

Accu.Target 27,449.54 L	Sales 25,238.81 L	Achieved % 91.95 %	HO Budget+ % 0.00 %	Total Com. 215.20 L
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Note : Sales Period is From :01-Jul-2025 To :29-Jul-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,898.62	1,846.67	97.26 %	54,000.00	0.00 %	54,000.00
NORTH ARCOT	2,143.06	2,024.85	94.48 %	60,000.00	0.00 %	60,000.00
CHENNAI-01	3,641.65	3,374.74	92.67 %	99,000.00	0.00 %	99,000.00
SOUTH-01	4,829.03	4,343.07	89.94 %	0.00	0.00 %	0.00
TRICHY-01	3,131.77	2,797.76	89.33 %	0.00	0.00 %	0.00
WEST-02	2,697.39	2,376.37	88.10 %	0.00	0.00 %	0.00
CHENNAI-02	3,512.84	3,067.05	87.31 %	0.00	0.00 %	0.00
SOUTH-03	3,277.66	2,718.30	82.93 %	0.00	0.00 %	0.00
WEST-01	2,069.34	1,661.76	80.30 %	0.00	0.00 %	0.00
KL-SOUTH	248.17	191.11	77.01 %	0.00	0.00 %	0.00
OTHERS	0.00	837.15	0.00 %	0.00	0.00 %	0.00
Total	27,449.54	25,238.81	91.95 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	621.30	644.74	103.77%	90,000.00	0.00 %	90,000.00
	SA02	708.21	673.87	95.15%	45,000.00	0.00 %	45,000.00
	SA03	569.11	528.06	92.79%	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	722.86	719.47	99.53%	52,500.00	0.00 %	52,500.00
	NA02	792.64	735.50	92.79%	52,500.00	0.00 %	52,500.00
	NA03	627.56	569.88	90.81%	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	910.90	919.47	100.94%	135,000.00	0.00 %	135,000.00
	CH08	794.81	758.27	95.40%	52,500.00	0.00 %	52,500.00
	CH03	709.72	662.48	93.34%	45,000.00	0.00 %	45,000.00
	CH06	1,226.22	1,034.52	84.37%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,056.22	1,012.64	95.87%	75,000.00	0.00 %	75,000.00
	TKS1	678.84	639.26	94.17%	45,000.00	0.00 %	45,000.00
	VNR1	537.32	500.23	93.10%	37,500.00	0.00 %	37,500.00
	KVT1	834.72	736.41	88.22%	0.00	0.00 %	0.00
	TVL1	821.10	694.59	84.59%	0.00	0.00 %	0.00
	NGR1	900.82	759.95	84.36%	0.00	0.00 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	627.63	625.36	99.64%	45,000.00	0.00 %	45,000.00
	KUM1	618.98	588.65	95.10%	37,500.00	0.00 %	37,500.00
	PTK1	557.30	480.38	86.20%	0.00	0.00 %	0.00
	TRY1	1,327.85	1,103.38	83.09%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	566.94	547.96	96.65%	37,500.00	0.00 %	37,500.00
	HSR1	570.93	529.48	92.74%	37,500.00	0.00 %	37,500.00
	SLM1	840.42	704.50	83.83%	0.00	0.00 %	0.00
	ERD1	719.10	594.42	82.66%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	1,020.48	921.66	90.32%	67,500.00	0.00 %	67,500.00
	CH09	698.39	621.87	89.04%	0.00	0.00 %	0.00
	CH01	890.51	761.12	85.47%	0.00	0.00 %	0.00
	CH07	903.45	762.40	84.39%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	DGL1	947.92	821.37	86.65%	0.00	0.00 %	0.00
	KKD2	665.34	568.68	85.47%	0.00	0.00 %	0.00
	MDU2	994.41	805.99	81.05%	0.00	0.00 %	0.00
	SVG1	544.33	437.94	80.45%	0.00	0.00 %	0.00
	KRR1	125.65	84.32	67.11%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PLI1	260.72	244.51	93.78%	15,000.00	0.00 %	15,000.00
	TPR4	269.23	225.16	83.63%	0.00	0.00 %	0.00
	UAM1	420.11	346.17	82.40%	0.00	0.00 %	0.00
	CBE1	848.04	643.20	75.85%	0.00	0.00 %	0.00
	TPR1	271.24	202.71	74.73%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	248.17	191.11	77.01%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	19.25	0.00%	0.00	0.00 %	0.00
	CH02	0.00	321.54	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	394.81	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	28.37	0.00%	0.00	0.00 %	0.00
	NA01	0.00	0.48	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.11	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	28.02	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	17.57	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	27.01	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)
ULP1	98.77	114.35	-2.16	115.78 %	94,220.80	30.00 %	28,266.24	0.00 %	28,266.24
PRT1	61.49	71.11	-2.15	115.64 %	58,230.10	30.00 %	17,469.03	0.00 %	17,469.03
MKM1	43.76	49.87	-1.31	113.96 %	49,063.30	30.00 %	14,718.99	0.00 %	14,718.99
POY2	126.80	139.86	-3.13	110.30 %	124,918.10	30.00 %	37,475.43	0.00 %	37,475.43
POY1	158.89	172.49	-3.04	108.56 %	176,940.90	25.00 %	44,235.23	0.00 %	44,235.23
TRK1	122.38	129.83	-2.26	106.08 %	106,823.70	25.00 %	26,705.93	0.00 %	26,705.93
KLM1	97.15	100.18	-2.19	103.12 %	102,983.50	25.00 %	25,745.88	0.00 %	25,745.88
KML1	54.70	54.59	-3.89	99.80 %	38,702.10	20.00 %	7,740.42	0.00 %	7,740.42
VPM2	98.45	97.26	-3.06	98.79 %	69,796.50	20.00 %	13,959.30	0.00 %	13,959.30
SJI1	83.69	82.06	-1.68	98.05 %	52,102.10	20.00 %	10,420.42	0.00 %	10,420.42
VPM1	34.27	32.53	-2.42	94.92 %	27,485.30	15.00 %	4,122.80	0.00 %	4,122.80
CUD1	194.69	182.34	-2.26	93.65 %	162,571.00	15.00 %	24,385.65	0.00 %	24,385.65
CDM1	121.71	109.94	-3.09	90.33 %	99,523.00	15.00 %	14,928.45	0.00 %	14,928.45
NVL2	125.05	112.40	-4.40	89.89 %	82,584.70	10.00 %	8,258.47	0.00 %	8,258.47
TVM2	86.93	76.52	-1.85	88.02 %	37,111.90	10.00 %	3,711.19	0.00 %	3,711.19
KKI2	127.04	110.47	-3.20	86.96 %	82,179.10	10.00 %	8,217.91	0.00 %	8,217.91
STP1	46.71	40.10	-2.68	85.85 %	27,222.40	10.00 %	2,722.24	0.00 %	2,722.24
TDM1	80.92	69.18	-2.99	85.49 %	55,251.20	10.00 %	5,525.12	0.00 %	5,525.12
VCM1	72.75	60.91	-3.12	83.72 %	41,776.00	10.00 %	4,177.60	0.00 %	4,177.60
TVM1	62.47	40.69	-1.12	65.13 %	23,398.00	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	50.89	59.93	-2.66	117.75 %	43,210.80	30.00 %	12,963.24	0.00 %	12,963.24
CPT1	37.94	43.08	-2.02	113.55 %	44,107.30	30.00 %	13,232.19	0.00 %	13,232.19
GDM1	65.70	73.66	-2.61	112.12 %	50,688.70	30.00 %	15,206.61	0.00 %	15,206.61
KPM2	231.15	243.21	-3.34	105.22 %	159,425.30	25.00 %	39,856.33	0.00 %	39,856.33
ARC2	66.77	70.13	-1.97	105.03 %	63,814.90	25.00 %	15,953.73	0.00 %	15,953.73
SBR1	106.64	111.49	-2.54	104.55 %	111,018.30	25.00 %	27,754.58	0.00 %	27,754.58
AKM1	87.46	90.96	-2.76	104.01 %	75,983.20	25.00 %	18,995.80	0.00 %	18,995.80
TRR1	155.21	158.52	-3.43	102.14 %	96,035.20	25.00 %	24,008.80	0.00 %	24,008.80
ANI1	47.37	48.33	-1.92	102.01 %	36,147.20	25.00 %	9,036.80	0.00 %	9,036.80
BGR1	53.59	54.34	-1.82	101.40 %	54,475.60	25.00 %	13,618.90	0.00 %	13,618.90
VSI1	81.12	81.67	-1.60	100.69 %	85,254.20	25.00 %	21,313.55	0.00 %	21,313.55
WJD1	83.78	83.87	-2.11	100.11 %	96,852.60	25.00 %	24,213.15	0.00 %	24,213.15
CYR1	51.99	51.07	-1.80	98.22 %	44,067.00	20.00 %	8,813.40	0.00 %	8,813.40
WJP1	57.27	55.68	-2.09	97.23 %	44,347.70	20.00 %	8,869.54	0.00 %	8,869.54
VEL2	132.75	125.35	-2.22	94.43 %	120,481.50	15.00 %	18,072.23	0.00 %	18,072.23
PLR1	43.93	39.39	-1.69	89.67 %	35,030.50	10.00 %	3,503.05	0.00 %	3,503.05
UGI1	50.13	44.72	-1.83	89.19 %	40,478.90	10.00 %	4,047.89	0.00 %	4,047.89
ABR1	80.96	71.04	-2.23	87.75 %	63,169.90	10.00 %	6,316.99	0.00 %	6,316.99
CGM1	72.68	61.71	-1.56	84.90 %	45,623.90	10.00 %	4,562.39	0.00 %	4,562.39
SLG1	49.83	40.89	-1.37	82.05 %	39,824.10	10.00 %	3,982.41	0.00 %	3,982.41
TRT1	65.10	51.47	-3.24	79.06 %	50,707.30	0.00 %		0.00 %	
KPM1	97.07	76.22	-3.08	78.52 %	66,868.30	0.00 %		0.00 %	
TRL1	147.63	115.09	-3.33	77.96 %	114,727.50	0.00 %		0.00 %	
VEL1	190.54	145.90	-3.16	76.57 %	117,264.90	0.00 %		0.00 %	
PTU1	35.58	27.13	-1.53	76.26 %	20,657.10	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	43.69	59.83	-1.87	136.95 %	49,759.30	40.00 %	19,903.72	0.00 %	19,903.72
CH48	116.74	133.19	-2.07	114.09 %	150,090.50	30.00 %	45,027.15	0.00 %	45,027.15
CH35	83.01	94.57	-2.07	113.93 %	82,162.90	30.00 %	24,648.87	0.00 %	24,648.87
CH05	204.52	225.69	-5.03	110.35 %	180,267.10	30.00 %	54,080.13	0.00 %	54,080.13
CH45	102.44	111.90	-3.02	109.24 %	99,999.60	25.00 %	24,999.90	0.00 %	24,999.90
CH28	120.18	130.58	-1.81	108.65 %	200,794.30	25.00 %	50,198.58	0.00 %	50,198.58
MRM1	92.91	96.69	-1.96	104.07 %	94,884.50	25.00 %	23,721.13	0.00 %	23,721.13
CH19	178.28	181.81	-6.30	101.98 %	179,330.00	25.00 %	44,832.50	0.00 %	44,832.50
KNR1	91.25	92.53	-1.73	101.41 %	102,965.50	25.00 %	25,741.38	0.00 %	25,741.38
CH14	260.75	259.56	-4.37	99.55 %	215,710.40	20.00 %	43,142.08	0.00 %	43,142.08
GUD1	118.27	117.13	-2.35	99.03 %	161,052.50	20.00 %	32,210.50	0.00 %	32,210.50
CH38	89.48	87.39	-2.15	97.67 %	95,694.50	20.00 %	19,138.90	0.00 %	19,138.90
CH30	131.08	125.84	-4.24	96.00 %	85,918.70	20.00 %	17,183.74	0.00 %	17,183.74
CH11	115.27	110.15	-3.66	95.56 %	109,729.90	20.00 %	21,945.98	0.00 %	21,945.98
CH22	128.83	119.47	-2.27	92.73 %	131,609.20	15.00 %	19,741.38	0.00 %	19,741.38
MC10	41.56	38.17	-0.36	91.83 %	21,120.80	15.00 %	3,168.12	0.00 %	3,168.12
AVD1	136.44	123.30	-3.37	90.37 %	97,511.60	15.00 %	14,626.74	0.00 %	14,626.74
GUD2	102.91	92.78	-3.89	90.16 %	80,739.60	15.00 %	12,110.94	0.00 %	12,110.94
CH08	245.69	218.49	-2.97	88.93 %	273,689.40	10.00 %	27,368.94	0.00 %	27,368.94
CH16	262.20	226.22	-2.80	86.28 %	227,295.40	10.00 %	22,729.54	0.00 %	22,729.54
CH42	162.85	139.23	-3.65	85.50 %	153,616.60	10.00 %	15,361.66	0.00 %	15,361.66
CH07	176.44	150.50	-2.51	85.30 %	147,508.80	10.00 %	14,750.88	0.00 %	14,750.88
TKM1	71.41	60.18	-1.54	84.26 %	61,245.90	10.00 %	6,124.59	0.00 %	6,124.59
CGL1	89.98	75.41	-2.39	83.80 %	60,758.90	10.00 %	6,075.89	0.00 %	6,075.89
SKL1	90.23	70.22	-2.64	77.83 %	79,594.30	0.00 %		0.00 %	
CH39	83.65	63.37	-3.62	75.75 %	72,358.20	0.00 %		0.00 %	
MC09	32.09	21.25	0.06	66.23 %	9,625.30	0.00 %		0.00 %	
CH26	51.42	30.68	-2.83	59.65 %	32,490.50	0.00 %		0.00 %	
MC02	39.80	23.35	-0.08	58.68 %	9,295.10	0.00 %		0.00 %	
CH40	102.91	56.04	-2.46	54.46 %	29,164.10	0.00 %		0.00 %	
CH29	75.37	39.20	-5.09	52.01 %	30,972.10	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	43.34	122.72	-8.01	283.16 %	99,965.70	40.00 %	39,986.28	0.00 %	39,986.28
STU2	55.68	67.06	-6.05	120.44 %	43,301.70	40.00 %	17,320.68	0.00 %	17,320.68
SDI1	54.91	63.02	-4.18	114.77 %	50,900.20	30.00 %	15,270.06	0.00 %	15,270.06
RPM1	117.09	125.58	-4.47	107.25 %	112,468.10	25.00 %	28,117.03	0.00 %	28,117.03
VNR1	73.96	77.57	-4.98	104.88 %	61,595.10	25.00 %	15,398.78	0.00 %	15,398.78
ASM1	59.63	61.31	-4.46	102.81 %	53,070.50	25.00 %	13,267.63	0.00 %	13,267.63
ARM1	45.86	47.08	-3.65	102.66 %	39,968.20	25.00 %	9,992.05	0.00 %	9,992.05
KGL1	69.19	69.53	-1.97	100.49 %	52,407.20	25.00 %	13,101.80	0.00 %	13,101.80
KVT1	226.75	227.83	-2.83	100.48 %	275,847.50	25.00 %	68,961.88	0.00 %	68,961.88
VNR2	219.32	217.60	-2.37	99.21 %	195,243.40	20.00 %	39,048.68	0.00 %	39,048.68
KSM1	39.37	38.80	-3.55	98.54 %	26,211.60	20.00 %	5,242.32	0.00 %	5,242.32
PKD1	128.31	124.13	-2.00	96.74 %	123,276.30	20.00 %	24,655.26	0.00 %	24,655.26
TUT2	197.69	189.97	-4.65	96.10 %	156,176.90	20.00 %	31,235.38	0.00 %	31,235.38
UDN1	84.49	79.54	-6.91	94.14 %	48,057.60	15.00 %	7,208.64	0.00 %	7,208.64
PDI1	61.84	57.18	-3.29	92.47 %	49,030.50	15.00 %	7,354.58	0.00 %	7,354.58
TKS1	183.39	167.20	-3.45	91.17 %	161,899.50	15.00 %	24,284.93	0.00 %	24,284.93
SNL1	78.13	70.95	-5.26	90.81 %	53,411.90	15.00 %	8,011.79	0.00 %	8,011.79
VLY1	167.20	149.71	-4.50	89.54 %	101,819.10	10.00 %	10,181.91	0.00 %	10,181.91
SVK1	132.89	116.02	-4.25	87.31 %	117,381.30	10.00 %	11,738.13	0.00 %	11,738.13
TUT1	545.24	474.31	-3.87	86.99 %	482,380.10	10.00 %	48,238.01	0.00 %	48,238.01
TKS2	207.39	179.93	-4.33	86.76 %	126,371.30	10.00 %	12,637.13	0.00 %	12,637.13
MMT1	82.34	71.38	-3.82	86.69 %	53,259.40	10.00 %	5,325.94	0.00 %	5,325.94
SGT1	54.23	46.35	-2.43	85.47 %	35,385.60	10.00 %	3,538.56	0.00 %	3,538.56
NGR1	314.51	262.09	-6.44	83.33 %	167,710.40	10.00 %	16,771.04	0.00 %	16,771.04
TVL1	493.58	403.54	-5.49	81.76 %	287,035.20	10.00 %	28,703.52	0.00 %	28,703.52
MAR1	255.93	209.02	-6.38	81.67 %	110,497.80	10.00 %	11,049.78	0.00 %	11,049.78
ERL1	67.93	54.92	-2.91	80.85 %	53,830.30	10.00 %	5,383.03	0.00 %	5,383.03
TKY1	95.08	76.18	-3.13	80.12 %	68,380.90	10.00 %	6,838.09	0.00 %	6,838.09
APK1	111.15	89.03	-3.42	80.10 %	93,048.20	0.00 %		0.00 %	
TCN1	117.53	91.17	-3.88	77.57 %	96,250.20	0.00 %		0.00 %	
VKM1	62.62	47.90	-1.09	76.50 %	69,661.70	0.00 %		0.00 %	
RND1	215.80	162.02	-3.30	75.08 %	193,081.40	0.00 %		0.00 %	
COL1	44.40	32.94	-3.17	74.20 %	24,319.90	0.00 %		0.00 %	
TVL2	54.84	32.95	-4.28	60.09 %	17,567.60	0.00 %		0.00 %	
KYR1	67.43	36.52	-2.16	54.15 %	42,076.20	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	47.18	58.52	-3.01	124.04 %	50,993.50	40.00 %	20,397.40	0.00 %	20,397.40
KIK1	67.12	78.72	-4.13	117.28 %	77,829.40	30.00 %	23,348.82	0.00 %	23,348.82
KRN1	46.10	54.04	-1.43	117.23 %	49,550.80	30.00 %	14,865.24	0.00 %	14,865.24
MVM1	130.52	142.53	-2.90	109.20 %	148,073.60	25.00 %	37,018.40	0.00 %	37,018.40
TVR2	122.10	132.66	-4.69	108.65 %	98,815.30	25.00 %	24,703.83	0.00 %	24,703.83
PDK1	46.94	49.96	-5.24	106.42 %	44,057.80	25.00 %	11,014.45	0.00 %	11,014.45
ORU1	58.53	61.05	-2.03	104.31 %	54,981.40	25.00 %	13,745.35	0.00 %	13,745.35
PBR2	183.35	188.07	-3.61	102.57 %	147,714.50	25.00 %	36,928.63	0.00 %	36,928.63
MDI1	97.03	93.08	-3.61	95.93 %	87,818.40	20.00 %	17,563.68	0.00 %	17,563.68
AYR1	62.23	59.48	-2.96	95.58 %	49,880.90	20.00 %	9,976.18	0.00 %	9,976.18
TNJ1	198.41	185.44	-4.94	93.46 %	124,027.20	15.00 %	18,604.08	0.00 %	18,604.08
PBR1	60.33	55.80	-3.01	92.49 %	52,538.50	15.00 %	7,880.78	0.00 %	7,880.78
TNJ2	148.30	136.67	-4.71	92.16 %	109,659.60	15.00 %	16,448.94	0.00 %	16,448.94
NGT1	108.73	98.94	-4.09	91.00 %	95,455.50	15.00 %	14,318.33	0.00 %	14,318.33
JKM1	88.53	79.84	-2.61	90.18 %	66,001.40	15.00 %	9,900.21	0.00 %	9,900.21
TTP1	90.04	80.09	-2.41	88.95 %	60,070.00	10.00 %	6,007.00	0.00 %	6,007.00
NMM1	64.99	57.17	-2.29	87.98 %	58,490.30	10.00 %	5,849.03	0.00 %	5,849.03
TYR1	93.24	82.00	-3.36	87.95 %	60,229.70	10.00 %	6,022.97	0.00 %	6,022.97
PTK1	131.90	115.36	-3.54	87.46 %	108,070.50	10.00 %	10,807.05	0.00 %	10,807.05
TRY1	697.30	592.02	-8.11	84.90 %	314,149.00	10.00 %	31,414.90	0.00 %	31,414.90
KUM1	184.36	145.93	-4.93	79.15 %	112,975.90	0.00 %		0.00 %	
TRY2	67.68	50.71	-7.74	74.93 %	34,829.40	0.00 %		0.00 %	
NCK1	46.29	29.17	-3.88	63.03 %	18,917.10	0.00 %		0.00 %	
MSI1	96.03	58.00	-2.08	60.40 %	48,853.40	0.00 %		0.00 %	
TRY3	129.92	76.78	-3.41	59.09 %	60,642.00	0.00 %		0.00 %	
APM1	64.61	35.74	-2.20	55.32 %	40,556.30	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)
RSP1	72.47	92.07	-4.71	127.05 %	81,667.20	40.00 %	32,666.88	0.00 %	32,666.88
PLC1	42.86	52.73	-1.21	123.01 %	50,102.40	40.00 %	20,040.96	0.00 %	20,040.96
TRM1	84.32	95.99	-1.95	113.84 %	79,350.70	30.00 %	23,805.21	0.00 %	23,805.21
SGI1	50.24	55.13	-1.51	109.72 %	55,544.80	25.00 %	13,886.20	0.00 %	13,886.20
MCR1	83.18	88.94	-3.35	106.92 %	69,082.40	25.00 %	17,270.60	0.00 %	17,270.60
BMD1	65.25	68.84	-6.21	105.51 %	55,137.70	25.00 %	13,784.43	0.00 %	13,784.43
VKL1	34.31	35.32	-2.50	102.93 %	37,540.40	25.00 %	9,385.10	0.00 %	9,385.10
OML1	72.06	72.08	-1.10	100.03 %	71,050.20	20.00 %	14,210.04	0.00 %	14,210.04
EDP1	49.40	48.26	-3.52	97.68 %	27,789.80	20.00 %	5,557.96	0.00 %	5,557.96
KRI1	69.71	66.02	-3.02	94.70 %	50,630.30	15.00 %	7,594.55	0.00 %	7,594.55
DPR2	49.21	46.52	-3.63	94.53 %	42,227.40	15.00 %	6,334.11	0.00 %	6,334.11
ERD2	117.87	109.30	-3.31	92.73 %	131,911.50	15.00 %	19,786.73	0.00 %	19,786.73
VPD1	103.75	95.86	-1.38	92.40 %	97,514.10	15.00 %	14,627.12	0.00 %	14,627.12
PMP1	71.19	65.70	-1.39	92.29 %	47,421.30	15.00 %	7,113.20	0.00 %	7,113.20
KVP1	67.53	62.17	-3.28	92.06 %	50,382.00	15.00 %	7,557.30	0.00 %	7,557.30
TCG1	42.50	39.11	-4.32	92.03 %	26,480.20	15.00 %	3,972.03	0.00 %	3,972.03
HRR1	63.02	57.89	-1.48	91.85 %	43,368.30	15.00 %	6,505.25	0.00 %	6,505.25
DPR1	43.16	38.95	-6.30	90.24 %	29,768.70	15.00 %	4,465.31	0.00 %	4,465.31
SLM2	92.24	82.74	-4.79	89.70 %	65,102.30	10.00 %	6,510.23	0.00 %	6,510.23
PDR1	42.62	36.65	-3.93	86.00 %	38,263.50	10.00 %	3,826.35	0.00 %	3,826.35
HSR2	150.83	128.68	-3.54	85.32 %	102,061.20	10.00 %	10,206.12	0.00 %	10,206.12
SLM1	233.83	196.14	-3.46	83.88 %	122,813.20	10.00 %	12,281.32	0.00 %	12,281.32
EPI1	67.54	56.55	-2.58	83.73 %	52,292.80	10.00 %	5,229.28	0.00 %	5,229.28
HSR1	118.56	99.05	-2.40	83.54 %	105,391.70	10.00 %	10,539.17	0.00 %	10,539.17
ATU1	103.31	85.14	-2.82	82.41 %	61,182.10	10.00 %	6,118.21	0.00 %	6,118.21
SLM3	117.61	89.56	-2.64	76.15 %	62,869.90	0.00 %		0.00 %	
ERD1	130.82	97.96	-5.26	74.89 %	79,045.50	0.00 %		0.00 %	
KMM1	57.40	42.91	-2.94	74.75 %	38,342.40	0.00 %		0.00 %	
MTR1	106.74	78.76	-1.98	73.79 %	71,899.80	0.00 %		0.00 %	
APN1	72.72	50.24	-1.26	69.09 %	59,578.80	0.00 %		0.00 %	
CMI1	43.54	29.62	-2.28	68.04 %	35,869.70	0.00 %		0.00 %	
NKL2	137.68	90.85	-2.71	65.98 %	84,878.90	0.00 %		0.00 %	
SGG1	39.88	20.63	-3.37	51.72 %	16,066.40	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	55.31	64.34	-6.65	116.33 %	49,103.00	30.00 %	14,730.90	0.00 %	14,730.90
CH17	79.28	83.46	-2.22	105.27 %	89,929.50	25.00 %	22,482.38	0.00 %	22,482.38
PON1	71.05	74.72	-1.58	105.16 %	65,642.30	25.00 %	16,410.58	0.00 %	16,410.58
CH34	166.82	172.86	-2.56	103.62 %	149,753.40	25.00 %	37,438.35	0.00 %	37,438.35
CH43	103.15	104.25	-1.98	101.07 %	127,869.00	25.00 %	31,967.25	0.00 %	31,967.25
CH06	142.27	140.07	-1.38	98.46 %	136,374.80	20.00 %	27,274.96	0.00 %	27,274.96
CH44	110.79	108.88	-1.50	98.28 %	108,018.50	20.00 %	21,603.70	0.00 %	21,603.70
CH41	115.76	112.21	-2.46	96.94 %	106,307.70	20.00 %	21,261.54	0.00 %	21,261.54
UKI1	85.81	80.15	-1.89	93.40 %	71,787.30	15.00 %	10,768.10	0.00 %	10,768.10
CH21	241.35	221.26	-3.01	91.68 %	150,948.60	15.00 %	22,642.29	0.00 %	22,642.29
CH12	175.80	160.84	-2.62	91.49 %	165,575.50	15.00 %	24,836.33	0.00 %	24,836.33
CH03	355.77	322.65	-3.23	90.69 %	283,574.90	15.00 %	42,536.24	0.00 %	42,536.24
CH31	53.42	46.94	-1.47	87.88 %	45,721.20	10.00 %	4,572.12	0.00 %	4,572.12
CH15	366.26	319.14	-3.19	87.13 %	273,743.50	10.00 %	27,374.35	0.00 %	27,374.35
CH20	182.22	153.97	-2.20	84.50 %	150,636.80	10.00 %	15,063.68	0.00 %	15,063.68
CH23	53.47	45.17	-2.09	84.47 %	39,554.80	10.00 %	3,955.48	0.00 %	3,955.48
MC05	54.92	45.56	-0.33	82.96 %	12,154.60	10.00 %	1,215.46	0.00 %	1,215.46
CH33	125.70	103.97	-2.22	82.71 %	116,878.00	10.00 %	11,687.80	0.00 %	11,687.80
CH09	139.48	112.57	-3.12	80.70 %	118,874.20	10.00 %	11,887.42	0.00 %	11,887.42
CH18	181.99	146.50	-1.43	80.50 %	185,127.20	10.00 %	18,512.72	0.00 %	18,512.72
MJR1	182.49	138.06	-2.17	75.65 %	123,714.20	0.00 %		0.00 %	
GPD1	107.25	80.17	-4.20	74.74 %	55,779.80	0.00 %		0.00 %	
CH27	48.85	36.22	-2.55	74.14 %	37,186.50	0.00 %		0.00 %	
CH24	125.20	89.51	-2.93	71.50 %	98,605.90	0.00 %		0.00 %	
CH01	10.31	6.39	-4.34	62.00 %	7,019.90	0.00 %		0.00 %	
CH36	79.62	48.26	-3.56	60.61 %	39,392.90	0.00 %		0.00 %	
MC06	45.25	25.56	-0.89	56.49 %	16,083.30	0.00 %		0.00 %	
CH32	34.00	18.18	-3.26	53.48 %	15,160.70	0.00 %		0.00 %	
MC08	19.27	5.18	-0.75	26.89 %	3,190.50	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	101.38	114.17	-5.69	112.62 %	88,804.70	30.00 %	26,641.41	0.00 %	26,641.41
MDU5	76.45	79.68	-3.07	104.22 %	81,811.20	25.00 %	20,452.80	0.00 %	20,452.80
ATG1	103.08	98.88	-6.35	95.92 %	105,457.80	20.00 %	21,091.56	0.00 %	21,091.56
DKI1	90.67	86.87	-2.90	95.81 %	98,907.20	20.00 %	19,781.44	0.00 %	19,781.44
PNV1	43.97	41.50	-6.88	94.38 %	29,548.90	15.00 %	4,432.34	0.00 %	4,432.34
SVG1	84.65	79.57	-3.36	93.99 %	97,183.00	15.00 %	14,577.45	0.00 %	14,577.45
TMM1	127.77	117.18	-6.74	91.72 %	69,795.60	15.00 %	10,469.34	0.00 %	10,469.34
PKM1	42.27	38.56	-3.83	91.23 %	30,111.60	15.00 %	4,516.74	0.00 %	4,516.74
MDU1	366.43	333.46	-5.60	91.00 %	222,765.40	15.00 %	33,414.81	0.00 %	33,414.81
MPA1	81.02	72.23	-2.53	89.15 %	84,774.00	10.00 %	8,477.40	0.00 %	8,477.40
DGL1	217.97	193.61	-6.27	88.83 %	146,324.00	10.00 %	14,632.40	0.00 %	14,632.40
ADP1	58.76	51.44	-2.47	87.55 %	49,656.50	10.00 %	4,965.65	0.00 %	4,965.65
MDU2	180.97	156.63	-5.37	86.55 %	132,456.40	10.00 %	13,245.64	0.00 %	13,245.64
PVI1	74.45	64.14	-2.23	86.16 %	77,363.50	10.00 %	7,736.35	0.00 %	7,736.35
TPT1	80.71	68.12	-2.54	84.40 %	108,079.70	10.00 %	10,807.97	0.00 %	10,807.97
TDI1	92.43	76.47	-2.75	82.74 %	79,259.10	10.00 %	7,925.91	0.00 %	7,925.91
MDU3	103.88	84.75	-4.73	81.58 %	71,601.10	10.00 %	7,160.11	0.00 %	7,160.11
BNR1	65.27	53.05	-3.24	81.28 %	44,620.50	10.00 %	4,462.05	0.00 %	4,462.05
KKD2	77.66	61.70	-4.10	79.45 %	78,705.90	0.00 %		0.00 %	
USL1	66.05	52.15	-3.41	78.97 %	48,489.10	0.00 %		0.00 %	
SGP1	47.66	36.04	-2.94	75.62 %	44,158.60	0.00 %		0.00 %	
MDU6	161.16	121.59	-5.11	75.45 %	92,447.20	0.00 %		0.00 %	
PNI1	50.69	37.35	-2.51	73.67 %	21,666.20	0.00 %		0.00 %	
KPT1	57.18	42.08	-3.20	73.60 %	39,687.10	0.00 %		0.00 %	
NTM1	64.45	46.95	-3.25	72.86 %	36,696.70	0.00 %		0.00 %	
TEN2	95.06	68.85	-6.82	72.42 %	51,314.70	0.00 %		0.00 %	
CMR1	52.56	37.80	-3.36	71.92 %	24,235.80	0.00 %		0.00 %	
MLR1	68.22	48.72	-3.63	71.42 %	48,991.60	0.00 %		0.00 %	
ODM1	56.08	39.82	-3.35	71.00 %	27,709.70	0.00 %		0.00 %	
MDU4	90.88	62.22	-4.68	68.46 %	48,155.20	0.00 %		0.00 %	
BTU1	38.98	26.61	-3.08	68.27 %	29,937.30	0.00 %		0.00 %	
TEN1	84.50	55.49	-4.10	65.67 %	43,359.20	0.00 %		0.00 %	
KRR1	69.57	44.51	-6.68	63.97 %	34,606.00	0.00 %		0.00 %	
MNM1	54.72	34.96	-3.40	63.89 %	39,429.50	0.00 %		0.00 %	
DGL2	90.92	58.09	-5.24	63.89 %	51,563.70	0.00 %		0.00 %	
NKI1	59.22	33.05	-2.63	55.82 %	46,138.30	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	38.30	45.25	-3.07	118.14 %	55,770.80	30.00 %	16,731.24	0.00 %	16,731.24
PPI1	38.41	39.58	-1.87	103.05 %	43,549.80	25.00 %	10,887.45	0.00 %	10,887.45
UMP1	49.99	50.50	-5.55	101.02 %	37,780.00	25.00 %	9,445.00	0.00 %	9,445.00
GDR1	52.31	52.33	-1.76	100.04 %	34,871.30	20.00 %	6,974.26	0.00 %	6,974.26
ANR1	20.56	20.49	-2.16	99.64 %	26,804.00	20.00 %	5,360.80	0.00 %	5,360.80
GBM1	51.32	50.28	-2.00	97.96 %	31,990.40	20.00 %	6,398.08	0.00 %	6,398.08
DPM2	49.71	48.40	-1.96	97.37 %	52,231.60	20.00 %	10,446.32	0.00 %	10,446.32
KMD1	37.19	34.98	-2.26	94.04 %	49,204.00	15.00 %	7,380.60	0.00 %	7,380.60
PLI1	86.10	79.38	-4.09	92.19 %	89,961.80	15.00 %	13,494.27	0.00 %	13,494.27
KGM1	40.02	36.31	-3.16	90.74 %	44,509.90	15.00 %	6,676.49	0.00 %	6,676.49
CBE4	97.88	84.31	-3.52	86.13 %	100,387.00	10.00 %	10,038.70	0.00 %	10,038.70
CBE1	57.28	49.32	-4.73	86.10 %	49,951.00	10.00 %	4,995.10	0.00 %	4,995.10
PDM1	34.89	29.91	-3.42	85.71 %	25,774.70	10.00 %	2,577.47	0.00 %	2,577.47
SNR1	69.99	59.12	-3.74	84.46 %	65,148.80	10.00 %	6,514.88	0.00 %	6,514.88
TPR2	104.50	87.44	-4.69	83.67 %	69,226.40	10.00 %	6,922.64	0.00 %	6,922.64
KGI1	73.83	61.44	-2.10	83.21 %	34,755.10	10.00 %	3,475.51	0.00 %	3,475.51
UAM1	121.65	99.21	-2.64	81.55 %	72,627.00	10.00 %	7,262.70	0.00 %	7,262.70
TPR4	54.44	42.87	-3.32	78.76 %	36,508.10	0.00 %		0.00 %	
CBE2	327.64	255.69	-4.41	78.04 %	220,331.90	0.00 %		0.00 %	
SYM2	48.03	36.06	-3.14	75.07 %	32,406.40	0.00 %		0.00 %	
CNR1	61.90	45.62	-1.54	73.69 %	43,673.10	0.00 %		0.00 %	
CBE3	37.27	26.88	-3.57	72.13 %	38,412.90	0.00 %		0.00 %	
MPM1	73.22	52.60	-3.39	71.84 %	58,261.70	0.00 %		0.00 %	
TPR3	68.37	47.88	-3.11	70.03 %	63,588.90	0.00 %		0.00 %	
TPR1	98.37	67.40	-3.75	68.52 %	52,076.30	0.00 %		0.00 %	
AVI1	56.48	35.88	-3.62	63.54 %	35,588.00	0.00 %		0.00 %	
KMR1	121.65	73.23	-1.78	60.20 %	83,997.20	0.00 %		0.00 %	
CBE6	98.03	49.41	-3.50	50.41 %	62,394.80	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	58.10	47.78	-6.04	82.24 %	31,482.40	10.00 %	3,148.24	0.00 %	3,148.24
TVP1	190.07	143.33	-9.65	75.41 %	93,374.00	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	388.16	0.62	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	0.50	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	27.01	4.50	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	28.39	4.72	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	17.58	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	86.65	1.17	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	19.25	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	28.02	6.67	0.00 %	0.00	0.00 %		0.00 %	