

Accu.Target 32,230.88 L	Sales 27,817.24 L	Achieved % 86.31 %	HO Budget+ % 3.69 %	Total Com. 249.70 L
-----------------------------------	-----------------------------	------------------------------	-------------------------------	-------------------------------

Note : Sales Period is From :01-Aug-2025 To :30-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	258.15	292.15	113.17 %	0.00	3.69 %	0.00
NORTH ARCOT	2,449.46	2,299.15	93.86 %	66,000.00	3.69 %	66,000.00
SOUTH ARCOT	2,385.93	2,222.78	93.16 %	66,000.00	3.69 %	66,000.00
WEST-02	2,983.70	2,644.92	88.65 %	0.00	3.69 %	0.00
SOUTH-01	5,344.14	4,659.87	87.20 %	0.00	3.69 %	0.00
TRICHY-01	3,680.90	3,202.05	86.99 %	0.00	3.69 %	0.00
WEST-01	2,395.99	2,051.38	85.62 %	0.00	3.69 %	0.00
SOUTH-03	3,842.13	3,067.69	79.84 %	0.00	3.69 %	0.00
CHENNAI-02	4,120.06	3,265.07	79.25 %	0.00	3.69 %	0.00
CHENNAI-01	4,770.41	3,762.81	78.88 %	0.00	3.69 %	0.00
OTHERS	0.00	349.36	0.00 %	0.00	0.00 %	0.00
Total	32,230.88	27,817.24	86.31 %		3.69 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	258.15	292.15	113.17%	40,000.00	3.69 %	40,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	863.04	838.17	97.12%	60,000.00	3.69 %	120,000.00
	NA02	844.62	796.17	94.26%	52,500.00	3.69 %	52,500.00
	NA03	741.79	664.81	89.62%	0.00	3.69 %	45,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	820.95	783.48	95.44%	52,500.00	3.69 %	52,500.00
	SA02	855.26	788.85	92.23%	52,500.00	3.69 %	52,500.00
	SA03	709.71	650.45	91.65%	45,000.00	3.69 %	45,000.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	661.25	627.98	94.97%	45,000.00	3.69 %	45,000.00
	HSR1	636.85	587.43	92.24%	37,500.00	3.69 %	37,500.00
	SLM1	883.55	777.02	87.94%	0.00	3.69 %	52,500.00
	ERD1	802.05	652.49	81.35%	0.00	3.69 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	700.42	662.59	94.60%	45,000.00	3.69 %	45,000.00
	KVT1	887.52	836.19	94.22%	60,000.00	3.69 %	60,000.00
	VNR1	632.32	578.19	91.44%	37,500.00	3.69 %	37,500.00
	TUT1	1,227.18	1,077.53	87.81%	0.00	3.69 %	75,000.00
	TVL1	888.76	761.48	85.68%	0.00	3.69 %	0.00
	NGR1	1,007.92	743.90	73.81%	0.00	3.69 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	789.32	780.89	98.93%	52,500.00	3.69 %	105,000.00
	TNJ1	780.94	728.18	93.24%	52,500.00	3.69 %	52,500.00
	PTK1	702.77	608.38	86.57%	0.00	3.69 %	0.00
	TRY1	1,407.87	1,084.60	77.04%	0.00	3.69 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	271.18	263.34	97.11%	15,000.00	3.69 %	30,000.00
	UAM1	444.79	412.45	92.73%	30,000.00	3.69 %	30,000.00
	TPR1	280.52	233.27	83.15%	0.00	3.69 %	0.00
	CBE1	1,058.21	864.32	81.68%	0.00	3.69 %	0.00
	PLI1	341.29	278.00	81.46%	0.00	3.69 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	619.13	564.06	91.10%	37,500.00	3.69 %	37,500.00
	MDU2	1,108.39	887.03	80.03%	0.00	3.69 %	0.00
	KKD2	797.06	628.70	78.88%	0.00	3.69 %	0.00
	DGL1	1,173.45	895.64	76.33%	0.00	3.69 %	0.00
	KRR1	144.10	92.26	64.03%	0.00	3.69 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	1,142.84	1,007.92	88.19%	0.00	3.69 %	75,000.00
	CH01	1,055.03	828.02	78.48%	0.00	3.69 %	0.00
	CH09	869.26	647.81	74.52%	0.00	3.69 %	0.00
	CH07	1,052.92	781.32	74.20%	0.00	3.69 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	909.45	812.81	89.37%	0.00	3.69 %	60,000.00
	CH05	1,224.69	1,002.22	81.83%	0.00	3.69 %	0.00
	CH06	1,573.74	1,181.54	75.08%	0.00	3.69 %	0.00
	CH08	1,062.53	766.25	72.12%	0.00	3.69 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.90	0.00%	0.00	0.00 %	0.00
	CH02	0.00	122.51	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	169.96	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	14.02	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	9.34	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	16.27	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	25.93	60.32	0.06	232.65 %	67,144.50	40.00 %	26,857.80	3.69 %	26,857.80
PAS1	57.19	64.35	0.00	112.52 %	49,965.20	30.00 %	14,989.56	3.69 %	14,989.56
TVP1	175.04	167.48	0.14	95.68 %	113,953.40	20.00 %	22,790.68	3.69 %	22,790.68

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	63.92	75.97	0.06	118.85 %	58,601.80	30.00 %	17,580.54	3.69 %	23,440.72
BGR1	44.15	52.41	0.11	118.71 %	52,590.40	30.00 %	15,777.12	3.69 %	21,036.16
ABR1	98.59	109.39	0.13	110.95 %	92,356.90	30.00 %	27,707.07	3.69 %	27,707.07
ANI1	49.86	54.52	0.03	109.36 %	43,102.80	25.00 %	10,775.70	3.69 %	12,930.84
ARC2	78.77	84.23	0.08	106.93 %	66,650.00	25.00 %	16,662.50	3.69 %	19,995.00
CPT1	51.02	54.15	0.03	106.14 %	55,032.00	25.00 %	13,758.00	3.69 %	16,509.60
TRR1	150.47	155.77	0.21	103.52 %	119,199.50	25.00 %	29,799.88	3.69 %	29,799.88
SLG1	58.69	60.01	0.01	102.24 %	61,575.10	25.00 %	15,393.78	3.69 %	15,393.78
KPM1	88.53	88.17	0.14	99.59 %	71,496.40	20.00 %	14,299.28	3.69 %	17,874.10
WJP1	78.36	77.49	0.13	98.89 %	68,439.70	20.00 %	13,687.94	3.69 %	17,109.93
AKM1	112.19	110.94	0.02	98.88 %	114,294.80	20.00 %	22,858.96	3.69 %	28,573.70
WJD1	103.28	102.01	0.02	98.77 %	111,908.10	20.00 %	22,381.62	3.69 %	27,977.03
GDM1	77.19	75.52	0.04	97.84 %	65,522.10	20.00 %	13,104.42	3.69 %	16,380.53
PLR1	50.22	47.66	0.04	94.91 %	38,683.40	15.00 %	5,802.51	3.69 %	7,736.68
KPM2	282.56	263.06	0.06	93.10 %	177,825.80	15.00 %	26,673.87	3.69 %	35,565.16
SBR1	133.52	122.27	0.20	91.57 %	135,049.60	15.00 %	20,257.44	3.69 %	20,257.44
TRL1	170.88	149.31	0.35	87.38 %	124,197.60	10.00 %	12,419.76	3.69 %	18,629.64
VSI1	96.99	83.70	0.10	86.30 %	102,044.20	10.00 %	10,204.42	3.69 %	10,204.42
CGM1	85.41	72.89	0.03	85.34 %	50,515.90	10.00 %	5,051.59	3.69 %	5,051.59
VEL1	146.47	123.86	0.08	84.56 %	127,182.10	10.00 %	12,718.21	3.69 %	12,718.21
CYR1	69.49	57.76	0.02	83.12 %	57,637.70	10.00 %	5,763.77	3.69 %	5,763.77
UGI1	66.11	53.53	0.07	80.98 %	45,721.70	10.00 %	4,572.17	3.69 %	4,572.17
VEL2	172.35	135.11	0.07	78.39 %	142,945.10	0.00 %		3.69 %	14,294.51
PTU1	36.70	28.71	0.01	78.23 %	18,738.30	0.00 %		3.69 %	1,873.83
TRT1	83.74	60.71	0.22	72.51 %	45,595.50	0.00 %		3.69 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VPM2	120.04	140.72	0.16	117.23 %	89,981.30	30.00 %	26,994.39	3.69 %	35,992.52
TRK1	134.05	152.20	0.18	113.54 %	145,183.90	30.00 %	43,555.17	3.69 %	43,555.17
NVL2	131.89	148.14	0.10	112.32 %	123,026.00	30.00 %	36,907.80	3.69 %	36,907.80
KML1	60.49	67.74	0.24	111.97 %	44,095.90	30.00 %	13,228.77	3.69 %	13,228.77
POY2	180.89	193.63	0.08	107.04 %	135,630.80	25.00 %	33,907.70	3.69 %	40,689.24
POY1	202.60	210.32	0.07	103.81 %	222,961.30	25.00 %	55,740.33	3.69 %	55,740.33
CDM1	146.65	150.07	0.41	102.33 %	132,744.20	25.00 %	33,186.05	3.69 %	33,186.05
ULP1	127.26	116.32	0.14	91.41 %	96,095.80	15.00 %	14,414.37	3.69 %	14,414.37
KLM1	128.32	115.54	0.03	90.04 %	121,517.00	10.00 %	12,151.70	3.69 %	18,227.55
TDM1	103.41	92.77	0.34	89.71 %	59,149.40	10.00 %	5,914.94	3.69 %	8,872.41
CUD1	250.17	222.91	0.12	89.10 %	188,292.50	10.00 %	18,829.25	3.69 %	28,243.88
SJI1	113.60	97.70	0.06	86.00 %	59,843.10	10.00 %	5,984.31	3.69 %	5,984.31
VPM1	49.86	41.13	0.23	82.50 %	29,234.90	10.00 %	2,923.49	3.69 %	2,923.49
KKI2	152.98	125.23	0.11	81.86 %	90,022.10	10.00 %	9,002.21	3.69 %	9,002.21
VCM1	79.13	64.15	0.03	81.06 %	48,096.50	10.00 %	4,809.65	3.69 %	4,809.65
PRT1	99.57	74.90	0.08	75.22 %	63,034.50	0.00 %		3.69 %	
STP1	57.28	42.30	0.25	73.85 %	29,284.80	0.00 %		3.69 %	
MKM1	58.97	41.08	0.08	69.66 %	39,711.80	0.00 %		3.69 %	
TVM1	83.80	56.65	0.31	67.61 %	30,396.60	0.00 %		3.69 %	
TVM2	104.95	69.28	0.00	66.01 %	37,853.60	0.00 %		3.69 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	47.96	62.06	0.00	129.39 %	59,691.50	40.00 %	23,876.60	3.69 %	23,876.60
PMP1	65.29	71.91	0.22	110.13 %	50,643.70	30.00 %	15,193.11	3.69 %	15,193.11
SLM2	79.14	85.27	0.12	107.75 %	64,571.00	25.00 %	16,142.75	3.69 %	19,371.30
HRR1	68.51	73.14	0.10	106.77 %	46,450.40	25.00 %	11,612.60	3.69 %	13,935.12
KVP1	54.51	57.85	0.07	106.12 %	49,284.10	25.00 %	12,321.03	3.69 %	14,785.23
VPD1	92.06	96.35	0.06	104.66 %	106,965.20	25.00 %	26,741.30	3.69 %	26,741.30
TRM1	101.32	105.14	0.08	103.77 %	89,336.50	25.00 %	22,334.13	3.69 %	22,334.13
MCR1	90.48	92.12	0.09	101.81 %	90,250.00	25.00 %	22,562.50	3.69 %	22,562.50
PLC1	62.33	63.17	0.00	101.35 %	59,458.90	25.00 %	14,864.73	3.69 %	14,864.73
OML1	89.04	89.70	0.51	100.74 %	73,309.20	25.00 %	18,327.30	3.69 %	18,327.30
TCG1	51.32	50.31	0.12	98.03 %	37,916.30	20.00 %	7,583.26	3.69 %	9,479.08
ATU1	111.48	107.84	0.12	96.74 %	81,224.50	20.00 %	16,244.90	3.69 %	20,306.13
EPI1	77.22	74.40	0.21	96.35 %	69,905.00	20.00 %	13,981.00	3.69 %	13,981.00
NKL2	115.59	110.06	0.00	95.21 %	120,425.20	20.00 %	24,085.04	3.69 %	24,085.04
DPR1	50.28	47.80	0.03	95.06 %	38,152.30	15.00 %	5,722.85	3.69 %	7,630.46
EDP1	49.74	46.26	0.16	93.00 %	29,147.60	15.00 %	4,372.14	3.69 %	5,829.52
KRI1	88.97	81.30	0.11	91.37 %	65,455.90	15.00 %	9,818.39	3.69 %	9,818.39
SGG1	32.27	29.23	0.00	90.55 %	26,027.80	15.00 %	3,904.17	3.69 %	3,904.17
BMD1	68.75	62.18	0.00	90.45 %	54,074.70	15.00 %	8,111.21	3.69 %	8,111.21
RSP1	73.26	63.36	0.38	86.49 %	67,015.20	10.00 %	6,701.52	3.69 %	6,701.52
HSR2	180.33	153.50	0.13	85.12 %	118,200.30	10.00 %	11,820.03	3.69 %	11,820.03
MTR1	129.26	108.32	0.03	83.80 %	107,020.90	10.00 %	10,702.09	3.69 %	10,702.09
ERD1	173.52	145.21	0.14	83.69 %	124,394.60	10.00 %	12,439.46	3.69 %	12,439.46
SLM1	260.36	207.23	0.05	79.59 %	142,512.00	0.00 %		3.69 %	14,251.20
SLM3	141.25	111.12	0.23	78.67 %	84,501.50	0.00 %		3.69 %	8,450.15
DPR2	63.60	49.57	0.00	77.93 %	45,672.90	0.00 %		3.69 %	4,567.29
CMI1	39.46	30.17	0.00	76.44 %	40,168.30	0.00 %		3.69 %	
ERD2	156.05	118.11	0.11	75.69 %	144,612.90	0.00 %		3.69 %	
PDR1	41.88	30.58	0.35	73.02 %	43,063.00	0.00 %		3.69 %	
HSR1	137.45	97.64	0.37	71.04 %	98,610.60	0.00 %		3.69 %	
VKL1	54.15	36.80	0.10	67.97 %	43,929.40	0.00 %		3.69 %	
APN1	72.29	48.55	0.15	67.15 %	62,323.10	0.00 %		3.69 %	
KMM1	64.56	38.67	0.25	59.89 %	38,364.40	0.00 %		3.69 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	39.87	88.47	0.13	221.88 %	112,693.30	40.00 %	45,077.32	3.69 %	45,077.32
ERL2	80.74	130.34	0.11	161.44 %	128,148.20	40.00 %	51,259.28	3.69 %	51,259.28
TKS2	178.82	208.32	0.40	116.50 %	155,316.50	30.00 %	46,594.95	3.69 %	62,126.60
ASM1	70.79	74.78	0.18	105.63 %	88,278.30	25.00 %	22,069.58	3.69 %	22,069.58
PKD1	106.40	111.24	0.14	104.54 %	101,896.30	25.00 %	25,474.08	3.69 %	25,474.08
TKS1	159.89	162.35	0.17	101.54 %	168,121.20	25.00 %	42,030.30	3.69 %	42,030.30
UDN1	66.91	64.95	0.35	97.07 %	53,390.30	20.00 %	10,678.06	3.69 %	13,347.58
KYR1	60.76	56.57	0.42	93.10 %	54,123.80	15.00 %	8,118.57	3.69 %	10,824.76
RND1	159.25	148.23	0.27	93.08 %	159,154.60	15.00 %	23,873.19	3.69 %	31,830.92
TKY1	90.75	83.43	0.05	91.93 %	85,428.80	15.00 %	12,814.32	3.69 %	17,085.76
KVT1	252.37	231.63	0.03	91.78 %	276,388.00	15.00 %	41,458.20	3.69 %	55,277.60
KGL1	71.01	64.47	0.20	90.78 %	49,190.30	15.00 %	7,378.55	3.69 %	7,378.55
STU2	54.75	49.12	0.87	89.71 %	38,218.40	10.00 %	3,821.84	3.69 %	5,732.76
VNR1	68.55	61.44	0.08	89.62 %	51,212.90	10.00 %	5,121.29	3.69 %	7,681.94
TVL1	519.73	459.82	0.20	88.47 %	375,215.80	10.00 %	37,521.58	3.69 %	56,282.37
VNR2	277.83	243.76	0.19	87.74 %	218,079.30	10.00 %	21,807.93	3.69 %	32,711.90
TUT1	586.32	508.03	0.15	86.65 %	515,407.70	10.00 %	51,540.77	3.69 %	51,540.77
TCN1	132.42	112.38	0.27	84.87 %	122,445.20	10.00 %	12,244.52	3.69 %	12,244.52
RPM1	154.52	130.71	0.27	84.59 %	130,589.20	10.00 %	13,058.92	3.69 %	13,058.92
TUT2	221.32	183.26	0.26	82.80 %	144,364.70	10.00 %	14,436.47	3.69 %	14,436.47
VLY1	182.50	149.30	0.22	81.81 %	112,697.00	10.00 %	11,269.70	3.69 %	11,269.70
ARM1	51.20	41.54	0.68	81.12 %	36,488.00	10.00 %	3,648.80	3.69 %	3,648.80
PDI1	77.13	62.45	0.02	80.96 %	58,845.00	10.00 %	5,884.50	3.69 %	5,884.50
APK1	121.39	97.34	0.05	80.19 %	124,100.30	10.00 %	12,410.03	3.69 %	12,410.03
KSM1	46.33	37.01	0.00	79.89 %	26,378.40	0.00 %		3.69 %	2,637.84
SDI1	73.76	58.68	0.27	79.56 %	49,680.90	0.00 %		3.69 %	4,968.09
SNL1	105.85	83.16	0.31	78.57 %	54,358.80	0.00 %		3.69 %	5,435.88
SVK1	164.55	128.73	0.19	78.23 %	108,352.50	0.00 %		3.69 %	10,835.25
NGR1	463.14	341.53	0.20	73.74 %	201,775.90	0.00 %		3.69 %	
SGT1	56.30	40.09	0.00	71.20 %	28,423.90	0.00 %		3.69 %	
MAR1	193.11	125.99	0.07	65.24 %	94,921.70	0.00 %		3.69 %	
COL1	42.99	27.92	0.01	64.94 %	25,142.90	0.00 %		3.69 %	
MMT1	100.59	63.55	0.26	63.18 %	56,642.90	0.00 %		3.69 %	
VKM1	108.26	67.76	0.19	62.59 %	83,678.30	0.00 %		3.69 %	
TYI1	131.77	76.87	0.30	58.34 %	87,687.40	0.00 %		3.69 %	
TVL2	64.54	36.04	0.12	55.84 %	21,884.30	0.00 %		3.69 %	
ERL1	7.71	1.70	2.25	22.08 %	(16,066.00)	0.00 %		3.69 %	
APK2	0.00	46.93	0.00	0.00 %	73,512.10	0.00 %		0.00 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	59.08	68.46	0.20	115.88 %	56,633.70	30.00 %	16,990.11	3.69 %	22,653.48
TVR2	153.55	173.58	0.02	113.04 %	131,595.20	30.00 %	39,478.56	3.69 %	39,478.56
PDK1	61.95	68.73	0.03	110.96 %	61,689.70	30.00 %	18,506.91	3.69 %	18,506.91
KIK1	89.01	98.40	-0.17	110.55 %	97,151.70	30.00 %	29,145.51	3.69 %	29,145.51
NCK1	45.77	50.51	0.00	110.35 %	37,556.10	30.00 %	11,266.83	3.69 %	11,266.83
KRN1	56.47	61.11	-0.03	108.21 %	59,270.30	25.00 %	14,817.58	3.69 %	17,781.09
TTP1	100.80	106.97	0.04	106.12 %	84,725.20	25.00 %	21,181.30	3.69 %	25,417.56
MVM1	183.22	191.27	0.07	104.39 %	206,060.20	25.00 %	51,515.05	3.69 %	51,515.05
TRY3	93.75	97.70	0.03	104.21 %	71,532.90	25.00 %	17,883.23	3.69 %	17,883.23
AYR1	78.92	79.80	0.08	101.11 %	61,093.80	25.00 %	15,273.45	3.69 %	15,273.45
ORU1	72.66	72.33	0.00	99.55 %	77,316.70	20.00 %	15,463.34	3.69 %	19,329.18
MDI1	158.98	156.84	0.03	98.65 %	132,122.40	20.00 %	26,424.48	3.69 %	33,030.60
PBR2	228.13	211.36	-0.03	92.65 %	154,638.70	15.00 %	23,195.81	3.69 %	30,927.74
JKM1	108.09	100.14	0.08	92.65 %	78,250.70	15.00 %	11,737.61	3.69 %	15,650.14
MSI1	80.68	70.78	0.00	87.72 %	63,404.00	10.00 %	6,340.40	3.69 %	9,510.60
TYR1	135.45	116.76	0.05	86.20 %	85,722.70	10.00 %	8,572.27	3.69 %	8,572.27
TNJ2	179.03	152.92	0.21	85.41 %	132,280.10	10.00 %	13,228.01	3.69 %	13,228.01
KUM1	239.60	196.91	0.11	82.18 %	177,449.70	10.00 %	17,744.97	3.69 %	17,744.97
PBR1	72.60	58.41	0.05	80.46 %	43,110.60	10.00 %	4,311.06	3.69 %	4,311.06
TNJ1	242.90	194.88	0.10	80.23 %	149,719.50	10.00 %	14,971.95	3.69 %	14,971.95
PTK1	170.68	136.40	0.26	79.91 %	115,008.00	0.00 %		3.69 %	11,500.80
APM1	58.58	46.22	0.11	78.91 %	46,952.60	0.00 %		3.69 %	4,695.26
NMM1	79.31	61.10	-0.01	77.05 %	75,971.70	0.00 %		3.69 %	
NGT1	134.43	100.86	0.08	75.03 %	83,989.30	0.00 %		3.69 %	
TRY1	704.10	484.53	0.05	68.82 %	328,144.30	0.00 %		3.69 %	
TRY2	93.15	45.06	0.14	48.37 %	36,385.90	0.00 %		3.69 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	36.82	44.12	0.15	119.82 %	54,270.20	30.00 %	16,281.06	3.69 %	21,708.08
ANR1	18.85	20.62	0.20	109.37 %	25,991.40	25.00 %	6,497.85	3.69 %	7,797.42
KGI1	67.91	72.33	0.00	106.51 %	48,219.90	25.00 %	12,054.98	3.69 %	14,465.97
KMD1	39.83	42.06	0.00	105.59 %	69,358.10	25.00 %	17,339.53	3.69 %	17,339.53
DPM2	57.91	60.48	0.10	104.44 %	66,651.10	25.00 %	16,662.78	3.69 %	16,662.78
PDM1	38.03	39.70	0.13	104.38 %	44,141.30	25.00 %	11,035.33	3.69 %	11,035.33
TPR3	50.13	52.04	-0.06	103.81 %	86,903.60	25.00 %	21,725.90	3.69 %	21,725.90
CBE6	72.61	74.87	0.07	103.12 %	84,187.00	25.00 %	21,046.75	3.69 %	21,046.75
GBM1	52.05	53.33	0.32	102.46 %	37,949.90	25.00 %	9,487.48	3.69 %	9,487.48
MPM1	71.86	71.33	0.13	99.26 %	85,422.10	20.00 %	17,084.42	3.69 %	21,355.53
GDR1	54.92	52.67	-0.03	95.90 %	35,572.00	20.00 %	7,114.40	3.69 %	7,114.40
CBE1	76.31	72.68	-0.07	95.25 %	84,643.30	20.00 %	16,928.66	3.69 %	16,928.66
AVI1	58.46	54.49	0.33	93.20 %	48,901.50	15.00 %	7,335.23	3.69 %	9,780.30
KGM1	40.66	37.40	0.15	91.98 %	39,411.80	15.00 %	5,911.77	3.69 %	7,882.36
KMR1	167.49	153.08	-0.20	91.40 %	168,382.30	15.00 %	25,257.35	3.69 %	25,257.35
CNR1	59.29	52.46	0.00	88.47 %	42,707.00	10.00 %	4,270.70	3.69 %	6,406.05
TPR4	49.41	42.91	0.26	86.84 %	38,858.60	10.00 %	3,885.86	3.69 %	5,828.79
SYM2	55.59	47.87	0.00	86.13 %	47,281.40	10.00 %	4,728.14	3.69 %	4,728.14
SUL1	64.23	53.33	0.15	83.03 %	71,399.50	10.00 %	7,139.95	3.69 %	7,139.95
TPR2	123.45	100.75	0.06	81.61 %	78,922.00	10.00 %	7,892.20	3.69 %	7,892.20
CBE2	400.14	324.34	0.26	81.06 %	270,117.90	10.00 %	27,011.79	3.69 %	27,011.79
UAM1	150.98	121.61	0.07	80.55 %	90,334.60	10.00 %	9,033.46	3.69 %	9,033.46
TPR1	106.94	80.48	0.02	75.26 %	81,515.90	0.00 %		3.69 %	
PLI1	129.97	96.22	0.00	74.04 %	87,509.20	0.00 %		3.69 %	
CBE4	127.46	85.02	0.02	66.70 %	111,514.40	0.00 %		3.69 %	
CBE3	46.31	30.34	-0.09	65.52 %	38,906.50	0.00 %		3.69 %	
SNR1	103.66	61.32	0.03	59.16 %	72,458.60	0.00 %		3.69 %	
UMP1	74.72	44.20	0.00	59.15 %	30,902.10	0.00 %		3.69 %	
CBE5	0.00	9.32	0.00	0.00 %	8,582.20	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)
TEN2	77.41	84.12	0.25	108.67 %	55,965.00	25.00 %	13,991.25	3.69 %	16,789.50
DKI1	92.35	97.56	0.20	105.64 %	126,922.10	25.00 %	31,730.53	3.69 %	31,730.53
ADP1	64.77	63.66	0.06	98.28 %	64,068.50	20.00 %	12,813.70	3.69 %	16,017.13
MLR1	82.23	80.44	0.08	97.82 %	70,495.50	20.00 %	14,099.10	3.69 %	17,623.88
PKM1	48.63	46.73	0.13	96.09 %	44,961.20	20.00 %	8,992.24	3.69 %	8,992.24
SVG1	82.52	77.20	0.13	93.55 %	95,536.50	15.00 %	14,330.48	3.69 %	19,107.30
TMM1	125.11	109.50	0.01	87.52 %	84,484.90	10.00 %	8,448.49	3.69 %	12,672.74
DGL2	72.56	63.06	0.11	86.90 %	66,938.70	10.00 %	6,693.87	3.69 %	10,040.81
TPT1	91.10	78.29	-0.09	85.93 %	122,075.70	10.00 %	12,207.57	3.69 %	12,207.57
BTU1	46.96	40.26	0.41	85.72 %	45,291.60	10.00 %	4,529.16	3.69 %	4,529.16
MDU6	164.67	140.44	0.18	85.28 %	117,572.40	10.00 %	11,757.24	3.69 %	11,757.24
MDU2	209.86	177.57	0.21	84.61 %	156,822.60	10.00 %	15,682.26	3.69 %	15,682.26
NKI1	57.20	48.35	0.09	84.53 %	61,052.90	10.00 %	6,105.29	3.69 %	6,105.29
CBM1	112.91	94.91	0.09	84.06 %	106,296.50	10.00 %	10,629.65	3.69 %	10,629.65
PNI1	48.88	41.00	0.27	83.87 %	31,818.50	10.00 %	3,181.85	3.69 %	3,181.85
PVI1	87.17	72.39	0.22	83.04 %	92,457.00	10.00 %	9,245.70	3.69 %	9,245.70
DGL1	252.76	207.90	0.38	82.25 %	187,015.80	10.00 %	18,701.58	3.69 %	18,701.58
TDI1	70.57	57.83	0.18	81.95 %	70,819.00	10.00 %	7,081.90	3.69 %	7,081.90
BNR1	71.22	57.49	0.05	80.72 %	58,256.90	10.00 %	5,825.69	3.69 %	5,825.69
MPA1	98.19	77.93	0.05	79.37 %	95,574.10	0.00 %		3.69 %	9,557.41
PNV1	46.69	36.43	0.00	78.02 %	36,359.50	0.00 %		3.69 %	3,635.95
NTM1	67.84	51.59	0.20	76.05 %	44,075.40	0.00 %		3.69 %	
TEN1	110.71	83.70	0.41	75.60 %	69,128.90	0.00 %		3.69 %	
MDU1	532.50	397.48	0.16	74.64 %	300,871.10	0.00 %		3.69 %	
SGP1	72.54	53.81	0.11	74.18 %	88,038.90	0.00 %		3.69 %	
USL1	107.28	78.79	0.13	73.44 %	74,018.70	0.00 %		3.69 %	
MDU4	107.26	76.93	0.12	71.72 %	66,777.10	0.00 %		3.69 %	
CMR1	57.80	41.09	0.02	71.08 %	29,043.10	0.00 %		3.69 %	
ODM1	61.16	43.31	0.01	70.82 %	37,543.20	0.00 %		3.69 %	
MNM1	56.80	39.36	0.06	69.29 %	52,648.80	0.00 %		3.69 %	
KKD2	115.98	80.34	0.11	69.27 %	107,320.80	0.00 %		3.69 %	
ATG1	163.85	112.69	0.17	68.78 %	136,016.30	0.00 %		3.69 %	
KPT1	69.19	44.48	0.01	64.29 %	44,217.90	0.00 %		3.69 %	
KRR1	82.94	48.95	0.00	59.02 %	58,727.50	0.00 %		3.69 %	
MDU5	100.72	56.68	0.05	56.27 %	78,038.60	0.00 %		3.69 %	
MDU3	131.78	67.13	0.54	50.94 %	53,212.60	0.00 %		3.69 %	
KYK1	0.00	38.31	0.00	0.00 %	22,905.00	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	86.45	89.00	0.31	102.95 %	72,875.80	25.00 %	18,218.95	3.69 %	18,218.95
CH44	125.58	121.30	0.19	96.59 %	92,678.30	20.00 %	18,535.66	3.69 %	23,169.58
MC05	59.13	56.48	0.01	95.53 %	19,446.90	20.00 %	3,889.38	3.69 %	3,889.38
CH27	49.66	46.82	0.81	94.27 %	47,368.00	15.00 %	7,105.20	3.69 %	9,473.60
CH12	210.18	195.56	0.55	93.04 %	185,872.60	15.00 %	27,880.89	3.69 %	37,174.52
MJR1	180.93	167.03	0.18	92.32 %	121,543.30	15.00 %	18,231.50	3.69 %	24,308.66
CH34	169.31	154.97	0.09	91.53 %	132,824.50	15.00 %	19,923.68	3.69 %	19,923.68
PON1	91.89	80.58	0.52	87.69 %	80,029.80	10.00 %	8,002.98	3.69 %	12,004.47
CH43	117.32	102.47	0.19	87.34 %	109,283.70	10.00 %	10,928.37	3.69 %	16,392.56
CH23	80.98	67.95	0.02	83.90 %	54,172.30	10.00 %	5,417.23	3.69 %	5,417.23
CH41	132.45	110.84	0.31	83.68 %	100,058.10	10.00 %	10,005.81	3.69 %	10,005.81
CH06	167.29	137.47	0.06	82.17 %	123,615.10	10.00 %	12,361.51	3.69 %	12,361.51
CH31	62.99	50.98	0.38	80.93 %	50,148.10	10.00 %	5,014.81	3.69 %	5,014.81
CH21	290.89	234.63	0.17	80.66 %	164,077.80	10.00 %	16,407.78	3.69 %	16,407.78
CH03	397.22	319.66	0.30	80.47 %	292,036.70	10.00 %	29,203.67	3.69 %	29,203.67
CH17	89.56	71.01	0.18	79.28 %	78,021.00	0.00 %		3.69 %	7,802.10
CH33	153.32	120.57	0.17	78.64 %	113,755.40	0.00 %		3.69 %	11,375.54
MC06	44.11	33.23	0.70	75.33 %	18,155.30	0.00 %		3.69 %	
GPD1	138.67	103.93	0.08	74.95 %	57,541.10	0.00 %		3.69 %	
CH20	223.30	164.82	0.25	73.81 %	123,945.30	0.00 %		3.69 %	
CH18	217.99	160.59	0.30	73.67 %	181,650.80	0.00 %		3.69 %	
CH15	446.73	324.59	0.18	72.66 %	272,855.30	0.00 %		3.69 %	
CH46	90.28	65.05	0.28	72.05 %	59,632.90	0.00 %		3.69 %	
CH36	73.42	50.12	0.07	68.26 %	32,955.10	0.00 %		3.69 %	
CH32	37.05	23.71	2.16	64.01 %	17,317.20	0.00 %		3.69 %	
CH09	172.08	108.92	0.10	63.29 %	100,055.40	0.00 %		3.69 %	
CH24	169.78	91.93	0.31	54.15 %	95,962.50	0.00 %		3.69 %	
MC08	20.30	8.86	0.00	43.64 %	1,693.00	0.00 %		3.69 %	
CH01	21.18	2.00	0.00	9.45 %	1,720.20	0.00 %		3.69 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	58.49	64.43	0.28	110.15 %	53,555.80	30.00 %	16,066.74	3.69 %	16,066.74
MRM1	115.58	117.88	0.18	101.99 %	117,397.70	25.00 %	29,349.43	3.69 %	29,349.43
TKM1	74.04	74.75	0.11	100.96 %	86,876.00	25.00 %	21,719.00	3.69 %	21,719.00
GUD2	130.33	120.79	0.04	92.68 %	97,636.50	15.00 %	14,645.48	3.69 %	19,527.30
CH30	192.90	177.75	0.54	92.15 %	99,287.70	15.00 %	14,893.16	3.69 %	19,857.54
CH45	138.21	125.28	0.15	90.64 %	129,570.20	15.00 %	19,435.53	3.69 %	19,435.53
CH48	182.30	160.19	0.15	87.87 %	202,237.50	10.00 %	20,223.75	3.69 %	30,335.63
GUD1	147.83	128.38	0.27	86.84 %	167,905.20	10.00 %	16,790.52	3.69 %	25,185.78
CGL1	141.15	120.45	0.44	85.34 %	102,093.00	10.00 %	10,209.30	3.69 %	10,209.30
CH35	113.84	97.06	0.11	85.26 %	77,475.70	10.00 %	7,747.57	3.69 %	7,747.57
CH11	168.36	143.35	0.31	85.15 %	115,195.30	10.00 %	11,519.53	3.69 %	11,519.53
CH28	168.31	140.76	0.16	83.63 %	198,677.20	10.00 %	19,867.72	3.69 %	19,867.72
CH08	288.70	235.43	0.33	81.55 %	308,780.70	10.00 %	30,878.07	3.69 %	30,878.07
KNR1	112.11	89.86	0.02	80.15 %	91,010.70	10.00 %	9,101.07	3.69 %	9,101.07
CH05	280.95	224.22	0.18	79.81 %	184,729.20	0.00 %		3.69 %	18,472.92
CH38	111.76	88.77	0.08	79.43 %	106,157.10	0.00 %		3.69 %	10,615.71
CH16	333.89	263.69	0.16	78.98 %	279,073.70	0.00 %		3.69 %	27,907.37
CH14	339.97	266.81	0.21	78.48 %	232,677.90	0.00 %		3.69 %	23,267.79
CH42	256.30	200.73	0.13	78.32 %	189,407.90	0.00 %		3.69 %	18,940.79
SKL1	110.82	86.09	0.32	77.69 %	118,774.40	0.00 %		3.69 %	11,877.44
CH19	231.72	179.07	0.43	77.28 %	173,088.20	0.00 %		3.69 %	17,308.82
MC10	51.50	39.20	0.07	76.10 %	21,062.10	0.00 %		3.69 %	
AVD1	184.46	136.33	0.97	73.91 %	113,373.10	0.00 %		3.69 %	
CH26	54.08	35.62	0.12	65.86 %	34,031.80	0.00 %		3.69 %	
CH22	169.67	109.34	0.15	64.44 %	115,483.90	0.00 %		3.69 %	
CH07	242.24	154.61	0.36	63.82 %	143,356.30	0.00 %		3.69 %	
CH39	113.87	65.17	0.51	57.23 %	76,225.20	0.00 %		3.69 %	
CH40	122.37	69.33	0.34	56.66 %	36,442.90	0.00 %		3.69 %	
MC09	33.17	16.42	0.00	49.48 %	11,273.20	0.00 %		3.69 %	
CH29	58.54	24.76	0.79	42.29 %	30,416.20	0.00 %		3.69 %	
MC02	42.95	6.29	0.00	14.66 %	3,219.00	0.00 %		3.69 %	
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	3.09	9.58	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	16.27	0.03	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	14.02	0.47	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	9.34	0.94	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	30.56	0.22	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	5.90	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 %	