

<b>Accu.Target</b>	<b>Sales</b>	<b>Achieved %</b>	<b>HO Budget+%</b>	<b>Total Com.</b>
24,851.07 L	21,466.70 L	86.38 %	3.62 %	240.41 L

Note : Sales Period is From :01-May-2026 To :13-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	1,717.57	1,681.72	97.91 %	48,000.00	3.62 %	96,000.00
WEST-01	1,470.05	1,311.87	89.24 %	0.00	3.62 %	0.00
WEST-02	2,058.83	1,833.24	89.04 %	0.00	3.62 %	0.00
SOUTH-03	2,841.56	2,514.94	88.51 %	0.00	3.62 %	75,000.00
CHENNAI-02	3,089.26	2,713.97	87.85 %	0.00	3.62 %	81,000.00
KL-NORTH	525.20	452.10	86.08 %	0.00	3.62 %	0.00
TRICHY-01	3,116.19	2,644.38	84.86 %	0.00	3.62 %	0.00
SOUTH ARCOT	1,865.50	1,580.84	84.74 %	0.00	3.62 %	0.00
SOUTH-01	3,985.10	3,286.54	82.47 %	0.00	3.62 %	0.00
CHENNAI-01	3,842.70	2,956.33	76.93 %	0.00	3.62 %	0.00
KL-SOUTH	339.11	231.38	68.23 %	0.00	3.62 %	0.00
OTHERS	0.00	259.40	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>24,851.07</b>	<b>21,466.70</b>	<b>86.38 %</b>		<b>3.62 %</b>	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	526.21	576.13	109.49%	75,000.00	3.62 %	100,000.00
	NA01	630.90	598.67	94.89%	37,500.00	3.62 %	37,500.00
	NA03	560.45	506.92	90.45%	37,500.00	3.62 %	37,500.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	219.64	242.50	110.41%	40,000.00	3.62 %	40,000.00
	TPR4	161.56	166.74	103.21%	15,000.00	3.62 %	15,000.00
	PLI1	198.26	176.43	88.99%	0.00	3.62 %	7,500.00
	TPR1	168.35	145.64	86.51%	0.00	3.62 %	0.00
	CBE1	722.24	580.56	80.38%	0.00	3.62 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	409.32	406.85	99.40%	30,000.00	3.62 %	60,000.00
	SLM1	629.15	565.35	89.86%	0.00	3.62 %	37,500.00
	ERD1	601.82	514.77	85.54%	0.00	3.62 %	0.00
	MTR1	418.54	346.26	82.73%	0.00	3.62 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	321.78	318.59	99.01%	22,500.00	3.62 %	45,000.00
	KRR1	276.51	252.91	91.47%	15,000.00	3.62 %	15,000.00
	MDU1	1,101.48	1,001.75	90.95%	75,000.00	3.62 %	75,000.00
	KKD2	635.16	525.74	82.77%	0.00	3.62 %	0.00
	SVG1	506.64	415.95	82.10%	0.00	3.62 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	819.14	741.32	90.50%	52,500.00	3.62 %	52,500.00
	CH01	834.40	737.20	88.35%	0.00	3.62 %	52,500.00
	CH07	738.44	651.54	88.23%	0.00	3.62 %	45,000.00
	CH09	697.28	583.91	83.74%	0.00	3.62 %	0.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	525.20	452.10	86.08%	0.00	3.62 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	674.97	630.36	93.39%	45,000.00	3.62 %	45,000.00
	TNJ1	725.11	630.55	86.96%	0.00	3.62 %	45,000.00
	PBR1	783.43	649.69	82.93%	0.00	3.62 %	0.00
	TRY1	932.68	733.78	78.67%	0.00	3.62 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	684.66	631.31	92.21%	45,000.00	3.62 %	45,000.00
	SA03	489.65	411.07	83.95%	0.00	3.62 %	0.00
	SA01	691.18	538.46	77.90%	0.00	3.62 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	461.12	414.41	89.87%	0.00	3.62 %	30,000.00
	TVL1	668.89	566.94	84.76%	0.00	3.62 %	0.00
	KVT1	722.94	608.63	84.19%	0.00	3.62 %	0.00
	NGR1	636.18	515.48	81.03%	0.00	3.62 %	0.00
	TUT1	956.82	765.85	80.04%	0.00	3.62 %	0.00
	TKS1	539.15	415.23	77.02%	0.00	3.62 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	637.26	526.73	82.66%	0.00	3.62 %	0.00
	CH08	692.26	569.04	82.20%	0.00	3.62 %	0.00
	CH05	950.24	754.12	79.36%	0.00	3.62 %	0.00
	CH06	819.69	605.50	73.87%	0.00	3.62 %	0.00
	CH10	743.25	500.95	67.40%	0.00	3.62 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	339.11	231.38	68.23%	0.00	3.62 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.63	0.00%	0.00	0.00 %	0.00
	CH02	0.00	114.91	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	106.86	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	1.43	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	5.92	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	3.78	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	2.63	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	20.33	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VEL2	101.86	140.05	0.13	137.49 %	176,389.92	40.00 %	70,555.97	3.62 %	70,555.97
VNB1	40.98	52.89	0.08	129.08 %	59,565.51	40.00 %	23,826.20	3.62 %	23,826.20
PTU1	25.27	30.74	0.17	121.66 %	23,951.31	40.00 %	9,580.52	3.62 %	9,580.52
VEL1	90.80	105.08	0.20	115.73 %	115,401.23	30.00 %	34,620.37	3.62 %	46,160.49
TRR1	88.14	95.46	0.22	108.30 %	95,270.76	25.00 %	23,817.69	3.62 %	28,581.23
AKM1	86.04	91.61	0.23	106.47 %	95,334.64	25.00 %	23,833.66	3.62 %	28,600.39
WJP1	49.45	52.15	0.35	105.44 %	63,605.54	25.00 %	15,901.39	3.62 %	15,901.39
SLG1	39.29	41.01	0.00	104.36 %	55,925.28	25.00 %	13,981.32	3.62 %	13,981.32
UGI1	29.20	29.60	0.04	101.36 %	27,419.73	25.00 %	6,854.93	3.62 %	6,854.93
ABR1	66.86	65.96	0.35	98.65 %	57,251.31	20.00 %	11,450.26	3.62 %	14,312.83
ARC2	44.82	43.28	0.39	96.57 %	51,808.96	20.00 %	10,361.79	3.62 %	12,952.24
KPM2	208.78	198.10	0.19	94.89 %	188,950.87	15.00 %	28,342.63	3.62 %	37,790.17
WJD1	66.90	62.88	0.64	93.99 %	102,219.27	15.00 %	15,332.89	3.62 %	20,443.85
TRL1	124.06	116.00	0.45	93.50 %	67,195.21	15.00 %	10,079.28	3.62 %	13,439.04
GDM1	53.88	49.42	0.06	91.72 %	37,370.73	15.00 %	5,605.61	3.62 %	7,474.15
BGR1	34.59	31.44	0.45	90.90 %	35,914.97	15.00 %	5,387.25	3.62 %	5,387.25
CPT1	44.23	39.79	0.09	89.97 %	47,931.21	10.00 %	4,793.12	3.62 %	7,189.68
KPM1	70.51	63.38	0.00	89.88 %	66,355.26	10.00 %	6,635.53	3.62 %	9,953.29
SBR1	116.31	102.79	0.05	88.37 %	120,196.31	10.00 %	12,019.63	3.62 %	18,029.45
PLR1	35.13	30.91	0.00	87.99 %	26,269.77	10.00 %	2,626.98	3.62 %	3,940.47
ANI1	49.63	43.30	0.35	87.24 %	49,151.50	10.00 %	4,915.15	3.62 %	7,372.73
TRT1	64.97	54.84	0.61	84.40 %	45,580.07	10.00 %	4,558.01	3.62 %	4,558.01
CYR1	54.77	43.98	0.15	80.30 %	45,821.39	10.00 %	4,582.14	3.62 %	4,582.14
CGM1	48.56	36.35	0.12	74.86 %	33,688.35	0.00 %		3.62 %	
VSI1	82.53	60.72	0.13	73.57 %	71,363.98	0.00 %		3.62 %	

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	11.64	19.88	0.00	170.78 %	24,257.49	40.00 %	9,703.00	3.62 %	9,703.00
AVI1	26.35	36.25	0.75	137.58 %	50,699.85	40.00 %	20,279.94	3.62 %	20,279.94
MPM1	42.09	55.46	0.22	131.78 %	49,352.69	40.00 %	19,741.08	3.62 %	19,741.08
GDR1	26.46	34.18	0.03	129.18 %	26,087.31	40.00 %	10,434.92	3.62 %	10,434.92
CNR1	27.09	34.29	0.01	126.61 %	29,191.58	40.00 %	11,676.63	3.62 %	11,676.63
CBE1	40.07	48.60	0.16	121.27 %	47,618.31	40.00 %	19,047.32	3.62 %	19,047.32
UMP1	32.72	38.90	0.22	118.87 %	30,834.39	30.00 %	9,250.32	3.62 %	12,333.76
KGI1	32.80	37.20	0.00	113.43 %	20,971.79	30.00 %	6,291.54	3.62 %	6,291.54
CBE3	20.90	23.49	0.12	112.43 %	21,755.72	30.00 %	6,526.72	3.62 %	6,526.72
GBM1	35.96	40.02	0.31	111.29 %	44,700.07	30.00 %	13,410.02	3.62 %	13,410.02
KGM1	29.96	33.33	0.00	111.24 %	47,726.79	30.00 %	14,318.04	3.62 %	14,318.04
KMR1	82.66	91.57	0.35	110.77 %	101,687.81	30.00 %	30,506.34	3.62 %	30,506.34
UAM1	55.33	58.13	0.00	105.06 %	32,826.16	25.00 %	8,206.54	3.62 %	8,206.54
TPR2	58.76	58.76	0.37	100.01 %	75,872.75	20.00 %	15,174.55	3.62 %	18,968.19
TPR1	66.71	61.62	0.20	92.37 %	64,984.04	15.00 %	9,747.61	3.62 %	12,996.81
PPI1	25.96	23.49	0.15	90.48 %	26,109.85	15.00 %	3,916.48	3.62 %	3,916.48
SUL1	30.69	27.41	0.62	89.31 %	41,846.52	10.00 %	4,184.65	3.62 %	6,276.98
PDM1	29.34	25.25	0.00	86.06 %	38,478.65	10.00 %	3,847.87	3.62 %	3,847.87
TPR4	27.43	23.18	0.67	84.52 %	34,023.33	10.00 %	3,402.33	3.62 %	3,402.33
CBE2	304.58	236.47	0.27	77.64 %	292,955.92	0.00 %		3.62 %	29,295.59
PLI1	65.60	49.70	0.68	75.76 %	48,175.70	0.00 %		3.62 %	
CBE4	71.33	53.84	0.61	75.48 %	84,434.50	0.00 %		3.62 %	
DPM2	40.64	29.26	0.31	71.99 %	36,239.96	0.00 %		3.62 %	
SYM2	34.22	23.92	0.20	69.90 %	33,330.47	0.00 %		3.62 %	
SNR1	59.71	41.33	0.77	69.22 %	67,891.00	0.00 %		3.62 %	
KMD1	35.88	23.24	0.10	64.76 %	30,014.31	0.00 %		3.62 %	
CBE6	73.16	44.24	0.27	60.47 %	52,073.29	0.00 %		3.62 %	
TPR3	42.88	25.25	0.50	58.88 %	34,667.55	0.00 %		3.62 %	
CBE5	39.14	13.61	0.22	34.78 %	26,651.10	0.00 %		3.62 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	49.14	73.29	0.15	149.13 %	67,222.01	40.00 %	26,888.80	3.62 %	26,888.80
BMD1	27.09	40.36	0.01	148.95 %	41,253.56	40.00 %	16,501.42	3.62 %	16,501.42
DPR1	25.94	34.30	0.06	132.26 %	32,225.89	40.00 %	12,890.36	3.62 %	12,890.36
KVP1	33.34	38.53	0.40	115.56 %	27,796.02	30.00 %	8,338.81	3.62 %	8,338.81
CMI1	24.33	28.05	0.00	115.30 %	31,639.98	30.00 %	9,491.99	3.62 %	9,491.99
SLM2	70.34	80.80	0.00	114.88 %	70,183.08	30.00 %	21,054.92	3.62 %	21,054.92
APN1	44.97	48.23	0.08	107.25 %	63,935.51	25.00 %	15,983.88	3.62 %	19,180.65
PLC1	31.79	32.89	0.44	103.46 %	44,859.55	25.00 %	11,214.89	3.62 %	11,214.89
SGI1	32.18	32.93	0.41	102.33 %	26,452.84	25.00 %	6,613.21	3.62 %	6,613.21
PMP1	42.13	42.78	0.11	101.55 %	33,422.35	25.00 %	8,355.59	3.62 %	8,355.59
TCG1	40.75	41.33	0.29	101.42 %	40,964.57	25.00 %	10,241.14	3.62 %	10,241.14
NKL2	82.24	80.60	0.13	98.00 %	88,264.07	20.00 %	17,652.81	3.62 %	22,066.02
ERD2	132.54	128.31	0.21	96.81 %	241,900.50	20.00 %	48,380.10	3.62 %	60,475.13
ERD1	121.78	112.84	0.17	92.66 %	167,171.91	15.00 %	25,075.79	3.62 %	33,434.38
SLM3	96.85	89.08	0.35	91.97 %	110,719.08	15.00 %	16,607.86	3.62 %	22,143.82
HSR2	104.03	93.80	0.37	90.16 %	88,467.64	15.00 %	13,270.15	3.62 %	13,270.15
SLM1	178.85	160.29	0.11	89.62 %	177,340.35	10.00 %	17,734.04	3.62 %	26,601.05
ATU1	82.63	72.50	0.00	87.73 %	73,875.40	10.00 %	7,387.54	3.62 %	11,081.31
DPR2	35.72	31.28	0.04	87.57 %	33,149.08	10.00 %	3,314.91	3.62 %	4,972.36
TRM1	68.49	59.39	0.23	86.70 %	63,203.14	10.00 %	6,320.31	3.62 %	6,320.31
EDP1	28.11	23.81	0.00	84.71 %	21,464.38	10.00 %	2,146.44	3.62 %	2,146.44
HSR1	76.62	63.23	0.05	82.53 %	65,963.74	10.00 %	6,596.37	3.62 %	6,596.37
MTR1	71.66	57.85	0.22	80.72 %	84,039.62	10.00 %	8,403.96	3.62 %	8,403.96
MCR1	58.41	45.14	0.37	77.28 %	50,738.10	0.00 %		3.62 %	5,073.81
PDR1	25.98	20.07	0.00	77.27 %	37,220.93	0.00 %		3.62 %	3,722.09
EPI1	49.92	37.67	0.20	75.47 %	38,468.79	0.00 %		3.62 %	
KAM1	40.09	29.41	0.50	73.37 %	32,501.55	0.00 %		3.62 %	
VPD1	77.47	52.96	0.00	68.36 %	63,412.79	0.00 %		3.62 %	
SGG1	25.12	17.07	0.34	67.97 %	15,272.94	0.00 %		3.62 %	
HRR1	53.51	34.69	0.52	64.83 %	29,533.51	0.00 %		3.62 %	
VKL1	32.75	20.10	0.08	61.37 %	28,808.12	0.00 %		3.62 %	
RSP1	69.78	41.04	0.58	58.81 %	43,476.74	0.00 %		3.62 %	
OML1	77.72	43.26	0.35	55.66 %	40,790.75	0.00 %		3.62 %	
KMM1	46.55	25.36	0.00	54.47 %	25,188.84	0.00 %		3.62 %	

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	37.16	66.34	0.12	178.54 %	29,053.94	40.00 %	11,621.58	3.62 %	11,621.58
KKD3	94.99	120.97	0.00	127.34 %	179,670.10	40.00 %	71,868.04	3.62 %	71,868.04
TEN1	45.33	54.48	0.32	120.18 %	47,425.49	40.00 %	18,970.20	3.62 %	18,970.20
MPA1	68.76	81.47	0.00	118.48 %	131,782.64	30.00 %	39,534.79	3.62 %	52,713.06
MDU3	74.70	77.95	0.04	104.36 %	46,143.75	25.00 %	11,535.94	3.62 %	11,535.94
KRR1	77.46	79.61	0.03	102.77 %	89,433.64	25.00 %	22,358.41	3.62 %	22,358.41
PKM1	27.25	28.00	0.15	102.74 %	28,191.36	25.00 %	7,047.84	3.62 %	7,047.84
BNR1	37.85	38.58	0.16	101.93 %	41,560.11	25.00 %	10,390.03	3.62 %	10,390.03
DGL1	285.13	289.98	0.55	101.70 %	125,593.04	25.00 %	31,398.26	3.62 %	31,398.26
PNV2	38.47	37.61	0.09	97.75 %	32,996.03	20.00 %	6,599.21	3.62 %	8,249.01
DGL2	62.38	59.80	0.19	95.85 %	50,203.10	20.00 %	10,040.62	3.62 %	10,040.62
MDU1	273.49	257.19	0.21	94.04 %	170,814.26	15.00 %	25,622.14	3.62 %	34,162.85
BTU1	28.29	26.42	0.00	93.42 %	16,650.06	15.00 %	2,497.51	3.62 %	3,330.01
MDU7	90.87	84.45	0.38	92.94 %	80,801.64	15.00 %	12,120.25	3.62 %	16,160.33
KPT1	35.04	32.39	0.68	92.45 %	33,711.46	15.00 %	5,056.72	3.62 %	6,742.29
MDU2	148.02	136.01	0.39	91.89 %	147,158.92	15.00 %	22,073.84	3.62 %	29,431.78
PNI1	37.89	32.07	1.98	84.64 %	23,526.60	10.00 %	2,352.66	3.62 %	2,352.66
NKI1	36.62	30.92	0.06	84.43 %	22,780.24	10.00 %	2,278.02	3.62 %	2,278.02
TDI1	62.82	52.53	0.03	83.61 %	81,394.44	10.00 %	8,139.44	3.62 %	8,139.44
MDU5	47.68	39.73	0.05	83.32 %	44,494.50	10.00 %	4,449.45	3.62 %	4,449.45
MLR1	50.29	41.19	0.08	81.90 %	45,669.39	10.00 %	4,566.94	3.62 %	4,566.94
KYK1	47.28	36.85	0.00	77.94 %	40,253.43	0.00 %		3.62 %	4,025.34
ADP1	43.78	33.83	0.04	77.25 %	34,861.97	0.00 %		3.62 %	3,486.20
TEN2	65.47	50.23	0.34	76.72 %	35,562.21	0.00 %		3.62 %	
USL1	48.92	37.11	0.35	75.87 %	26,395.38	0.00 %		3.62 %	
TPT1	79.15	59.88	0.19	75.66 %	89,108.25	0.00 %		3.62 %	
ODM1	37.11	27.87	0.00	75.08 %	15,397.42	0.00 %		3.62 %	
TMM1	91.09	68.26	0.14	74.94 %	46,300.04	0.00 %		3.62 %	
SVG1	78.25	58.36	0.11	74.58 %	72,189.34	0.00 %		3.62 %	
ATG1	118.58	87.30	0.30	73.62 %	110,685.50	0.00 %		3.62 %	
SGP1	41.47	30.31	0.00	73.08 %	35,463.99	0.00 %		3.62 %	
CBM1	64.95	47.14	0.00	72.57 %	61,678.00	0.00 %		3.62 %	
DKI1	83.90	60.03	0.06	71.55 %	109,041.44	0.00 %		3.62 %	
MDU6	135.35	95.97	0.21	70.90 %	79,778.05	0.00 %		3.62 %	
PVI1	73.84	52.13	0.24	70.61 %	72,710.54	0.00 %		3.62 %	
MDU4	74.72	45.12	0.52	60.39 %	26,115.37	0.00 %		3.62 %	
MNM1	41.94	24.99	0.50	59.60 %	25,554.01	0.00 %		3.62 %	
NTM1	55.28	31.89	0.02	57.70 %	26,583.22	0.00 %		3.62 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	18.37	34.60	0.00	188.34 %	14,562.85	40.00 %	5,825.14	3.62 %	5,825.14
CH27	29.93	39.38	0.45	131.59 %	50,360.29	40.00 %	20,144.12	3.62 %	20,144.12
UKI1	61.21	71.92	0.05	117.49 %	92,134.03	30.00 %	27,640.21	3.62 %	36,853.61
GPD1	68.80	73.84	0.18	107.32 %	50,936.47	25.00 %	12,734.12	3.62 %	15,280.94
CH17	107.27	112.86	0.15	105.21 %	193,627.92	25.00 %	48,406.98	3.62 %	48,406.98
CH31	49.53	49.58	0.47	100.11 %	59,473.22	25.00 %	14,868.31	3.62 %	14,868.31
CH50	114.87	113.26	0.15	98.60 %	188,631.93	20.00 %	37,726.39	3.62 %	47,157.98
CH21	198.21	193.10	0.43	97.42 %	202,173.44	20.00 %	40,434.69	3.62 %	50,543.36
CH24	133.01	129.26	0.47	97.18 %	176,404.34	20.00 %	35,280.87	3.62 %	44,101.09
CH46	52.54	50.93	0.26	96.94 %	72,662.85	20.00 %	14,532.57	3.62 %	18,165.71
CH03	280.67	265.88	0.49	94.73 %	362,749.06	15.00 %	54,412.36	3.62 %	72,549.81
CH23	65.31	61.49	0.90	94.15 %	71,406.19	15.00 %	10,710.93	3.62 %	14,281.24
PON1	60.78	56.71	0.12	93.30 %	73,844.11	15.00 %	11,076.62	3.62 %	14,768.82
CH36	46.80	42.49	0.08	90.77 %	42,787.35	15.00 %	6,418.10	3.62 %	6,418.10
CH15	279.15	250.47	0.29	89.73 %	285,894.05	10.00 %	28,589.41	3.62 %	42,884.11
CH33	124.43	109.03	0.07	87.62 %	132,806.54	10.00 %	13,280.65	3.62 %	19,920.98
MJR1	121.56	104.49	0.34	85.96 %	96,896.17	10.00 %	9,689.62	3.62 %	9,689.62
CH12	209.36	173.03	0.13	82.65 %	173,888.55	10.00 %	17,388.86	3.62 %	17,388.86
CH43	84.42	69.22	0.25	82.00 %	58,067.55	10.00 %	5,806.76	3.62 %	5,806.76
CH34	122.36	97.73	0.45	79.87 %	103,606.90	0.00 %		3.62 %	10,360.69
CH06	117.96	93.74	0.33	79.47 %	141,773.08	0.00 %		3.62 %	14,177.31
CH18	152.53	118.09	0.28	77.42 %	206,192.72	0.00 %		3.62 %	20,619.27
CH44	115.77	89.20	0.32	77.05 %	87,658.18	0.00 %		3.62 %	
CH41	110.89	83.56	1.73	75.36 %	142,180.92	0.00 %		3.62 %	
CH32	20.52	14.12	0.61	68.79 %	19,013.66	0.00 %		3.62 %	
CH51	136.68	93.95	0.33	68.73 %	105,122.95	0.00 %		3.62 %	
CH20	160.40	103.32	0.33	64.41 %	120,262.73	0.00 %		3.62 %	
MC06	28.10	13.80	0.91	49.10 %	8,956.55	0.00 %		3.62 %	
CH01	17.83	4.91	0.00	27.56 %	4,593.70	0.00 %		3.62 %	

**KL-NORTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	525.20	452.10	0.20	86.08 %	378,323.39	10.00 %	37,832.34	3.62 %	37,832.34

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	45.96	59.96	0.07	130.48 %	46,031.41	40.00 %	18,412.56	3.62 %	18,412.56
KIK1	56.08	67.73	0.00	120.78 %	120,019.53	40.00 %	48,007.81	3.62 %	48,007.81
NCK1	28.53	33.36	0.16	116.91 %	21,067.32	30.00 %	6,320.20	3.62 %	8,426.93
KRN1	41.92	47.44	0.00	113.17 %	47,895.73	30.00 %	14,368.72	3.62 %	14,368.72
TVR2	129.27	137.59	0.15	106.44 %	146,702.38	25.00 %	36,675.60	3.62 %	44,010.71
APM1	42.04	44.07	0.16	104.82 %	63,520.38	25.00 %	15,880.10	3.62 %	15,880.10
MSI1	63.26	64.22	0.00	101.51 %	54,140.54	25.00 %	13,535.14	3.62 %	13,535.14
NMM1	44.90	44.74	1.29	99.64 %	53,929.37	20.00 %	10,785.87	3.62 %	13,482.34
TYR1	92.45	90.42	0.25	97.81 %	101,943.42	20.00 %	20,388.68	3.62 %	25,485.86
MVM1	151.14	140.28	0.14	92.82 %	213,567.17	15.00 %	32,035.08	3.62 %	42,713.43
NGT1	82.63	76.30	0.28	92.34 %	127,110.06	15.00 %	19,066.51	3.62 %	25,422.01
PTK1	123.84	111.15	0.29	89.75 %	127,833.48	10.00 %	12,783.35	3.62 %	19,175.02
MDI1	109.33	94.87	0.28	86.78 %	111,367.30	10.00 %	11,136.73	3.62 %	11,136.73
TRY2	45.91	39.75	0.00	86.58 %	36,398.00	10.00 %	3,639.80	3.62 %	3,639.80
PDK1	62.56	53.12	0.00	84.91 %	71,088.91	10.00 %	7,108.89	3.62 %	7,108.89
TNJ2	159.04	134.83	0.23	84.77 %	141,049.91	10.00 %	14,104.99	3.62 %	14,104.99
AYR1	80.24	66.67	0.11	83.08 %	79,343.38	10.00 %	7,934.34	3.62 %	7,934.34
TNJ1	195.03	160.63	0.23	82.36 %	159,153.55	10.00 %	15,915.36	3.62 %	15,915.36
TRY3	90.34	72.23	0.08	79.95 %	79,893.65	0.00 %		3.62 %	7,989.37
TTP1	88.26	70.31	0.04	79.67 %	75,965.13	0.00 %		3.62 %	7,596.51
JKM1	98.38	78.16	0.11	79.44 %	89,786.69	0.00 %		3.62 %	8,978.67
ORU1	50.93	40.26	0.04	79.06 %	48,316.87	0.00 %		3.62 %	4,831.69
TVR1	69.39	53.52	0.09	77.13 %	55,518.20	0.00 %		3.62 %	
TRY1	577.86	439.51	0.04	76.06 %	513,022.66	0.00 %		3.62 %	
KUM1	174.85	131.58	0.08	75.25 %	126,771.24	0.00 %		3.62 %	
PBR2	206.68	149.63	0.05	72.39 %	137,407.28	0.00 %		3.62 %	
TRY4	114.09	81.73	0.19	71.64 %	105,601.09	0.00 %		3.62 %	
PBR1	91.28	60.32	0.08	66.08 %	43,939.22	0.00 %		3.62 %	

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	16.78	22.94	0.26	136.68 %	17,294.24	40.00 %	6,917.70	3.62 %	6,917.70
MKM1	34.68	43.06	0.34	124.17 %	51,830.39	40.00 %	20,732.16	3.62 %	20,732.16
CDM1	117.49	121.80	0.18	103.67 %	109,922.04	25.00 %	27,480.51	3.62 %	27,480.51
KLM1	92.01	94.89	0.18	103.13 %	145,979.76	25.00 %	36,494.94	3.62 %	36,494.94
PRT1	84.76	86.49	0.34	102.04 %	83,408.73	25.00 %	20,852.18	3.62 %	20,852.18
SJI2	76.23	76.11	0.08	99.84 %	73,365.82	20.00 %	14,673.16	3.62 %	18,341.46
KML1	63.88	61.96	0.18	96.99 %	69,271.82	20.00 %	13,854.36	3.62 %	17,317.96
CUD1	194.05	181.16	0.29	93.35 %	202,845.80	15.00 %	30,426.87	3.62 %	40,569.16
KKI2	99.37	91.30	0.08	91.88 %	72,983.97	15.00 %	10,947.60	3.62 %	14,596.79
TRK1	106.94	97.21	0.29	90.90 %	109,646.44	15.00 %	16,446.97	3.62 %	16,446.97
STP1	35.03	30.89	0.43	88.16 %	28,045.39	10.00 %	2,804.54	3.62 %	4,206.81
VCM2	62.92	54.87	0.30	87.21 %	45,637.14	10.00 %	4,563.71	3.62 %	6,845.57
VPM2	90.19	76.65	0.14	84.99 %	89,544.75	10.00 %	8,954.48	3.62 %	8,954.48
TVM1	51.64	42.43	0.53	82.17 %	31,813.18	10.00 %	3,181.32	3.62 %	3,181.32
ULP1	93.32	75.45	0.08	80.85 %	65,183.58	10.00 %	6,518.36	3.62 %	6,518.36
TVM2	59.29	47.79	0.82	80.60 %	32,724.36	10.00 %	3,272.44	3.62 %	3,272.44
NVL2	111.11	85.61	0.29	77.05 %	87,549.50	0.00 %		3.62 %	
TDM1	62.54	47.24	0.87	75.53 %	39,793.50	0.00 %		3.62 %	
POY1	209.25	124.60	0.23	59.55 %	112,962.17	0.00 %		3.62 %	
POY2	161.20	94.76	0.43	58.79 %	147,300.13	0.00 %		3.62 %	
VPM1	42.83	23.65	0.83	55.21 %	18,828.76	0.00 %		3.62 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	48.61	51.55	0.17	106.05 %	64,196.16	25.00 %	16,049.04	3.62 %	19,258.85
KGL1	50.02	51.98	0.35	103.93 %	46,179.42	25.00 %	11,544.86	3.62 %	11,544.86
SVK1	101.67	104.14	0.33	102.43 %	105,860.61	25.00 %	26,465.15	3.62 %	26,465.15
ERL2	64.53	65.81	0.13	101.98 %	95,798.95	25.00 %	23,949.74	3.62 %	23,949.74
VNR1	50.54	50.10	0.17	99.12 %	58,897.57	20.00 %	11,779.51	3.62 %	14,724.39
PDI1	45.31	43.88	0.35	96.84 %	44,343.06	20.00 %	8,868.61	3.62 %	11,085.77
VLV1	141.61	132.91	0.39	93.86 %	141,575.21	15.00 %	21,236.28	3.62 %	28,315.04
TYI1	63.79	59.32	0.41	93.00 %	69,073.75	15.00 %	10,361.06	3.62 %	13,814.75
KSM1	32.45	29.93	0.02	92.23 %	25,343.54	15.00 %	3,801.53	3.62 %	5,068.71
APK2	59.26	54.43	0.26	91.85 %	48,282.44	15.00 %	7,242.37	3.62 %	9,656.49
KVT1	212.30	194.59	0.16	91.66 %	284,286.35	15.00 %	42,642.95	3.62 %	42,642.95
STU2	45.24	39.61	0.30	87.56 %	40,729.27	10.00 %	4,072.93	3.62 %	6,109.39
TKS2	146.89	126.90	0.48	86.39 %	111,969.82	10.00 %	11,196.98	3.62 %	11,196.98
VNR2	170.78	147.13	0.26	86.15 %	152,756.30	10.00 %	15,275.63	3.62 %	15,275.63
MMT1	67.64	58.18	0.00	86.01 %	44,999.12	10.00 %	4,499.91	3.62 %	4,499.91
NGR1	250.77	214.02	0.57	85.35 %	200,316.85	10.00 %	20,031.69	3.62 %	20,031.69
MAR1	120.15	102.51	0.14	85.32 %	107,012.41	10.00 %	10,701.24	3.62 %	10,701.24
SNL1	56.00	47.77	0.48	85.31 %	65,244.66	10.00 %	6,524.47	3.62 %	6,524.47
TVL1	405.79	341.31	0.11	84.11 %	398,545.68	10.00 %	39,854.57	3.62 %	39,854.57
TCN1	97.37	78.33	0.16	80.45 %	93,691.52	10.00 %	9,369.15	3.62 %	9,369.15
SDI1	51.79	41.52	0.32	80.17 %	39,340.46	10.00 %	3,934.05	3.62 %	3,934.05
RND1	152.46	122.16	0.24	80.13 %	198,440.22	10.00 %	19,844.02	3.62 %	19,844.02
ARM1	59.19	47.29	0.51	79.90 %	35,640.36	0.00 %		3.62 %	3,564.04
VKM1	55.34	43.25	0.06	78.16 %	63,760.66	0.00 %		3.62 %	6,376.07
TKS1	112.22	87.68	0.09	78.13 %	82,761.49	0.00 %		3.62 %	8,276.15
KYR1	52.58	41.06	0.33	78.08 %	47,917.85	0.00 %		3.62 %	4,791.79
TUT1	468.58	362.57	0.25	77.38 %	461,264.46	0.00 %		3.62 %	46,126.45
TUT2	201.16	154.89	0.01	77.00 %	169,537.19	0.00 %		3.62 %	
APK1	78.86	58.60	0.52	74.32 %	73,163.52	0.00 %		3.62 %	
UDN1	61.40	44.93	0.05	73.18 %	50,524.13	0.00 %		3.62 %	
ASM1	62.30	45.42	0.47	72.91 %	43,035.56	0.00 %		3.62 %	
PKD1	100.41	68.64	0.07	68.35 %	91,910.76	0.00 %		3.62 %	
SGT1	36.51	24.86	0.00	68.08 %	22,456.12	0.00 %		3.62 %	
TKY1	68.49	42.88	0.12	62.62 %	52,395.46	0.00 %		3.62 %	
RPM1	146.43	90.40	0.05	61.73 %	88,050.74	0.00 %		3.62 %	
COL1	46.67	15.97	0.40	34.23 %	9,933.88	0.00 %		3.62 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	169.70	176.42	0.20	103.96 %	272,030.00	25.00 %	68,007.50	3.62 %	68,007.50
CH38	71.31	72.36	0.02	101.47 %	101,258.84	25.00 %	25,314.71	3.62 %	25,314.71
GUD1	102.09	99.11	0.04	97.08 %	172,703.09	20.00 %	34,540.62	3.62 %	43,175.77
CH30	115.61	109.85	0.14	95.02 %	158,523.50	15.00 %	23,778.53	3.62 %	31,704.70
MRM1	99.77	94.73	0.30	94.95 %	86,591.02	15.00 %	12,988.65	3.62 %	17,318.20
CGL1	70.92	67.01	0.48	94.49 %	94,983.84	15.00 %	14,247.58	3.62 %	18,996.77
CH48	132.43	123.84	0.25	93.51 %	210,583.25	15.00 %	31,587.49	3.62 %	42,116.65
CH45	107.37	99.41	0.41	92.59 %	137,959.36	15.00 %	20,693.90	3.62 %	27,591.87
CH39	59.06	53.40	0.12	90.42 %	96,499.53	15.00 %	14,474.93	3.62 %	14,474.93
CH05	231.41	208.08	0.61	89.92 %	186,550.84	10.00 %	18,655.08	3.62 %	27,982.63
CH35	99.39	89.04	0.27	89.59 %	135,375.02	10.00 %	13,537.50	3.62 %	20,306.25
CH28	158.87	138.71	0.04	87.31 %	294,778.46	10.00 %	29,477.85	3.62 %	44,216.77
CH25	125.94	105.93	0.08	84.11 %	143,915.56	10.00 %	14,391.56	3.62 %	14,391.56
CH37	57.45	46.76	0.00	81.39 %	76,257.39	10.00 %	7,625.74	3.62 %	7,625.74
CH42	163.46	131.12	0.30	80.22 %	178,533.28	10.00 %	17,853.33	3.62 %	17,853.33
CH19	178.79	140.02	0.26	78.32 %	179,647.71	0.00 %		3.62 %	17,964.77
CH07	167.18	130.28	0.33	77.93 %	162,273.59	0.00 %		3.62 %	16,227.36
CH14	264.03	202.13	0.11	76.55 %	273,820.80	0.00 %		3.62 %	
SKL1	79.53	59.45	0.26	74.75 %	81,161.36	0.00 %		3.62 %	
CH49	156.82	116.96	0.18	74.58 %	154,429.43	0.00 %		3.62 %	
KNR1	83.76	57.98	0.00	69.22 %	86,900.76	0.00 %		3.62 %	
CH40	56.63	37.46	0.33	66.15 %	12,834.12	0.00 %		3.62 %	
TKM1	73.78	47.52	0.42	64.40 %	60,608.01	0.00 %		3.62 %	
CH08	242.44	151.73	0.19	62.58 %	228,993.54	0.00 %		3.62 %	
GUD2	85.11	52.96	0.37	62.22 %	67,967.02	0.00 %		3.62 %	
AVD1	131.04	79.94	0.09	61.00 %	83,219.39	0.00 %		3.62 %	
CH22	139.18	80.52	0.22	57.85 %	93,225.42	0.00 %		3.62 %	
CH16	312.29	147.83	0.08	47.34 %	204,632.26	0.00 %		3.62 %	
CH26	51.31	18.32	0.00	35.71 %	28,641.73	0.00 %		3.62 %	
MC10	18.69	6.54	0.00	34.96 %	3,754.90	0.00 %		3.62 %	
CH29	28.02	9.05	0.52	32.30 %	17,239.86	0.00 %		3.62 %	
MC09	9.31	1.87	0.00	20.12 %	1,070.70	0.00 %		3.62 %	

**KL-SOUTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	66.05	47.96	0.18	72.61 %	23,456.58	0.00 %		3.62 %	
KLR1	52.02	36.87	0.12	70.87 %	18,985.94	0.00 %		3.62 %	
TVP1	173.17	118.95	0.36	68.69 %	60,928.96	0.00 %		3.62 %	
PNL1	47.87	27.60	0.23	57.66 %	17,262.65	0.00 %		3.62 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	96.65	6.17	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	106.26	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	1.43	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.59	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	20.43	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	5.93	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	2.79	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.11)	-0.33	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	18.37	20.25	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.08)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.03)	-2.56	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(0.11)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.03)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.16)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	3.71	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	3.78	0.00	0.00 %	0.00	0.00 %		0.00 %	