

Accu.Target 28,396.08 L	Sales 26,171.79 L	Achieved % 92.17 %	HO Budget+ % 0.00 %	Total Com. 223.28 L
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Note : Sales Period is From :01-Jul-2025 To :30-Jul-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,964.09	1,920.51	97.78 %	57,000.00	0.00 %	57,000.00
NORTH ARCOT	2,216.96	2,092.94	94.41 %	60,000.00	0.00 %	60,000.00
CHENNAI-01	3,767.22	3,479.71	92.37 %	102,000.00	0.00 %	102,000.00
SOUTH-01	4,995.55	4,546.17	91.00 %	0.00	0.00 %	0.00
TRICHY-01	3,239.76	2,910.92	89.85 %	0.00	0.00 %	0.00
WEST-02	2,790.40	2,463.95	88.30 %	0.00	0.00 %	0.00
CHENNAI-02	3,633.97	3,186.43	87.68 %	0.00	0.00 %	0.00
SOUTH-03	3,390.68	2,801.77	82.63 %	0.00	0.00 %	0.00
WEST-01	2,140.70	1,707.31	79.75 %	0.00	0.00 %	0.00
KL-SOUTH	256.73	194.09	75.60 %	0.00	0.00 %	0.00
OTHERS	0.00	867.98	0.00 %	0.00	0.00 %	0.00
Total	28,396.08	26,171.79	92.17 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	642.73	669.69	104.20%	90,000.00	0.00 %	90,000.00
	SA02	732.63	700.25	95.58%	52,500.00	0.00 %	52,500.00
	SA03	588.73	550.57	93.52%	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	747.78	741.76	99.19%	52,500.00	0.00 %	52,500.00
	NA02	819.98	759.28	92.60%	52,500.00	0.00 %	52,500.00
	NA03	649.20	591.89	91.17%	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	942.31	946.61	100.46%	135,000.00	0.00 %	135,000.00
	CH08	822.21	779.51	94.81%	52,500.00	0.00 %	52,500.00
	CH03	734.20	678.69	92.44%	45,000.00	0.00 %	45,000.00
	CH06	1,268.51	1,074.90	84.74%	0.00	0.00 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,092.64	1,055.13	96.57%	75,000.00	0.00 %	75,000.00
	TKS1	702.25	667.10	95.00%	45,000.00	0.00 %	45,000.00
	VNR1	555.85	516.15	92.86%	37,500.00	0.00 %	37,500.00
	KVT1	863.51	800.15	92.66%	60,000.00	0.00 %	60,000.00
	TVL1	849.42	725.15	85.37%	0.00	0.00 %	0.00
	NGR1	931.89	782.49	83.97%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	649.28	658.94	101.49%	90,000.00	0.00 %	90,000.00
	KUM1	640.33	618.41	96.58%	45,000.00	0.00 %	45,000.00
	PTK1	576.52	496.93	86.19%	0.00	0.00 %	0.00
	TRY1	1,373.64	1,136.63	82.75%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	586.49	565.42	96.41%	37,500.00	0.00 %	37,500.00
	HSR1	590.62	551.45	93.37%	37,500.00	0.00 %	37,500.00
	SLM1	869.40	735.15	84.56%	0.00	0.00 %	0.00
	ERD1	743.89	611.93	82.26%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	1,055.67	967.17	91.62%	67,500.00	0.00 %	67,500.00
	CH09	722.48	644.96	89.27%	0.00	0.00 %	0.00
	CH01	921.22	786.16	85.34%	0.00	0.00 %	0.00
	CH07	934.61	788.14	84.33%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	DGL1	980.61	845.10	86.18%	0.00	0.00 %	0.00
	KKD2	688.29	588.52	85.51%	0.00	0.00 %	0.00
	MDU2	1,028.70	831.28	80.81%	0.00	0.00 %	0.00
	SVG1	563.10	450.05	79.92%	0.00	0.00 %	0.00
	KRR1	129.99	86.82	66.79%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PLI1	269.71	252.48	93.61%	15,000.00	0.00 %	15,000.00
	TPR4	278.52	229.24	82.31%	0.00	0.00 %	0.00
	UAM1	434.59	357.41	82.24%	0.00	0.00 %	0.00
	CBE1	877.29	658.59	75.07%	0.00	0.00 %	0.00
	TPR1	280.60	209.59	74.69%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	256.73	194.09	75.60%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	19.38	0.00%	0.00	0.00 %	0.00
	CH02	0.00	345.75	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	396.44	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	29.15	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	29.26	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	18.91	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	28.51	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	102.17	121.40	-2.10	118.81 %	98,888.00	30.00 %	29,666.40	0.00 %	29,666.40
PRT1	63.61	73.06	-2.15	114.85 %	62,233.60	30.00 %	18,670.08	0.00 %	18,670.08
MKM1	45.27	51.42	-1.31	113.58 %	50,606.10	30.00 %	15,181.83	0.00 %	15,181.83
POY1	164.37	179.72	-2.96	109.34 %	185,385.40	25.00 %	46,346.35	0.00 %	46,346.35
POY2	131.18	143.14	-3.11	109.12 %	129,330.50	25.00 %	32,332.63	0.00 %	32,332.63
TRK1	126.60	133.96	-2.23	105.81 %	110,294.60	25.00 %	27,573.65	0.00 %	27,573.65
KLM1	100.50	104.14	-2.18	103.63 %	108,420.50	25.00 %	27,105.13	0.00 %	27,105.13
KML1	56.58	56.31	-3.84	99.52 %	39,898.50	20.00 %	7,979.70	0.00 %	7,979.70
VPM2	101.85	101.28	-3.03	99.44 %	72,062.00	20.00 %	14,412.40	0.00 %	14,412.40
SJI1	86.57	84.48	-1.68	97.59 %	53,519.90	20.00 %	10,703.98	0.00 %	10,703.98
VPM1	35.45	34.10	-2.60	96.19 %	27,865.10	20.00 %	5,573.02	0.00 %	5,573.02
CUD1	201.41	191.28	-2.22	94.97 %	170,107.30	15.00 %	25,516.10	0.00 %	25,516.10
CDM1	125.90	114.61	-3.00	91.03 %	105,944.20	15.00 %	15,891.63	0.00 %	15,891.63
NVL2	129.36	116.53	-4.35	90.08 %	86,636.20	10.00 %	8,663.62	0.00 %	8,663.62
TDM1	83.71	74.30	-3.04	88.76 %	58,895.40	10.00 %	5,889.54	0.00 %	5,889.54
TVM2	89.93	79.69	-1.94	88.61 %	38,925.80	10.00 %	3,892.58	0.00 %	3,892.58
KKI2	131.42	115.68	-3.13	88.02 %	87,048.40	10.00 %	8,704.84	0.00 %	8,704.84
STP1	48.32	41.16	-2.70	85.18 %	28,056.70	10.00 %	2,805.67	0.00 %	2,805.67
VCM1	75.26	61.52	-3.10	81.74 %	42,341.50	10.00 %	4,234.15	0.00 %	4,234.15
TVM1	64.63	42.76	-1.40	66.17 %	24,309.40	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	52.65	61.35	-2.62	116.53 %	44,111.90	30.00 %	13,233.57	0.00 %	13,233.57
CPT1	39.25	44.94	-2.17	114.50 %	45,043.60	30.00 %	13,513.08	0.00 %	13,513.08
GDM1	67.96	75.69	-2.54	111.37 %	52,672.30	30.00 %	15,801.69	0.00 %	15,801.69
ARC2	69.07	72.40	-2.01	104.83 %	65,867.90	25.00 %	16,466.98	0.00 %	16,466.98
KPM2	239.12	249.31	-3.36	104.26 %	162,222.80	25.00 %	40,555.70	0.00 %	40,555.70
SBR1	110.31	114.78	-2.54	104.05 %	116,489.00	25.00 %	29,122.25	0.00 %	29,122.25
AKM1	90.47	93.82	-2.77	103.69 %	79,238.20	25.00 %	19,809.55	0.00 %	19,809.55
TRR1	160.56	166.32	-3.47	103.59 %	99,649.30	25.00 %	24,912.33	0.00 %	24,912.33
BGR1	55.44	57.35	-1.82	103.43 %	57,268.60	25.00 %	14,317.15	0.00 %	14,317.15
WJP1	59.25	61.27	-2.14	103.42 %	49,354.70	25.00 %	12,338.68	0.00 %	12,338.68
VSI1	83.91	84.55	-1.61	100.76 %	88,237.80	25.00 %	22,059.45	0.00 %	22,059.45
ANI1	49.01	49.26	-1.95	100.51 %	36,788.50	25.00 %	9,197.13	0.00 %	9,197.13
WJD1	86.67	85.50	-2.13	98.65 %	98,750.90	20.00 %	19,750.18	0.00 %	19,750.18
CYR1	53.79	51.56	-1.80	95.86 %	44,297.00	20.00 %	8,859.40	0.00 %	8,859.40
VEL2	137.32	129.75	-2.21	94.49 %	122,009.10	15.00 %	18,301.37	0.00 %	18,301.37
PLR1	45.45	40.44	-1.80	88.98 %	35,968.20	10.00 %	3,596.82	0.00 %	3,596.82
UGI1	51.86	45.71	-1.84	88.14 %	41,660.80	10.00 %	4,166.08	0.00 %	4,166.08
ABR1	83.75	73.24	-2.36	87.45 %	63,968.50	10.00 %	6,396.85	0.00 %	6,396.85
CGM1	75.18	64.38	-1.65	85.63 %	46,360.40	10.00 %	4,636.04	0.00 %	4,636.04
SLG1	51.55	42.54	-1.33	82.51 %	41,513.40	10.00 %	4,151.34	0.00 %	4,151.34
TRL1	152.72	121.27	-3.31	79.41 %	119,704.20	0.00 %		0.00 %	
KPM1	100.41	78.65	-3.22	78.33 %	68,525.40	0.00 %		0.00 %	
PTU1	36.80	28.77	-1.59	78.17 %	22,125.20	0.00 %		0.00 %	
TRT1	67.35	51.98	-3.24	77.19 %	51,380.40	0.00 %		0.00 %	
VEL1	197.11	148.12	-3.16	75.14 %	119,656.00	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	45.19	61.69	-1.87	136.51 %	52,143.10	40.00 %	20,857.24	0.00 %	20,857.24
CH35	85.87	99.08	-2.04	115.38 %	86,246.60	30.00 %	25,873.98	0.00 %	25,873.98
CH48	120.76	136.12	-2.05	112.72 %	153,096.40	30.00 %	45,928.92	0.00 %	45,928.92
CH05	211.57	229.52	-4.95	108.48 %	184,646.70	25.00 %	46,161.68	0.00 %	46,161.68
CH28	124.33	134.71	-1.85	108.35 %	207,782.60	25.00 %	51,945.65	0.00 %	51,945.65
CH45	105.97	114.66	-3.00	108.20 %	102,531.50	25.00 %	25,632.88	0.00 %	25,632.88
CH19	184.43	192.68	-6.50	104.47 %	188,958.30	25.00 %	47,239.58	0.00 %	47,239.58
MRM1	96.12	99.20	-2.00	103.21 %	96,849.00	25.00 %	24,212.25	0.00 %	24,212.25
CH14	269.74	272.04	-4.28	100.85 %	224,741.50	25.00 %	56,185.38	0.00 %	56,185.38
KNR1	94.39	94.45	-1.77	100.06 %	104,153.10	20.00 %	20,830.62	0.00 %	20,830.62
GUD1	122.35	120.60	-2.33	98.57 %	166,214.70	20.00 %	33,242.94	0.00 %	33,242.94
CH11	119.25	116.05	-3.54	97.32 %	115,182.20	20.00 %	23,036.44	0.00 %	23,036.44
CH38	92.56	89.87	-2.19	97.09 %	98,293.10	20.00 %	19,658.62	0.00 %	19,658.62
CH30	135.60	126.92	-4.28	93.60 %	86,340.00	15.00 %	12,951.00	0.00 %	12,951.00
CH22	133.28	122.78	-2.28	92.13 %	134,913.80	15.00 %	20,237.07	0.00 %	20,237.07
MC10	43.00	39.13	-0.36	91.01 %	21,573.80	15.00 %	3,236.07	0.00 %	3,236.07
AVD1	141.15	126.14	-3.35	89.37 %	100,032.00	10.00 %	10,003.20	0.00 %	10,003.20
GUD2	106.46	95.00	-3.84	89.24 %	82,231.40	10.00 %	8,223.14	0.00 %	8,223.14
CH08	254.16	226.68	-2.98	89.19 %	282,591.50	10.00 %	28,259.15	0.00 %	28,259.15
CH07	182.53	156.31	-2.71	85.64 %	152,844.50	10.00 %	15,284.45	0.00 %	15,284.45
CH42	168.46	143.68	-3.62	85.29 %	159,116.90	10.00 %	15,911.69	0.00 %	15,911.69
CH16	271.24	230.92	-2.75	85.14 %	233,619.90	10.00 %	23,361.99	0.00 %	23,361.99
TKM1	73.88	61.15	-1.52	82.77 %	61,565.90	10.00 %	6,156.59	0.00 %	6,156.59
CGL1	93.09	76.75	-2.37	82.45 %	61,962.70	10.00 %	6,196.27	0.00 %	6,196.27
SKL1	93.34	72.20	-2.64	77.35 %	82,820.40	0.00 %		0.00 %	
CH39	86.54	65.50	-3.64	75.69 %	73,472.50	0.00 %		0.00 %	
MC09	33.19	21.61	0.06	65.09 %	9,780.30	0.00 %		0.00 %	
CH26	53.20	31.23	-2.79	58.71 %	33,394.30	0.00 %		0.00 %	
MC02	41.17	23.65	-0.08	57.46 %	9,438.10	0.00 %		0.00 %	
CH40	106.46	59.31	-2.92	55.71 %	30,386.60	0.00 %		0.00 %	
CH29	77.97	40.07	-4.98	51.39 %	31,213.10	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	44.84	125.97	-8.01	280.97 %	103,305.80	40.00 %	41,322.32	0.00 %	41,322.32
STU2	57.60	69.44	-5.93	120.56 %	44,707.20	40.00 %	17,882.88	0.00 %	17,882.88
SDI1	56.81	64.82	-4.10	114.11 %	52,624.30	30.00 %	15,787.29	0.00 %	15,787.29
RPM1	121.12	131.30	-4.51	108.40 %	116,375.20	25.00 %	29,093.80	0.00 %	29,093.80
VNR1	76.51	79.65	-4.93	104.11 %	63,948.10	25.00 %	15,987.03	0.00 %	15,987.03
ASM1	61.68	63.98	-4.32	103.71 %	56,230.50	25.00 %	14,057.63	0.00 %	14,057.63
ARM1	47.44	48.12	-3.58	101.43 %	40,938.20	25.00 %	10,234.55	0.00 %	10,234.55
KVT1	234.57	237.81	-2.88	101.38 %	288,337.10	25.00 %	72,084.28	0.00 %	72,084.28
KGL1	71.57	72.30	-1.92	101.01 %	54,533.00	25.00 %	13,633.25	0.00 %	13,633.25
VNR2	226.89	224.73	-2.40	99.05 %	201,001.50	20.00 %	40,200.30	0.00 %	40,200.30
KSM1	40.73	40.11	-3.85	98.47 %	26,610.90	20.00 %	5,322.18	0.00 %	5,322.18
TUT2	204.50	199.72	-4.75	97.66 %	163,985.30	20.00 %	32,797.06	0.00 %	32,797.06
KYR1	69.75	67.76	-2.74	97.13 %	74,968.60	20.00 %	14,993.72	0.00 %	14,993.72
PKD1	132.74	127.51	-2.02	96.07 %	124,860.90	20.00 %	24,972.18	0.00 %	24,972.18
UDN1	87.41	81.73	-6.96	93.50 %	49,115.90	15.00 %	7,367.39	0.00 %	7,367.39
PDI1	63.97	59.53	-3.32	93.06 %	50,743.10	15.00 %	7,611.47	0.00 %	7,611.47
SNL1	80.83	75.05	-5.17	92.86 %	54,611.80	15.00 %	8,191.77	0.00 %	8,191.77
VLY1	172.96	157.64	-4.43	91.14 %	105,914.50	15.00 %	15,887.18	0.00 %	15,887.18
TKS1	189.72	171.87	-3.51	90.59 %	167,074.50	15.00 %	25,061.18	0.00 %	25,061.18
TKS2	214.54	192.15	-4.36	89.56 %	131,268.50	10.00 %	13,126.85	0.00 %	13,126.85
TUT1	564.04	497.17	-4.04	88.14 %	503,998.90	10.00 %	50,399.89	0.00 %	50,399.89
SVK1	137.47	117.74	-4.29	85.65 %	118,815.00	10.00 %	11,881.50	0.00 %	11,881.50
MMT1	85.18	72.43	-3.82	85.03 %	54,236.30	10.00 %	5,423.63	0.00 %	5,423.63
SGT1	56.10	47.45	-2.44	84.58 %	36,205.30	10.00 %	3,620.53	0.00 %	3,620.53
NGR1	325.35	270.03	-6.51	83.00 %	173,174.50	10.00 %	17,317.45	0.00 %	17,317.45
VKM1	64.78	53.51	-1.55	82.61 %	74,214.00	10.00 %	7,421.40	0.00 %	7,421.40
TVL1	510.60	420.74	-5.39	82.40 %	295,999.90	10.00 %	29,599.99	0.00 %	29,599.99
APK1	114.99	94.03	-3.38	81.77 %	98,041.50	10.00 %	9,804.15	0.00 %	9,804.15
TKY1	98.36	80.18	-3.30	81.52 %	72,007.90	10.00 %	7,200.79	0.00 %	7,200.79
MAR1	264.75	213.58	-6.37	80.67 %	113,311.70	10.00 %	11,331.17	0.00 %	11,331.17
ERL1	70.27	56.52	-2.91	80.43 %	55,508.80	10.00 %	5,550.88	0.00 %	5,550.88
TCN1	121.59	94.02	-3.88	77.32 %	99,999.70	0.00 %		0.00 %	
RND1	223.24	169.07	-3.29	75.74 %	199,119.10	0.00 %		0.00 %	
COL1	45.93	33.86	-3.15	73.72 %	25,574.40	0.00 %		0.00 %	
TVL2	56.73	34.68	-4.50	61.13 %	18,208.30	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	48.80	60.68	-3.13	124.34 %	52,973.70	40.00 %	21,189.48	0.00 %	21,189.48
KIK1	69.44	83.37	-4.19	120.06 %	81,388.40	40.00 %	32,555.36	0.00 %	32,555.36
KRN1	47.69	56.62	-1.42	118.73 %	51,353.90	30.00 %	15,406.17	0.00 %	15,406.17
MVM1	135.02	150.77	-2.88	111.66 %	164,891.20	30.00 %	49,467.36	0.00 %	49,467.36
TVR2	126.31	140.37	-4.89	111.13 %	104,630.30	30.00 %	31,389.09	0.00 %	31,389.09
ORU1	60.55	65.07	-1.95	107.47 %	58,607.90	25.00 %	14,651.98	0.00 %	14,651.98
PDK1	48.56	51.75	-5.19	106.57 %	46,321.50	25.00 %	11,580.38	0.00 %	11,580.38
PBR2	189.68	197.23	-3.54	103.98 %	153,522.20	25.00 %	38,380.55	0.00 %	38,380.55
MDI1	100.37	97.26	-3.60	96.89 %	91,885.40	20.00 %	18,377.08	0.00 %	18,377.08
TNJ2	153.42	146.66	-4.62	95.60 %	117,355.80	20.00 %	23,471.16	0.00 %	23,471.16
AYR1	64.37	61.41	-2.91	95.39 %	51,885.30	20.00 %	10,377.06	0.00 %	10,377.06
TNJ1	205.25	194.07	-4.84	94.55 %	129,777.80	15.00 %	19,466.67	0.00 %	19,466.67
NGT1	112.48	102.61	-4.06	91.23 %	98,139.10	15.00 %	14,720.87	0.00 %	14,720.87
PBR1	62.41	56.86	-2.97	91.10 %	54,366.70	15.00 %	8,155.01	0.00 %	8,155.01
JKM1	91.59	82.86	-2.52	90.47 %	68,873.30	15.00 %	10,331.00	0.00 %	10,331.00
TTP1	93.15	82.56	-2.37	88.64 %	61,738.50	10.00 %	6,173.85	0.00 %	6,173.85
TYR1	96.45	85.13	-3.29	88.25 %	62,596.30	10.00 %	6,259.63	0.00 %	6,259.63
NMM1	67.23	59.20	-2.28	88.06 %	61,052.70	10.00 %	6,105.27	0.00 %	6,105.27
PTK1	136.45	118.76	-3.52	87.04 %	110,773.90	10.00 %	11,077.39	0.00 %	11,077.39
TRY1	721.34	605.67	-7.99	83.96 %	323,190.50	10.00 %	32,319.05	0.00 %	32,319.05
KUM1	190.72	153.59	-4.99	80.53 %	116,538.10	10.00 %	11,653.81	0.00 %	11,653.81
TRY2	70.02	52.41	-7.53	74.85 %	35,753.00	0.00 %		0.00 %	
NCK1	47.88	30.14	-3.77	62.94 %	19,429.40	0.00 %		0.00 %	
MSI1	99.34	59.85	-2.06	60.24 %	51,003.70	0.00 %		0.00 %	
TRY3	134.40	79.49	-3.33	59.15 %	62,918.60	0.00 %		0.00 %	
APM1	66.84	36.54	-2.19	54.66 %	41,779.30	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	74.97	94.10	-4.69	125.52 %	83,977.20	40.00 %	33,590.88	0.00 %	33,590.88
PLC1	44.34	54.20	-1.25	122.23 %	52,189.00	40.00 %	20,875.60	0.00 %	20,875.60
TRM1	87.22	98.31	-1.98	112.71 %	81,488.10	30.00 %	24,446.43	0.00 %	24,446.43
SGI1	51.98	57.05	-1.48	109.75 %	57,321.40	25.00 %	14,330.35	0.00 %	14,330.35
MCR1	86.05	89.96	-3.31	104.54 %	70,997.40	25.00 %	17,749.35	0.00 %	17,749.35
VKL1	35.50	36.85	-2.47	103.81 %	40,058.10	25.00 %	10,014.53	0.00 %	10,014.53
BMD1	67.50	69.96	-6.11	103.64 %	55,769.70	25.00 %	13,942.43	0.00 %	13,942.43
OML1	74.55	75.70	-1.06	101.54 %	75,998.00	25.00 %	18,999.50	0.00 %	18,999.50
EDP1	51.11	49.14	-3.52	96.16 %	28,688.80	20.00 %	5,737.76	0.00 %	5,737.76
DPR1	44.65	42.29	-5.89	94.72 %	37,090.30	15.00 %	5,563.55	0.00 %	5,563.55
DPR2	50.90	47.72	-3.54	93.74 %	43,155.40	15.00 %	6,473.31	0.00 %	6,473.31
KRI1	72.12	67.52	-3.00	93.63 %	51,585.30	15.00 %	7,737.80	0.00 %	7,737.80
HRR1	65.20	60.21	-1.49	92.36 %	44,639.70	15.00 %	6,695.96	0.00 %	6,695.96
ERD2	121.94	111.94	-3.37	91.80 %	135,250.90	15.00 %	20,287.64	0.00 %	20,287.64
KVP1	69.86	64.08	-3.24	91.73 %	52,298.60	15.00 %	7,844.79	0.00 %	7,844.79
PMP1	73.65	67.38	-1.28	91.49 %	48,364.30	15.00 %	7,254.65	0.00 %	7,254.65
TCG1	43.96	40.18	-4.37	91.38 %	27,377.60	15.00 %	4,106.64	0.00 %	4,106.64
VPD1	107.33	98.01	-1.36	91.32 %	99,678.90	15.00 %	14,951.84	0.00 %	14,951.84
SLM2	95.42	85.39	-4.69	89.49 %	67,578.70	10.00 %	6,757.87	0.00 %	6,757.87
HSR2	156.03	138.96	-3.70	89.06 %	112,116.10	10.00 %	11,211.61	0.00 %	11,211.61
EPI1	69.87	60.90	-2.62	87.17 %	55,271.10	10.00 %	5,527.11	0.00 %	5,527.11
SLM1	241.90	209.18	-3.52	86.48 %	128,732.10	10.00 %	12,873.21	0.00 %	12,873.21
PDR1	44.09	37.62	-3.85	85.32 %	39,649.30	10.00 %	3,964.93	0.00 %	3,964.93
HSR1	122.65	102.27	-2.41	83.38 %	109,772.30	10.00 %	10,977.23	0.00 %	10,977.23
ATU1	106.88	88.73	-2.74	83.02 %	64,527.40	10.00 %	6,452.74	0.00 %	6,452.74
SLM3	121.66	92.70	-2.78	76.19 %	64,315.40	0.00 %		0.00 %	
ERD1	135.33	101.93	-5.24	75.32 %	83,724.60	0.00 %		0.00 %	
MTR1	110.42	81.27	-1.93	73.60 %	77,256.20	0.00 %		0.00 %	
KMM1	59.38	43.39	-2.97	73.07 %	38,954.90	0.00 %		0.00 %	
APN1	75.23	51.08	-1.24	67.90 %	60,203.30	0.00 %		0.00 %	
CMI1	45.04	29.99	-2.29	66.58 %	36,157.20	0.00 %		0.00 %	
NKL2	142.43	94.74	-2.71	66.51 %	89,362.50	0.00 %		0.00 %	
SGG1	41.25	21.21	-3.34	51.41 %	16,726.40	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	57.21	65.93	-6.54	115.23 %	50,457.50	30.00 %	15,137.25	0.00 %	15,137.25
PON1	73.50	78.65	-1.59	107.01 %	68,771.80	25.00 %	17,192.95	0.00 %	17,192.95
CH34	172.57	178.68	-2.53	103.54 %	155,010.60	25.00 %	38,752.65	0.00 %	38,752.65
CH17	82.02	83.74	-2.23	102.10 %	90,228.30	25.00 %	22,557.08	0.00 %	22,557.08
CH43	106.70	108.60	-2.02	101.78 %	133,692.00	25.00 %	33,423.00	0.00 %	33,423.00
CH44	114.61	114.26	-1.62	99.69 %	112,196.60	20.00 %	22,439.32	0.00 %	22,439.32
CH06	147.17	146.20	-1.39	99.34 %	142,311.60	20.00 %	28,462.32	0.00 %	28,462.32
CH41	119.75	115.87	-2.43	96.76 %	109,856.30	20.00 %	21,971.26	0.00 %	21,971.26
UKI1	88.77	84.52	-1.91	95.21 %	74,995.80	20.00 %	14,999.16	0.00 %	14,999.16
MC05	56.82	52.74	-0.45	92.83 %	12,985.20	15.00 %	1,947.78	0.00 %	1,947.78
CH21	249.67	229.27	-3.04	91.83 %	156,211.60	15.00 %	23,431.74	0.00 %	23,431.74
CH12	181.86	165.66	-2.62	91.09 %	172,047.60	15.00 %	25,807.14	0.00 %	25,807.14
CH03	368.04	331.35	-3.25	90.03 %	291,739.20	10.00 %	29,173.92	0.00 %	29,173.92
CH31	55.26	48.37	-1.45	87.54 %	47,911.20	10.00 %	4,791.12	0.00 %	4,791.12
CH15	378.89	328.73	-3.16	86.76 %	282,293.40	10.00 %	28,229.34	0.00 %	28,229.34
CH20	188.51	159.12	-2.26	84.41 %	154,588.00	10.00 %	15,458.80	0.00 %	15,458.80
CH23	55.32	46.28	-2.10	83.66 %	40,375.00	10.00 %	4,037.50	0.00 %	4,037.50
CH33	130.04	108.58	-2.22	83.50 %	121,389.20	10.00 %	12,138.92	0.00 %	12,138.92
CH18	188.26	153.16	-1.42	81.35 %	191,956.10	10.00 %	19,195.61	0.00 %	19,195.61
CH09	144.29	116.76	-3.13	80.92 %	124,441.10	10.00 %	12,444.11	0.00 %	12,444.11
MJR1	188.79	145.78	-2.15	77.22 %	131,336.90	0.00 %		0.00 %	
GPD1	110.95	83.27	-4.06	75.05 %	59,579.00	0.00 %		0.00 %	
CH24	129.51	96.03	-2.85	74.14 %	105,593.50	0.00 %		0.00 %	
CH27	50.54	36.68	-2.59	72.58 %	37,605.00	0.00 %		0.00 %	
CH01	10.66	6.78	-4.09	63.58 %	7,558.90	0.00 %		0.00 %	
CH36	82.36	50.43	-3.67	61.22 %	41,012.30	0.00 %		0.00 %	
CH32	35.17	20.02	-3.17	56.94 %	15,763.90	0.00 %		0.00 %	
MC06	46.81	25.78	-0.88	55.08 %	16,122.30	0.00 %		0.00 %	
MC08	19.94	5.18	-0.75	26.00 %	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	104.87	117.18	-5.60	111.73 %	90,955.80	30.00 %	27,286.74	0.00 %	27,286.74
MDU5	79.08	81.31	-3.01	102.81 %	84,406.10	25.00 %	21,101.53	0.00 %	21,101.53
ATG1	106.64	102.69	-6.48	96.30 %	109,374.80	20.00 %	21,874.96	0.00 %	21,874.96
DKI1	93.79	90.08	-2.84	96.04 %	103,074.00	20.00 %	20,614.80	0.00 %	20,614.80
PNV1	45.48	42.51	-6.77	93.47 %	30,784.80	15.00 %	4,617.72	0.00 %	4,617.72
SVG1	87.57	80.59	-3.33	92.03 %	99,268.20	15.00 %	14,890.23	0.00 %	14,890.23
MDU1	379.06	343.85	-5.61	90.71 %	229,361.30	15.00 %	34,404.20	0.00 %	34,404.20
PKM1	43.72	39.55	-3.74	90.45 %	30,405.00	15.00 %	4,560.75	0.00 %	4,560.75
TMM1	132.17	118.98	-6.74	90.02 %	71,513.70	10.00 %	7,151.37	0.00 %	7,151.37
DGL1	225.48	199.78	-6.10	88.60 %	151,783.40	10.00 %	15,178.34	0.00 %	15,178.34
MPA1	83.82	73.89	-2.54	88.15 %	86,884.30	10.00 %	8,688.43	0.00 %	8,688.43
ADP1	60.78	52.97	-2.61	87.15 %	51,005.10	10.00 %	5,100.51	0.00 %	5,100.51
MDU2	187.21	160.09	-5.31	85.51 %	138,265.40	10.00 %	13,826.54	0.00 %	13,826.54
PVI1	77.01	65.19	-2.19	84.65 %	78,749.50	10.00 %	7,874.95	0.00 %	7,874.95
TPT1	83.50	70.18	-2.52	84.05 %	112,851.20	10.00 %	11,285.12	0.00 %	11,285.12
TDI1	95.61	79.01	-2.75	82.64 %	82,025.10	10.00 %	8,202.51	0.00 %	8,202.51
BNR1	67.52	55.68	-3.42	82.47 %	46,085.90	10.00 %	4,608.59	0.00 %	4,608.59
MDU3	107.46	87.88	-4.65	81.78 %	72,768.80	10.00 %	7,276.88	0.00 %	7,276.88
KKD2	80.34	64.43	-4.43	80.19 %	80,813.10	10.00 %	8,081.31	0.00 %	8,081.31
USL1	68.32	53.95	-3.34	78.97 %	49,550.90	0.00 %		0.00 %	
SGP1	49.31	38.43	-2.89	77.95 %	45,469.40	0.00 %		0.00 %	
KPT1	59.15	45.46	-2.99	76.86 %	42,466.60	0.00 %		0.00 %	
MDU6	166.71	124.10	-5.04	74.44 %	94,958.30	0.00 %		0.00 %	
PNI1	52.44	38.86	-2.80	74.10 %	22,173.70	0.00 %		0.00 %	
TEN2	98.34	71.96	-7.03	73.17 %	52,298.60	0.00 %		0.00 %	
CMR1	54.37	39.21	-3.34	72.11 %	25,071.10	0.00 %		0.00 %	
NTM1	66.67	47.64	-3.24	71.45 %	37,175.30	0.00 %		0.00 %	
ODM1	58.02	41.08	-3.28	70.81 %	28,989.90	0.00 %		0.00 %	
MLR1	70.58	49.38	-3.59	69.97 %	49,400.40	0.00 %		0.00 %	
BTU1	40.33	27.75	-3.07	68.81 %	31,359.10	0.00 %		0.00 %	
MDU4	94.02	63.70	-4.64	67.75 %	50,028.50	0.00 %		0.00 %	
TEN1	87.42	58.52	-4.18	66.95 %	45,738.30	0.00 %		0.00 %	
MNM1	56.60	36.00	-3.57	63.60 %	40,103.10	0.00 %		0.00 %	
DGL2	94.05	59.78	-5.21	63.56 %	52,742.00	0.00 %		0.00 %	
KRR1	71.97	45.73	-6.57	63.54 %	35,637.20	0.00 %		0.00 %	
NKI1	61.26	34.39	-2.66	56.14 %	47,462.20	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	39.62	46.41	-3.14	117.15 %	57,107.20	30.00 %	17,132.16	0.00 %	17,132.16
PPI1	39.74	40.88	-1.89	102.88 %	44,546.10	25.00 %	11,136.53	0.00 %	11,136.53
GDR1	54.12	54.94	-1.85	101.53 %	38,266.50	25.00 %	9,566.63	0.00 %	9,566.63
DPM2	51.43	51.12	-2.08	99.40 %	54,973.30	20.00 %	10,994.66	0.00 %	10,994.66
UMP1	51.72	51.27	-5.59	99.14 %	38,695.40	20.00 %	7,739.08	0.00 %	7,739.08
ANR1	21.27	20.64	-2.18	97.02 %	26,882.00	20.00 %	5,376.40	0.00 %	5,376.40
GBM1	53.09	50.54	-1.99	95.20 %	32,062.20	20.00 %	6,412.44	0.00 %	6,412.44
KGM1	41.40	38.74	-3.49	93.57 %	46,328.00	15.00 %	6,949.20	0.00 %	6,949.20
KMD1	38.48	35.45	-2.29	92.14 %	50,163.30	15.00 %	7,524.50	0.00 %	7,524.50
PLI1	89.07	80.27	-4.06	90.12 %	90,799.20	15.00 %	13,619.88	0.00 %	13,619.88
PDM1	36.10	31.09	-3.31	86.13 %	27,214.90	10.00 %	2,721.49	0.00 %	2,721.49
CBE1	59.25	51.00	-4.72	86.07 %	53,152.40	10.00 %	5,315.24	0.00 %	5,315.24
KGI1	76.37	64.19	-2.07	84.05 %	35,775.90	10.00 %	3,577.59	0.00 %	3,577.59
CBE4	101.25	84.86	-3.50	83.80 %	101,174.40	10.00 %	10,117.44	0.00 %	10,117.44
TPR2	108.11	90.11	-4.73	83.36 %	72,620.50	10.00 %	7,262.05	0.00 %	7,262.05
SNR1	72.41	60.35	-3.82	83.34 %	66,115.10	10.00 %	6,611.51	0.00 %	6,611.51
UAM1	125.85	101.93	-2.66	81.00 %	74,649.90	10.00 %	7,464.99	0.00 %	7,464.99
CBE2	338.94	262.09	-4.34	77.33 %	226,186.90	0.00 %		0.00 %	
TPR4	56.31	43.37	-3.32	77.01 %	37,482.80	0.00 %		0.00 %	
CNR1	64.04	47.76	-1.60	74.58 %	46,825.90	0.00 %		0.00 %	
SYM2	49.68	37.04	-3.15	74.55 %	34,000.00	0.00 %		0.00 %	
CBE3	38.55	28.03	-3.62	72.71 %	40,161.70	0.00 %		0.00 %	
TPR3	70.73	49.74	-3.14	70.33 %	66,617.70	0.00 %		0.00 %	
MPM1	75.75	53.13	-3.39	70.14 %	59,505.70	0.00 %		0.00 %	
TPR1	101.76	69.73	-3.68	68.52 %	53,291.90	0.00 %		0.00 %	
AVI1	58.42	36.78	-3.84	62.96 %	35,899.20	0.00 %		0.00 %	
KMR1	125.85	75.46	-1.80	59.97 %	87,742.60	0.00 %		0.00 %	
CBE6	101.41	50.39	-3.53	49.69 %	63,496.10	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	60.11	49.44	-5.94	82.26 %	32,639.90	10.00 %	3,263.99	0.00 %	3,263.99
TVP1	196.63	144.65	-9.68	73.57 %	94,155.20	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	241.43	5.60	0.00 %	(6,712.00)	0.00 %		0.00 %	
GHUB	0.00	388.70	0.62	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	7.74	7.50	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	28.51	4.26	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	29.17	4.59	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	18.91	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	104.32	0.97	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	19.38	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	29.26	6.38	0.00 %	0.00	0.00 %		0.00 %	