

Accu.Target 29,342.64 L	Sales 27,057.38 L	Achieved % 92.21 %	HO Budget+ % 0.00 %	Total Com. 232.07 L
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Note : Sales Period is From :01-Jul-2025 To :31-Jul-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	2,029.56	2,003.22	98.70 %	60,000.00	0.00 %	60,000.00
NORTH ARCOT	2,290.86	2,160.42	94.31 %	63,000.00	0.00 %	63,000.00
CHENNAI-01	3,892.80	3,592.11	92.28 %	105,000.00	0.00 %	105,000.00
SOUTH-01	5,162.07	4,726.14	91.56 %	0.00	0.00 %	0.00
TRICHY-01	3,347.76	2,990.20	89.32 %	0.00	0.00 %	0.00
WEST-02	2,883.42	2,543.35	88.21 %	0.00	0.00 %	0.00
CHENNAI-02	3,755.11	3,286.45	87.52 %	0.00	0.00 %	0.00
SOUTH-03	3,503.71	2,878.29	82.15 %	0.00	0.00 %	0.00
KL-SOUTH	265.29	210.59	79.38 %	0.00	0.00 %	0.00
WEST-01	2,212.06	1,737.14	78.53 %	0.00	0.00 %	0.00
OTHERS	0.00	929.46	0.00 %	0.00	0.00 %	0.00
Total	29,342.64	27,057.38	92.21 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	664.15	694.76	104.61%	90,000.00	0.00 %	90,000.00
	SA02	757.05	727.85	96.14%	52,500.00	0.00 %	52,500.00
	SA03	608.36	580.61	95.44%	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	772.71	763.43	98.80%	52,500.00	0.00 %	52,500.00
	NA03	670.84	617.71	92.08%	45,000.00	0.00 %	45,000.00
	NA02	847.31	779.28	91.97%	52,500.00	0.00 %	52,500.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	973.72	978.11	100.45%	135,000.00	0.00 %	135,000.00
	CH08	849.62	800.41	94.21%	60,000.00	0.00 %	60,000.00
	CH03	758.67	697.95	92.00%	45,000.00	0.00 %	45,000.00
	CH06	1,310.79	1,115.64	85.11%	0.00	0.00 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,129.06	1,108.10	98.14%	82,500.00	0.00 %	82,500.00
	TKS1	725.66	689.04	94.95%	45,000.00	0.00 %	45,000.00
	KVT1	892.29	832.47	93.30%	60,000.00	0.00 %	60,000.00
	VNR1	574.38	535.70	93.27%	37,500.00	0.00 %	37,500.00
	TVL1	877.73	750.95	85.56%	0.00	0.00 %	0.00
	NGR1	962.95	809.88	84.10%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	670.92	675.41	100.67%	90,000.00	0.00 %	90,000.00
	KUM1	661.67	641.56	96.96%	45,000.00	0.00 %	45,000.00
	PTK1	595.74	514.85	86.42%	0.00	0.00 %	0.00
	TRY1	1,419.43	1,158.39	81.61%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	606.04	582.41	96.10%	37,500.00	0.00 %	37,500.00
	HSR1	610.31	571.11	93.58%	37,500.00	0.00 %	37,500.00
	SLM1	898.38	764.66	85.12%	0.00	0.00 %	0.00
	ERD1	768.69	625.17	81.33%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	1,090.86	996.46	91.35%	67,500.00	0.00 %	67,500.00
	CH09	746.56	667.49	89.41%	0.00	0.00 %	0.00
	CH01	951.93	811.62	85.26%	0.00	0.00 %	0.00
	CH07	965.76	810.87	83.96%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	711.23	607.88	85.47%	0.00	0.00 %	0.00
	DGL1	1,013.30	861.92	85.06%	0.00	0.00 %	0.00
	SVG1	581.87	471.23	80.99%	0.00	0.00 %	0.00
	MDU2	1,062.99	848.49	79.82%	0.00	0.00 %	0.00
	KRR1	134.32	88.78	66.09%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	265.29	210.59	79.38%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PLI1	278.70	259.67	93.17%	15,000.00	0.00 %	15,000.00
	TPR4	287.80	232.87	80.91%	0.00	0.00 %	0.00
	UAM1	449.08	362.81	80.79%	0.00	0.00 %	0.00
	TPR1	289.95	216.47	74.66%	0.00	0.00 %	0.00
	CBE1	906.53	665.33	73.39%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	20.06	0.00%	0.00	0.00 %	0.00
	CH02	0.00	364.77	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	435.89	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	29.96	0.00%	0.00	0.00 %	0.00
	NA01	0.00	0.75	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.11	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	29.58	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	19.38	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	28.98	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	105.58	123.89	-2.01	117.34 %	101,476.60	30.00 %	30,442.98	0.00 %	30,442.98
PRT1	65.73	75.33	-2.09	114.61 %	64,043.20	30.00 %	19,212.96	0.00 %	19,212.96
MKM1	46.78	52.89	-1.27	113.05 %	52,988.10	30.00 %	15,896.43	0.00 %	15,896.43
POY1	169.85	188.57	-2.82	111.02 %	193,476.00	30.00 %	58,042.80	0.00 %	58,042.80
POY2	135.55	149.14	-3.00	110.02 %	134,506.60	30.00 %	40,351.98	0.00 %	40,351.98
TRK1	130.82	139.88	-2.15	106.92 %	117,125.50	25.00 %	29,281.38	0.00 %	29,281.38
KLM1	103.85	106.13	-2.11	102.20 %	110,165.10	25.00 %	27,541.28	0.00 %	27,541.28
VPM1	36.63	37.14	-2.39	101.40 %	29,359.10	25.00 %	7,339.78	0.00 %	7,339.78
SJI1	89.46	90.51	-1.56	101.17 %	56,667.50	25.00 %	14,166.88	0.00 %	14,166.88
VPM2	105.24	105.92	-2.90	100.64 %	74,401.60	25.00 %	18,600.40	0.00 %	18,600.40
KML1	58.47	58.75	-3.68	100.48 %	42,183.00	25.00 %	10,545.75	0.00 %	10,545.75
CUD1	208.12	198.04	-2.14	95.16 %	175,402.30	20.00 %	35,080.46	0.00 %	35,080.46
CDM1	130.10	120.81	-2.85	92.86 %	114,406.90	15.00 %	17,161.04	0.00 %	17,161.04
TDM1	86.50	79.31	-2.90	91.68 %	64,136.70	15.00 %	9,620.51	0.00 %	9,620.51
NVL2	133.67	121.01	-4.11	90.53 %	91,667.70	15.00 %	13,750.16	0.00 %	13,750.16
TVM2	92.93	84.04	-1.84	90.44 %	40,909.90	15.00 %	6,136.49	0.00 %	6,136.49
KKI2	135.80	120.54	-3.00	88.76 %	92,980.00	10.00 %	9,298.00	0.00 %	9,298.00
STP1	49.93	43.25	-2.56	86.61 %	31,205.90	10.00 %	3,120.59	0.00 %	3,120.59
VCM1	77.77	64.27	-2.93	82.64 %	44,964.90	10.00 %	4,496.49	0.00 %	4,496.49
TVM1	66.78	43.82	-1.37	65.61 %	24,991.40	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	54.40	62.89	-2.60	115.61 %	45,434.80	30.00 %	13,630.44	0.00 %	13,630.44
CPT1	40.56	45.63	-2.14	112.51 %	47,738.60	30.00 %	14,321.58	0.00 %	14,321.58
GDM1	70.23	77.01	-2.49	109.66 %	54,023.90	25.00 %	13,505.98	0.00 %	13,505.98
ARC2	71.37	75.17	-1.94	105.33 %	69,165.50	25.00 %	17,291.38	0.00 %	17,291.38
SBR1	113.99	117.89	-2.48	103.42 %	119,488.40	25.00 %	29,872.10	0.00 %	29,872.10
AKM1	93.49	96.65	-2.69	103.38 %	81,150.20	25.00 %	20,287.55	0.00 %	20,287.55
KPM2	247.09	254.58	-3.28	103.03 %	166,366.20	25.00 %	41,591.55	0.00 %	41,591.55
BGR1	57.29	58.31	-1.79	101.78 %	58,333.00	25.00 %	14,583.25	0.00 %	14,583.25
WJP1	61.22	61.82	-2.11	100.98 %	49,525.80	25.00 %	12,381.45	0.00 %	12,381.45
TRR1	165.91	167.41	-3.45	100.91 %	100,039.90	25.00 %	25,009.98	0.00 %	25,009.98
VSI1	86.71	87.39	-1.56	100.79 %	96,796.80	25.00 %	24,199.20	0.00 %	24,199.20
ANI1	50.64	50.99	-1.89	100.68 %	37,728.10	25.00 %	9,432.03	0.00 %	9,432.03
WJD1	89.56	89.90	-2.02	100.38 %	101,301.70	25.00 %	25,325.43	0.00 %	25,325.43
CYR1	55.58	53.00	-1.75	95.36 %	45,940.00	20.00 %	9,188.00	0.00 %	9,188.00
VEL2	141.90	134.96	-2.12	95.11 %	125,420.80	20.00 %	25,084.16	0.00 %	25,084.16
PLR1	46.96	43.62	-1.67	92.89 %	39,218.40	15.00 %	5,882.76	0.00 %	5,882.76
CGM1	77.69	69.22	-1.53	89.10 %	49,607.80	10.00 %	4,960.78	0.00 %	4,960.78
UGI1	53.59	47.26	-1.78	88.19 %	43,454.70	10.00 %	4,345.47	0.00 %	4,345.47
ABR1	86.54	74.61	-2.32	86.21 %	64,537.50	10.00 %	6,453.75	0.00 %	6,453.75
SLG1	53.27	45.88	-1.23	86.13 %	43,387.90	10.00 %	4,338.79	0.00 %	4,338.79
PTU1	38.03	31.47	-1.45	82.76 %	23,440.80	10.00 %	2,344.08	0.00 %	2,344.08
TRT1	69.59	56.88	-2.96	81.74 %	57,226.00	10.00 %	5,722.60	0.00 %	5,722.60
TRL1	157.81	126.98	-3.15	80.47 %	123,696.70	10.00 %	12,369.67	0.00 %	12,369.67
KPM1	103.76	81.32	-3.07	78.38 %	70,302.50	0.00 %		0.00 %	
VEL1	203.68	149.56	-3.13	73.43 %	121,752.90	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	46.70	62.59	-1.84	134.03 %	53,324.10	40.00 %	21,329.64	0.00 %	21,329.64
CH35	88.73	100.36	-1.91	113.11 %	88,289.20	30.00 %	26,486.76	0.00 %	26,486.76
CH48	124.79	136.91	-2.03	109.71 %	153,949.80	25.00 %	38,487.45	0.00 %	38,487.45
CH05	218.62	234.64	-4.81	107.33 %	189,705.10	25.00 %	47,426.28	0.00 %	47,426.28
CH45	109.50	117.08	-2.94	106.92 %	105,556.50	25.00 %	26,389.13	0.00 %	26,389.13
CH28	128.47	137.14	-1.82	106.75 %	213,085.00	25.00 %	53,271.25	0.00 %	53,271.25
CH19	190.58	198.11	-6.36	103.95 %	195,499.50	25.00 %	48,874.88	0.00 %	48,874.88
MRM1	99.32	103.10	-1.94	103.81 %	100,480.40	25.00 %	25,120.10	0.00 %	25,120.10
CH14	278.73	282.69	-4.12	101.42 %	234,107.40	25.00 %	58,526.85	0.00 %	58,526.85
KNR1	97.54	98.65	-1.69	101.14 %	108,592.60	25.00 %	27,148.15	0.00 %	27,148.15
CH38	95.65	96.16	-2.05	100.53 %	103,894.70	25.00 %	25,973.68	0.00 %	25,973.68
CH11	123.22	123.54	-3.28	100.26 %	122,917.90	25.00 %	30,729.48	0.00 %	30,729.48
GUD1	126.43	124.16	-2.26	98.20 %	170,780.70	20.00 %	34,156.14	0.00 %	34,156.14
CH30	140.12	132.94	-4.09	94.88 %	89,379.70	15.00 %	13,406.96	0.00 %	13,406.96
AVD1	145.85	132.89	-3.18	91.11 %	103,948.60	15.00 %	15,592.29	0.00 %	15,592.29
CH22	137.72	125.22	-2.26	90.93 %	136,519.00	15.00 %	20,477.85	0.00 %	20,477.85
MC10	44.43	40.38	-0.34	90.88 %	22,315.80	15.00 %	3,347.37	0.00 %	3,347.37
GUD2	110.01	97.85	-3.70	88.95 %	82,417.40	10.00 %	8,241.74	0.00 %	8,241.74
CH08	262.63	232.59	-2.90	88.56 %	289,999.80	10.00 %	28,999.98	0.00 %	28,999.98
CH16	280.28	243.97	-2.61	87.05 %	249,643.00	10.00 %	24,964.30	0.00 %	24,964.30
CH07	188.61	160.98	-2.62	85.35 %	155,062.40	10.00 %	15,506.24	0.00 %	15,506.24
CH42	174.08	147.69	-3.52	84.84 %	164,302.50	10.00 %	16,430.25	0.00 %	16,430.25
TKM1	76.34	62.64	-1.48	82.05 %	64,392.90	10.00 %	6,439.29	0.00 %	6,439.29
CGL1	96.19	77.56	-2.33	80.64 %	64,262.00	10.00 %	6,426.20	0.00 %	6,426.20
SKL1	96.45	75.18	-2.54	77.95 %	83,906.50	0.00 %		0.00 %	
CH39	89.42	66.45	-3.59	74.31 %	73,559.50	0.00 %		0.00 %	
MC09	34.30	21.70	0.06	63.27 %	9,926.30	0.00 %		0.00 %	
CH26	54.97	31.99	-2.73	58.20 %	33,862.30	0.00 %		0.00 %	
CH40	110.01	62.32	-2.78	56.65 %	31,192.80	0.00 %		0.00 %	
MC02	42.54	23.66	-0.08	55.61 %	9,467.10	0.00 %		0.00 %	
CH29	80.57	40.97	-4.88	50.85 %	32,106.10	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	46.33	138.18	-7.30	298.25 %	143,414.50	40.00 %	57,365.80	0.00 %	57,365.80
STU2	59.52	71.44	-5.76	120.03 %	45,774.30	40.00 %	18,309.72	0.00 %	18,309.72
SDI1	58.70	66.42	-4.00	113.14 %	53,912.00	30.00 %	16,173.60	0.00 %	16,173.60
RPM1	125.16	134.16	-4.43	107.19 %	118,383.30	25.00 %	29,595.83	0.00 %	29,595.83
ASM1	63.74	68.20	-4.10	106.99 %	59,511.40	25.00 %	14,877.85	0.00 %	14,877.85
VNR1	79.06	83.42	-4.70	105.52 %	66,848.70	25.00 %	16,712.18	0.00 %	16,712.18
KVT1	242.39	252.21	-2.72	104.05 %	306,339.10	25.00 %	76,584.78	0.00 %	76,584.78
ARM1	49.02	49.18	-3.50	100.32 %	41,742.60	25.00 %	10,435.65	0.00 %	10,435.65
KGL1	73.96	74.07	-1.88	100.14 %	57,104.30	25.00 %	14,276.08	0.00 %	14,276.08
TUT2	211.32	210.25	-4.56	99.49 %	174,176.50	20.00 %	34,835.30	0.00 %	34,835.30
VNR2	234.45	232.17	-2.32	99.03 %	207,749.50	20.00 %	41,549.90	0.00 %	41,549.90
KSM1	42.09	41.57	-3.74	98.78 %	28,403.50	20.00 %	5,680.70	0.00 %	5,680.70
KYR1	72.08	70.00	-2.67	97.11 %	76,994.20	20.00 %	15,398.84	0.00 %	15,398.84
PKD1	137.16	131.35	-1.94	95.76 %	128,323.70	20.00 %	25,664.74	0.00 %	25,664.74
SNL1	83.52	78.67	-4.95	94.20 %	56,808.60	15.00 %	8,521.29	0.00 %	8,521.29
UDN1	90.32	83.96	-6.80	92.96 %	51,201.90	15.00 %	7,680.29	0.00 %	7,680.29
PDI1	66.10	61.27	-3.23	92.69 %	52,795.70	15.00 %	7,919.36	0.00 %	7,919.36
VLY1	178.73	162.90	-4.37	91.14 %	109,054.30	15.00 %	16,358.15	0.00 %	16,358.15
TKS1	196.04	177.55	-3.45	90.57 %	175,050.90	15.00 %	26,257.64	0.00 %	26,257.64
TKS2	221.69	198.36	-4.22	89.48 %	137,996.90	10.00 %	13,799.69	0.00 %	13,799.69
ERL1	72.61	64.70	-2.54	89.11 %	83,409.10	10.00 %	8,340.91	0.00 %	8,340.91
SGT1	57.97	51.29	-2.26	88.48 %	39,153.70	10.00 %	3,915.37	0.00 %	3,915.37
TUT1	582.84	513.44	-3.92	88.09 %	521,177.00	10.00 %	52,117.70	0.00 %	52,117.70
SVK1	142.05	122.54	-4.19	86.27 %	122,646.00	10.00 %	12,264.60	0.00 %	12,264.60
MMT1	88.02	74.04	-3.78	84.11 %	55,670.60	10.00 %	5,567.06	0.00 %	5,567.06
TKY1	101.64	85.29	-3.10	83.91 %	79,335.60	10.00 %	7,933.56	0.00 %	7,933.56
VKM1	66.94	55.71	-1.49	83.22 %	75,857.20	10.00 %	7,585.72	0.00 %	7,585.72
TVL1	527.62	435.10	-5.21	82.46 %	313,565.90	10.00 %	31,356.59	0.00 %	31,356.59
NGR1	336.20	276.72	-6.35	82.31 %	178,393.40	10.00 %	17,839.34	0.00 %	17,839.34
APK1	118.82	97.56	-3.20	82.11 %	102,136.20	10.00 %	10,213.62	0.00 %	10,213.62
MAR1	273.58	223.07	-6.17	81.54 %	118,288.20	10.00 %	11,828.82	0.00 %	11,828.82
TCN1	125.64	97.58	-3.69	77.66 %	104,512.70	0.00 %		0.00 %	
RND1	230.68	173.09	-3.21	75.03 %	204,460.90	0.00 %		0.00 %	
COL1	47.46	35.13	-3.04	74.02 %	26,730.20	0.00 %		0.00 %	
TVL2	58.62	35.58	-4.38	60.70 %	19,351.30	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	50.43	62.00	-3.06	122.94 %	54,546.40	40.00 %	21,818.56	0.00 %	21,818.56
KIK1	71.75	85.46	-4.09	119.10 %	83,948.90	30.00 %	25,184.67	0.00 %	25,184.67
KRN1	49.28	57.94	-1.39	117.57 %	53,067.90	30.00 %	15,920.37	0.00 %	15,920.37
TVR2	130.52	146.78	-4.65	112.46 %	110,785.70	30.00 %	33,235.71	0.00 %	33,235.71
MVM1	139.52	155.38	-2.80	111.37 %	170,795.10	30.00 %	51,238.53	0.00 %	51,238.53
ORU1	62.57	67.03	-1.90	107.12 %	60,512.40	25.00 %	15,128.10	0.00 %	15,128.10
PDK1	50.18	52.65	-5.10	104.92 %	47,653.90	25.00 %	11,913.48	0.00 %	11,913.48
PBR2	196.00	202.60	-3.44	103.37 %	157,349.70	25.00 %	39,337.43	0.00 %	39,337.43
AYR1	66.52	64.32	-2.78	96.69 %	54,340.10	20.00 %	10,868.02	0.00 %	10,868.02
MDI1	103.72	100.03	-3.50	96.44 %	95,251.80	20.00 %	19,050.36	0.00 %	19,050.36
TNJ2	158.53	151.41	-4.48	95.51 %	121,851.90	20.00 %	24,370.38	0.00 %	24,370.38
TNJ1	212.09	196.60	-4.78	92.70 %	133,084.60	15.00 %	19,962.69	0.00 %	19,962.69
JKM1	94.64	87.67	-2.38	92.63 %	73,248.90	15.00 %	10,987.34	0.00 %	10,987.34
NGT1	116.23	106.40	-3.92	91.55 %	103,328.00	15.00 %	15,499.20	0.00 %	15,499.20
PBR1	64.49	58.39	-2.89	90.54 %	56,085.10	15.00 %	8,412.77	0.00 %	8,412.77
NMM1	69.47	62.68	-2.16	90.23 %	65,275.60	15.00 %	9,791.34	0.00 %	9,791.34
TTP1	96.25	84.83	-2.31	88.14 %	63,770.00	10.00 %	6,377.00	0.00 %	6,377.00
TYR1	99.67	87.78	-3.15	88.08 %	65,139.30	10.00 %	6,513.93	0.00 %	6,513.93
PTK1	141.00	123.73	-3.34	87.75 %	116,737.20	10.00 %	11,673.72	0.00 %	11,673.72
TRY1	745.39	612.81	-7.90	82.21 %	327,755.00	10.00 %	32,775.50	0.00 %	32,775.50
KUM1	197.08	158.51	-4.83	80.43 %	122,431.40	10.00 %	12,243.14	0.00 %	12,243.14
TRY2	72.35	54.64	-7.23	75.52 %	37,916.40	0.00 %		0.00 %	
NCK1	49.48	31.22	-3.64	63.09 %	20,519.60	0.00 %		0.00 %	
MSI1	102.65	61.19	-2.02	59.61 %	51,990.30	0.00 %		0.00 %	
TRY3	138.88	80.98	-3.27	58.31 %	63,624.50	0.00 %		0.00 %	
APM1	69.07	37.18	-2.09	53.83 %	43,407.70	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	77.47	95.31	-4.63	123.02 %	84,506.90	40.00 %	33,802.76	0.00 %	33,802.76
PLC1	45.82	55.72	-1.21	121.62 %	53,394.10	40.00 %	21,357.64	0.00 %	21,357.64
TRM1	90.13	100.35	-1.94	111.34 %	83,065.50	30.00 %	24,919.65	0.00 %	24,919.65
SGI1	53.71	58.25	-1.45	108.45 %	58,395.80	25.00 %	14,598.95	0.00 %	14,598.95
BMD1	69.75	71.88	-5.94	103.06 %	58,038.70	25.00 %	14,509.68	0.00 %	14,509.68
MCR1	88.92	91.01	-3.27	102.35 %	71,719.90	25.00 %	17,929.98	0.00 %	17,929.98
VKL1	36.68	37.53	-2.43	102.32 %	41,622.80	25.00 %	10,405.70	0.00 %	10,405.70
OML1	77.03	78.42	-1.03	101.81 %	79,220.10	25.00 %	19,805.03	0.00 %	19,805.03
DPR2	52.60	50.32	-3.36	95.66 %	45,507.20	20.00 %	9,101.44	0.00 %	9,101.44
DPR1	46.14	44.10	-5.65	95.58 %	38,302.80	20.00 %	7,660.56	0.00 %	7,660.56
KRI1	74.52	71.09	-2.85	95.39 %	52,884.40	20.00 %	10,576.88	0.00 %	10,576.88
HRR1	67.37	63.86	-1.40	94.79 %	47,765.40	15.00 %	7,164.81	0.00 %	7,164.81
EPI1	72.20	68.20	-2.34	94.46 %	56,748.10	15.00 %	8,512.22	0.00 %	8,512.22
EDP1	52.81	49.80	-3.23	94.30 %	29,909.10	15.00 %	4,486.37	0.00 %	4,486.37
PMP1	76.10	70.46	-1.22	92.59 %	51,174.10	15.00 %	7,676.12	0.00 %	7,676.12
TCG1	45.43	41.14	-4.26	90.55 %	28,186.60	15.00 %	4,227.99	0.00 %	4,227.99
ERD2	126.00	113.97	-3.31	90.46 %	138,679.00	15.00 %	20,801.85	0.00 %	20,801.85
VPD1	110.91	99.99	-1.30	90.16 %	102,891.00	15.00 %	15,433.65	0.00 %	15,433.65
HSR2	161.23	144.92	-3.55	89.89 %	115,988.20	10.00 %	11,598.82	0.00 %	11,598.82
KVP1	72.19	64.73	-3.22	89.67 %	52,842.70	10.00 %	5,284.27	0.00 %	5,284.27
SLM2	98.60	87.32	-4.59	88.56 %	69,951.60	10.00 %	6,995.16	0.00 %	6,995.16
SLM1	249.96	217.73	-3.38	87.11 %	133,708.10	10.00 %	13,370.81	0.00 %	13,370.81
ATU1	110.44	95.53	-2.55	86.50 %	72,090.70	10.00 %	7,209.07	0.00 %	7,209.07
HSR1	126.74	105.93	-2.32	83.58 %	113,568.30	10.00 %	11,356.83	0.00 %	11,356.83
PDR1	45.56	38.05	-3.81	83.53 %	39,742.30	10.00 %	3,974.23	0.00 %	3,974.23
SLM3	125.72	93.89	-2.74	74.68 %	65,353.40	0.00 %		0.00 %	
ERD1	139.84	103.79	-5.00	74.22 %	85,413.90	0.00 %		0.00 %	
MTR1	114.10	82.46	-1.90	72.27 %	78,332.20	0.00 %		0.00 %	
KMM1	61.36	44.34	-2.80	72.26 %	40,214.10	0.00 %		0.00 %	
APN1	77.74	52.21	-1.22	67.15 %	61,631.30	0.00 %		0.00 %	
CMI1	46.54	31.08	-2.21	66.79 %	37,267.20	0.00 %		0.00 %	
NKL2	147.18	98.22	-2.65	66.73 %	92,567.40	0.00 %		0.00 %	
SGG1	42.63	21.73	-3.26	50.98 %	16,946.80	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	59.12	66.62	-6.47	112.69 %	51,860.50	30.00 %	15,558.15	0.00 %	15,558.15
PON1	75.95	79.86	-1.56	105.15 %	70,502.90	25.00 %	17,625.73	0.00 %	17,625.73
CH34	178.32	183.03	-2.46	102.64 %	159,486.30	25.00 %	39,871.58	0.00 %	39,871.58
CH43	110.26	112.51	-1.91	102.04 %	138,844.90	25.00 %	34,711.23	0.00 %	34,711.23
CH44	118.43	119.69	-1.54	101.06 %	119,387.60	25.00 %	29,846.90	0.00 %	29,846.90
CH06	152.08	153.14	-1.31	100.70 %	149,054.20	25.00 %	37,263.55	0.00 %	37,263.55
CH17	84.75	84.94	-2.20	100.23 %	91,161.30	25.00 %	22,790.33	0.00 %	22,790.33
CH41	123.74	118.87	-2.43	96.06 %	112,030.10	20.00 %	22,406.02	0.00 %	22,406.02
UKI1	91.73	85.77	-1.88	93.50 %	75,991.20	15.00 %	11,398.68	0.00 %	11,398.68
MC05	58.71	54.40	-0.44	92.66 %	13,538.20	15.00 %	2,030.73	0.00 %	2,030.73
CH21	257.99	237.26	-2.94	91.96 %	164,214.80	15.00 %	24,632.22	0.00 %	24,632.22
CH12	187.92	171.37	-2.40	91.20 %	178,359.20	15.00 %	26,753.88	0.00 %	26,753.88
CH03	380.31	339.42	-3.16	89.25 %	300,133.70	10.00 %	30,013.37	0.00 %	30,013.37
CH31	57.10	50.34	-1.34	88.16 %	48,872.00	10.00 %	4,887.20	0.00 %	4,887.20
CH15	391.52	339.44	-3.08	86.70 %	290,108.40	10.00 %	29,010.84	0.00 %	29,010.84
CH20	194.79	167.97	-2.14	86.23 %	157,897.10	10.00 %	15,789.71	0.00 %	15,789.71
CH23	57.16	48.00	-2.03	83.97 %	42,814.60	10.00 %	4,281.46	0.00 %	4,281.46
CH33	134.37	110.01	-2.13	81.87 %	122,576.40	10.00 %	12,257.64	0.00 %	12,257.64
CH18	194.54	157.15	-1.36	80.78 %	197,637.30	10.00 %	19,763.73	0.00 %	19,763.73
CH09	149.10	119.42	-3.06	80.09 %	126,943.00	0.00 %		0.00 %	
MJR1	195.08	152.27	-2.04	78.05 %	136,124.10	0.00 %		0.00 %	
CH24	133.83	100.16	-2.71	74.84 %	108,659.10	0.00 %		0.00 %	
GPD1	114.65	84.18	-4.02	73.43 %	60,672.60	0.00 %		0.00 %	
CH27	52.22	37.77	-2.52	72.34 %	39,153.00	0.00 %		0.00 %	
CH01	11.02	7.11	-3.90	64.51 %	8,158.90	0.00 %		0.00 %	
CH36	85.11	51.78	-3.58	60.84 %	41,731.30	0.00 %		0.00 %	
MC06	48.37	28.61	-0.73	59.15 %	16,769.50	0.00 %		0.00 %	
CH32	36.34	20.17	-3.15	55.51 %	15,911.90	0.00 %		0.00 %	
MC08	20.60	5.20	-0.75	25.23 %	3,193.50	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	108.37	119.73	-5.48	110.48 %	93,032.80	30.00 %	27,909.84	0.00 %	27,909.84
MDU5	81.72	82.90	-2.95	101.45 %	86,589.40	25.00 %	21,647.35	0.00 %	21,647.35
ATG1	110.19	108.60	-6.08	98.55 %	114,854.40	20.00 %	22,970.88	0.00 %	22,970.88
DKI1	96.92	93.77	-2.73	96.75 %	106,878.10	20.00 %	21,375.62	0.00 %	21,375.62
SVG1	90.49	86.23	-3.11	95.29 %	103,107.00	20.00 %	20,621.40	0.00 %	20,621.40
PNV1	47.00	42.86	-6.65	91.19 %	31,379.50	15.00 %	4,706.93	0.00 %	4,706.93
TMM1	136.58	124.44	-6.70	91.11 %	73,914.50	15.00 %	11,087.18	0.00 %	11,087.18
PKM1	45.18	40.51	-3.65	89.67 %	31,637.60	10.00 %	3,163.76	0.00 %	3,163.76
MDU1	391.70	347.60	-5.53	88.74 %	233,055.70	10.00 %	23,305.57	0.00 %	23,305.57
DGL1	233.00	206.02	-5.91	88.42 %	159,142.30	10.00 %	15,914.23	0.00 %	15,914.23
MPA1	86.61	75.96	-2.47	87.70 %	90,457.80	10.00 %	9,045.78	0.00 %	9,045.78
ADP1	62.81	54.23	-2.55	86.34 %	51,823.10	10.00 %	5,182.31	0.00 %	5,182.31
MDU2	193.45	161.95	-5.25	83.72 %	140,399.60	10.00 %	14,039.96	0.00 %	14,039.96
TPT1	86.28	71.89	-2.46	83.32 %	115,909.80	10.00 %	11,590.98	0.00 %	11,590.98
PVI1	79.58	66.06	-2.16	83.01 %	80,180.50	10.00 %	8,018.05	0.00 %	8,018.05
USL1	70.60	58.35	-3.11	82.64 %	52,852.00	10.00 %	5,285.20	0.00 %	5,285.20
BNR1	69.77	56.79	-3.35	81.39 %	47,007.70	10.00 %	4,700.77	0.00 %	4,700.77
TDI1	98.80	80.26	-2.71	81.23 %	83,676.70	10.00 %	8,367.67	0.00 %	8,367.67
KKD2	83.02	67.04	-4.26	80.75 %	86,184.30	10.00 %	8,618.43	0.00 %	8,618.43
MDU3	111.04	89.27	-4.59	80.39 %	74,251.00	10.00 %	7,425.10	0.00 %	7,425.10
SGP1	50.95	38.79	-2.86	76.13 %	45,711.00	0.00 %		0.00 %	
KPT1	61.12	46.09	-2.95	75.41 %	43,449.60	0.00 %		0.00 %	
MDU6	172.27	126.10	-4.96	73.20 %	98,384.10	0.00 %		0.00 %	
PNI1	54.19	39.62	-2.75	73.12 %	23,071.60	0.00 %		0.00 %	
TEN2	101.62	74.01	-6.88	72.83 %	54,100.70	0.00 %		0.00 %	
BTU1	41.67	29.76	-2.86	71.42 %	33,365.00	0.00 %		0.00 %	
CMR1	56.18	39.95	-3.27	71.12 %	26,263.40	0.00 %		0.00 %	
NTM1	68.89	48.32	-3.19	70.14 %	38,044.70	0.00 %		0.00 %	
ODM1	59.95	42.00	-3.21	70.06 %	29,646.00	0.00 %		0.00 %	
MLR1	72.93	50.36	-3.52	69.05 %	50,734.50	0.00 %		0.00 %	
MDU4	97.15	66.90	-4.37	68.86 %	52,296.50	0.00 %		0.00 %	
MNM1	58.49	38.62	-3.32	66.03 %	42,442.80	0.00 %		0.00 %	
TEN1	90.33	59.55	-4.11	65.93 %	47,032.30	0.00 %		0.00 %	
DGL2	97.19	61.49	-5.06	63.27 %	54,974.50	0.00 %		0.00 %	
KRR1	74.37	46.78	-6.42	62.90 %	36,908.20	0.00 %		0.00 %	
NKI1	63.30	35.49	-2.58	56.07 %	49,144.00	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)
PAS1	62.11	51.31	-5.72	82.61 %	33,897.90	10.00 %	3,389.79	0.00 %	3,389.79
TVP1	203.18	159.28	-8.79	78.40 %	139,864.80	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	40.94	46.56	-3.10	113.72 %	57,446.40	30.00 %	17,233.92	0.00 %	17,233.92
PPI1	41.06	41.32	-1.85	100.64 %	45,583.50	25.00 %	11,395.88	0.00 %	11,395.88
GDR1	55.92	56.12	-1.77	100.36 %	38,683.20	25.00 %	9,670.80	0.00 %	9,670.80
DPM2	53.14	53.26	-1.99	100.22 %	57,578.70	25.00 %	14,394.68	0.00 %	14,394.68
UMP1	53.44	53.21	-5.39	99.58 %	40,358.90	20.00 %	8,071.78	0.00 %	8,071.78
KGM1	42.78	40.84	-3.31	95.46 %	48,845.20	20.00 %	9,769.04	0.00 %	9,769.04
ANR1	21.98	20.75	-2.17	94.40 %	27,034.20	15.00 %	4,055.13	0.00 %	4,055.13
GBM1	54.86	50.71	-1.85	92.44 %	32,349.10	15.00 %	4,852.37	0.00 %	4,852.37
KMD1	39.76	35.82	-2.27	90.09 %	50,929.30	10.00 %	5,092.93	0.00 %	5,092.93
PLI1	92.04	81.40	-4.01	88.44 %	92,720.20	10.00 %	9,272.02	0.00 %	9,272.02
CBE1	61.23	51.51	-4.68	84.13 %	53,885.10	10.00 %	5,388.51	0.00 %	5,388.51
PDM1	37.30	30.96	-3.17	83.01 %	27,307.50	10.00 %	2,730.75	0.00 %	2,730.75
TPR2	111.71	92.44	-4.62	82.75 %	75,728.00	10.00 %	7,572.80	0.00 %	7,572.80
CBE4	104.63	86.42	-3.44	82.59 %	103,315.90	10.00 %	10,331.59	0.00 %	10,331.59
SNR1	74.82	61.18	-3.76	81.76 %	66,995.10	10.00 %	6,699.51	0.00 %	6,699.51
KGI1	78.92	64.47	-2.06	81.69 %	35,871.10	10.00 %	3,587.11	0.00 %	3,587.11
UAM1	130.04	104.99	-2.60	80.74 %	76,864.70	10.00 %	7,686.47	0.00 %	7,686.47
SYM2	51.34	39.05	-2.99	76.06 %	36,494.60	0.00 %		0.00 %	
TPR4	58.19	43.95	-3.28	75.53 %	38,821.80	0.00 %		0.00 %	
CBE2	350.24	263.75	-4.33	75.31 %	228,505.60	0.00 %		0.00 %	
CNR1	66.17	47.86	-1.59	72.32 %	47,215.50	0.00 %		0.00 %	
CBE3	39.84	28.46	-3.57	71.44 %	40,488.70	0.00 %		0.00 %	
TPR1	105.15	73.61	-3.49	70.00 %	55,964.10	0.00 %		0.00 %	
TPR3	73.09	50.42	-3.05	68.99 %	68,545.50	0.00 %		0.00 %	
MPM1	78.27	53.54	-3.36	68.41 %	60,407.70	0.00 %		0.00 %	
AVI1	60.37	37.08	-3.80	61.42 %	36,643.20	0.00 %		0.00 %	
KMR1	130.04	76.22	-1.82	58.61 %	88,909.90	0.00 %		0.00 %	
CBE6	104.79	51.23	-3.47	48.89 %	65,693.60	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	254.53	5.32	0.00 %	(6,712.00)	0.00 %		0.00 %	
GHUB	0.00	428.14	0.56	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	7.75	7.50	0.00 %	0.00	0.00 %		0.00 %	
NASD	0.00	0.76	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	28.98	4.86	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	29.98	4.47	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	19.39	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	110.25	0.92	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	20.06	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	29.58	6.31	0.00 %	0.00	0.00 %		0.00 %	