

Accu.Target 30,082.15 L	Sales 26,135.94 L	Achieved % 86.88 %	HO Budget+ % 3.12 %	Total Com. 234.91 L
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Note : Sales Period is From :01-Aug-2025 To :28-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	240.94	254.68	105.70 %	0.00	3.12 %	0.00
SOUTH ARCOT	2,226.87	2,093.61	94.02 %	60,000.00	3.12 %	60,000.00
NORTH ARCOT	2,286.16	2,095.37	91.65 %	60,000.00	3.12 %	60,000.00
WEST-02	2,784.79	2,499.35	89.75 %	0.00	3.12 %	0.00
TRICHY-01	3,435.51	3,052.44	88.85 %	0.00	3.12 %	0.00
SOUTH-01	4,987.86	4,359.17	87.40 %	0.00	3.12 %	0.00
WEST-01	2,236.26	1,942.46	86.86 %	0.00	3.12 %	0.00
CHENNAI-02	3,845.39	3,102.22	80.67 %	0.00	3.12 %	0.00
SOUTH-03	3,585.99	2,870.07	80.04 %	0.00	3.12 %	0.00
CHENNAI-01	4,452.38	3,542.82	79.57 %	0.00	3.12 %	0.00
OTHERS	0.00	323.74	0.00 %	0.00	0.00 %	0.00
Total	30,082.15	26,135.94	86.88 %		3.12 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	240.94	254.68	105.70%	30,000.00	3.12 %	30,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	766.22	739.08	96.46%	52,500.00	3.12 %	52,500.00
	SA03	662.40	615.87	92.98%	45,000.00	3.12 %	45,000.00
	SA02	798.24	738.66	92.54%	52,500.00	3.12 %	52,500.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	805.51	767.82	95.32%	52,500.00	3.12 %	52,500.00
	NA03	692.34	626.71	90.52%	45,000.00	3.12 %	45,000.00
	NA02	788.32	700.85	88.90%	0.00	3.12 %	52,500.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	617.16	591.87	95.90%	37,500.00	3.12 %	37,500.00
	HSR1	594.39	555.46	93.45%	37,500.00	3.12 %	37,500.00
	SLM1	824.64	733.08	88.90%	0.00	3.12 %	52,500.00
	ERD1	748.58	618.94	82.68%	0.00	3.12 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	736.70	744.80	101.10%	105,000.00	3.12 %	105,000.00
	TNJ1	728.88	692.21	94.97%	45,000.00	3.12 %	45,000.00
	PTK1	655.92	578.31	88.17%	0.00	3.12 %	37,500.00
	TRY1	1,314.01	1,037.13	78.93%	0.00	3.12 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	653.73	632.43	96.74%	45,000.00	3.12 %	45,000.00
	KVT1	828.36	767.61	92.67%	52,500.00	3.12 %	52,500.00
	VNR1	590.17	521.89	88.43%	0.00	3.12 %	37,500.00
	TUT1	1,145.37	1,011.62	88.32%	0.00	3.12 %	75,000.00
	TVL1	829.51	722.62	87.11%	0.00	3.12 %	0.00
	NGR1	940.73	702.99	74.73%	0.00	3.12 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	253.10	249.09	98.41%	15,000.00	3.12 %	30,000.00
	UAM1	415.14	380.80	91.73%	22,500.00	3.12 %	22,500.00
	TPR1	261.82	224.36	85.69%	0.00	3.12 %	0.00
	CBE1	987.66	823.69	83.40%	0.00	3.12 %	0.00
	PLI1	318.54	264.53	83.04%	0.00	3.12 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	1,066.65	954.73	89.51%	0.00	3.12 %	67,500.00
	CH01	984.70	789.31	80.16%	0.00	3.12 %	0.00
	CH07	982.73	747.70	76.08%	0.00	3.12 %	0.00
	CH09	811.31	610.48	75.25%	0.00	3.12 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	577.86	526.55	91.12%	37,500.00	3.12 %	37,500.00
	MDU2	1,034.50	847.24	81.90%	0.00	3.12 %	0.00
	KKD2	743.92	599.68	80.61%	0.00	3.12 %	0.00
	DGL1	1,095.22	809.65	73.93%	0.00	3.12 %	0.00
	KRR1	134.49	86.96	64.66%	0.00	3.12 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	848.82	770.59	90.78%	52,500.00	3.12 %	52,500.00
	CH05	1,143.04	944.62	82.64%	0.00	3.12 %	0.00
	CH06	1,468.82	1,105.48	75.26%	0.00	3.12 %	0.00
	CH08	991.70	722.12	72.82%	0.00	3.12 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.05	0.00%	0.00	0.00 %	0.00
	CH02	0.00	110.35	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	169.94	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	10.26	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.51	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	9.02	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	7.40	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	12.21	0.00%	0.00	0.00 %	0.00

KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	24.20	46.65	0.00	192.78 %	30,448.20	40.00 %	12,179.28	3.12 %	12,179.28
PAS1	53.38	58.51	0.00	109.61 %	46,022.40	25.00 %	11,505.60	3.12 %	13,806.72
TVP1	163.37	149.52	0.15	91.53 %	104,916.30	15.00 %	15,737.45	3.12 %	15,737.45
SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VPM2	112.04	134.76	0.17	120.28 %	86,137.00	40.00 %	34,454.80	3.12 %	34,454.80
TRK1	125.11	143.84	0.19	114.97 %	133,961.90	30.00 %	40,188.57	3.12 %	40,188.57
NVL2	123.10	138.20	0.11	112.27 %	109,200.20	30.00 %	32,760.06	3.12 %	32,760.06
KML1	56.46	63.02	0.26	111.61 %	41,876.00	30.00 %	12,562.80	3.12 %	12,562.80
POY2	168.83	185.49	0.09	109.87 %	130,502.20	25.00 %	32,625.55	3.12 %	39,150.66
POY1	189.09	200.25	0.07	105.90 %	210,763.50	25.00 %	52,690.88	3.12 %	52,690.88
CDM1	136.87	140.39	0.43	102.57 %	124,912.80	25.00 %	31,228.20	3.12 %	31,228.20
ULP1	118.77	109.07	0.11	91.83 %	88,485.60	15.00 %	13,272.84	3.12 %	13,272.84
TDM1	96.52	86.91	0.25	90.04 %	53,669.90	10.00 %	5,366.99	3.12 %	8,050.49
KLM1	119.77	107.46	0.04	89.72 %	113,541.70	10.00 %	11,354.17	3.12 %	17,031.26
CUD1	233.49	206.68	0.09	88.52 %	178,857.30	10.00 %	17,885.73	3.12 %	26,828.60
SJI1	106.03	91.74	0.07	86.52 %	57,582.80	10.00 %	5,758.28	3.12 %	5,758.28
VPM1	46.53	39.33	0.24	84.52 %	26,400.80	10.00 %	2,640.08	3.12 %	2,640.08
VCM1	73.86	61.74	0.03	83.60 %	45,316.50	10.00 %	4,531.65	3.12 %	4,531.65
KKI2	142.78	117.35	0.12	82.19 %	84,556.60	10.00 %	8,455.66	3.12 %	8,455.66
PRT1	92.93	69.92	0.08	75.23 %	60,898.80	0.00 %		3.12 %	
STP1	53.46	38.97	0.25	72.89 %	27,570.20	0.00 %		3.12 %	
MKM1	55.04	39.21	0.08	71.23 %	38,164.30	0.00 %		3.12 %	
TVM2	97.95	66.37	0.00	67.76 %	35,984.60	0.00 %		3.12 %	
TVM1	78.21	52.92	0.33	67.66 %	29,246.70	0.00 %		3.12 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	59.66	72.44	0.07	121.43 %	55,660.20	40.00 %	22,264.08	3.12 %	22,264.08
BGR1	41.21	49.40	0.11	119.88 %	50,573.70	30.00 %	15,172.11	3.12 %	20,229.48
ANI1	46.53	52.38	0.03	112.56 %	41,026.70	30.00 %	12,308.01	3.12 %	12,308.01
ARC2	73.52	80.93	0.09	110.08 %	64,496.80	30.00 %	19,349.04	3.12 %	19,349.04
CPT1	47.62	50.84	0.03	106.77 %	52,052.30	25.00 %	13,013.08	3.12 %	15,615.69
TRR1	140.44	146.52	0.16	104.33 %	112,708.00	25.00 %	28,177.00	3.12 %	28,177.00
KPM1	82.63	84.57	0.15	102.35 %	69,835.10	25.00 %	17,458.78	3.12 %	17,458.78
AKM1	104.71	105.72	0.02	100.97 %	109,429.60	25.00 %	27,357.40	3.12 %	27,357.40
WJP1	73.13	72.96	0.14	99.77 %	65,023.10	20.00 %	13,004.62	3.12 %	16,255.78
SLG1	54.78	54.53	0.01	99.55 %	56,105.20	20.00 %	11,221.04	3.12 %	14,026.30
GDM1	72.04	68.55	0.04	95.15 %	61,040.20	20.00 %	12,208.04	3.12 %	12,208.04
KPM2	263.72	248.25	0.06	94.13 %	169,689.50	15.00 %	25,453.43	3.12 %	33,937.90
PLR1	46.87	44.02	0.05	93.93 %	34,101.00	15.00 %	5,115.15	3.12 %	6,820.20
SBR1	124.62	116.33	0.21	93.35 %	128,008.50	15.00 %	19,201.28	3.12 %	25,601.70
TRL1	159.49	144.20	0.36	90.41 %	120,068.00	15.00 %	18,010.20	3.12 %	18,010.20
VEL1	136.70	118.75	0.08	86.87 %	120,504.70	10.00 %	12,050.47	3.12 %	12,050.47
CGM1	79.72	67.23	0.04	84.33 %	47,320.30	10.00 %	4,732.03	3.12 %	4,732.03
VSI1	90.52	75.83	0.11	83.77 %	93,115.80	10.00 %	9,311.58	3.12 %	9,311.58
CYR1	64.86	53.34	0.02	82.24 %	55,270.10	10.00 %	5,527.01	3.12 %	5,527.01
UGI1	61.70	50.65	0.08	82.09 %	43,380.40	10.00 %	4,338.04	3.12 %	4,338.04
PTU1	34.25	27.67	0.00	80.78 %	18,221.30	10.00 %	1,822.13	3.12 %	1,822.13
VEL2	160.86	123.75	0.05	76.93 %	135,315.70	0.00 %		3.12 %	
TRT1	78.16	57.26	0.23	73.26 %	43,481.40	0.00 %		3.12 %	
WJD1	96.39	69.66	0.04	72.27 %	67,582.90	0.00 %		3.12 %	
ABR1	92.02	59.59	0.24	64.76 %	63,461.20	0.00 %		3.12 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	44.76	60.86	0.00	135.96 %	60,890.40	40.00 %	24,356.16	3.12 %	24,356.16
SLM2	73.87	81.94	0.12	110.93 %	61,831.40	30.00 %	18,549.42	3.12 %	18,549.42
PMP1	60.94	67.07	0.23	110.06 %	48,750.50	30.00 %	14,625.15	3.12 %	14,625.15
KVP1	50.88	54.87	0.08	107.85 %	46,702.20	25.00 %	11,675.55	3.12 %	14,010.66
TRM1	94.57	101.05	0.05	106.85 %	85,185.20	25.00 %	21,296.30	3.12 %	25,555.56
HRR1	63.94	67.97	0.11	106.30 %	44,574.60	25.00 %	11,143.65	3.12 %	11,143.65
VPD1	85.92	88.38	0.05	102.86 %	97,410.80	25.00 %	24,352.70	3.12 %	24,352.70
TCG1	47.90	49.15	0.02	102.61 %	37,343.80	25.00 %	9,335.95	3.12 %	9,335.95
OML1	83.11	84.78	0.54	102.02 %	69,804.70	25.00 %	17,451.18	3.12 %	17,451.18
MCR1	84.45	85.43	0.10	101.16 %	85,368.00	25.00 %	21,342.00	3.12 %	21,342.00
PLC1	58.18	57.64	0.00	99.08 %	55,437.00	20.00 %	11,087.40	3.12 %	13,859.25
EPI1	72.07	70.36	0.23	97.63 %	67,260.10	20.00 %	13,452.02	3.12 %	16,815.03
ATU1	104.05	100.38	0.13	96.47 %	75,467.70	20.00 %	15,093.54	3.12 %	15,093.54
NKL2	107.88	103.48	0.01	95.92 %	113,302.20	20.00 %	22,660.44	3.12 %	22,660.44
DPR1	46.93	45.00	0.03	95.89 %	36,010.60	20.00 %	7,202.12	3.12 %	7,202.12
EDP1	46.43	44.17	0.17	95.14 %	28,290.50	20.00 %	5,658.10	3.12 %	5,658.10
KRI1	83.04	78.63	0.12	94.68 %	63,318.70	15.00 %	9,497.81	3.12 %	12,663.74
BMD1	64.17	58.86	0.00	91.73 %	52,516.60	15.00 %	7,877.49	3.12 %	7,877.49
RSP1	68.37	60.63	0.40	88.68 %	63,489.80	10.00 %	6,348.98	3.12 %	9,523.47
SGG1	30.12	26.06	0.00	86.53 %	24,492.70	10.00 %	2,449.27	3.12 %	2,449.27
HSR2	168.31	144.39	0.14	85.79 %	113,720.10	10.00 %	11,372.01	3.12 %	11,372.01
ERD1	161.95	137.30	0.12	84.78 %	115,776.90	10.00 %	11,577.69	3.12 %	11,577.69
MTR1	120.64	101.20	0.04	83.88 %	101,127.20	10.00 %	10,112.72	3.12 %	10,112.72
SLM1	243.00	196.77	0.05	80.97 %	137,551.00	10.00 %	13,755.10	3.12 %	13,755.10
DPR2	59.36	47.58	0.00	80.16 %	44,081.30	10.00 %	4,408.13	3.12 %	4,408.13
CMI1	36.83	29.52	0.00	80.15 %	38,626.30	10.00 %	3,862.63	3.12 %	3,862.63
SLM3	131.83	104.83	0.22	79.52 %	80,024.00	0.00 %		3.12 %	8,002.40
ERD2	145.65	113.12	0.11	77.67 %	135,725.60	0.00 %		3.12 %	13,572.56
PDR1	39.09	29.69	0.36	75.96 %	41,354.40	0.00 %		3.12 %	
HSR1	128.29	91.99	0.39	71.71 %	92,105.50	0.00 %		3.12 %	
APN1	67.47	46.25	0.16	68.55 %	59,838.40	0.00 %		3.12 %	
VKL1	50.54	34.40	0.11	68.07 %	41,189.40	0.00 %		3.12 %	
KMM1	60.25	35.60	0.28	59.07 %	36,436.80	0.00 %		3.12 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	55.14	66.02	0.20	119.72 %	54,746.50	30.00 %	16,423.95	3.12 %	21,898.60
KIK1	83.08	94.94	-0.17	114.28 %	94,774.20	30.00 %	28,432.26	3.12 %	28,432.26
PDK1	57.82	66.05	0.03	114.23 %	60,712.00	30.00 %	18,213.60	3.12 %	18,213.60
TVR2	143.31	163.29	0.02	113.94 %	122,815.00	30.00 %	36,844.50	3.12 %	36,844.50
NCK1	42.72	48.49	0.00	113.49 %	35,670.80	30.00 %	10,701.24	3.12 %	10,701.24
KRN1	52.70	57.24	-0.03	108.61 %	56,340.30	25.00 %	14,085.08	3.12 %	16,902.09
TTP1	94.08	102.06	0.04	108.49 %	80,477.10	25.00 %	20,119.28	3.12 %	24,143.13
TRY3	87.50	94.70	0.03	108.22 %	69,070.90	25.00 %	17,267.73	3.12 %	20,721.27
MVM1	171.01	182.34	0.07	106.63 %	197,373.70	25.00 %	49,343.43	3.12 %	59,212.11
MDI1	148.38	150.13	0.03	101.18 %	126,231.40	25.00 %	31,557.85	3.12 %	31,557.85
ORU1	67.81	68.58	0.00	101.12 %	72,881.30	25.00 %	18,220.33	3.12 %	18,220.33
AYR1	73.66	73.95	0.08	100.39 %	57,137.60	25.00 %	14,284.40	3.12 %	14,284.40
PBR2	212.92	202.73	-0.04	95.22 %	146,533.30	20.00 %	29,306.66	3.12 %	29,306.66
JKM1	100.88	95.69	0.08	94.85 %	75,392.60	15.00 %	11,308.89	3.12 %	15,078.52
TYR1	126.42	112.48	0.06	88.97 %	83,164.60	10.00 %	8,316.46	3.12 %	12,474.69
TNJ2	167.10	144.92	0.17	86.73 %	125,016.40	10.00 %	12,501.64	3.12 %	12,501.64
KUM1	223.63	188.98	0.09	84.50 %	170,959.50	10.00 %	17,095.95	3.12 %	17,095.95
MSI1	75.30	63.62	0.00	84.48 %	59,014.30	10.00 %	5,901.43	3.12 %	5,901.43
PBR1	67.76	56.24	0.06	83.00 %	41,657.90	10.00 %	4,165.79	3.12 %	4,165.79
TNJ1	226.71	186.54	0.10	82.28 %	141,211.80	10.00 %	14,121.18	3.12 %	14,121.18
PTK1	159.30	129.94	0.27	81.57 %	108,055.70	10.00 %	10,805.57	3.12 %	10,805.57
APM1	54.67	42.81	0.11	78.31 %	43,387.80	0.00 %		3.12 %	4,338.78
NMM1	74.02	57.63	-0.01	77.85 %	71,827.90	0.00 %		3.12 %	7,182.79
NGT1	125.47	95.73	0.08	76.30 %	78,850.90	0.00 %		3.12 %	
TRY1	657.16	465.38	0.06	70.82 %	312,687.10	0.00 %		3.12 %	
TRY2	86.94	41.98	0.15	48.28 %	34,723.10	0.00 %		3.12 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	37.21	84.99	0.14	228.39 %	110,332.90	40.00 %	44,133.16	3.12 %	44,133.16
ERL2	75.36	123.88	0.11	164.39 %	123,915.70	40.00 %	49,566.28	3.12 %	49,566.28
TKS2	166.90	199.92	0.41	119.78 %	148,923.20	30.00 %	44,676.96	3.12 %	59,569.28
ASM1	66.07	70.31	0.19	106.42 %	83,013.60	25.00 %	20,753.40	3.12 %	20,753.40
PKD1	99.31	105.07	0.15	105.80 %	96,874.90	25.00 %	24,218.73	3.12 %	24,218.73
TKS1	149.23	153.07	0.17	102.57 %	158,458.50	25.00 %	39,614.63	3.12 %	39,614.63
UDN1	62.45	60.30	0.38	96.55 %	49,840.00	20.00 %	9,968.00	3.12 %	9,968.00
KGL1	66.28	62.66	0.20	94.54 %	47,992.80	15.00 %	7,198.92	3.12 %	9,598.56
KYR1	56.71	53.56	0.45	94.44 %	51,554.50	15.00 %	7,733.18	3.12 %	10,310.90
KVT1	235.54	222.26	0.02	94.36 %	265,550.10	15.00 %	39,832.52	3.12 %	53,110.02
TKY1	84.70	78.31	0.06	92.45 %	80,656.10	15.00 %	12,098.42	3.12 %	16,131.22
RND1	148.63	136.30	0.29	91.70 %	148,804.50	15.00 %	22,320.68	3.12 %	22,320.68
STU2	51.10	46.48	0.92	90.95 %	34,716.80	15.00 %	5,207.52	3.12 %	5,207.52
TVL1	485.09	437.96	0.21	90.29 %	357,482.50	15.00 %	53,622.38	3.12 %	53,622.38
VNR2	259.31	233.57	0.15	90.07 %	209,102.10	10.00 %	20,910.21	3.12 %	31,365.32
VNR1	63.98	56.87	0.09	88.88 %	49,546.60	10.00 %	4,954.66	3.12 %	7,431.99
TUT1	547.23	478.42	0.16	87.43 %	486,153.30	10.00 %	48,615.33	3.12 %	72,923.00
RPM1	144.22	125.50	0.28	87.02 %	126,987.80	10.00 %	12,698.78	3.12 %	12,698.78
TCN1	123.59	105.79	0.29	85.60 %	116,183.30	10.00 %	11,618.33	3.12 %	11,618.33
SDI1	68.84	56.91	0.28	82.66 %	48,181.70	10.00 %	4,818.17	3.12 %	4,818.17
VLY1	170.33	140.75	0.21	82.64 %	108,007.10	10.00 %	10,800.71	3.12 %	10,800.71
PDI1	71.99	59.29	0.02	82.36 %	54,200.90	10.00 %	5,420.09	3.12 %	5,420.09
ARM1	47.79	39.27	0.72	82.17 %	35,167.20	10.00 %	3,516.72	3.12 %	3,516.72
TUT2	206.57	169.47	0.28	82.04 %	132,307.20	10.00 %	13,230.72	3.12 %	13,230.72
APK1	113.30	92.62	0.05	81.75 %	117,999.20	10.00 %	11,799.92	3.12 %	11,799.92
KSM1	43.24	35.33	0.00	81.72 %	25,692.40	10.00 %	2,569.24	3.12 %	2,569.24
SNL1	98.79	79.70	0.33	80.67 %	51,938.70	10.00 %	5,193.87	3.12 %	5,193.87
SVK1	153.58	119.66	0.13	77.91 %	104,090.10	0.00 %		3.12 %	10,409.01
NGR1	432.27	320.86	0.21	74.23 %	189,341.10	0.00 %		3.12 %	
SGT1	52.55	37.75	0.00	71.83 %	27,200.50	0.00 %		3.12 %	
MAR1	180.24	120.68	0.07	66.96 %	91,456.70	0.00 %		3.12 %	
COL1	40.12	25.74	0.01	64.15 %	23,897.10	0.00 %		3.12 %	
MMT1	93.88	59.42	0.28	63.29 %	53,942.30	0.00 %		3.12 %	
TYI1	122.98	72.07	0.32	58.60 %	84,930.30	0.00 %		3.12 %	
TVL2	60.24	34.32	0.12	56.98 %	19,138.90	0.00 %		3.12 %	
VKM1	101.04	39.25	0.22	38.85 %	51,499.40	0.00 %		3.12 %	
ERL1	7.20	1.70	2.25	23.66 %	(16,066.00)	0.00 %		3.12 %	
APK2	0.00	19.17	0.00	0.00 %	12,972.50	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)
PPI1	34.37	42.34	0.08	123.21 %	51,843.40	40.00 %	20,737.36	3.12 %	20,737.36
KMD1	37.18	40.41	0.00	108.70 %	66,936.10	25.00 %	16,734.03	3.12 %	20,080.83
KGI1	63.38	68.70	0.00	108.40 %	46,635.70	25.00 %	11,658.93	3.12 %	13,990.71
PDM1	35.50	38.20	0.14	107.62 %	42,768.50	25.00 %	10,692.13	3.12 %	12,830.55
TPR3	46.79	50.00	-0.07	106.88 %	82,380.20	25.00 %	20,595.05	3.12 %	24,714.06
CBE6	67.77	72.22	0.07	106.57 %	81,564.20	25.00 %	20,391.05	3.12 %	20,391.05
ANR1	17.59	18.47	0.23	104.95 %	24,360.40	25.00 %	6,090.10	3.12 %	6,090.10
DPM2	54.05	56.63	0.05	104.78 %	61,816.40	25.00 %	15,454.10	3.12 %	15,454.10
GBM1	48.58	50.16	0.35	103.25 %	35,274.20	25.00 %	8,818.55	3.12 %	8,818.55
CBE1	71.22	69.74	-0.07	97.92 %	82,077.70	20.00 %	16,415.54	3.12 %	20,519.43
MPM1	67.07	65.33	0.13	97.40 %	78,777.60	20.00 %	15,755.52	3.12 %	19,694.40
AVI1	54.56	51.57	0.35	94.52 %	46,167.10	15.00 %	6,925.07	3.12 %	9,233.42
KMR1	156.32	147.33	-0.21	94.25 %	160,727.60	15.00 %	24,109.14	3.12 %	32,145.52
KGM1	37.95	34.89	0.17	91.92 %	36,584.50	15.00 %	5,487.68	3.12 %	5,487.68
GDR1	51.26	46.73	-0.04	91.16 %	33,619.10	15.00 %	5,042.87	3.12 %	5,042.87
TPR4	46.12	41.78	0.26	90.60 %	38,192.50	15.00 %	5,728.88	3.12 %	5,728.88
SYM2	51.88	44.77	0.00	86.29 %	43,504.80	10.00 %	4,350.48	3.12 %	4,350.48
CNR1	55.34	47.45	0.00	85.74 %	40,451.60	10.00 %	4,045.16	3.12 %	4,045.16
CBE2	373.47	314.45	0.27	84.20 %	262,815.90	10.00 %	26,281.59	3.12 %	26,281.59
TPR2	115.22	96.71	0.06	83.93 %	76,696.40	10.00 %	7,669.64	3.12 %	7,669.64
SUL1	59.95	48.68	0.16	81.21 %	67,241.90	10.00 %	6,724.19	3.12 %	6,724.19
UAM1	140.91	112.19	0.08	79.62 %	86,060.90	0.00 %		3.12 %	8,606.09
TPR1	99.81	77.64	0.02	77.79 %	79,229.90	0.00 %		3.12 %	7,922.99
PLI1	121.30	91.95	0.00	75.80 %	83,087.30	0.00 %		3.12 %	
CBE4	118.96	83.01	0.02	69.78 %	109,179.30	0.00 %		3.12 %	
CBE3	43.22	28.72	-0.10	66.45 %	36,736.10	0.00 %		3.12 %	
SNR1	96.75	59.53	0.01	61.53 %	69,664.90	0.00 %		3.12 %	
UMP1	69.74	42.85	0.00	61.45 %	29,575.40	0.00 %		3.12 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	80.69	85.69	0.32	106.20 %	69,187.90	25.00 %	17,296.98	3.12 %	17,296.98
CH44	117.21	116.75	0.20	99.60 %	90,044.50	20.00 %	18,008.90	3.12 %	22,511.13
MC05	55.19	54.86	0.01	99.41 %	18,937.30	20.00 %	3,787.46	3.12 %	4,734.33
CH27	46.35	45.63	0.77	98.44 %	45,135.30	20.00 %	9,027.06	3.12 %	11,283.83
MJR1	168.87	161.21	0.18	95.46 %	117,762.70	20.00 %	23,552.54	3.12 %	23,552.54
CH12	196.17	185.06	0.48	94.34 %	176,852.50	15.00 %	26,527.88	3.12 %	35,370.50
CH34	158.02	145.35	0.10	91.99 %	123,217.70	15.00 %	18,482.66	3.12 %	18,482.66
PON1	85.76	77.16	0.19	89.98 %	75,467.70	10.00 %	7,546.77	3.12 %	11,320.16
CH43	109.50	97.34	0.18	88.90 %	102,679.00	10.00 %	10,267.90	3.12 %	15,401.85
CH23	75.58	65.68	0.02	86.90 %	51,251.90	10.00 %	5,125.19	3.12 %	5,125.19
CH06	156.14	132.60	0.06	84.92 %	120,258.50	10.00 %	12,025.85	3.12 %	12,025.85
CH41	123.62	104.22	0.31	84.30 %	93,062.30	10.00 %	9,306.23	3.12 %	9,306.23
CH03	370.74	306.37	0.28	82.64 %	281,096.90	10.00 %	28,109.69	3.12 %	28,109.69
CH17	83.59	67.78	0.19	81.08 %	75,462.40	10.00 %	7,546.24	3.12 %	7,546.24
CH31	58.79	47.38	0.41	80.59 %	46,081.60	10.00 %	4,608.16	3.12 %	4,608.16
CH21	271.50	214.81	0.19	79.12 %	156,815.30	0.00 %		3.12 %	15,681.53
CH33	143.10	110.98	0.18	77.56 %	103,091.60	0.00 %		3.12 %	
MC06	41.17	31.90	0.73	77.48 %	17,262.30	0.00 %		3.12 %	
GPD1	129.42	98.90	0.08	76.41 %	55,849.10	0.00 %		3.12 %	
CH15	416.95	312.04	0.17	74.84 %	260,797.90	0.00 %		3.12 %	
CH18	203.46	151.90	0.29	74.66 %	174,838.10	0.00 %		3.12 %	
CH20	208.41	155.54	0.27	74.63 %	119,553.70	0.00 %		3.12 %	
CH46	84.26	61.08	0.30	72.49 %	57,494.20	0.00 %		3.12 %	
CH36	68.53	47.84	0.08	69.81 %	31,330.50	0.00 %		3.12 %	
CH32	34.58	23.17	2.21	67.02 %	16,663.60	0.00 %		3.12 %	
CH09	160.61	102.89	0.05	64.06 %	93,550.30	0.00 %		3.12 %	
CH24	158.46	87.75	0.31	55.37 %	91,252.30	0.00 %		3.12 %	
MC08	18.95	8.34	0.00	44.03 %	1,693.00	0.00 %		3.12 %	
CH01	19.77	2.00	0.00	10.13 %	1,720.20	0.00 %		3.12 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TEN2	72.25	79.29	0.26	109.75 %	52,400.10	25.00 %	13,100.03	3.12 %	15,720.03
DKI1	86.19	92.34	0.21	107.13 %	120,723.20	25.00 %	30,180.80	3.12 %	36,216.96
MLR1	76.75	77.38	0.08	100.82 %	67,520.90	25.00 %	16,880.23	3.12 %	16,880.23
ADP1	60.45	60.88	0.06	100.71 %	60,286.90	25.00 %	15,071.73	3.12 %	15,071.73
PKM1	45.39	44.82	0.13	98.74 %	43,455.10	20.00 %	8,691.02	3.12 %	10,863.78
SVG1	77.02	72.03	0.14	93.53 %	90,613.80	15.00 %	13,592.07	3.12 %	18,122.76
MDU6	153.69	136.99	0.18	89.13 %	115,074.50	10.00 %	11,507.45	3.12 %	17,261.18
TMM1	116.77	103.77	0.01	88.87 %	79,041.60	10.00 %	7,904.16	3.12 %	11,856.24
DGL2	67.72	60.01	0.11	88.61 %	63,716.60	10.00 %	6,371.66	3.12 %	9,557.49
MDU2	195.87	170.39	0.19	86.99 %	148,210.80	10.00 %	14,821.08	3.12 %	14,821.08
TPT1	85.03	73.91	-0.09	86.92 %	116,511.60	10.00 %	11,651.16	3.12 %	11,651.16
BTU1	43.83	38.08	0.43	86.87 %	43,224.70	10.00 %	4,322.47	3.12 %	4,322.47
NKI1	53.39	45.92	0.08	86.00 %	57,726.60	10.00 %	5,772.66	3.12 %	5,772.66
PVI1	81.36	69.58	0.23	85.51 %	87,844.30	10.00 %	8,784.43	3.12 %	8,784.43
DGL1	235.91	201.19	0.33	85.28 %	179,324.10	10.00 %	17,932.41	3.12 %	17,932.41
CBM1	105.38	89.41	0.10	84.84 %	98,411.30	10.00 %	9,841.13	3.12 %	9,841.13
TDI1	65.86	55.35	0.19	84.04 %	68,289.50	10.00 %	6,828.95	3.12 %	6,828.95
PNI1	45.62	37.95	0.29	83.18 %	29,610.30	10.00 %	2,961.03	3.12 %	2,961.03
BNR1	66.47	54.42	0.05	81.87 %	56,282.70	10.00 %	5,628.27	3.12 %	5,628.27
MPA1	91.64	73.17	0.05	79.84 %	91,265.80	0.00 %		3.12 %	9,126.58
PNV1	43.58	34.23	0.00	78.54 %	34,291.70	0.00 %		3.12 %	3,429.17
TEN1	103.33	79.68	0.41	77.12 %	64,999.70	0.00 %		3.12 %	
NTM1	63.32	48.22	0.22	76.16 %	42,400.20	0.00 %		3.12 %	
USL1	100.13	75.30	0.13	75.21 %	70,363.60	0.00 %		3.12 %	
SGP1	67.71	50.71	0.11	74.90 %	83,075.90	0.00 %		3.12 %	
MDU4	100.11	74.13	0.13	74.05 %	64,113.70	0.00 %		3.12 %	
ODM1	57.08	40.96	0.00	71.75 %	34,748.70	0.00 %		3.12 %	
ATG1	152.93	109.08	0.18	71.33 %	132,154.70	0.00 %		3.12 %	
KKD2	108.25	77.03	0.12	71.16 %	102,654.90	0.00 %		3.12 %	
MNM1	53.01	37.45	0.07	70.65 %	51,265.60	0.00 %		3.12 %	
CMR1	53.95	37.68	0.02	69.84 %	26,584.80	0.00 %		3.12 %	
MDU1	497.00	335.21	0.15	67.45 %	263,240.40	0.00 %		3.12 %	
KPT1	64.58	41.94	0.01	64.94 %	41,572.50	0.00 %		3.12 %	
KRR1	77.41	46.00	0.00	59.42 %	56,821.10	0.00 %		3.12 %	
MDU5	94.01	53.90	0.05	57.33 %	73,710.00	0.00 %		3.12 %	
MDU3	122.99	64.36	0.52	52.33 %	52,022.80	0.00 %		3.12 %	
KYK1	0.00	27.31	0.00	0.00 %	12,913.90	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)
CH37	54.59	61.83	0.29	113.26 %	51,892.60	30.00 %	15,567.78	3.12 %	15,567.78
TKM1	69.11	72.36	0.11	104.70 %	84,059.10	25.00 %	21,014.78	3.12 %	21,014.78
MRM1	107.87	110.47	0.19	102.41 %	112,211.10	25.00 %	28,052.78	3.12 %	28,052.78
GUD2	121.64	115.69	0.03	95.11 %	90,094.10	20.00 %	18,018.82	3.12 %	18,018.82
CH30	180.04	170.85	0.55	94.89 %	96,344.50	15.00 %	14,451.68	3.12 %	19,268.90
CH45	129.00	119.18	0.15	92.39 %	124,177.30	15.00 %	18,626.60	3.12 %	24,835.46
CH48	170.15	150.81	0.13	88.64 %	191,320.40	10.00 %	19,132.04	3.12 %	28,698.06
GUD1	137.98	122.26	0.29	88.61 %	161,500.40	10.00 %	16,150.04	3.12 %	24,225.06
CH35	106.25	93.41	0.12	87.92 %	74,241.00	10.00 %	7,424.10	3.12 %	11,136.15
CH28	157.09	134.34	0.16	85.52 %	189,874.60	10.00 %	18,987.46	3.12 %	18,987.46
CGL1	131.74	112.45	0.32	85.36 %	93,491.40	10.00 %	9,349.14	3.12 %	9,349.14
CH11	157.13	133.22	0.33	84.78 %	104,422.90	10.00 %	10,442.29	3.12 %	10,442.29
CH08	269.45	218.67	0.35	81.15 %	288,769.40	10.00 %	28,876.94	3.12 %	28,876.94
CH38	104.31	84.32	0.09	80.83 %	101,867.40	10.00 %	10,186.74	3.12 %	10,186.74
CH05	262.22	210.42	0.19	80.24 %	173,889.40	10.00 %	17,388.94	3.12 %	17,388.94
CH16	311.63	246.94	0.17	79.24 %	261,274.80	0.00 %		3.12 %	26,127.48
CH19	216.27	171.17	0.28	79.15 %	164,068.30	0.00 %		3.12 %	16,406.83
SKL1	103.43	81.71	0.29	79.01 %	116,083.80	0.00 %		3.12 %	11,608.38
KNR1	104.64	82.05	0.02	78.41 %	80,104.30	0.00 %		3.12 %	8,010.43
CH42	239.21	185.95	0.14	77.74 %	180,441.20	0.00 %		3.12 %	18,044.12
CH14	317.30	243.50	0.23	76.74 %	217,636.40	0.00 %		3.12 %	
AVD1	172.16	130.89	0.89	76.03 %	108,545.70	0.00 %		3.12 %	
MC10	48.07	36.47	0.08	75.86 %	20,186.10	0.00 %		3.12 %	
CH26	50.47	33.71	0.07	66.79 %	32,618.00	0.00 %		3.12 %	
CH22	158.36	104.13	0.15	65.75 %	110,198.30	0.00 %		3.12 %	
CH07	226.10	145.08	0.35	64.17 %	136,046.00	0.00 %		3.12 %	
CH40	114.21	66.65	0.24	58.36 %	34,038.50	0.00 %		3.12 %	
CH39	106.28	61.01	0.55	57.40 %	71,333.70	0.00 %		3.12 %	
MC09	30.96	15.09	0.00	48.74 %	10,584.20	0.00 %		3.12 %	
CH29	54.64	21.87	0.76	40.02 %	26,360.30	0.00 %		3.12 %	
MC02	40.09	6.29	0.00	15.70 %	3,219.00	0.00 %		3.12 %	
OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	91.95	0.19	0.00 %	6,963.20	0.00 %		0.00 %	
GHUB	0.00	166.87	0.05	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.07	9.65	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	12.21	0.03	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	10.26	0.64	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	7.40	1.19	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	18.41	0.37	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	-10.90	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	4.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	9.02	0.00	0.00 %	0.00	0.00 %		0.00 %	