

Accu.Target 31,156.51 L	Sales 26,859.94 L	Achieved % 86.21 %	HO Budget+ % 3.79 %	Total Com. 241.43 L
-----------------------------------	-----------------------------	------------------------------	-------------------------------	-------------------------------

Note : Sales Period is From :01-Aug-2025 To :29-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	249.55	275.61	110.44 %	0.00	3.79 %	0.00
SOUTH ARCOT	2,306.40	2,146.26	93.06 %	63,000.00	3.79 %	63,000.00
NORTH ARCOT	2,367.81	2,151.99	90.89 %	63,000.00	3.79 %	63,000.00
WEST-02	2,884.24	2,576.10	89.32 %	0.00	3.79 %	0.00
TRICHY-01	3,558.20	3,120.10	87.69 %	0.00	3.79 %	0.00
SOUTH-01	5,166.00	4,482.15	86.76 %	0.00	3.79 %	0.00
WEST-01	2,316.12	2,004.54	86.55 %	0.00	3.79 %	0.00
CHENNAI-02	3,982.73	3,175.47	79.73 %	0.00	3.79 %	0.00
SOUTH-03	3,714.06	2,959.00	79.67 %	0.00	3.79 %	0.00
CHENNAI-01	4,611.40	3,627.80	78.67 %	0.00	3.79 %	0.00
OTHERS	0.00	340.92	0.00 %	0.00	0.00 %	0.00
Total	31,156.51	26,859.94	86.21 %		3.79 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	249.55	275.61	110.44%	40,000.00	3.79 %	40,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	793.59	756.23	95.29%	52,500.00	3.79 %	52,500.00
	SA03	686.06	631.69	92.08%	45,000.00	3.79 %	45,000.00
	SA02	826.75	758.33	91.72%	52,500.00	3.79 %	52,500.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	834.27	786.01	94.22%	52,500.00	3.79 %	52,500.00
	NA03	717.07	644.45	89.87%	0.00	3.79 %	45,000.00
	NA02	816.47	721.52	88.37%	0.00	3.79 %	52,500.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	639.21	611.25	95.63%	45,000.00	3.79 %	45,000.00
	HSR1	615.62	572.24	92.95%	37,500.00	3.79 %	37,500.00
	SLM1	854.10	759.05	88.87%	0.00	3.79 %	52,500.00
	ERD1	775.32	633.55	81.71%	0.00	3.79 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	763.01	760.57	99.68%	52,500.00	3.79 %	105,000.00
	TNJ1	754.91	709.16	93.94%	52,500.00	3.79 %	52,500.00
	PTK1	679.35	593.51	87.36%	0.00	3.79 %	37,500.00
	TRY1	1,360.94	1,056.86	77.66%	0.00	3.79 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	677.07	645.49	95.33%	45,000.00	3.79 %	45,000.00
	KVT1	857.94	784.99	91.50%	52,500.00	3.79 %	52,500.00
	VNR1	611.24	553.56	90.56%	37,500.00	3.79 %	37,500.00
	TUT1	1,186.28	1,040.60	87.72%	0.00	3.79 %	75,000.00
	TVL1	859.14	740.08	86.14%	0.00	3.79 %	0.00
	NGR1	974.32	717.45	73.64%	0.00	3.79 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	262.14	257.89	98.38%	15,000.00	3.79 %	30,000.00
	UAM1	429.97	401.79	93.45%	30,000.00	3.79 %	30,000.00
	TPR1	271.17	227.57	83.92%	0.00	3.79 %	0.00
	CBE1	1,022.93	846.03	82.71%	0.00	3.79 %	0.00
	PLI1	329.92	271.26	82.22%	0.00	3.79 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	1,104.75	984.22	89.09%	0.00	3.79 %	67,500.00
	CH01	1,019.86	802.42	78.68%	0.00	3.79 %	0.00
	CH07	1,017.82	764.92	75.15%	0.00	3.79 %	0.00
	CH09	840.29	623.92	74.25%	0.00	3.79 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	598.49	543.53	90.82%	37,500.00	3.79 %	37,500.00
	MDU2	1,071.45	865.63	80.79%	0.00	3.79 %	0.00
	KKD2	770.49	612.25	79.46%	0.00	3.79 %	0.00
	DGL1	1,134.34	848.23	74.78%	0.00	3.79 %	0.00
	KRR1	139.29	89.34	64.14%	0.00	3.79 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	879.14	789.11	89.76%	0.00	3.79 %	52,500.00
	CH05	1,183.86	965.11	81.52%	0.00	3.79 %	0.00
	CH06	1,521.28	1,135.81	74.66%	0.00	3.79 %	0.00
	CH08	1,027.11	737.78	71.83%	0.00	3.79 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.92	0.00%	0.00	0.00 %	0.00
	CH02	0.00	119.86	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	11.94	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.51	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	10.86	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	7.40	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	15.49	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	25.06	56.32	0.00	224.71 %	63,963.00	40.00 %	25,585.20	3.79 %	25,585.20
PAS1	55.29	60.67	0.00	109.74 %	47,719.00	25.00 %	11,929.75	3.79 %	14,315.70
TVP1	169.20	158.62	0.14	93.75 %	109,876.70	15.00 %	16,481.51	3.79 %	21,975.34
SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VPM2	116.04	137.89	0.17	118.83 %	87,693.00	30.00 %	26,307.90	3.79 %	35,077.20
TRK1	129.58	147.40	0.18	113.75 %	137,596.60	30.00 %	41,278.98	3.79 %	41,278.98
NVL2	127.50	142.30	0.10	111.61 %	116,742.10	30.00 %	35,022.63	3.79 %	35,022.63
KML1	58.48	64.48	0.25	110.27 %	42,418.10	30.00 %	12,725.43	3.79 %	12,725.43
POY2	174.86	188.40	0.08	107.75 %	132,887.90	25.00 %	33,221.98	3.79 %	39,866.37
POY1	195.84	203.88	0.07	104.10 %	214,943.70	25.00 %	53,735.93	3.79 %	53,735.93
CDM1	141.76	144.68	0.42	102.06 %	126,995.00	25.00 %	31,748.75	3.79 %	31,748.75
ULP1	123.02	111.55	0.14	90.68 %	90,740.80	15.00 %	13,611.12	3.79 %	13,611.12
TDM1	99.97	90.33	0.25	90.36 %	56,238.00	15.00 %	8,435.70	3.79 %	8,435.70
KLM1	124.05	112.04	0.03	90.32 %	117,411.10	15.00 %	17,611.67	3.79 %	17,611.67
CUD1	241.83	211.80	0.09	87.58 %	182,582.10	10.00 %	18,258.21	3.79 %	27,387.32
SJI1	109.82	93.60	0.06	85.23 %	58,436.80	10.00 %	5,843.68	3.79 %	5,843.68
VPM1	48.20	39.88	0.24	82.75 %	27,331.60	10.00 %	2,733.16	3.79 %	2,733.16
KKI2	147.88	121.29	0.12	82.02 %	86,891.50	10.00 %	8,689.15	3.79 %	8,689.15
VCM1	76.49	62.53	0.03	81.74 %	46,745.60	10.00 %	4,674.56	3.79 %	4,674.56
PRT1	96.25	71.17	0.08	73.94 %	61,649.70	0.00 %		3.79 %	
STP1	55.37	40.34	0.24	72.85 %	27,840.80	0.00 %		3.79 %	
MKM1	57.01	40.11	0.08	70.35 %	39,212.00	0.00 %		3.79 %	
TVM1	81.00	54.98	0.32	67.88 %	30,020.10	0.00 %		3.79 %	
TVM2	101.45	67.61	0.00	66.64 %	36,659.80	0.00 %		3.79 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	61.79	73.67	0.07	119.23 %	56,382.60	30.00 %	16,914.78	3.79 %	22,553.04
BGR1	42.68	50.66	0.11	118.70 %	51,567.30	30.00 %	15,470.19	3.79 %	20,626.92
ANI1	48.20	53.59	0.03	111.19 %	42,724.60	30.00 %	12,817.38	3.79 %	12,817.38
ARC2	76.15	82.04	0.09	107.74 %	65,417.40	25.00 %	16,354.35	3.79 %	19,625.22
CPT1	49.32	52.36	0.03	106.16 %	53,678.90	25.00 %	13,419.73	3.79 %	16,103.67
TRR1	145.46	151.19	0.16	103.94 %	116,428.20	25.00 %	29,107.05	3.79 %	29,107.05
KPM1	85.58	86.47	0.14	101.04 %	70,936.70	25.00 %	17,734.18	3.79 %	17,734.18
SLG1	56.74	57.00	0.01	100.47 %	58,937.00	25.00 %	14,734.25	3.79 %	14,734.25
AKM1	108.45	107.40	0.02	99.03 %	111,421.30	20.00 %	22,284.26	3.79 %	27,855.33
WJP1	75.75	74.88	0.13	98.86 %	66,482.60	20.00 %	13,296.52	3.79 %	16,620.65
GDM1	74.61	71.69	0.04	96.09 %	64,054.00	20.00 %	12,810.80	3.79 %	12,810.80
PLR1	48.54	45.46	0.05	93.65 %	36,114.70	15.00 %	5,417.21	3.79 %	7,222.94
KPM2	273.14	255.66	0.06	93.60 %	173,463.90	15.00 %	26,019.59	3.79 %	34,692.78
SBR1	129.07	120.30	0.20	93.21 %	133,384.70	15.00 %	20,007.71	3.79 %	26,676.94
TRL1	165.19	146.00	0.35	88.38 %	121,569.30	10.00 %	12,156.93	3.79 %	18,235.40
VEL1	141.59	120.91	0.08	85.40 %	124,154.00	10.00 %	12,415.40	3.79 %	12,415.40
CGM1	82.57	69.70	0.04	84.42 %	48,425.30	10.00 %	4,842.53	3.79 %	4,842.53
VSI1	93.75	79.07	0.11	84.34 %	95,109.00	10.00 %	9,510.90	3.79 %	9,510.90
CYR1	67.18	55.29	0.02	82.30 %	56,503.60	10.00 %	5,650.36	3.79 %	5,650.36
UGI1	63.90	52.05	0.08	81.44 %	43,856.80	10.00 %	4,385.68	3.79 %	4,385.68
PTU1	35.47	28.39	0.00	80.03 %	18,437.60	0.00 %		3.79 %	1,843.76
VEL2	166.61	129.30	0.05	77.61 %	138,035.00	0.00 %		3.79 %	13,803.50
TRT1	80.95	58.63	0.22	72.43 %	44,850.80	0.00 %		3.79 %	
WJD1	99.83	70.69	0.04	70.81 %	70,017.10	0.00 %		3.79 %	
ABR1	95.31	59.60	0.24	62.53 %	63,483.20	0.00 %		3.79 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	46.36	61.35	0.00	132.32 %	61,511.00	40.00 %	24,604.40	3.79 %	24,604.40
PMP1	63.12	70.77	0.22	112.12 %	50,409.90	30.00 %	15,122.97	3.79 %	15,122.97
SLM2	76.50	84.04	0.12	109.85 %	63,102.60	25.00 %	15,775.65	3.79 %	18,930.78
HRR1	66.22	71.41	0.10	107.83 %	45,994.50	25.00 %	11,498.63	3.79 %	13,798.35
KVP1	52.70	56.40	0.07	107.04 %	48,326.80	25.00 %	12,081.70	3.79 %	14,498.04
TRM1	97.95	103.56	0.05	105.73 %	88,054.60	25.00 %	22,013.65	3.79 %	22,013.65
MCR1	87.47	90.68	0.09	103.67 %	89,309.40	25.00 %	22,327.35	3.79 %	22,327.35
VPD1	88.99	91.99	0.06	103.37 %	101,556.90	25.00 %	25,389.23	3.79 %	25,389.23
PLC1	60.25	60.83	0.00	100.95 %	57,528.20	25.00 %	14,382.05	3.79 %	14,382.05
OML1	86.07	86.21	0.53	100.16 %	71,421.10	25.00 %	17,855.28	3.79 %	17,855.28
TCG1	49.61	49.20	0.12	99.18 %	37,329.30	20.00 %	7,465.86	3.79 %	9,332.33
EPI1	74.64	73.75	0.22	98.80 %	69,437.30	20.00 %	13,887.46	3.79 %	17,359.33
DPR1	48.61	46.60	0.03	95.87 %	37,328.40	20.00 %	7,465.68	3.79 %	7,465.68
ATU1	107.77	103.11	0.13	95.68 %	77,073.20	20.00 %	15,414.64	3.79 %	15,414.64
NKL2	111.73	106.76	0.00	95.55 %	117,542.40	20.00 %	23,508.48	3.79 %	23,508.48
EDP1	48.08	45.56	0.17	94.75 %	28,915.60	15.00 %	4,337.34	3.79 %	5,783.12
KRI1	86.01	79.70	0.12	92.66 %	64,640.10	15.00 %	9,696.02	3.79 %	12,928.02
BMD1	66.46	60.88	0.00	91.60 %	53,475.40	15.00 %	8,021.31	3.79 %	10,695.08
SGG1	31.20	27.91	0.00	89.47 %	25,488.70	10.00 %	2,548.87	3.79 %	3,823.31
RSP1	70.82	61.92	0.39	87.44 %	65,417.80	10.00 %	6,541.78	3.79 %	9,812.67
HSR2	174.32	147.91	0.13	84.85 %	115,371.10	10.00 %	11,537.11	3.79 %	11,537.11
ERD1	167.73	139.84	0.15	83.37 %	118,376.10	10.00 %	11,837.61	3.79 %	11,837.61
MTR1	124.95	103.76	0.03	83.04 %	102,844.70	10.00 %	10,284.47	3.79 %	10,284.47
SLM1	251.68	203.56	0.05	80.88 %	140,898.00	10.00 %	14,089.80	3.79 %	14,089.80
SLM3	136.54	109.49	0.21	80.19 %	82,165.40	10.00 %	8,216.54	3.79 %	8,216.54
DPR2	61.48	48.17	0.00	78.34 %	44,485.30	0.00 %		3.79 %	4,448.53
CMI1	38.15	29.55	0.00	77.47 %	38,817.30	0.00 %		3.79 %	3,881.73
ERD2	150.85	115.99	0.11	76.89 %	140,973.40	0.00 %		3.79 %	
PDR1	40.49	29.96	0.36	74.00 %	42,377.40	0.00 %		3.79 %	
HSR1	132.87	95.29	0.38	71.72 %	96,387.00	0.00 %		3.79 %	
VKL1	52.34	35.86	0.11	68.52 %	42,885.40	0.00 %		3.79 %	
APN1	69.88	47.55	0.15	68.05 %	61,342.10	0.00 %		3.79 %	
KMM1	62.41	36.54	0.27	58.55 %	36,798.80	0.00 %		3.79 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	57.11	66.07	0.20	115.68 %	54,792.50	30.00 %	16,437.75	3.79 %	21,917.00
TVR2	148.43	168.34	0.02	113.41 %	127,753.80	30.00 %	38,326.14	3.79 %	38,326.14
NCK1	44.25	49.94	0.00	112.87 %	37,181.90	30.00 %	11,154.57	3.79 %	11,154.57
KIK1	86.05	96.78	-0.17	112.47 %	95,932.50	30.00 %	28,779.75	3.79 %	28,779.75
PDK1	59.88	66.89	0.03	111.71 %	60,513.00	30.00 %	18,153.90	3.79 %	18,153.90
KRN1	54.59	59.25	-0.03	108.55 %	57,869.40	25.00 %	14,467.35	3.79 %	17,360.82
TTP1	97.44	104.60	0.04	107.35 %	82,901.40	25.00 %	20,725.35	3.79 %	24,870.42
TRY3	90.63	95.52	0.03	105.39 %	69,782.50	25.00 %	17,445.63	3.79 %	17,445.63
MVM1	177.11	186.03	0.07	105.04 %	200,429.90	25.00 %	50,107.48	3.79 %	50,107.48
AYR1	76.29	77.63	0.08	101.76 %	59,586.80	25.00 %	14,896.70	3.79 %	14,896.70
ORU1	70.24	70.89	0.00	100.94 %	76,172.50	25.00 %	19,043.13	3.79 %	19,043.13
MDI1	153.68	153.33	0.03	99.77 %	128,515.50	20.00 %	25,703.10	3.79 %	32,128.88
JKM1	104.48	98.46	0.08	94.23 %	76,899.50	15.00 %	11,534.93	3.79 %	15,379.90
PBR2	220.52	205.75	-0.03	93.30 %	150,695.10	15.00 %	22,604.27	3.79 %	30,139.02
TYR1	130.94	115.36	0.05	88.11 %	84,660.50	10.00 %	8,466.05	3.79 %	12,699.08
TNJ2	173.06	147.10	0.22	85.00 %	128,235.20	10.00 %	12,823.52	3.79 %	12,823.52
KUM1	231.62	191.73	0.11	82.78 %	174,276.40	10.00 %	17,427.64	3.79 %	17,427.64
MSI1	77.99	64.13	0.00	82.23 %	59,590.80	10.00 %	5,959.08	3.79 %	5,959.08
PBR1	70.18	57.43	0.05	81.83 %	42,070.10	10.00 %	4,207.01	3.79 %	4,207.01
TNJ1	234.81	190.61	0.10	81.18 %	146,256.70	10.00 %	14,625.67	3.79 %	14,625.67
PTK1	164.99	133.40	0.27	80.85 %	112,038.40	10.00 %	11,203.84	3.79 %	11,203.84
APM1	56.62	44.83	0.11	79.18 %	45,152.80	0.00 %		3.79 %	4,515.28
NMM1	76.66	58.85	-0.01	76.77 %	74,057.10	0.00 %		3.79 %	
NGT1	129.95	98.49	0.08	75.79 %	81,178.50	0.00 %		3.79 %	
TRY1	680.63	474.08	0.06	69.65 %	317,379.50	0.00 %		3.79 %	
TRY2	90.05	44.58	0.14	49.51 %	36,146.30	0.00 %		3.79 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	38.54	86.26	0.14	223.80 %	111,400.10	40.00 %	44,560.04	3.79 %	44,560.04
ERL2	78.05	127.17	0.11	162.93 %	126,392.00	40.00 %	50,556.80	3.79 %	50,556.80
TKS2	172.86	203.21	0.41	117.56 %	151,870.30	30.00 %	45,561.09	3.79 %	60,748.12
ASM1	68.43	72.34	0.18	105.71 %	85,110.20	25.00 %	21,277.55	3.79 %	21,277.55
PKD1	102.86	108.55	0.14	105.54 %	99,232.70	25.00 %	24,808.18	3.79 %	24,808.18
TKS1	154.56	157.52	0.18	101.91 %	161,246.70	25.00 %	40,311.68	3.79 %	40,311.68
UDN1	64.68	62.29	0.37	96.30 %	51,243.20	20.00 %	10,248.64	3.79 %	10,248.64
KYR1	58.74	54.64	0.44	93.02 %	52,835.80	15.00 %	7,925.37	3.79 %	10,567.16
KVT1	243.96	226.59	0.03	92.88 %	270,997.10	15.00 %	40,649.57	3.79 %	54,199.42
KGL1	68.65	63.08	0.20	91.90 %	48,246.80	15.00 %	7,237.02	3.79 %	9,649.36
TKY1	87.73	80.12	0.06	91.33 %	81,695.00	15.00 %	12,254.25	3.79 %	12,254.25
RND1	153.94	140.07	0.29	90.99 %	152,390.00	15.00 %	22,858.50	3.79 %	22,858.50
STU2	52.93	47.76	0.90	90.24 %	35,970.00	15.00 %	5,395.50	3.79 %	5,395.50
VNR1	66.27	59.61	0.09	89.95 %	50,300.60	10.00 %	5,030.06	3.79 %	7,545.09
TVL1	502.41	449.20	0.20	89.41 %	367,637.50	10.00 %	36,763.75	3.79 %	55,145.63
VNR2	268.57	239.28	0.14	89.10 %	213,795.20	10.00 %	21,379.52	3.79 %	32,069.28
TUT1	566.77	489.95	0.16	86.45 %	497,267.60	10.00 %	49,726.76	3.79 %	49,726.76
RPM1	149.37	128.55	0.28	86.06 %	128,559.00	10.00 %	12,855.90	3.79 %	12,855.90
TCN1	128.00	108.97	0.28	85.14 %	118,202.40	10.00 %	11,820.24	3.79 %	11,820.24
TUT2	213.94	175.62	0.27	82.09 %	134,998.20	10.00 %	13,499.82	3.79 %	13,499.82
KSM1	44.78	36.69	0.00	81.93 %	26,199.40	10.00 %	2,619.94	3.79 %	2,619.94
VLV1	176.41	143.43	0.23	81.30 %	109,605.40	10.00 %	10,960.54	3.79 %	10,960.54
PDI1	74.56	60.45	0.02	81.07 %	55,982.40	10.00 %	5,598.24	3.79 %	5,598.24
APK1	117.35	94.81	0.05	80.79 %	120,029.30	10.00 %	12,002.93	3.79 %	12,002.93
SDI1	71.30	57.59	0.27	80.77 %	48,923.10	10.00 %	4,892.31	3.79 %	4,892.31
ARM1	49.50	39.76	0.71	80.32 %	35,787.00	10.00 %	3,578.70	3.79 %	3,578.70
SNL1	102.32	81.23	0.32	79.38 %	53,057.90	0.00 %		3.79 %	5,305.79
SVK1	159.06	123.20	0.20	77.45 %	106,231.20	0.00 %		3.79 %	10,623.12
NGR1	447.70	326.99	0.21	73.04 %	195,062.40	0.00 %		3.79 %	
SGT1	54.43	38.18	0.00	70.14 %	27,669.90	0.00 %		3.79 %	
MAR1	186.68	122.21	0.07	65.47 %	92,540.30	0.00 %		3.79 %	
COL1	41.55	26.75	0.01	64.36 %	24,147.10	0.00 %		3.79 %	
MMT1	97.23	61.61	0.27	63.36 %	54,831.50	0.00 %		3.79 %	
TYI1	127.38	74.89	0.31	58.80 %	86,674.10	0.00 %		3.79 %	
TVL2	62.39	35.36	0.12	56.67 %	21,115.90	0.00 %		3.79 %	
VKM1	104.65	39.90	0.21	38.12 %	52,469.70	0.00 %		3.79 %	
ERL1	7.46	1.70	2.25	22.84 %	(16,066.00)	0.00 %		3.79 %	
APK2	0.00	36.66	0.00	0.00 %	59,318.90	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	35.60	43.69	0.15	122.73 %	53,643.20	40.00 %	21,457.28	3.79 %	21,457.28
ANR1	18.22	20.09	0.21	110.24 %	25,079.40	30.00 %	7,523.82	3.79 %	7,523.82
KGI1	65.64	72.17	0.00	109.95 %	47,788.90	25.00 %	11,947.23	3.79 %	14,336.67
KMD1	38.50	41.40	0.00	107.52 %	68,363.10	25.00 %	17,090.78	3.79 %	20,508.93
PDM1	36.76	39.24	0.13	106.73 %	43,734.20	25.00 %	10,933.55	3.79 %	13,120.26
TPR3	48.46	51.12	-0.06	105.49 %	84,557.20	25.00 %	21,139.30	3.79 %	21,139.30
CBE6	70.19	73.51	0.07	104.73 %	82,875.40	25.00 %	20,718.85	3.79 %	20,718.85
DPM2	55.98	58.01	0.11	103.63 %	63,699.90	25.00 %	15,924.98	3.79 %	15,924.98
GBM1	50.31	51.76	0.33	102.87 %	36,988.20	25.00 %	9,247.05	3.79 %	9,247.05
MPM1	69.47	68.14	0.14	98.09 %	81,866.80	20.00 %	16,373.36	3.79 %	20,466.70
GDR1	53.09	51.49	-0.03	96.99 %	35,017.30	20.00 %	7,003.46	3.79 %	8,754.33
CBE1	73.76	71.51	-0.07	96.94 %	83,069.90	20.00 %	16,613.98	3.79 %	20,767.48
AVI1	56.51	53.49	0.33	94.66 %	47,921.00	15.00 %	7,188.15	3.79 %	9,584.20
KMR1	161.90	150.00	-0.21	92.65 %	163,858.30	15.00 %	24,578.75	3.79 %	32,771.66
KGM1	39.31	36.25	0.16	92.21 %	38,018.50	15.00 %	5,702.78	3.79 %	7,603.70
CNR1	57.32	52.04	0.00	90.80 %	42,424.00	15.00 %	6,363.60	3.79 %	6,363.60
TPR4	47.77	41.91	0.26	87.74 %	38,262.70	10.00 %	3,826.27	3.79 %	5,739.41
SYM2	53.73	46.96	0.00	87.39 %	46,076.10	10.00 %	4,607.61	3.79 %	6,911.42
SUL1	62.09	51.50	0.16	82.95 %	68,987.00	10.00 %	6,898.70	3.79 %	6,898.70
CBE2	386.80	320.49	0.26	82.86 %	267,690.80	10.00 %	26,769.08	3.79 %	26,769.08
TPR2	119.34	97.61	0.06	81.79 %	77,476.40	10.00 %	7,747.64	3.79 %	7,747.64
UAM1	145.94	116.54	0.08	79.85 %	88,342.50	0.00 %		3.79 %	8,834.25
TPR1	103.37	78.84	0.02	76.27 %	80,013.10	0.00 %		3.79 %	
PLI1	125.64	94.33	0.00	75.08 %	85,979.10	0.00 %		3.79 %	
CBE4	123.21	83.65	0.02	67.89 %	109,973.90	0.00 %		3.79 %	
CBE3	44.76	29.12	-0.10	65.05 %	37,340.60	0.00 %		3.79 %	
UMP1	72.23	43.43	0.00	60.12 %	30,149.40	0.00 %		3.79 %	
SNR1	100.21	59.98	0.03	59.86 %	70,826.70	0.00 %		3.79 %	
CBE5	0.00	6.27	0.00	0.00 %	5,594.60	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)
UKI1	83.57	87.44	0.32	104.64 %	71,345.00	25.00 %	17,836.25	3.79 %	17,836.25
CH44	121.40	119.22	0.19	98.21 %	91,648.70	20.00 %	18,329.74	3.79 %	22,912.18
CH27	48.01	46.46	0.76	96.77 %	46,890.30	20.00 %	9,378.06	3.79 %	11,722.58
MC05	57.16	55.00	0.01	96.22 %	18,964.30	20.00 %	3,792.86	3.79 %	3,792.86
MJR1	174.90	163.70	0.18	93.60 %	119,465.70	15.00 %	17,919.86	3.79 %	23,893.14
CH12	203.18	189.40	0.57	93.22 %	179,388.50	15.00 %	26,908.28	3.79 %	35,877.70
CH34	163.66	149.88	0.10	91.58 %	128,062.50	15.00 %	19,209.38	3.79 %	25,612.50
CH43	113.41	99.90	0.19	88.09 %	105,762.50	10.00 %	10,576.25	3.79 %	15,864.38
PON1	88.82	77.05	0.38	86.75 %	76,962.20	10.00 %	7,696.22	3.79 %	11,544.33
CH23	78.28	67.38	0.02	86.08 %	53,595.30	10.00 %	5,359.53	3.79 %	5,359.53
CH06	161.72	133.91	0.06	82.80 %	121,479.10	10.00 %	12,147.91	3.79 %	12,147.91
CH41	128.04	105.94	0.33	82.74 %	94,796.30	10.00 %	9,479.63	3.79 %	9,479.63
CH21	281.20	229.58	0.18	81.64 %	160,771.10	10.00 %	16,077.11	3.79 %	16,077.11
CH03	383.98	309.29	0.31	80.55 %	280,642.90	10.00 %	28,064.29	3.79 %	28,064.29
CH31	60.89	48.98	0.39	80.44 %	48,188.10	10.00 %	4,818.81	3.79 %	4,818.81
CH17	86.58	69.08	0.18	79.79 %	76,944.40	0.00 %		3.79 %	7,694.44
CH33	148.21	113.94	0.18	76.88 %	107,153.40	0.00 %		3.79 %	
GPD1	134.05	102.34	0.08	76.35 %	56,887.60	0.00 %		3.79 %	
MC06	42.64	32.41	0.71	76.01 %	17,545.30	0.00 %		3.79 %	
CH20	215.85	160.18	0.26	74.21 %	121,723.90	0.00 %		3.79 %	
CH18	210.73	156.06	0.31	74.06 %	178,610.70	0.00 %		3.79 %	
CH15	431.84	319.13	0.17	73.90 %	266,680.70	0.00 %		3.79 %	
CH46	87.27	62.58	0.29	71.70 %	57,673.90	0.00 %		3.79 %	
CH36	70.98	48.72	0.08	68.65 %	32,265.70	0.00 %		3.79 %	
CH32	35.81	23.55	2.18	65.77 %	17,188.60	0.00 %		3.79 %	
CH09	166.35	104.34	0.06	62.72 %	95,830.00	0.00 %		3.79 %	
CH24	164.12	89.12	0.32	54.30 %	92,966.10	0.00 %		3.79 %	
MC08	19.63	8.86	0.00	45.14 %	1,693.00	0.00 %		3.79 %	
CH01	20.48	2.00	0.00	9.78 %	1,720.20	0.00 %		3.79 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TEN2	74.83	80.94	0.26	108.16 %	53,582.30	25.00 %	13,395.58	3.79 %	16,074.69
DKI1	89.27	95.77	0.20	107.28 %	123,843.30	25.00 %	30,960.83	3.79 %	37,152.99
ADP1	62.61	62.26	0.06	99.43 %	61,710.30	20.00 %	12,342.06	3.79 %	15,427.58
MLR1	79.49	78.39	0.08	98.61 %	68,684.90	20.00 %	13,736.98	3.79 %	17,171.23
PKM1	47.01	46.07	0.13	98.01 %	44,250.80	20.00 %	8,850.16	3.79 %	11,062.70
SVG1	79.77	72.90	0.14	91.39 %	91,351.60	15.00 %	13,702.74	3.79 %	13,702.74
TMM1	120.94	106.53	0.01	88.08 %	81,177.20	10.00 %	8,117.72	3.79 %	12,176.58
MDU6	159.18	139.50	0.18	87.63 %	116,410.10	10.00 %	11,641.01	3.79 %	17,461.52
DGL2	70.14	61.28	0.11	87.36 %	65,125.60	10.00 %	6,512.56	3.79 %	9,768.84
BTU1	45.40	39.35	0.42	86.69 %	44,012.90	10.00 %	4,401.29	3.79 %	6,601.94
MDU2	202.87	173.92	0.19	85.73 %	152,435.80	10.00 %	15,243.58	3.79 %	15,243.58
TPT1	88.07	75.11	-0.09	85.29 %	118,703.10	10.00 %	11,870.31	3.79 %	11,870.31
PVI1	84.27	70.92	0.22	84.16 %	90,206.40	10.00 %	9,020.64	3.79 %	9,020.64
DGL1	244.34	205.09	0.38	83.94 %	183,421.80	10.00 %	18,342.18	3.79 %	18,342.18
NKI1	55.30	46.39	0.07	83.89 %	58,433.30	10.00 %	5,843.33	3.79 %	5,843.33
CBM1	109.14	90.81	0.10	83.20 %	99,519.00	10.00 %	9,951.90	3.79 %	9,951.90
TDI1	68.22	56.55	0.19	82.90 %	69,300.60	10.00 %	6,930.06	3.79 %	6,930.06
PNI1	47.25	38.95	0.28	82.43 %	30,108.00	10.00 %	3,010.80	3.79 %	3,010.80
BNR1	68.84	56.20	0.05	81.64 %	57,069.70	10.00 %	5,706.97	3.79 %	5,706.97
MPA1	94.91	75.66	0.05	79.72 %	93,288.00	0.00 %		3.79 %	9,328.80
PNV1	45.14	34.86	0.00	77.23 %	34,901.90	0.00 %		3.79 %	3,490.19
TEN1	107.02	82.06	0.40	76.67 %	67,171.00	0.00 %		3.79 %	
NTM1	65.58	49.79	0.21	75.93 %	43,301.10	0.00 %		3.79 %	
SGP1	70.12	52.23	0.11	74.48 %	86,013.30	0.00 %		3.79 %	
USL1	103.71	76.98	0.13	74.23 %	72,662.90	0.00 %		3.79 %	
MDU4	103.69	75.40	0.13	72.72 %	65,884.90	0.00 %		3.79 %	
ODM1	59.12	42.38	0.01	71.68 %	36,931.30	0.00 %		3.79 %	
MDU1	514.75	361.61	0.15	70.25 %	276,626.00	0.00 %		3.79 %	
ATG1	158.39	111.25	0.17	70.24 %	134,318.60	0.00 %		3.79 %	
CMR1	55.88	39.10	0.02	69.97 %	27,506.20	0.00 %		3.79 %	
MNM1	54.90	38.12	0.07	69.43 %	51,545.00	0.00 %		3.79 %	
KKD2	112.12	77.44	0.12	69.07 %	103,723.30	0.00 %		3.79 %	
KPT1	66.89	43.22	0.01	64.61 %	43,165.00	0.00 %		3.79 %	
KRR1	80.17	46.96	0.00	58.58 %	57,850.00	0.00 %		3.79 %	
MDU5	97.37	55.86	0.05	57.37 %	76,397.80	0.00 %		3.79 %	
MDU3	127.38	65.46	0.51	51.39 %	52,794.40	0.00 %		3.79 %	
KYK1	0.00	33.70	0.00	0.00 %	18,006.90	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	56.54	62.48	0.29	110.50 %	52,484.40	30.00 %	15,745.32	3.79 %	15,745.32
TKM1	71.57	74.20	0.11	103.68 %	86,418.40	25.00 %	21,604.60	3.79 %	21,604.60
MRM1	111.72	114.60	0.18	102.58 %	115,879.50	25.00 %	28,969.88	3.79 %	28,969.88
GUD2	125.98	117.69	0.04	93.42 %	94,139.10	15.00 %	14,120.87	3.79 %	18,827.82
CH30	186.47	173.50	0.55	93.05 %	96,952.30	15.00 %	14,542.85	3.79 %	19,390.46
CH45	133.61	121.45	0.15	90.90 %	126,798.50	15.00 %	19,019.78	3.79 %	19,019.78
GUD1	142.90	126.42	0.28	88.46 %	165,127.70	10.00 %	16,512.77	3.79 %	24,769.16
CH48	176.23	152.52	0.16	86.55 %	192,424.50	10.00 %	19,242.45	3.79 %	19,242.45
CH35	110.04	94.39	0.11	85.78 %	74,843.80	10.00 %	7,484.38	3.79 %	7,484.38
CGL1	136.44	114.92	0.46	84.23 %	96,830.00	10.00 %	9,683.00	3.79 %	9,683.00
CH28	162.70	136.33	0.17	83.80 %	192,438.70	10.00 %	19,243.87	3.79 %	19,243.87
CH11	162.75	136.18	0.33	83.67 %	106,844.40	10.00 %	10,684.44	3.79 %	10,684.44
CH08	279.07	225.73	0.34	80.89 %	298,585.50	10.00 %	29,858.55	3.79 %	29,858.55
KNR1	108.38	87.50	0.02	80.74 %	88,264.70	10.00 %	8,826.47	3.79 %	8,826.47
CH05	271.59	217.59	0.18	80.12 %	177,558.60	10.00 %	17,755.86	3.79 %	17,755.86
CH16	322.76	256.09	0.17	79.34 %	270,292.10	0.00 %		3.79 %	27,029.21
CH38	108.04	85.19	0.08	78.85 %	102,805.40	0.00 %		3.79 %	10,280.54
CH19	223.99	174.65	0.27	77.97 %	168,404.60	0.00 %		3.79 %	16,840.46
SKL1	107.12	82.55	0.34	77.06 %	116,903.10	0.00 %		3.79 %	
CH42	247.75	189.74	0.14	76.59 %	183,308.80	0.00 %		3.79 %	
AVD1	178.31	134.55	0.99	75.46 %	111,422.60	0.00 %		3.79 %	
CH14	328.64	247.87	0.22	75.42 %	222,448.20	0.00 %		3.79 %	
MC10	49.79	37.28	0.08	74.87 %	20,387.10	0.00 %		3.79 %	
CH26	52.27	34.74	0.12	66.45 %	33,684.20	0.00 %		3.79 %	
CH22	164.02	106.14	0.15	64.71 %	112,617.50	0.00 %		3.79 %	
CH07	234.17	147.84	0.38	63.13 %	139,131.10	0.00 %		3.79 %	
CH39	110.08	63.08	0.53	57.31 %	74,289.00	0.00 %		3.79 %	
CH40	118.29	67.50	0.35	57.06 %	34,155.80	0.00 %		3.79 %	
MC09	32.07	15.96	0.00	49.76 %	11,092.20	0.00 %		3.79 %	
CH29	56.59	22.84	0.73	40.36 %	27,989.30	0.00 %		3.79 %	
MC02	41.52	6.29	0.00	15.16 %	3,219.00	0.00 %		3.79 %	
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	15.49	0.03	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	11.94	0.55	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	27.92	0.25	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	4.92	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	10.86	0.00	0.00 %	0.00	0.00 %		0.00 %	