0.00 %	
MC06	58.87	40.33	0.00	68.51 %	27,710.30	0.00 %		0.00 %	
MJR1	320.47	216.10	0.07	67.43 %	169,173.30	0.00 %		0.00 %	
MC05	77.85	50.66	0.00	65.08 %	19,978.00	0.00 %		0.00 %	
CH27	74.04	45.35	0.18	61.25 %	49,399.80	0.00 %		0.00 %	
CH36	101.38	55.23	0.16	54.48 %	38,677.20	0.00 %		0.00 %	
CH01	14.22	5.09	0.07	35.82 %	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)
TVP1	213.25	132.57	0.24	62.17 %	110,015.70	0.00 %		0.00 %	
PAS1	85.51	52.05	0.00	60.87 %	47,943.80	0.00 %		0.00 %	
KLR1	69.10	35.67	0.17	51.62 %	31,489.40	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 %	