

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
25,556.47 L	23,327.24 L	91.28 %	0.00 %	199.50 L

Note : Sales Period is From :01-Jul-2025 To :27-Jul-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,767.68	1,726.44	97.67 %	51,000.00	0.00 %	51,000.00
NORTH ARCOT	1,995.26	1,900.85	95.27 %	57,000.00	0.00 %	57,000.00
CHENNAI-01	3,390.50	3,193.73	94.20 %	93,000.00	0.00 %	93,000.00
TRICHY-01	2,915.79	2,619.54	89.84 %	0.00	0.00 %	0.00
WEST-02	2,511.36	2,208.36	87.93 %	0.00	0.00 %	0.00
CHENNAI-02	3,270.58	2,846.65	87.04 %	0.00	0.00 %	0.00
SOUTH-01	4,495.99	3,800.76	84.54 %	0.00	0.00 %	0.00
SOUTH-03	3,051.62	2,549.50	83.55 %	0.00	0.00 %	0.00
WEST-01	1,926.63	1,558.56	80.90 %	0.00	0.00 %	0.00
KL-SOUTH	231.06	171.75	74.33 %	0.00	0.00 %	0.00
OTHERS	0.00	751.09	0.00 %	0.00	0.00 %	0.00
Total	25,556.47	23,327.24	91.28 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	578.45	609.09	105.30%	90,000.00	0.00 %	90,000.00
	SA02	659.37	624.87	94.77%	45,000.00	0.00 %	45,000.00
	SA03	529.86	492.49	92.95%	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	673.00	675.59	100.38%	90,000.00	0.00 %	90,000.00
	NA02	737.98	690.35	93.55%	45,000.00	0.00 %	45,000.00
	NA03	584.28	534.92	91.55%	37,500.00	0.00 %	37,500.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	848.08	880.01	103.76%	120,000.00	0.00 %	120,000.00
	CH08	739.99	713.02	96.36%	52,500.00	0.00 %	52,500.00
	CH03	660.78	621.31	94.03%	45,000.00	0.00 %	45,000.00
TRICHY-01	CH06	1,141.65	979.39	85.79%	0.00	0.00 %	0.00
	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	584.35	580.52	99.34%	37,500.00	0.00 %	37,500.00
	KUM1	576.29	540.88	93.85%	37,500.00	0.00 %	37,500.00
WEST-02	PTK1	518.87	449.15	86.56%	0.00	0.00 %	0.00
	TRY1	1,236.28	1,049.00	84.85%	0.00	0.00 %	0.00
	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	527.84	516.08	97.77%	37,500.00	0.00 %	37,500.00
WEST-02	HSR1	531.56	496.52	93.41%	30,000.00	0.00 %	30,000.00
	SLM1	782.46	657.12	83.98%	0.00	0.00 %	0.00
	ERD1	669.50	538.65	80.45%	0.00	0.00 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	950.10	858.89	90.40%	60,000.00	0.00 %	60,000.00
	CH09	650.23	580.30	89.25%	0.00	0.00 %	0.00
	CH01	829.10	702.48	84.73%	0.00	0.00 %	0.00
	CH07	841.15	704.99	83.81%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	983.37	880.64	89.55%	0.00	0.00 %	0.00
	TKS1	632.03	565.28	89.44%	0.00	0.00 %	0.00
	VNR1	500.27	437.72	87.50%	0.00	0.00 %	0.00
	KVT1	777.16	642.48	82.67%	0.00	0.00 %	0.00
	NGR1	838.70	668.74	79.74%	0.00	0.00 %	0.00
	TVL1	764.47	605.90	79.26%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	619.46	536.52	86.61%	0.00	0.00 %	0.00
	DGL1	882.55	760.76	86.20%	0.00	0.00 %	0.00
	SVG1	506.79	419.22	82.72%	0.00	0.00 %	0.00
	MDU2	925.83	752.90	81.32%	0.00	0.00 %	0.00
	KRR1	116.99	80.09	68.46%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PLI1	242.74	226.11	93.15%	15,000.00	0.00 %	15,000.00
	TPR4	250.66	212.68	84.85%	0.00	0.00 %	0.00
	UAM1	391.13	324.29	82.91%	0.00	0.00 %	0.00
	CBE1	789.56	605.51	76.69%	0.00	0.00 %	0.00
	TPR1	252.54	189.97	75.23%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	231.06	171.75	74.33%	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)
PRT1	57.25	66.76	-2.14	116.61 %	54,224.00	30.00 %	16,267.20	0.00 %	16,267.20
MKM1	40.74	47.41	-1.17	116.36 %	47,898.90	30.00 %	14,369.67	0.00 %	14,369.67
ULP1	91.96	105.10	-2.17	114.29 %	86,492.10	30.00 %	25,947.63	0.00 %	25,947.63
POY2	118.06	132.16	-3.25	111.94 %	116,911.70	30.00 %	35,073.51	0.00 %	35,073.51
POY1	147.93	161.68	-3.10	109.29 %	166,643.60	25.00 %	41,660.90	0.00 %	41,660.90
TRK1	113.94	122.98	-2.37	107.93 %	99,961.50	25.00 %	24,990.38	0.00 %	24,990.38
KLM1	90.45	95.19	-2.29	105.24 %	97,618.60	25.00 %	24,404.65	0.00 %	24,404.65
KML1	50.93	51.72	-3.87	101.57 %	37,173.80	25.00 %	9,293.45	0.00 %	9,293.45
VPM2	91.66	90.79	-2.88	99.05 %	65,681.00	20.00 %	13,136.20	0.00 %	13,136.20
SJI1	77.92	75.78	-1.66	97.26 %	47,155.30	20.00 %	9,431.06	0.00 %	9,431.06
VPM1	31.90	30.82	-2.54	96.60 %	26,098.50	20.00 %	5,219.70	0.00 %	5,219.70
CUD1	181.27	172.64	-2.24	95.24 %	152,875.10	20.00 %	30,575.02	0.00 %	30,575.02
NVL2	116.42	105.83	-4.43	90.90 %	78,044.60	15.00 %	11,706.69	0.00 %	11,706.69
STP1	43.49	39.07	-2.68	89.85 %	26,406.40	10.00 %	2,640.64	0.00 %	2,640.64
KKI2	118.28	103.63	-3.11	87.62 %	78,266.10	10.00 %	7,826.61	0.00 %	7,826.61
TDM1	75.34	65.95	-3.12	87.54 %	53,085.20	10.00 %	5,308.52	0.00 %	5,308.52
CDM1	113.31	98.25	-2.77	86.70 %	92,473.10	10.00 %	9,247.31	0.00 %	9,247.31
TVM2	80.94	68.27	-1.84	84.35 %	33,383.10	10.00 %	3,338.31	0.00 %	3,338.31
VCM1	67.74	54.50	-2.71	80.47 %	38,065.20	10.00 %	3,806.52	0.00 %	3,806.52
TVM1	58.16	37.90	-1.12	65.15 %	21,569.00	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	47.38	56.30	-2.77	118.83 %	41,198.70	30.00 %	12,359.61	0.00 %	12,359.61
GDM1	61.17	70.47	-2.64	115.21 %	47,718.70	30.00 %	14,315.61	0.00 %	14,315.61
CPT1	35.33	40.45	-1.99	114.49 %	40,256.20	30.00 %	12,076.86	0.00 %	12,076.86
ARC2	62.16	66.77	-1.98	107.41 %	61,599.90	25.00 %	15,399.98	0.00 %	15,399.98
KPM2	215.21	228.92	-3.39	106.37 %	149,350.30	25.00 %	37,337.58	0.00 %	37,337.58
SBR1	99.28	104.82	-2.46	105.58 %	105,498.70	25.00 %	26,374.68	0.00 %	26,374.68
TRR1	144.50	151.76	-3.46	105.02 %	91,638.50	25.00 %	22,909.63	0.00 %	22,909.63
VSI1	75.52	78.55	-1.62	104.01 %	80,537.30	25.00 %	20,134.33	0.00 %	20,134.33
AKM1	81.43	84.45	-2.82	103.71 %	70,213.30	25.00 %	17,553.33	0.00 %	17,553.33
WJD1	78.00	79.69	-2.20	102.16 %	92,013.40	25.00 %	23,003.35	0.00 %	23,003.35
BGR1	49.90	50.78	-1.86	101.77 %	50,155.30	25.00 %	12,538.83	0.00 %	12,538.83
ANI1	44.11	44.51	-1.72	100.93 %	33,599.80	25.00 %	8,399.95	0.00 %	8,399.95
CYR1	48.41	47.88	-1.77	98.92 %	39,911.00	20.00 %	7,982.20	0.00 %	7,982.20
WJP1	53.32	52.51	-2.06	98.47 %	42,278.60	20.00 %	8,455.72	0.00 %	8,455.72
VEL2	123.59	114.21	-2.20	92.41 %	110,492.90	15.00 %	16,573.94	0.00 %	16,573.94
ABR1	75.37	67.76	-2.22	89.89 %	59,932.90	10.00 %	5,993.29	0.00 %	5,993.29
PLR1	40.90	36.36	-1.71	88.90 %	32,013.20	10.00 %	3,201.32	0.00 %	3,201.32
UGI1	46.68	41.26	-1.80	88.39 %	37,874.90	10.00 %	3,787.49	0.00 %	3,787.49
CGM1	67.67	58.51	-1.56	86.47 %	40,803.50	10.00 %	4,080.35	0.00 %	4,080.35
SLG1	46.40	39.49	-1.36	85.11 %	38,973.30	10.00 %	3,897.33	0.00 %	3,897.33
TRT1	60.61	48.13	-3.24	79.41 %	47,974.40	0.00 %		0.00 %	
KPM1	90.37	70.85	-2.82	78.40 %	63,236.40	0.00 %		0.00 %	
TRL1	137.45	106.28	-3.47	77.32 %	107,494.40	0.00 %		0.00 %	
VEL1	177.40	134.98	-3.17	76.09 %	107,930.70	0.00 %		0.00 %	
PTU1	33.12	25.17	-1.44	75.98 %	18,914.80	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	40.67	58.10	-1.92	142.85 %	47,891.30	40.00 %	19,156.52	0.00 %	19,156.52
CH48	108.69	128.08	-2.07	117.84 %	145,055.60	30.00 %	43,516.68	0.00 %	43,516.68
CH35	77.28	89.67	-2.17	116.03 %	78,282.70	30.00 %	23,484.81	0.00 %	23,484.81
CH05	190.41	216.86	-5.01	113.89 %	172,768.70	30.00 %	51,830.61	0.00 %	51,830.61
CH45	95.37	107.25	-3.08	112.46 %	95,956.60	30.00 %	28,786.98	0.00 %	28,786.98
CH28	111.89	122.87	-1.85	109.81 %	190,680.60	25.00 %	47,670.15	0.00 %	47,670.15
MRM1	86.50	90.77	-1.97	104.93 %	90,095.70	25.00 %	22,523.93	0.00 %	22,523.93
CH19	165.99	170.53	-6.55	102.73 %	164,154.90	25.00 %	41,038.73	0.00 %	41,038.73
CH14	242.76	246.97	-4.52	101.73 %	203,126.30	25.00 %	50,781.58	0.00 %	50,781.58
KNR1	84.95	86.04	-1.72	101.28 %	95,736.70	25.00 %	23,934.18	0.00 %	23,934.18
CH38	83.31	82.64	-2.16	99.20 %	90,340.30	20.00 %	18,068.06	0.00 %	18,068.06
CH30	122.04	119.75	-4.38	98.12 %	83,316.60	20.00 %	16,663.32	0.00 %	16,663.32
GUD1	110.12	106.88	-2.30	97.06 %	151,039.20	20.00 %	30,207.84	0.00 %	30,207.84
CH11	107.32	103.86	-3.62	96.77 %	104,190.80	20.00 %	20,838.16	0.00 %	20,838.16
CH22	119.95	114.43	-2.25	95.40 %	127,269.10	20.00 %	25,453.82	0.00 %	25,453.82
AVD1	127.03	118.70	-3.37	93.44 %	93,990.20	15.00 %	14,098.53	0.00 %	14,098.53
GUD2	95.82	88.38	-4.01	92.24 %	77,214.40	15.00 %	11,582.16	0.00 %	11,582.16
CH08	228.74	206.29	-3.05	90.18 %	254,233.00	15.00 %	38,134.95	0.00 %	38,134.95
MC10	38.70	34.71	-0.39	89.70 %	19,974.80	10.00 %	1,997.48	0.00 %	1,997.48
CH42	151.62	134.13	-3.64	88.46 %	148,376.20	10.00 %	14,837.62	0.00 %	14,837.62
CH16	244.11	212.98	-2.85	87.24 %	212,535.30	10.00 %	21,253.53	0.00 %	21,253.53
CGL1	83.78	71.44	-2.43	85.27 %	57,057.10	10.00 %	5,705.71	0.00 %	5,705.71
CH07	164.27	139.02	-2.53	84.63 %	139,001.20	10.00 %	13,900.12	0.00 %	13,900.12
TKM1	66.49	55.05	-1.63	82.79 %	53,742.50	10.00 %	5,374.25	0.00 %	5,374.25
SKL1	84.00	66.83	-2.58	79.55 %	77,630.40	0.00 %		0.00 %	
CH39	77.88	58.27	-3.66	74.82 %	67,375.30	0.00 %		0.00 %	
CH26	47.88	29.96	-2.87	62.57 %	31,447.30	0.00 %		0.00 %	
MC09	29.87	18.36	-0.08	61.47 %	9,021.40	0.00 %		0.00 %	
MC02	37.05	21.57	-0.07	58.23 %	8,951.50	0.00 %		0.00 %	
CH40	95.82	54.40	-2.46	56.77 %	28,502.70	0.00 %		0.00 %	
CH29	70.17	38.95	-5.13	55.51 %	30,257.10	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	43.92	56.54	-3.08	128.72 %	48,391.80	40.00 %	19,356.72	0.00 %	19,356.72
KRN1	42.92	51.70	-1.42	120.44 %	46,148.20	40.00 %	18,459.28	0.00 %	18,459.28
KIK1	62.49	73.36	-4.26	117.39 %	71,703.80	30.00 %	21,511.14	0.00 %	21,511.14
MVM1	121.52	130.27	-2.95	107.20 %	134,226.90	25.00 %	33,556.73	0.00 %	33,556.73
PDK1	43.71	46.27	-5.31	105.87 %	40,378.70	25.00 %	10,094.68	0.00 %	10,094.68
TVR2	113.68	118.31	-4.64	104.08 %	87,885.80	25.00 %	21,971.45	0.00 %	21,971.45
PBR2	170.71	174.94	-3.63	102.48 %	136,091.80	25.00 %	34,022.95	0.00 %	34,022.95
ORU1	54.50	55.84	-2.08	102.46 %	49,802.40	25.00 %	12,450.60	0.00 %	12,450.60
MDI1	90.34	86.53	-3.51	95.79 %	81,419.60	20.00 %	16,283.92	0.00 %	16,283.92
PBR1	56.17	53.07	-3.48	94.48 %	50,913.70	15.00 %	7,637.06	0.00 %	7,637.06
TNJ1	184.72	173.68	-4.92	94.02 %	114,799.50	15.00 %	17,219.93	0.00 %	17,219.93
AYR1	57.94	53.88	-2.55	93.00 %	45,939.90	15.00 %	6,890.99	0.00 %	6,890.99
TTP1	83.83	77.70	-2.47	92.69 %	58,011.40	15.00 %	8,701.71	0.00 %	8,701.71
JKM1	82.43	75.80	-2.63	91.95 %	63,350.00	15.00 %	9,502.50	0.00 %	9,502.50
TNJ2	138.07	125.80	-4.42	91.11 %	102,671.40	15.00 %	15,400.71	0.00 %	15,400.71
NGT1	101.23	91.98	-4.08	90.86 %	89,528.90	15.00 %	13,429.34	0.00 %	13,429.34
TYR1	86.81	78.58	-3.40	90.53 %	57,178.90	15.00 %	8,576.84	0.00 %	8,576.84
TRY1	649.21	567.73	-8.32	87.45 %	296,059.80	10.00 %	29,605.98	0.00 %	29,605.98
PTK1	122.81	107.30	-3.53	87.38 %	101,370.50	10.00 %	10,137.05	0.00 %	10,137.05
NMM1	60.51	52.55	-2.37	86.86 %	54,599.40	10.00 %	5,459.94	0.00 %	5,459.94
KUM1	171.65	133.09	-4.90	77.54 %	102,582.90	0.00 %		0.00 %	
TRY2	63.01	47.18	-8.12	74.87 %	31,370.00	0.00 %		0.00 %	
NCK1	43.10	26.86	-4.05	62.33 %	17,782.20	0.00 %		0.00 %	
MSI1	89.40	55.03	-2.13	61.55 %	47,009.30	0.00 %		0.00 %	
TRY3	120.96	72.47	-3.44	59.91 %	56,623.70	0.00 %		0.00 %	
APM1	60.16	33.09	-2.28	55.00 %	37,334.00	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)
PLC1	39.91	50.79	-1.15	127.28 %	48,490.30	40.00 %	19,396.12	0.00 %	19,396.12
TRM1	78.50	91.23	-1.98	116.22 %	74,338.50	30.00 %	22,301.55	0.00 %	22,301.55
SGI1	46.78	52.50	-1.37	112.22 %	53,068.30	30.00 %	15,920.49	0.00 %	15,920.49
RSP1	67.47	74.82	-4.43	110.88 %	69,084.00	30.00 %	20,725.20	0.00 %	20,725.20
MCR1	77.45	85.09	-3.47	109.87 %	64,906.50	25.00 %	16,226.63	0.00 %	16,226.63
BMD1	60.75	65.66	-6.43	108.08 %	51,981.40	25.00 %	12,995.35	0.00 %	12,995.35
VKL1	31.95	32.29	-2.55	101.09 %	32,951.00	25.00 %	8,237.75	0.00 %	8,237.75
OML1	67.09	66.44	-1.11	99.03 %	64,906.40	20.00 %	12,981.28	0.00 %	12,981.28
EDP1	46.00	45.37	-3.61	98.64 %	25,971.20	20.00 %	5,194.24	0.00 %	5,194.24
KRI1	64.90	61.40	-3.00	94.60 %	45,923.50	15.00 %	6,888.53	0.00 %	6,888.53
HRR1	58.68	55.30	-1.53	94.25 %	41,569.10	15.00 %	6,235.37	0.00 %	6,235.37
PMP1	66.28	62.41	-1.42	94.16 %	45,180.60	15.00 %	6,777.09	0.00 %	6,777.09
VPD1	96.60	90.17	-1.37	93.34 %	91,399.10	15.00 %	13,709.87	0.00 %	13,709.87
DPR1	40.19	37.04	-6.49	92.17 %	27,747.90	15.00 %	4,162.19	0.00 %	4,162.19
ERD2	109.74	101.12	-3.36	92.15 %	121,648.30	15.00 %	18,247.25	0.00 %	18,247.25
TCG1	39.57	36.15	-4.41	91.35 %	23,475.60	15.00 %	3,521.34	0.00 %	3,521.34
KVP1	62.88	57.42	-3.11	91.32 %	45,183.80	15.00 %	6,777.57	0.00 %	6,777.57
SLM2	85.88	77.72	-4.89	90.50 %	61,185.20	15.00 %	9,177.78	0.00 %	9,177.78
PDR1	39.68	35.62	-4.00	89.77 %	37,161.90	10.00 %	3,716.19	0.00 %	3,716.19
DPR2	45.81	40.68	-1.62	88.79 %	38,524.70	10.00 %	3,852.47	0.00 %	3,852.47
HSR2	140.43	121.76	-3.62	86.71 %	95,429.70	10.00 %	9,542.97	0.00 %	9,542.97
EPI1	62.88	52.99	-2.52	84.26 %	50,267.30	10.00 %	5,026.73	0.00 %	5,026.73
SLM1	217.71	182.98	-3.50	84.05 %	115,686.80	10.00 %	11,568.68	0.00 %	11,568.68
HSR1	110.39	90.24	-2.18	81.75 %	96,890.20	10.00 %	9,689.02	0.00 %	9,689.02
ATU1	96.19	76.76	-2.67	79.80 %	57,156.10	0.00 %		0.00 %	
KMM1	53.44	40.68	-2.94	76.12 %	36,826.60	0.00 %		0.00 %	
SLM3	109.50	82.56	-2.61	75.40 %	56,404.50	0.00 %		0.00 %	
MTR1	99.38	74.64	-2.01	75.11 %	69,026.50	0.00 %		0.00 %	
APN1	67.71	48.58	-1.28	71.75 %	56,738.00	0.00 %		0.00 %	
ERD1	121.80	85.89	-4.12	70.52 %	68,815.60	0.00 %		0.00 %	
CMI1	40.53	27.57	-2.41	68.01 %	32,639.20	0.00 %		0.00 %	
NKL2	128.19	85.00	-2.63	66.31 %	80,341.60	0.00 %		0.00 %	
SGG1	37.13	19.50	-3.47	52.53 %	15,175.40	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	51.49	60.15	-7.02	116.82 %	47,210.50	30.00 %	14,163.15	0.00 %	14,163.15
PON1	66.15	70.57	-1.60	106.69 %	62,585.90	25.00 %	15,646.48	0.00 %	15,646.48
CH17	73.81	77.11	-2.27	104.46 %	84,137.10	25.00 %	21,034.28	0.00 %	21,034.28
CH43	96.03	97.26	-1.99	101.28 %	119,580.20	25.00 %	29,895.05	0.00 %	29,895.05
CH34	155.31	155.00	-2.51	99.80 %	131,947.90	20.00 %	26,389.58	0.00 %	26,389.58
CH06	132.46	128.99	-1.42	97.38 %	126,655.60	20.00 %	25,331.12	0.00 %	25,331.12
CH41	107.77	104.77	-2.44	97.21 %	98,114.70	20.00 %	19,622.94	0.00 %	19,622.94
CH44	103.15	97.33	-1.59	94.36 %	98,331.60	15.00 %	14,749.74	0.00 %	14,749.74
CH21	224.70	211.58	-3.01	94.16 %	141,389.40	15.00 %	21,208.41	0.00 %	21,208.41
UKI1	79.89	74.54	-1.85	93.30 %	65,348.90	15.00 %	9,802.34	0.00 %	9,802.34
CH12	163.67	148.91	-2.66	90.98 %	153,991.70	15.00 %	23,098.76	0.00 %	23,098.76
CH03	331.24	301.16	-3.17	90.92 %	265,169.10	15.00 %	39,775.37	0.00 %	39,775.37
CH31	49.73	43.75	-1.37	87.96 %	41,168.60	10.00 %	4,116.86	0.00 %	4,116.86
CH15	341.00	292.60	-3.21	85.81 %	257,502.20	10.00 %	25,750.22	0.00 %	25,750.22
CH20	169.66	144.75	-2.22	85.32 %	142,823.30	10.00 %	14,282.33	0.00 %	14,282.33
MC05	51.13	43.28	-0.34	84.64 %	11,620.60	10.00 %	1,162.06	0.00 %	1,162.06
CH33	117.03	97.77	-2.30	83.54 %	109,765.60	10.00 %	10,976.56	0.00 %	10,976.56
CH23	49.78	41.04	-1.99	82.44 %	36,903.00	10.00 %	3,690.30	0.00 %	3,690.30
CH09	129.86	104.89	-3.18	80.77 %	113,192.60	10.00 %	11,319.26	0.00 %	11,319.26
CH18	169.44	136.79	-1.41	80.73 %	174,791.00	10.00 %	17,479.10	0.00 %	17,479.10
GPD1	99.86	76.50	-4.29	76.61 %	52,982.40	0.00 %		0.00 %	
MJR1	169.91	130.09	-2.21	76.57 %	117,662.30	0.00 %		0.00 %	
CH27	45.48	33.51	-2.52	73.68 %	35,609.80	0.00 %		0.00 %	
CH24	116.56	78.70	-1.87	67.52 %	93,694.00	0.00 %		0.00 %	
CH36	74.13	45.66	-3.74	61.59 %	36,736.50	0.00 %		0.00 %	
CH01	9.60	5.74	-4.84	59.76 %	6,473.90	0.00 %		0.00 %	
MC06	42.13	24.12	-1.00	57.25 %	14,843.50	0.00 %		0.00 %	
CH32	31.65	16.31	-2.59	51.53 %	14,264.80	0.00 %		0.00 %	
MC08	17.94	3.78	0.00	21.06 %	1,242.00	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	40.35	111.61	-7.66	276.60 %	89,377.50	40.00 %	35,751.00	0.00 %	35,751.00
STU2	51.84	61.00	-6.19	117.68 %	39,275.10	30.00 %	11,782.53	0.00 %	11,782.53
RPM1	109.01	113.07	-4.52	103.73 %	98,173.50	25.00 %	24,543.38	0.00 %	24,543.38
SDI1	51.13	52.46	-4.11	102.61 %	44,280.80	25.00 %	11,070.20	0.00 %	11,070.20
VNR1	68.86	65.55	-5.33	95.20 %	50,956.30	20.00 %	10,191.26	0.00 %	10,191.26
KVT1	211.11	199.91	-2.80	94.69 %	249,245.20	15.00 %	37,386.78	0.00 %	37,386.78
VNR2	204.20	193.01	-2.36	94.52 %	175,186.50	15.00 %	26,277.98	0.00 %	26,277.98
ARM1	42.69	39.41	-3.15	92.30 %	36,167.00	15.00 %	5,425.05	0.00 %	5,425.05
ASM1	55.52	50.81	-4.88	91.52 %	44,769.70	15.00 %	6,715.46	0.00 %	6,715.46
UDN1	78.67	71.25	-7.20	90.58 %	43,478.80	15.00 %	6,521.82	0.00 %	6,521.82
TKS1	170.74	153.70	-3.47	90.02 %	151,698.70	10.00 %	15,169.87	0.00 %	15,169.87
SNL1	72.74	65.25	-5.58	89.70 %	48,305.10	10.00 %	4,830.51	0.00 %	4,830.51
PKD1	119.46	106.01	-1.93	88.74 %	107,231.30	10.00 %	10,723.13	0.00 %	10,723.13
KGL1	64.42	56.63	-1.82	87.91 %	44,489.10	10.00 %	4,448.91	0.00 %	4,448.91
TUT2	184.05	158.68	-4.62	86.22 %	131,829.90	10.00 %	13,182.99	0.00 %	13,182.99
PDI1	57.57	49.09	-3.66	85.26 %	42,419.30	10.00 %	4,241.93	0.00 %	4,241.93
VLY1	155.67	130.59	-4.51	83.89 %	91,922.10	10.00 %	9,192.21	0.00 %	9,192.21
SVK1	123.72	103.76	-3.89	83.86 %	105,607.90	10.00 %	10,560.79	0.00 %	10,560.79
KSM1	36.66	30.58	-3.13	83.41 %	21,064.40	10.00 %	2,106.44	0.00 %	2,106.44
MAR1	238.28	196.87	-6.26	82.62 %	103,404.20	10.00 %	10,340.42	0.00 %	10,340.42
TUT1	507.63	413.76	-3.75	81.51 %	422,466.50	10.00 %	42,246.65	0.00 %	42,246.65
TKS2	193.08	157.30	-4.35	81.47 %	111,135.20	10.00 %	11,113.52	0.00 %	11,113.52
NGR1	292.82	230.31	-6.69	78.65 %	151,099.60	0.00 %		0.00 %	
SGT1	50.49	39.66	-2.24	78.55 %	31,052.00	0.00 %		0.00 %	
MMT1	76.66	59.00	-4.12	76.96 %	41,553.40	0.00 %		0.00 %	
TVL1	459.54	353.54	-5.47	76.93 %	256,878.40	0.00 %		0.00 %	
TKY1	88.53	67.80	-3.00	76.59 %	61,533.00	0.00 %		0.00 %	
ERL1	63.24	47.46	-3.15	75.05 %	47,909.20	0.00 %		0.00 %	
APK1	103.49	75.41	-3.54	72.87 %	78,994.80	0.00 %		0.00 %	
TCN1	109.43	77.87	-3.55	71.16 %	84,246.60	0.00 %		0.00 %	
VKM1	58.30	41.33	-1.11	70.89 %	63,529.20	0.00 %		0.00 %	
RND1	200.91	135.31	-3.52	67.35 %	161,728.10	0.00 %		0.00 %	
COL1	41.34	27.55	-3.22	66.65 %	18,649.30	0.00 %		0.00 %	
TVL2	51.06	31.55	-4.21	61.79 %	16,244.70	0.00 %		0.00 %	
KYR1	62.78	33.66	-2.22	53.61 %	39,334.60	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	94.39	109.54	-5.81	116.06 %	84,143.40	30.00 %	25,243.02	0.00 %	25,243.02
MDU5	71.18	74.02	-3.09	103.99 %	77,131.70	25.00 %	19,282.93	0.00 %	19,282.93
ATG1	95.97	94.70	-6.40	98.68 %	101,166.60	20.00 %	20,233.32	0.00 %	20,233.32
SVG1	78.81	77.26	-3.35	98.03 %	94,120.20	20.00 %	18,824.04	0.00 %	18,824.04
DKI1	84.41	82.17	-2.90	97.35 %	94,578.40	20.00 %	18,915.68	0.00 %	18,915.68
PNV1	40.94	39.01	-7.17	95.30 %	27,556.40	20.00 %	5,511.28	0.00 %	5,511.28
TMM1	118.96	112.71	-6.75	94.75 %	66,177.30	15.00 %	9,926.60	0.00 %	9,926.60
PKM1	39.35	36.55	-3.89	92.90 %	28,688.70	15.00 %	4,303.31	0.00 %	4,303.31
MPA1	75.43	68.62	-2.51	90.97 %	81,499.00	15.00 %	12,224.85	0.00 %	12,224.85
MDU2	168.49	150.67	-5.47	89.43 %	126,797.10	10.00 %	12,679.71	0.00 %	12,679.71
DGL1	202.94	180.66	-6.30	89.02 %	135,015.10	10.00 %	13,501.51	0.00 %	13,501.51
MDU1	341.16	303.42	-5.71	88.94 %	207,978.80	10.00 %	20,797.88	0.00 %	20,797.88
PVI1	69.31	59.80	-2.32	86.28 %	71,372.70	10.00 %	7,137.27	0.00 %	7,137.27
TDI1	86.05	73.22	-2.75	85.08 %	75,865.50	10.00 %	7,586.55	0.00 %	7,586.55
TPT1	75.15	63.10	-2.42	83.97 %	101,741.40	10.00 %	10,174.14	0.00 %	10,174.14
ADP1	54.71	45.48	-2.65	83.13 %	45,113.90	10.00 %	4,511.39	0.00 %	4,511.39
USL1	61.49	50.54	-3.48	82.20 %	45,470.00	10.00 %	4,547.00	0.00 %	4,547.00
MDU3	96.71	78.16	-4.79	80.82 %	65,997.10	10.00 %	6,599.71	0.00 %	6,599.71
KKD2	72.31	56.87	-4.22	78.65 %	71,089.70	0.00 %		0.00 %	
BNR1	60.77	47.71	-3.40	78.50 %	40,381.50	0.00 %		0.00 %	
MDU6	150.04	117.24	-5.05	78.14 %	88,057.50	0.00 %		0.00 %	
SGP1	44.38	34.41	-3.07	77.55 %	42,246.70	0.00 %		0.00 %	
KPT1	53.23	39.49	-3.29	74.18 %	36,656.30	0.00 %		0.00 %	
NTM1	60.00	44.31	-3.30	73.85 %	34,469.20	0.00 %		0.00 %	
ODM1	52.21	38.46	-3.43	73.65 %	27,101.90	0.00 %		0.00 %	
PNI1	47.20	34.51	-2.40	73.13 %	18,537.00	0.00 %		0.00 %	
MLR1	63.52	46.31	-3.75	72.91 %	46,988.70	0.00 %		0.00 %	
TEN2	88.51	63.25	-6.79	71.46 %	47,008.90	0.00 %		0.00 %	
BTU1	36.29	25.49	-3.20	70.24 %	28,498.30	0.00 %		0.00 %	
TEN1	78.67	52.76	-3.90	67.06 %	41,935.70	0.00 %		0.00 %	
MDU4	84.61	56.10	-4.98	66.30 %	43,540.10	0.00 %		0.00 %	
CMR1	48.93	31.99	-3.70	65.39 %	20,712.40	0.00 %		0.00 %	
DGL2	84.65	55.23	-5.23	65.24 %	49,752.00	0.00 %		0.00 %	
MNM1	50.94	33.23	-3.47	65.22 %	37,754.00	0.00 %		0.00 %	
KRR1	64.77	41.64	-6.73	64.28 %	32,616.60	0.00 %		0.00 %	
NKI1	55.13	30.86	-2.72	55.98 %	42,371.60	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	35.66	41.52	-3.23	116.45 %	50,309.30	30.00 %	15,092.79	0.00 %	15,092.79
PPI1	35.76	37.29	-1.94	104.26 %	40,715.60	25.00 %	10,178.90	0.00 %	10,178.90
UMP1	46.54	47.33	-5.60	101.69 %	34,921.50	25.00 %	8,730.38	0.00 %	8,730.38
GBM1	47.78	48.12	-1.88	100.70 %	30,057.10	25.00 %	7,514.28	0.00 %	7,514.28
GDR1	48.70	48.28	-1.75	99.13 %	33,124.80	20.00 %	6,624.96	0.00 %	6,624.96
KMD1	34.63	33.66	-2.33	97.21 %	46,995.60	20.00 %	9,399.12	0.00 %	9,399.12
DPM2	46.28	44.36	-1.95	95.84 %	46,716.10	20.00 %	9,343.22	0.00 %	9,343.22
ANR1	19.14	17.84	-2.20	93.20 %	23,499.80	15.00 %	3,524.97	0.00 %	3,524.97
KGM1	37.26	34.24	-3.21	91.90 %	42,333.90	15.00 %	6,350.09	0.00 %	6,350.09
PLI1	80.16	72.76	-4.09	90.77 %	82,819.80	15.00 %	12,422.97	0.00 %	12,422.97
CBE1	53.33	47.16	-4.90	88.43 %	46,826.00	10.00 %	4,682.60	0.00 %	4,682.60
SNR1	65.17	56.56	-3.81	86.80 %	61,355.40	10.00 %	6,135.54	0.00 %	6,135.54
TPR2	97.30	83.61	-4.83	85.94 %	64,421.70	10.00 %	6,442.17	0.00 %	6,442.17
CBE4	91.13	77.25	-3.63	84.77 %	92,160.20	10.00 %	9,216.02	0.00 %	9,216.02
PDM1	32.49	27.41	-3.68	84.38 %	20,943.90	10.00 %	2,094.39	0.00 %	2,094.39
KGI1	68.74	57.77	-2.09	84.05 %	32,806.20	10.00 %	3,280.62	0.00 %	3,280.62
TPR4	50.68	41.52	-3.29	81.92 %	36,194.20	10.00 %	3,619.42	0.00 %	3,619.42
UAM1	113.26	92.61	-2.74	81.76 %	66,946.50	10.00 %	6,694.65	0.00 %	6,694.65
CBE2	305.05	242.53	-4.32	79.50 %	209,328.40	0.00 %		0.00 %	
CNR1	57.63	43.73	-1.58	75.87 %	42,609.60	0.00 %		0.00 %	
SYM2	44.72	33.87	-2.87	75.74 %	30,973.00	0.00 %		0.00 %	
CBE3	34.70	25.26	-3.44	72.79 %	36,184.90	0.00 %		0.00 %	
MPM1	68.17	48.24	-3.48	70.76 %	53,266.80	0.00 %		0.00 %	
TPR3	63.66	43.75	-3.14	68.73 %	55,839.10	0.00 %		0.00 %	
TPR1	91.58	62.61	-3.83	68.36 %	48,243.40	0.00 %		0.00 %	
AVI1	52.58	34.05	-3.86	64.76 %	34,332.20	0.00 %		0.00 %	
KMR1	113.26	68.48	-1.83	60.46 %	79,810.60	0.00 %		0.00 %	
CBE6	91.27	46.76	-3.57	51.23 %	58,355.40	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	54.10	43.74	-5.58	80.85 %	28,468.50	10.00 %	2,846.85	0.00 %	2,846.85
TVP1	176.96	128.01	-9.55	72.34 %	85,397.10	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 %	