

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
26,503.01 L	24,106.56 L	90.96 %	0.00 %	206.33 L

Note : Sales Period is From :01-Jul-2025 To :28-Jul-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,833.15	1,789.43	97.61 %	51,000.00	0.00 %	51,000.00
NORTH ARCOT	2,069.16	1,961.67	94.80 %	57,000.00	0.00 %	57,000.00
CHENNAI-01	3,516.07	3,286.48	93.47 %	96,000.00	0.00 %	96,000.00
TRICHY-01	3,023.78	2,702.37	89.37 %	0.00	0.00 %	0.00
WEST-02	2,604.38	2,304.85	88.50 %	0.00	0.00 %	0.00
CHENNAI-02	3,391.71	2,925.29	86.25 %	0.00	0.00 %	0.00
SOUTH-01	4,662.51	3,902.71	83.70 %	0.00	0.00 %	0.00
SOUTH-03	3,164.64	2,629.94	83.10 %	0.00	0.00 %	0.00
WEST-01	1,997.99	1,613.63	80.76 %	0.00	0.00 %	0.00
KL-SOUTH	239.62	180.88	75.49 %	0.00	0.00 %	0.00
OTHERS	0.00	809.32	0.00 %	0.00	0.00 %	0.00
Total	26,503.01	24,106.56	90.96 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	599.88	623.44	103.93%	90,000.00	0.00 %	90,000.00
	SA02	683.79	655.89	95.92%	45,000.00	0.00 %	45,000.00
	SA03	549.49	510.11	92.83%	37,500.00	0.00 %	37,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	697.93	698.04	100.02%	90,000.00	0.00 %	90,000.00
	NA02	765.31	710.14	92.79%	52,500.00	0.00 %	52,500.00
	NA03	605.92	553.48	91.35%	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	879.49	901.92	102.55%	135,000.00	0.00 %	135,000.00
	CH08	767.40	734.68	95.74%	52,500.00	0.00 %	52,500.00
	CH03	685.25	641.88	93.67%	45,000.00	0.00 %	45,000.00
TRICHY-01	CH06	1,183.94	1,007.99	85.14%	0.00	0.00 %	0.00
	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	605.99	598.07	98.69%	37,500.00	0.00 %	37,500.00
	KUM1	597.64	564.69	94.49%	37,500.00	0.00 %	37,500.00
WEST-02	PTK1	538.09	464.11	86.25%	0.00	0.00 %	0.00
	TRY1	1,282.06	1,075.51	83.89%	0.00	0.00 %	0.00
	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	547.39	532.13	97.21%	37,500.00	0.00 %	37,500.00
	HSR1	551.25	520.64	94.45%	37,500.00	0.00 %	37,500.00
	SLM1	811.44	678.58	83.63%	0.00	0.00 %	0.00
	ERD1	694.30	573.50	82.60%	0.00	0.00 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	985.29	887.57	90.08%	60,000.00	0.00 %	60,000.00
	CH09	674.31	591.20	87.68%	0.00	0.00 %	0.00
	CH07	872.30	729.56	83.64%	0.00	0.00 %	0.00
	CH01	859.81	716.96	83.39%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	655.43	582.29	88.84%	0.00	0.00 %	0.00
	TUT1	1,019.80	902.12	88.46%	0.00	0.00 %	0.00
	VNR1	518.79	450.39	86.81%	0.00	0.00 %	0.00
	KVT1	805.94	660.52	81.96%	0.00	0.00 %	0.00
	NGR1	869.76	688.54	79.16%	0.00	0.00 %	0.00
	TVL1	792.79	618.85	78.06%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	DGL1	915.24	788.49	86.15%	0.00	0.00 %	0.00
	KKD2	642.40	551.18	85.80%	0.00	0.00 %	0.00
	SVG1	525.56	430.56	81.92%	0.00	0.00 %	0.00
	MDU2	960.12	778.49	81.08%	0.00	0.00 %	0.00
	KRR1	121.32	81.22	66.95%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PLI1	251.73	234.69	93.23%	15,000.00	0.00 %	15,000.00
	TPR4	259.95	218.89	84.20%	0.00	0.00 %	0.00
	UAM1	405.62	335.74	82.77%	0.00	0.00 %	0.00
	CBE1	818.80	627.53	76.64%	0.00	0.00 %	0.00
	TPR1	261.89	196.79	75.14%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	239.62	180.88	75.49%	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	310.33	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	383.62	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	59.37	70.31	-2.15	118.44 %	57,335.10	30.00 %	17,200.53	0.00 %	17,200.53
ULP1	95.36	111.38	-2.11	116.79 %	91,962.70	30.00 %	27,588.81	0.00 %	27,588.81
MKM1	42.25	48.68	-1.17	115.20 %	48,711.80	30.00 %	14,613.54	0.00 %	14,613.54
POY2	122.43	135.56	-3.19	110.72 %	121,265.70	30.00 %	36,379.71	0.00 %	36,379.71
TRK1	118.16	127.57	-2.28	107.96 %	104,645.00	25.00 %	26,161.25	0.00 %	26,161.25
POY1	153.41	165.39	-3.04	107.81 %	170,022.60	25.00 %	42,505.65	0.00 %	42,505.65
KLM1	93.80	97.13	-2.20	103.55 %	99,957.80	25.00 %	24,989.45	0.00 %	24,989.45
KML1	52.81	52.90	-3.86	100.17 %	38,075.80	25.00 %	9,518.95	0.00 %	9,518.95
VPM2	95.06	93.74	-2.99	98.62 %	67,553.30	20.00 %	13,510.66	0.00 %	13,510.66
SJI1	80.80	79.47	-1.61	98.35 %	50,367.70	20.00 %	10,073.54	0.00 %	10,073.54
VPM1	33.09	31.17	-2.53	94.22 %	26,657.90	15.00 %	3,998.69	0.00 %	3,998.69
CUD1	187.98	176.68	-2.28	93.99 %	157,600.10	15.00 %	23,640.02	0.00 %	23,640.02
CDM1	117.51	107.54	-3.16	91.52 %	97,505.50	15.00 %	14,625.83	0.00 %	14,625.83
NVL2	120.73	108.86	-4.38	90.17 %	80,336.70	15.00 %	12,050.51	0.00 %	12,050.51
STP1	45.10	39.78	-2.66	88.21 %	27,073.60	10.00 %	2,707.36	0.00 %	2,707.36
KKI2	122.66	107.10	-3.17	87.31 %	80,147.80	10.00 %	8,014.78	0.00 %	8,014.78
TDM1	78.13	67.75	-3.04	86.71 %	53,600.00	10.00 %	5,360.00	0.00 %	5,360.00
TVM2	83.94	71.86	-1.83	85.62 %	35,155.70	10.00 %	3,515.57	0.00 %	3,515.57
VCM1	70.24	58.01	-3.12	82.59 %	40,103.70	10.00 %	4,010.37	0.00 %	4,010.37
TVM1	60.32	38.55	-1.11	63.91 %	21,973.50	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	49.14	58.49	-2.72	119.04 %	42,356.20	30.00 %	12,706.86	0.00 %	12,706.86
CPT1	36.63	42.04	-1.97	114.76 %	42,967.30	30.00 %	12,890.19	0.00 %	12,890.19
GDM1	63.43	71.61	-2.67	112.90 %	49,583.70	30.00 %	14,875.11	0.00 %	14,875.11
KPM2	223.18	236.82	-3.35	106.11 %	156,155.70	25.00 %	39,038.93	0.00 %	39,038.93
SBR1	102.96	108.83	-2.43	105.70 %	109,099.70	25.00 %	27,274.93	0.00 %	27,274.93
ARC2	64.46	67.81	-1.96	105.19 %	62,807.90	25.00 %	15,701.98	0.00 %	15,701.98
AKM1	84.44	87.84	-2.85	104.03 %	73,619.90	25.00 %	18,404.98	0.00 %	18,404.98
TRR1	149.85	154.76	-3.44	103.27 %	93,903.80	25.00 %	23,475.95	0.00 %	23,475.95
ANI1	45.74	47.19	-1.73	103.16 %	35,559.90	25.00 %	8,889.98	0.00 %	8,889.98
VSI1	78.32	80.59	-1.59	102.90 %	83,296.20	25.00 %	20,824.05	0.00 %	20,824.05
BGR1	51.75	52.77	-1.84	101.97 %	53,159.40	25.00 %	13,289.85	0.00 %	13,289.85
WJD1	80.89	82.20	-2.17	101.61 %	95,101.70	25.00 %	23,775.43	0.00 %	23,775.43
CYR1	50.20	50.08	-1.77	99.77 %	42,386.60	20.00 %	8,477.32	0.00 %	8,477.32
WJP1	55.30	53.77	-2.11	97.24 %	43,702.20	20.00 %	8,740.44	0.00 %	8,740.44
VEL2	128.17	119.46	-2.15	93.20 %	116,809.10	15.00 %	17,521.37	0.00 %	17,521.37
ABR1	78.17	69.83	-2.25	89.33 %	61,923.30	10.00 %	6,192.33	0.00 %	6,192.33
PLR1	42.42	37.68	-1.69	88.84 %	33,982.90	10.00 %	3,398.29	0.00 %	3,398.29
UGI1	48.40	42.84	-1.79	88.50 %	39,087.50	10.00 %	3,908.75	0.00 %	3,908.75
CGM1	70.17	59.81	-1.54	85.23 %	42,971.00	10.00 %	4,297.10	0.00 %	4,297.10
SLG1	48.11	40.11	-1.39	83.35 %	39,653.10	10.00 %	3,965.31	0.00 %	3,965.31
TRT1	62.86	49.89	-3.17	79.37 %	50,876.10	0.00 %		0.00 %	
TRL1	142.54	110.50	-3.40	77.52 %	112,746.10	0.00 %		0.00 %	
KPM1	93.72	72.33	-2.82	77.18 %	64,615.10	0.00 %		0.00 %	
PTU1	34.35	25.93	-1.43	75.48 %	19,416.40	0.00 %		0.00 %	
VEL1	183.97	138.50	-3.13	75.28 %	112,771.30	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	42.18	59.03	-1.89	139.93 %	48,413.30	40.00 %	19,365.32	0.00 %	19,365.32
CH48	112.71	131.26	-2.09	116.45 %	147,503.90	30.00 %	44,251.17	0.00 %	44,251.17
CH35	80.14	92.19	-2.12	115.04 %	80,503.90	30.00 %	24,151.17	0.00 %	24,151.17
CH05	197.46	220.94	-4.95	111.89 %	177,330.10	30.00 %	53,199.03	0.00 %	53,199.03
CH45	98.90	109.62	-3.08	110.83 %	98,072.50	30.00 %	29,421.75	0.00 %	29,421.75
CH28	116.04	126.12	-1.81	108.69 %	193,929.70	25.00 %	48,482.43	0.00 %	48,482.43
MRM1	89.71	93.64	-1.98	104.38 %	92,141.00	25.00 %	23,035.25	0.00 %	23,035.25
CH19	172.14	176.16	-6.43	102.34 %	171,150.20	25.00 %	42,787.55	0.00 %	42,787.55
CH14	251.76	255.38	-4.43	101.44 %	210,477.10	25.00 %	52,619.28	0.00 %	52,619.28
KNR1	88.10	88.61	-1.67	100.58 %	99,588.70	25.00 %	24,897.18	0.00 %	24,897.18
CH38	86.39	85.06	-2.10	98.46 %	93,676.90	20.00 %	18,735.38	0.00 %	18,735.38
GUD1	114.19	111.18	-2.29	97.36 %	155,784.10	20.00 %	31,156.82	0.00 %	31,156.82
CH30	126.56	123.03	-4.28	97.21 %	84,715.60	20.00 %	16,943.12	0.00 %	16,943.12
CH11	111.30	107.41	-3.63	96.51 %	107,409.30	20.00 %	21,481.86	0.00 %	21,481.86
CH22	124.39	117.35	-2.25	94.34 %	129,727.30	15.00 %	19,459.10	0.00 %	19,459.10
MC10	40.13	36.92	-0.38	92.00 %	20,617.80	15.00 %	3,092.67	0.00 %	3,092.67
AVD1	131.74	120.70	-3.37	91.62 %	95,544.30	15.00 %	14,331.65	0.00 %	14,331.65
GUD2	99.36	90.52	-3.96	91.10 %	78,461.70	15.00 %	11,769.26	0.00 %	11,769.26
CH08	237.21	213.42	-3.00	89.97 %	266,989.30	10.00 %	26,698.93	0.00 %	26,698.93
CH16	253.16	220.85	-2.83	87.24 %	221,322.50	10.00 %	22,132.25	0.00 %	22,132.25
CH42	157.23	135.52	-3.63	86.19 %	149,572.80	10.00 %	14,957.28	0.00 %	14,957.28
CGL1	86.88	74.01	-2.36	85.19 %	59,478.60	10.00 %	5,947.86	0.00 %	5,947.86
CH07	170.36	144.50	-2.55	84.82 %	143,747.60	10.00 %	14,374.76	0.00 %	14,374.76
TKM1	68.95	57.97	-1.60	84.07 %	56,302.50	10.00 %	5,630.25	0.00 %	5,630.25
SKL1	87.12	68.02	-2.60	78.08 %	78,753.00	0.00 %		0.00 %	
CH39	80.77	60.41	-3.60	74.80 %	70,419.20	0.00 %		0.00 %	
MC09	30.98	19.48	-0.07	62.87 %	9,350.40	0.00 %		0.00 %	
CH26	49.65	30.65	-2.84	61.73 %	32,399.50	0.00 %		0.00 %	
MC02	38.42	22.31	-0.09	58.07 %	9,039.10	0.00 %		0.00 %	
CH40	99.36	55.08	-2.50	55.44 %	28,796.10	0.00 %		0.00 %	
CH29	72.77	39.15	-5.10	53.80 %	30,852.10	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	45.55	57.18	-3.07	125.53 %	49,394.00	40.00 %	19,757.60	0.00 %	19,757.60
KRN1	44.51	52.47	-1.41	117.89 %	47,697.80	30.00 %	14,309.34	0.00 %	14,309.34
KIK1	64.81	74.51	-4.22	114.98 %	73,561.50	30.00 %	22,068.45	0.00 %	22,068.45
MVM1	126.02	137.05	-2.93	108.76 %	141,098.90	25.00 %	35,274.73	0.00 %	35,274.73
TVR2	117.89	126.29	-4.64	107.12 %	93,650.60	25.00 %	23,412.65	0.00 %	23,412.65
PDK1	45.32	48.10	-5.28	106.13 %	42,180.40	25.00 %	10,545.10	0.00 %	10,545.10
PBR2	177.03	181.76	-3.62	102.67 %	141,303.10	25.00 %	35,325.78	0.00 %	35,325.78
ORU1	56.51	57.97	-2.07	102.57 %	52,645.50	25.00 %	13,161.38	0.00 %	13,161.38
MDI1	93.68	89.70	-3.49	95.75 %	85,196.70	20.00 %	17,039.34	0.00 %	17,039.34
PBR1	58.25	54.89	-3.05	94.23 %	51,960.80	15.00 %	7,794.12	0.00 %	7,794.12
TNJ1	191.56	179.58	-4.93	93.74 %	119,593.10	15.00 %	17,938.97	0.00 %	17,938.97
AYR1	60.08	55.65	-2.51	92.63 %	47,124.40	15.00 %	7,068.66	0.00 %	7,068.66
JKM1	85.48	78.26	-2.63	91.55 %	64,827.10	15.00 %	9,724.07	0.00 %	9,724.07
TTP1	86.94	79.47	-2.43	91.42 %	59,738.60	15.00 %	8,960.79	0.00 %	8,960.79
TNJ2	143.19	129.78	-4.38	90.63 %	106,425.20	15.00 %	15,963.78	0.00 %	15,963.78
NGT1	104.98	95.01	-3.97	90.50 %	92,299.70	15.00 %	13,844.96	0.00 %	13,844.96
TYR1	90.02	80.07	-3.40	88.94 %	58,013.40	10.00 %	5,801.34	0.00 %	5,801.34
PTK1	127.35	111.21	-3.57	87.32 %	105,060.80	10.00 %	10,506.08	0.00 %	10,506.08
NMM1	62.75	54.40	-2.39	86.69 %	56,301.20	10.00 %	5,630.12	0.00 %	5,630.12
TRY1	673.25	580.34	-8.25	86.20 %	302,748.00	10.00 %	30,274.80	0.00 %	30,274.80
KUM1	178.01	138.07	-4.97	77.57 %	106,414.50	0.00 %		0.00 %	
TRY2	65.35	48.02	-8.04	73.49 %	31,588.40	0.00 %		0.00 %	
NCK1	44.69	27.84	-4.01	62.28 %	18,442.00	0.00 %		0.00 %	
MSI1	92.72	55.56	-2.14	59.92 %	47,558.70	0.00 %		0.00 %	
TRY3	125.44	74.87	-3.40	59.69 %	58,778.30	0.00 %		0.00 %	
APM1	62.39	34.32	-2.29	55.01 %	38,650.30	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	41.39	52.45	-1.22	126.74 %	49,830.40	40.00 %	19,932.16	0.00 %	19,932.16
RSP1	69.97	86.25	-4.72	123.26 %	78,590.00	40.00 %	31,436.00	0.00 %	31,436.00
TRM1	81.41	93.78	-2.00	115.20 %	77,574.90	30.00 %	23,272.47	0.00 %	23,272.47
SGI1	48.51	54.22	-1.48	111.77 %	55,000.20	30.00 %	16,500.06	0.00 %	16,500.06
MCR1	80.31	86.85	-3.42	108.14 %	66,983.60	25.00 %	16,745.90	0.00 %	16,745.90
BMD1	63.00	66.66	-6.34	105.82 %	52,923.40	25.00 %	13,230.85	0.00 %	13,230.85
VKL1	33.13	33.74	-2.51	101.84 %	35,225.70	25.00 %	8,806.43	0.00 %	8,806.43
EDP1	47.70	46.89	-3.61	98.30 %	26,786.80	20.00 %	5,357.36	0.00 %	5,357.36
OML1	69.58	68.30	-1.11	98.16 %	67,174.50	20.00 %	13,434.90	0.00 %	13,434.90
DPR2	47.51	45.65	-3.68	96.08 %	41,231.60	20.00 %	8,246.32	0.00 %	8,246.32
PMP1	68.74	65.43	-1.40	95.20 %	47,122.30	20.00 %	9,424.46	0.00 %	9,424.46
KVP1	65.20	61.18	-3.32	93.83 %	49,630.50	15.00 %	7,444.58	0.00 %	7,444.58
KRI1	67.31	63.03	-2.98	93.65 %	48,127.60	15.00 %	7,219.14	0.00 %	7,219.14
HRR1	60.85	56.66	-1.50	93.11 %	42,364.10	15.00 %	6,354.62	0.00 %	6,354.62
ERD2	113.81	104.50	-3.34	91.82 %	126,976.40	15.00 %	19,046.46	0.00 %	19,046.46
VPD1	100.18	91.84	-1.35	91.68 %	93,471.90	15.00 %	14,020.79	0.00 %	14,020.79
TCG1	41.03	37.51	-4.44	91.42 %	25,004.00	15.00 %	3,750.60	0.00 %	3,750.60
SLM2	89.06	81.14	-4.85	91.11 %	63,607.40	15.00 %	9,541.11	0.00 %	9,541.11
DPR1	41.67	37.84	-6.38	90.80 %	28,438.40	15.00 %	4,265.76	0.00 %	4,265.76
HSR2	145.63	128.11	-3.55	87.97 %	101,950.20	10.00 %	10,195.02	0.00 %	10,195.02
PDR1	41.15	35.89	-4.01	87.22 %	37,543.10	10.00 %	3,754.31	0.00 %	3,754.31
SLM1	225.77	190.25	-3.48	84.27 %	119,096.60	10.00 %	11,909.66	0.00 %	11,909.66
HSR1	114.47	96.21	-2.26	84.05 %	104,116.20	10.00 %	10,411.62	0.00 %	10,411.62
EPI1	65.21	53.95	-2.49	82.72 %	51,236.20	10.00 %	5,123.62	0.00 %	5,123.62
ATU1	99.75	80.93	-2.71	81.13 %	59,650.30	10.00 %	5,965.03	0.00 %	5,965.03
KMM1	55.42	42.42	-2.96	76.54 %	38,061.70	0.00 %		0.00 %	
ERD1	126.31	96.16	-5.30	76.13 %	76,097.70	0.00 %		0.00 %	
SLM3	113.55	84.28	-2.61	74.22 %	57,580.30	0.00 %		0.00 %	
MTR1	103.06	76.39	-1.98	74.12 %	71,312.80	0.00 %		0.00 %	
APN1	70.22	49.31	-1.28	70.23 %	58,280.50	0.00 %		0.00 %	
CMI1	42.04	28.58	-2.34	67.99 %	33,836.80	0.00 %		0.00 %	
NKL2	132.94	88.00	-2.68	66.20 %	81,794.90	0.00 %		0.00 %	
SGG1	38.50	20.45	-3.39	53.11 %	15,816.80	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	53.40	60.93	-6.93	114.09 %	47,713.50	30.00 %	14,314.05	0.00 %	14,314.05
PON1	68.60	72.80	-1.56	106.13 %	64,182.00	25.00 %	16,045.50	0.00 %	16,045.50
CH34	161.06	167.45	-2.61	103.96 %	144,669.90	25.00 %	36,167.48	0.00 %	36,167.48
CH17	76.55	78.87	-2.24	103.03 %	85,184.90	25.00 %	21,296.23	0.00 %	21,296.23
CH43	99.59	100.27	-1.95	100.69 %	123,785.50	25.00 %	30,946.38	0.00 %	30,946.38
CH06	137.36	131.97	-1.36	96.08 %	129,857.80	20.00 %	25,971.56	0.00 %	25,971.56
CH41	111.77	106.89	-2.40	95.63 %	101,105.20	20.00 %	20,221.04	0.00 %	20,221.04
UKI1	82.85	77.35	-1.84	93.35 %	68,929.50	15.00 %	10,339.43	0.00 %	10,339.43
CH44	106.97	98.98	-1.56	92.53 %	101,564.70	15.00 %	15,234.71	0.00 %	15,234.71
CH21	233.02	214.71	-3.01	92.14 %	143,401.40	15.00 %	21,510.21	0.00 %	21,510.21
CH03	343.51	308.18	-3.23	89.72 %	271,253.00	10.00 %	27,125.30	0.00 %	27,125.30
CH12	169.73	152.03	-2.64	89.57 %	159,383.50	10.00 %	15,938.35	0.00 %	15,938.35
CH15	353.63	306.03	-3.29	86.54 %	267,440.00	10.00 %	26,744.00	0.00 %	26,744.00
CH31	51.57	44.22	-1.36	85.74 %	42,197.00	10.00 %	4,219.70	0.00 %	4,219.70
MC05	53.03	44.80	-0.33	84.49 %	12,002.60	10.00 %	1,200.26	0.00 %	1,200.26
CH20	175.94	147.62	-2.21	83.90 %	145,854.80	10.00 %	14,585.48	0.00 %	14,585.48
CH33	121.37	100.01	-2.27	82.40 %	113,027.70	10.00 %	11,302.77	0.00 %	11,302.77
CH23	51.63	41.71	-2.01	80.79 %	37,567.40	10.00 %	3,756.74	0.00 %	3,756.74
CH18	175.71	140.93	-1.34	80.20 %	181,414.00	10.00 %	18,141.40	0.00 %	18,141.40
CH09	134.67	106.46	-3.17	79.05 %	113,861.40	0.00 %		0.00 %	
GPD1	103.55	78.29	-4.23	75.61 %	54,602.40	0.00 %		0.00 %	
MJR1	176.20	133.19	-2.18	75.59 %	119,925.40	0.00 %		0.00 %	
CH27	47.17	34.51	-2.44	73.16 %	35,769.70	0.00 %		0.00 %	
CH24	120.88	79.97	-1.88	66.16 %	94,221.80	0.00 %		0.00 %	
CH36	76.87	46.73	-3.66	60.79 %	37,757.70	0.00 %		0.00 %	
CH01	9.95	5.78	-4.80	58.07 %	6,679.90	0.00 %		0.00 %	
MC06	43.69	24.04	-0.95	55.03 %	14,785.30	0.00 %		0.00 %	
CH32	32.82	16.44	-2.57	50.08 %	14,650.40	0.00 %		0.00 %	
MC08	18.61	4.13	-0.94	22.19 %	1,358.50	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	41.85	113.18	-7.70	270.45 %	90,675.90	40.00 %	36,270.36	0.00 %	36,270.36
STU2	53.76	63.08	-6.02	117.34 %	41,253.80	30.00 %	12,376.14	0.00 %	12,376.14
RPM1	113.05	116.60	-4.49	103.14 %	104,307.30	25.00 %	26,076.83	0.00 %	26,076.83
SDI1	53.02	54.11	-4.12	102.05 %	45,968.40	25.00 %	11,492.10	0.00 %	11,492.10
VNR1	71.41	67.56	-5.30	94.62 %	52,753.40	15.00 %	7,913.01	0.00 %	7,913.01
KVT1	218.93	204.95	-2.81	93.62 %	256,236.30	15.00 %	38,435.45	0.00 %	38,435.45
VNR2	211.76	197.12	-2.34	93.09 %	178,930.80	15.00 %	26,839.62	0.00 %	26,839.62
ARM1	44.28	40.49	-3.23	91.44 %	36,950.20	15.00 %	5,542.53	0.00 %	5,542.53
ASM1	57.57	51.98	-4.88	90.28 %	45,999.50	15.00 %	6,899.93	0.00 %	6,899.93
SNL1	75.44	67.38	-5.45	89.32 %	50,269.70	10.00 %	5,026.97	0.00 %	5,026.97
UDN1	81.58	72.82	-7.12	89.27 %	44,471.20	10.00 %	4,447.12	0.00 %	4,447.12
TKS1	177.07	157.63	-3.47	89.02 %	155,494.40	10.00 %	15,549.44	0.00 %	15,549.44
KGL1	66.80	58.18	-1.82	87.09 %	45,681.90	10.00 %	4,568.19	0.00 %	4,568.19
PKD1	123.89	107.20	-1.95	86.53 %	108,604.20	10.00 %	10,860.42	0.00 %	10,860.42
PDI1	59.70	51.08	-3.54	85.55 %	43,408.90	10.00 %	4,340.89	0.00 %	4,340.89
TUT2	190.87	162.65	-4.58	85.21 %	134,297.70	10.00 %	13,429.77	0.00 %	13,429.77
KSM1	38.02	31.92	-3.25	83.97 %	21,892.90	10.00 %	2,189.29	0.00 %	2,189.29
SVK1	128.30	107.28	-3.89	83.62 %	108,815.10	10.00 %	10,881.51	0.00 %	10,881.51
VLY1	161.43	134.83	-4.50	83.52 %	94,546.20	10.00 %	9,454.62	0.00 %	9,454.62
MAR1	247.10	200.77	-6.25	81.25 %	105,335.30	10.00 %	10,533.53	0.00 %	10,533.53
TKS2	200.24	161.66	-4.33	80.74 %	115,409.80	10.00 %	11,540.98	0.00 %	11,540.98
TUT1	526.44	423.94	-3.74	80.53 %	434,349.00	10.00 %	43,434.90	0.00 %	43,434.90
SGT1	52.36	41.22	-2.37	78.72 %	32,303.50	0.00 %		0.00 %	
NGR1	303.66	238.98	-6.69	78.70 %	156,352.40	0.00 %		0.00 %	
MMT1	79.50	60.40	-4.10	75.98 %	43,781.50	0.00 %		0.00 %	
TKY1	91.80	69.72	-2.92	75.94 %	64,132.30	0.00 %		0.00 %	
TVL1	476.56	359.50	-5.41	75.44 %	262,581.80	0.00 %		0.00 %	
ERL1	65.58	49.01	-3.13	74.73 %	49,435.10	0.00 %		0.00 %	
APK1	107.32	78.42	-3.52	73.07 %	81,159.70	0.00 %		0.00 %	
VKM1	60.46	43.37	-1.07	71.74 %	64,839.40	0.00 %		0.00 %	
TCN1	113.48	80.53	-3.50	70.96 %	87,436.90	0.00 %		0.00 %	
RND1	208.36	139.26	-3.49	66.84 %	168,087.60	0.00 %		0.00 %	
COL1	42.87	28.57	-3.14	66.65 %	19,620.20	0.00 %		0.00 %	
TVL2	52.95	32.06	-4.16	60.55 %	16,970.00	0.00 %		0.00 %	
KYR1	65.10	35.27	-2.18	54.17 %	40,906.50	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	97.88	111.20	-5.74	113.61 %	85,839.20	30.00 %	25,751.76	0.00 %	25,751.76
MDU5	73.81	77.97	-3.04	105.64 %	80,155.40	25.00 %	20,038.85	0.00 %	20,038.85
SVG1	81.73	79.09	-3.37	96.77 %	96,303.80	20.00 %	19,260.76	0.00 %	19,260.76
ATG1	99.53	96.03	-6.38	96.48 %	103,383.00	20.00 %	20,676.60	0.00 %	20,676.60
PNV1	42.45	40.79	-6.90	96.09 %	29,036.10	20.00 %	5,807.22	0.00 %	5,807.22
DKI1	87.54	83.61	-2.95	95.51 %	96,430.50	20.00 %	19,286.10	0.00 %	19,286.10
TMM1	123.36	116.04	-6.78	94.07 %	68,073.80	15.00 %	10,211.07	0.00 %	10,211.07
PKM1	40.81	37.73	-3.82	92.46 %	29,605.80	15.00 %	4,440.87	0.00 %	4,440.87
MPA1	78.23	69.87	-2.51	89.32 %	82,635.40	10.00 %	8,263.54	0.00 %	8,263.54
MDU1	353.79	314.23	-5.69	88.82 %	215,360.90	10.00 %	21,536.09	0.00 %	21,536.09
DGL1	210.45	186.61	-6.31	88.67 %	141,676.40	10.00 %	14,167.64	0.00 %	14,167.64
MDU2	174.73	153.90	-5.45	88.08 %	129,288.50	10.00 %	12,928.85	0.00 %	12,928.85
ADP1	56.73	49.10	-2.57	86.55 %	47,559.60	10.00 %	4,755.96	0.00 %	4,755.96
TPT1	77.93	66.63	-2.60	85.50 %	105,602.10	10.00 %	10,560.21	0.00 %	10,560.21
PVI1	71.88	61.15	-2.28	85.08 %	73,400.20	10.00 %	7,340.02	0.00 %	7,340.02
TDI1	89.24	73.90	-2.77	82.81 %	76,481.60	10.00 %	7,648.16	0.00 %	7,648.16
MDU3	100.29	81.86	-4.81	81.62 %	68,924.30	10.00 %	6,892.43	0.00 %	6,892.43
USL1	63.77	51.42	-3.46	80.64 %	47,155.10	10.00 %	4,715.51	0.00 %	4,715.51
KKD2	74.99	60.01	-4.20	80.02 %	75,975.30	0.00 %		0.00 %	
BNR1	63.02	49.94	-3.33	79.25 %	42,245.90	0.00 %		0.00 %	
MDU6	155.60	120.20	-5.12	77.25 %	90,657.40	0.00 %		0.00 %	
SGP1	46.02	35.08	-3.01	76.23 %	43,009.70	0.00 %		0.00 %	
NTM1	62.22	46.53	-3.28	74.78 %	36,265.80	0.00 %		0.00 %	
KPT1	55.21	41.12	-3.25	74.49 %	38,871.00	0.00 %		0.00 %	
PNI1	48.95	36.26	-2.37	74.09 %	20,314.90	0.00 %		0.00 %	
MLR1	65.87	47.41	-3.70	71.97 %	48,018.20	0.00 %		0.00 %	
ODM1	54.15	38.77	-3.41	71.61 %	27,398.90	0.00 %		0.00 %	
TEN2	91.79	65.30	-6.93	71.15 %	49,106.40	0.00 %		0.00 %	
BTU1	37.64	25.68	-3.18	68.23 %	29,042.30	0.00 %		0.00 %	
MDU4	87.75	59.00	-4.78	67.23 %	46,401.80	0.00 %		0.00 %	
CMR1	50.74	33.75	-3.68	66.51 %	22,583.50	0.00 %		0.00 %	
TEN1	81.59	54.23	-4.05	66.47 %	42,750.50	0.00 %		0.00 %	
DGL2	87.78	57.00	-5.12	64.93 %	51,252.80	0.00 %		0.00 %	
MNM1	52.83	33.99	-3.49	64.33 %	38,890.00	0.00 %		0.00 %	
KRR1	67.17	42.45	-6.69	63.19 %	33,253.50	0.00 %		0.00 %	
NKI1	57.17	32.06	-2.70	56.08 %	44,572.10	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	36.98	44.13	-3.15	119.35 %	53,933.90	30.00 %	16,180.17	0.00 %	16,180.17
PPI1	37.09	38.22	-1.93	103.06 %	42,212.10	25.00 %	10,553.03	0.00 %	10,553.03
UMP1	48.27	48.78	-5.56	101.05 %	35,915.50	25.00 %	8,978.88	0.00 %	8,978.88
GDR1	50.51	50.34	-1.76	99.67 %	34,041.80	20.00 %	6,808.36	0.00 %	6,808.36
GBM1	49.55	49.19	-1.98	99.26 %	30,859.60	20.00 %	6,171.92	0.00 %	6,171.92
KMD1	35.91	34.53	-2.28	96.16 %	48,498.00	20.00 %	9,699.60	0.00 %	9,699.60
DPM2	48.00	46.10	-2.05	96.05 %	48,262.80	20.00 %	9,652.56	0.00 %	9,652.56
ANR1	19.85	19.00	-2.14	95.72 %	25,469.60	20.00 %	5,093.92	0.00 %	5,093.92
PLI1	83.13	76.48	-4.10	92.00 %	86,948.20	15.00 %	13,042.23	0.00 %	13,042.23
KGM1	38.64	35.34	-3.11	91.46 %	43,686.90	15.00 %	6,553.04	0.00 %	6,553.04
CBE1	55.30	48.63	-4.78	87.93 %	48,702.60	10.00 %	4,870.26	0.00 %	4,870.26
CBE4	94.50	82.21	-3.50	86.99 %	97,357.30	10.00 %	9,735.73	0.00 %	9,735.73
SNR1	67.58	57.90	-3.77	85.67 %	63,704.90	10.00 %	6,370.49	0.00 %	6,370.49
TPR2	100.90	85.17	-4.81	84.41 %	65,935.70	10.00 %	6,593.57	0.00 %	6,593.57
KGI1	71.28	60.13	-2.15	84.35 %	34,294.60	10.00 %	3,429.46	0.00 %	3,429.46
PDM1	33.69	27.98	-3.63	83.06 %	21,566.30	10.00 %	2,156.63	0.00 %	2,156.63
UAM1	117.46	95.66	-2.69	81.44 %	70,532.80	10.00 %	7,053.28	0.00 %	7,053.28
TPR4	52.56	42.19	-3.35	80.27 %	36,228.40	10.00 %	3,622.84	0.00 %	3,622.84
CBE2	316.35	249.88	-4.40	78.99 %	213,652.50	0.00 %		0.00 %	
SYM2	46.37	35.08	-3.03	75.64 %	31,866.40	0.00 %		0.00 %	
CNR1	59.77	44.95	-1.57	75.20 %	43,380.10	0.00 %		0.00 %	
CBE3	35.98	25.61	-3.46	71.16 %	36,990.30	0.00 %		0.00 %	
MPM1	70.70	50.14	-3.35	70.92 %	54,816.80	0.00 %		0.00 %	
TPR3	66.02	46.00	-3.04	69.68 %	61,167.60	0.00 %		0.00 %	
TPR1	94.97	65.61	-3.76	69.08 %	50,657.20	0.00 %		0.00 %	
AVI1	54.53	35.21	-3.83	64.57 %	35,571.10	0.00 %		0.00 %	
KMR1	117.46	70.85	-1.83	60.32 %	81,958.20	0.00 %		0.00 %	
CBE6	94.65	48.32	-3.54	51.05 %	60,706.60	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	56.10	46.83	-6.09	83.47 %	30,746.60	10.00 %	3,074.66	0.00 %	3,074.66
TVP1	183.52	134.05	-9.43	73.05 %	89,596.80	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	234.89	5.76	0.00 %	(6,712.00)	0.00 %		0.00 %	
GHUB	0.00	376.97	0.64	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	6.65	8.73	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 %	