

<b>Accu.Target</b> 26,762.69 L	<b>Sales</b> 22,599.26 L	<b>Achieved %</b> 84.44 %	<b>HO Budget+%</b> 5.56 %	<b>Total Com.</b> 252.26 L
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Note : Sales Period is From :01-May-2026 To :14-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	1,849.69	1,776.19	96.03 %	51,000.00	5.56 %	102,000.00
WEST-01	1,583.13	1,388.31	87.69 %	0.00	5.56 %	0.00
WEST-02	2,217.20	1,919.76	86.58 %	0.00	5.56 %	0.00
KL-NORTH	565.60	487.41	86.17 %	0.00	5.56 %	0.00
CHENNAI-02	3,326.89	2,859.12	85.94 %	0.00	5.56 %	84,000.00
SOUTH-03	3,060.15	2,626.04	85.81 %	0.00	5.56 %	78,000.00
SOUTH ARCOT	2,009.00	1,667.92	83.02 %	0.00	5.56 %	0.00
TRICHY-01	3,355.90	2,762.38	82.31 %	0.00	5.56 %	0.00
SOUTH-01	4,291.65	3,462.96	80.69 %	0.00	5.56 %	0.00
CHENNAI-01	4,138.30	3,110.08	75.15 %	0.00	5.56 %	0.00
KL-SOUTH	365.19	256.93	70.35 %	0.00	5.56 %	0.00
OTHERS	0.00	282.16	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>26,762.69</b>	<b>22,599.26</b>	<b>84.44 %</b>		<b>5.56 %</b>	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	566.69	614.31	108.40%	90,000.00	5.56 %	120,000.00
	NA01	679.43	623.07	91.71%	45,000.00	5.56 %	45,000.00
	NA03	603.57	538.81	89.27%	0.00	5.56 %	37,500.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	236.53	257.02	108.66%	30,000.00	5.56 %	40,000.00
	TPR4	173.99	175.17	100.68%	15,000.00	5.56 %	15,000.00
	PLI1	213.51	186.08	87.15%	0.00	5.56 %	7,500.00
	TPR1	181.30	154.22	85.06%	0.00	5.56 %	7,500.00
	CBE1	777.79	615.83	79.18%	0.00	5.56 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	440.80	427.44	96.97%	30,000.00	5.56 %	60,000.00
	SLM1	677.54	590.78	87.19%	0.00	5.56 %	37,500.00
	ERD1	648.11	536.23	82.74%	0.00	5.56 %	0.00
	MTR1	450.74	365.31	81.05%	0.00	5.56 %	0.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	565.60	487.41	86.17%	0.00	5.56 %	30,000.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	882.15	780.06	88.43%	0.00	5.56 %	52,500.00
	CH01	898.58	775.08	86.26%	0.00	5.56 %	52,500.00
	CH07	795.25	683.02	85.89%	0.00	5.56 %	45,000.00
	CH09	750.92	620.95	82.69%	0.00	5.56 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	346.54	339.14	97.87%	22,500.00	5.56 %	45,000.00
	MDU1	1,186.20	1,035.54	87.30%	0.00	5.56 %	75,000.00
	KRR1	297.78	258.92	86.95%	0.00	5.56 %	15,000.00
	KKD2	684.02	553.12	80.86%	0.00	5.56 %	0.00
	SVG1	545.61	439.32	80.52%	0.00	5.56 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	737.33	679.03	92.09%	45,000.00	5.56 %	45,000.00
	SA03	527.32	429.93	81.53%	0.00	5.56 %	0.00
	SA01	744.35	558.95	75.09%	0.00	5.56 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	726.89	654.49	90.04%	45,000.00	5.56 %	45,000.00
	TNJ1	780.89	656.13	84.02%	0.00	5.56 %	0.00
	PBR1	843.70	681.61	80.79%	0.00	5.56 %	0.00
	TRY1	1,004.43	770.15	76.68%	0.00	5.56 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	496.59	431.78	86.95%	0.00	5.56 %	30,000.00
	TVL1	720.34	601.80	83.54%	0.00	5.56 %	0.00
	KVT1	778.55	641.83	82.44%	0.00	5.56 %	0.00
	NGR1	685.12	547.64	79.93%	0.00	5.56 %	0.00
	TUT1	1,030.42	806.22	78.24%	0.00	5.56 %	0.00
	TKS1	580.62	433.68	74.69%	0.00	5.56 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	686.28	557.60	81.25%	0.00	5.56 %	0.00
	CH08	745.51	602.83	80.86%	0.00	5.56 %	0.00
	CH05	1,023.34	792.16	77.41%	0.00	5.56 %	0.00
	CH06	882.74	638.82	72.37%	0.00	5.56 %	0.00
	CH10	800.43	518.66	64.80%	0.00	5.56 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	365.19	256.93	70.35%	0.00	5.56 %	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	134.00	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	110.22	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	6.22	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	3.79	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	109.69	146.78	0.12	133.81 %	184,027.76	40.00 %	73,611.10	5.56 %	73,611.10
VNB1	44.13	58.35	0.08	132.23 %	63,058.50	40.00 %	25,223.40	5.56 %	25,223.40
PTU1	27.21	31.55	0.16	115.94 %	24,663.71	30.00 %	7,399.11	5.56 %	9,865.48
VEL1	97.78	110.27	0.23	112.77 %	120,817.38	30.00 %	36,245.21	5.56 %	36,245.21
WJP1	53.26	56.44	0.32	105.98 %	66,876.14	25.00 %	16,719.04	5.56 %	20,062.84
TRR1	94.92	100.45	0.21	105.82 %	99,205.91	25.00 %	24,801.48	5.56 %	29,761.77
AKM1	92.66	96.71	0.22	104.37 %	100,815.92	25.00 %	25,203.98	5.56 %	30,244.78
SLG1	42.32	42.43	0.02	100.27 %	57,087.13	25.00 %	14,271.78	5.56 %	14,271.78
UGI1	31.45	31.23	0.04	99.31 %	28,174.00	20.00 %	5,634.80	5.56 %	7,043.50
ABR1	72.01	69.19	0.34	96.08 %	61,736.31	20.00 %	12,347.26	5.56 %	15,434.08
GDM1	58.03	55.30	0.22	95.30 %	43,842.12	20.00 %	8,768.42	5.56 %	10,960.53
KPM2	224.84	207.74	0.18	92.39 %	197,717.88	15.00 %	29,657.68	5.56 %	39,543.58
ARC2	48.26	44.51	0.38	92.21 %	53,630.38	15.00 %	8,044.56	5.56 %	10,726.08
TRL1	133.60	122.42	0.42	91.63 %	72,181.40	15.00 %	10,827.21	5.56 %	14,436.28
CPT1	47.63	43.12	0.08	90.54 %	51,146.58	15.00 %	7,671.99	5.56 %	10,229.32
BGR1	37.25	33.69	0.92	90.45 %	38,695.99	15.00 %	5,804.40	5.56 %	7,739.20
PLR1	37.84	33.91	0.00	89.61 %	29,468.57	10.00 %	2,946.86	5.56 %	4,420.29
SBR1	125.25	111.56	0.04	89.07 %	124,920.46	10.00 %	12,492.05	5.56 %	18,738.07
KPM1	75.94	65.72	0.00	86.54 %	68,009.66	10.00 %	6,800.97	5.56 %	10,201.45
ANI1	53.44	45.55	0.33	85.24 %	52,031.95	10.00 %	5,203.20	5.56 %	7,804.79
TRT1	69.97	58.76	0.57	83.98 %	51,465.67	10.00 %	5,146.57	5.56 %	5,146.57
WJD1	72.04	60.50	2.01	83.98 %	103,504.05	10.00 %	10,350.41	5.56 %	10,350.41
CYR1	58.99	45.91	0.15	77.83 %	48,134.49	0.00 %		5.56 %	4,813.45
CGM1	52.29	40.08	0.26	76.64 %	34,560.05	0.00 %		5.56 %	3,456.01
VSI1	88.88	64.04	0.12	72.05 %	74,570.38	0.00 %		5.56 %	

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	12.54	20.25	0.00	161.53 %	24,966.89	40.00 %	9,986.76	5.56 %	9,986.76
AVI1	28.37	37.78	1.02	133.15 %	51,670.65	40.00 %	20,668.26	5.56 %	20,668.26
GDR1	28.49	36.09	0.03	126.66 %	26,973.56	40.00 %	10,789.42	5.56 %	10,789.42
MPM1	45.32	56.84	0.22	125.42 %	51,099.49	40.00 %	20,439.80	5.56 %	20,439.80
CNR1	29.17	36.19	0.01	124.08 %	30,937.08	40.00 %	12,374.83	5.56 %	12,374.83
KGI1	35.32	42.02	0.00	118.98 %	24,367.80	30.00 %	7,310.34	5.56 %	9,747.12
UMP1	35.24	41.84	0.21	118.73 %	33,129.19	30.00 %	9,938.76	5.56 %	13,251.68
CBE1	43.16	51.17	0.23	118.58 %	51,752.80	30.00 %	15,525.84	5.56 %	20,701.12
GBM1	38.72	43.48	0.29	112.28 %	49,168.87	30.00 %	14,750.66	5.56 %	14,750.66
KGM1	32.27	35.28	0.00	109.32 %	50,232.79	25.00 %	12,558.20	5.56 %	15,069.84
KMR1	89.02	95.86	0.33	107.68 %	105,779.01	25.00 %	26,444.75	5.56 %	31,733.70
CBE3	22.50	24.10	0.12	107.10 %	21,526.07	25.00 %	5,381.52	5.56 %	6,457.82
UAM1	59.59	60.51	0.00	101.55 %	35,179.26	25.00 %	8,794.82	5.56 %	8,794.82
TPR2	63.28	61.41	0.35	97.05 %	78,518.61	20.00 %	15,703.72	5.56 %	19,629.65
TPR1	71.84	65.21	0.19	90.77 %	68,592.29	15.00 %	10,288.84	5.56 %	13,718.46
PPI1	27.96	23.96	0.15	85.69 %	26,558.45	10.00 %	2,655.85	5.56 %	3,983.77
PDM1	31.59	26.84	0.00	84.95 %	41,606.50	10.00 %	4,160.65	5.56 %	4,160.65
SUL1	33.05	27.83	0.61	84.21 %	42,600.97	10.00 %	4,260.10	5.56 %	4,260.10
TPR4	29.54	23.92	0.65	80.97 %	34,681.63	10.00 %	3,468.16	5.56 %	3,468.16
CBE2	328.01	252.76	0.27	77.06 %	307,483.74	0.00 %		5.56 %	30,748.37
CBE4	76.81	56.13	0.58	73.08 %	87,265.50	0.00 %		5.56 %	
PLI1	70.64	51.27	0.66	72.58 %	50,517.34	0.00 %		5.56 %	
SNR1	64.30	46.02	0.69	71.57 %	74,658.94	0.00 %		5.56 %	
DPM2	43.77	30.86	0.29	70.50 %	37,579.06	0.00 %		5.56 %	
SYM2	36.86	25.79	0.19	69.97 %	34,591.55	0.00 %		5.56 %	
KMD1	38.64	25.36	0.10	65.62 %	31,660.26	0.00 %		5.56 %	
CBE6	78.79	47.16	0.26	59.86 %	56,371.29	0.00 %		5.56 %	
TPR3	46.18	27.60	0.46	59.76 %	37,749.65	0.00 %		5.56 %	
CBE5	42.15	14.78	0.20	35.07 %	28,652.25	0.00 %		5.56 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	52.92	75.80	0.15	143.22 %	70,180.71	40.00 %	28,072.28	5.56 %	28,072.28
BMD1	29.18	41.45	0.19	142.06 %	43,484.56	40.00 %	17,393.82	5.56 %	17,393.82
DPR1	27.93	35.21	0.06	126.06 %	33,798.84	40.00 %	13,519.54	5.56 %	13,519.54
SLM2	75.75	86.52	0.00	114.22 %	74,912.38	30.00 %	22,473.71	5.56 %	29,964.95
CMI1	26.20	29.85	0.00	113.93 %	34,228.71	30.00 %	10,268.61	5.56 %	13,691.48
KVP1	35.90	40.72	0.38	113.41 %	29,883.72	30.00 %	8,965.12	5.56 %	11,953.49
PLC1	34.24	35.63	0.40	104.07 %	47,358.65	25.00 %	11,839.66	5.56 %	14,207.60
APN1	48.43	49.39	0.18	101.97 %	65,277.91	25.00 %	16,319.48	5.56 %	16,319.48
SGI1	34.66	34.29	0.39	98.96 %	27,408.30	20.00 %	5,481.66	5.56 %	6,852.08
TCG1	43.89	43.31	0.28	98.68 %	43,274.57	20.00 %	8,654.91	5.56 %	10,818.64
PMP1	45.37	44.20	0.11	97.43 %	36,453.45	20.00 %	7,290.69	5.56 %	9,113.36
NKL2	88.57	85.25	0.12	96.25 %	94,045.97	20.00 %	18,809.19	5.56 %	23,511.49
ERD2	142.74	131.99	0.23	92.47 %	249,772.30	15.00 %	37,465.85	5.56 %	49,954.46
HSR2	112.03	100.16	0.35	89.40 %	92,368.09	10.00 %	9,236.81	5.56 %	13,855.21
ERD1	131.15	115.70	0.26	88.22 %	173,808.71	10.00 %	17,380.87	5.56 %	26,071.31
SLM1	192.61	169.10	0.17	87.79 %	183,353.90	10.00 %	18,335.39	5.56 %	27,503.09
SLM3	104.30	90.55	0.54	86.81 %	114,979.83	10.00 %	11,497.98	5.56 %	17,246.97
EDP1	30.28	25.93	0.00	85.63 %	23,746.98	10.00 %	2,374.70	5.56 %	3,562.05
TRM1	73.76	63.08	0.21	85.52 %	66,215.67	10.00 %	6,621.57	5.56 %	9,932.35
DPR2	38.47	32.79	0.04	85.23 %	34,070.28	10.00 %	3,407.03	5.56 %	5,110.54
PDR1	27.98	23.40	0.00	83.65 %	43,469.18	10.00 %	4,346.92	5.56 %	4,346.92
ATU1	88.99	74.20	0.09	83.38 %	77,033.85	10.00 %	7,703.39	5.56 %	7,703.39
HSR1	82.51	66.24	0.09	80.28 %	69,630.44	10.00 %	6,963.04	5.56 %	6,963.04
MTR1	77.18	61.74	0.21	80.00 %	88,835.37	0.00 %		5.56 %	8,883.54
MCR1	62.91	47.86	0.35	76.08 %	53,464.10	0.00 %		5.56 %	5,346.41
EPI1	53.76	38.34	0.25	71.31 %	40,275.59	0.00 %		5.56 %	
KAM1	43.17	30.40	0.49	70.41 %	32,919.65	0.00 %		5.56 %	
VPD1	83.43	56.76	0.06	68.04 %	68,797.89	0.00 %		5.56 %	
SGG1	27.05	17.25	0.34	63.76 %	15,357.34	0.00 %		5.56 %	
HRR1	57.62	36.51	0.65	63.36 %	32,272.01	0.00 %		5.56 %	
VKL1	35.27	20.98	0.19	59.49 %	30,664.02	0.00 %		5.56 %	
RSP1	75.14	42.56	0.56	56.63 %	45,178.59	0.00 %		5.56 %	
OML1	83.70	46.67	0.37	55.77 %	44,435.45	0.00 %		5.56 %	
KMM1	50.13	25.93	0.00	51.73 %	26,358.14	0.00 %		5.56 %	

**KL-NORTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	565.60	487.41	0.20	86.17 %	405,166.15	10.00 %	40,516.62	5.56 %	60,774.92

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	19.79	37.81	0.00	191.10 %	16,206.90	40.00 %	6,482.76	5.56 %	6,482.76
CH27	32.23	39.71	0.45	123.23 %	50,532.99	40.00 %	20,213.20	5.56 %	20,213.20
UKI1	65.92	74.37	0.05	112.82 %	94,735.13	30.00 %	28,420.54	5.56 %	28,420.54
CH17	115.52	122.57	0.19	106.10 %	206,325.07	25.00 %	51,581.27	5.56 %	61,897.52
GPD1	74.10	76.69	0.17	103.51 %	53,337.67	25.00 %	13,334.42	5.56 %	13,334.42
CH31	53.34	55.07	0.42	103.25 %	63,946.42	25.00 %	15,986.61	5.56 %	15,986.61
CH50	123.71	122.59	0.14	99.10 %	196,879.49	20.00 %	39,375.90	5.56 %	49,219.87
CH46	56.58	55.10	0.24	97.38 %	75,875.46	20.00 %	15,175.09	5.56 %	18,968.87
CH21	213.45	202.30	0.42	94.77 %	206,730.94	15.00 %	31,009.64	5.56 %	51,682.74
CH03	302.26	282.63	0.55	93.51 %	380,962.31	15.00 %	57,144.35	5.56 %	76,192.46
CH24	143.24	132.96	0.45	92.82 %	180,204.44	15.00 %	27,030.67	5.56 %	36,040.89
CH23	70.33	64.59	0.86	91.84 %	75,109.99	15.00 %	11,266.50	5.56 %	15,022.00
PON1	65.46	59.69	0.11	91.19 %	78,039.71	15.00 %	11,705.96	5.56 %	15,607.94
CH36	50.40	44.28	0.07	87.84 %	45,239.55	10.00 %	4,523.96	5.56 %	6,785.93
CH15	300.62	261.03	0.27	86.83 %	296,887.30	10.00 %	29,688.73	5.56 %	44,533.10
CH33	134.01	115.89	0.07	86.48 %	142,317.79	10.00 %	14,231.78	5.56 %	21,347.67
MJR1	130.91	108.23	0.33	82.67 %	101,101.27	10.00 %	10,110.13	5.56 %	10,110.13
CH12	225.46	180.89	0.18	80.23 %	178,992.58	10.00 %	17,899.26	5.56 %	17,899.26
CH34	131.78	104.10	0.43	79.00 %	111,321.00	0.00 %		5.56 %	11,132.10
CH43	90.91	71.57	0.24	78.73 %	60,208.15	0.00 %		5.56 %	6,020.82
CH06	127.03	98.33	0.31	77.41 %	150,582.43	0.00 %		5.56 %	15,058.24
CH18	164.26	123.55	0.33	75.22 %	214,151.29	0.00 %		5.56 %	
CH41	119.42	89.21	1.69	74.70 %	144,529.04	0.00 %		5.56 %	
CH44	124.68	90.33	0.32	72.45 %	89,037.53	0.00 %		5.56 %	
CH32	22.10	15.25	0.57	69.03 %	19,937.06	0.00 %		5.56 %	
CH51	147.19	99.61	0.32	67.67 %	109,544.55	0.00 %		5.56 %	
CH20	172.74	110.01	0.31	63.69 %	125,590.63	0.00 %		5.56 %	
MC06	30.26	15.68	0.80	51.82 %	11,535.15	0.00 %		5.56 %	
CH01	19.20	5.05	0.00	26.30 %	4,613.35	0.00 %		5.56 %	

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	40.02	67.56	0.12	168.83 %	29,699.54	40.00 %	11,879.82	5.56 %	11,879.82
KKD3	102.30	126.18	0.00	123.35 %	188,894.82	40.00 %	75,557.93	5.56 %	75,557.93
TEN1	48.81	58.91	0.30	120.68 %	51,709.34	40.00 %	20,683.74	5.56 %	20,683.74
MPA1	74.05	84.29	0.07	113.83 %	137,229.44	30.00 %	41,168.83	5.56 %	54,891.78
MDU3	80.45	80.94	0.04	100.61 %	49,419.68	25.00 %	12,354.92	5.56 %	12,354.92
PNV2	41.43	41.64	0.08	100.51 %	37,102.78	25.00 %	9,275.70	5.56 %	9,275.70
PKM1	29.35	29.23	0.14	99.62 %	29,534.39	20.00 %	5,906.88	5.56 %	7,383.60
BNR1	40.76	40.53	0.15	99.44 %	43,578.41	20.00 %	8,715.68	5.56 %	10,894.60
KRR1	83.42	80.73	0.03	96.77 %	92,323.44	20.00 %	18,464.69	5.56 %	23,080.86
DGL1	307.06	296.68	0.54	96.62 %	130,349.34	20.00 %	26,069.87	5.56 %	32,587.34
KPT1	37.73	35.53	0.62	94.16 %	35,517.26	15.00 %	5,327.59	5.56 %	7,103.45
MDU1	294.53	270.19	0.20	91.74 %	180,646.10	15.00 %	27,096.92	5.56 %	36,129.22
DGL2	67.18	60.96	0.18	90.74 %	52,390.66	15.00 %	7,858.60	5.56 %	10,478.13
MDU7	97.86	87.17	0.37	89.08 %	83,345.29	10.00 %	8,334.53	5.56 %	12,501.79
BTU1	30.46	27.12	0.00	89.02 %	17,129.26	10.00 %	1,712.93	5.56 %	2,569.39
MDU2	159.41	139.00	0.39	87.20 %	149,827.04	10.00 %	14,982.70	5.56 %	22,474.06
NKI1	39.43	33.34	0.06	84.54 %	25,884.69	10.00 %	2,588.47	5.56 %	2,588.47
MLR1	54.16	44.84	0.07	82.79 %	49,943.78	10.00 %	4,994.38	5.56 %	4,994.38
MDU5	51.35	41.22	0.05	80.28 %	47,358.90	10.00 %	4,735.89	5.56 %	4,735.89
PNI1	40.81	32.68	1.94	80.07 %	24,655.60	0.00 %		5.56 %	2,465.56
TEN2	70.50	56.30	0.30	79.86 %	40,202.17	0.00 %		5.56 %	4,020.22
TDI1	67.66	53.93	0.03	79.71 %	82,777.16	0.00 %		5.56 %	8,277.72
ADP1	47.15	36.11	0.03	76.58 %	36,520.76	0.00 %		5.56 %	3,652.08
KYK1	50.91	38.86	0.00	76.33 %	43,667.03	0.00 %		5.56 %	4,366.70
USL1	52.68	40.17	0.33	76.24 %	27,937.39	0.00 %		5.56 %	2,793.74
SVG1	84.27	62.57	0.10	74.25 %	75,185.86	0.00 %		5.56 %	
SGP1	44.66	32.98	0.00	73.84 %	38,221.89	0.00 %		5.56 %	
TPT1	85.24	61.64	0.19	72.31 %	93,080.00	0.00 %		5.56 %	
CBM1	69.95	50.49	0.00	72.19 %	63,454.95	0.00 %		5.56 %	
ATG1	127.70	91.96	0.28	72.01 %	113,098.46	0.00 %		5.56 %	
PVI1	79.52	56.98	0.22	71.65 %	78,297.22	0.00 %		5.56 %	
TMM1	98.10	69.72	0.14	71.08 %	47,664.29	0.00 %		5.56 %	
ODM1	39.97	28.36	0.00	70.95 %	15,670.62	0.00 %		5.56 %	
DKI1	90.35	62.56	0.06	69.25 %	112,501.64	0.00 %		5.56 %	
MDU6	145.76	99.72	0.21	68.42 %	82,964.05	0.00 %		5.56 %	
MDU4	80.47	46.84	0.51	58.21 %	27,466.90	0.00 %		5.56 %	
MNM1	45.17	25.25	0.49	55.91 %	26,339.01	0.00 %		5.56 %	
NTM1	59.53	32.87	0.02	55.21 %	28,061.22	0.00 %		5.56 %	

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	18.07	23.81	0.25	131.73 %	17,534.89	40.00 %	7,013.96	5.56 %	7,013.96
MKM1	37.34	44.62	0.32	119.48 %	53,579.59	30.00 %	16,073.88	5.56 %	21,431.84
PRT1	91.28	105.52	0.28	115.60 %	86,237.56	30.00 %	25,871.27	5.56 %	34,495.02
KLM1	99.09	100.36	0.25	101.28 %	156,146.81	25.00 %	39,036.70	5.56 %	39,036.70
CDM1	126.53	126.61	0.20	100.06 %	112,546.38	20.00 %	22,509.28	5.56 %	28,136.60
SJI2	82.09	80.92	0.18	98.58 %	78,302.71	20.00 %	15,660.54	5.56 %	19,575.68
KML1	68.79	64.81	0.18	94.21 %	70,912.19	15.00 %	10,636.83	5.56 %	14,182.44
CUD1	208.98	189.22	0.34	90.55 %	210,971.33	15.00 %	31,645.70	5.56 %	42,194.27
TRK1	115.16	103.42	0.35	89.80 %	114,792.94	10.00 %	11,479.29	5.56 %	17,218.94
KKI2	107.01	94.14	0.07	87.97 %	75,900.37	10.00 %	7,590.04	5.56 %	11,385.06
VCM2	67.76	59.32	0.28	87.55 %	49,605.04	10.00 %	4,960.50	5.56 %	7,440.76
STP1	37.73	32.08	0.41	85.02 %	29,550.59	10.00 %	2,955.06	5.56 %	2,955.06
VPM2	97.12	77.94	0.22	80.25 %	91,047.40	10.00 %	9,104.74	5.56 %	9,104.74
ULP1	100.50	80.26	0.08	79.86 %	69,787.48	0.00 %		5.56 %	6,978.75
TVM2	63.85	49.81	0.79	78.01 %	34,318.46	0.00 %		5.56 %	3,431.85
TVM1	55.62	43.35	0.51	77.95 %	32,333.28	0.00 %		5.56 %	3,233.33
NVL2	119.65	92.49	0.27	77.29 %	90,023.52	0.00 %		5.56 %	9,002.35
TDM1	67.35	50.39	0.82	74.81 %	40,862.65	0.00 %		5.56 %	
POY1	225.34	127.17	0.22	56.43 %	115,437.07	0.00 %		5.56 %	
POY2	173.60	97.59	0.42	56.22 %	150,204.33	0.00 %		5.56 %	
VPM1	46.12	24.10	0.95	52.25 %	19,084.01	0.00 %		5.56 %	

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	49.49	62.68	0.06	126.65 %	47,672.23	40.00 %	19,068.89	5.56 %	19,068.89
KIK1	60.39	69.89	0.00	115.72 %	123,774.23	30.00 %	37,132.27	5.56 %	49,509.69
KRN1	45.14	50.81	0.00	112.54 %	53,427.23	30.00 %	16,028.17	5.56 %	16,028.17
NCK1	30.73	34.38	0.15	111.87 %	22,095.77	30.00 %	6,628.73	5.56 %	6,628.73
TVR2	139.21	142.94	0.14	102.68 %	151,501.13	25.00 %	37,875.28	5.56 %	37,875.28
NMM1	48.36	49.01	1.18	101.34 %	58,269.61	25.00 %	14,567.40	5.56 %	14,567.40
APM1	45.28	44.71	0.16	98.75 %	64,462.85	20.00 %	12,892.57	5.56 %	16,115.71
MSI1	68.13	66.54	0.00	97.67 %	56,690.39	20.00 %	11,338.08	5.56 %	14,172.60
TYR1	99.56	94.58	0.24	95.00 %	106,364.87	15.00 %	15,954.73	5.56 %	26,591.22
MVM1	162.76	149.29	0.14	91.73 %	228,667.42	15.00 %	34,300.11	5.56 %	45,733.48
NGT1	88.99	78.27	0.27	87.95 %	130,538.11	10.00 %	13,053.81	5.56 %	19,580.72
PTK1	133.36	114.36	0.28	85.75 %	132,651.48	10.00 %	13,265.15	5.56 %	19,897.72
MDI1	117.74	99.98	0.27	84.92 %	116,664.97	10.00 %	11,666.50	5.56 %	11,666.50
TRY2	49.44	41.40	0.00	83.74 %	38,552.60	10.00 %	3,855.26	5.56 %	3,855.26
PDK1	67.38	56.24	0.00	83.47 %	75,071.96	10.00 %	7,507.20	5.56 %	7,507.20
AYR1	86.42	70.14	0.10	81.16 %	86,607.88	10.00 %	8,660.79	5.56 %	8,660.79
TNJ2	171.28	138.55	0.22	80.89 %	144,530.03	10.00 %	14,453.00	5.56 %	14,453.00
TRY3	97.29	77.18	0.07	79.33 %	86,291.05	0.00 %		5.56 %	8,629.11
TNJ1	210.03	166.38	0.25	79.22 %	166,366.75	0.00 %		5.56 %	16,636.68
ORU1	54.84	43.15	0.04	78.68 %	52,018.63	0.00 %		5.56 %	5,201.86
TTP1	95.05	73.04	0.04	76.84 %	78,996.33	0.00 %		5.56 %	7,899.63
JKM1	105.95	81.37	0.10	76.80 %	93,470.39	0.00 %		5.56 %	9,347.04
TVR1	74.73	56.60	0.08	75.74 %	60,975.30	0.00 %		5.56 %	6,097.53
TRY1	622.31	459.27	0.04	73.80 %	532,440.89	0.00 %		5.56 %	
KUM1	188.30	136.69	0.08	72.59 %	135,096.77	0.00 %		5.56 %	
PBR2	222.58	156.31	0.05	70.22 %	147,125.13	0.00 %		5.56 %	
TRY4	122.87	85.25	0.28	69.39 %	110,758.40	0.00 %		5.56 %	
PBR1	98.30	63.38	0.08	64.48 %	50,540.67	0.00 %		5.56 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	53.86	56.87	0.32	105.57 %	50,326.57	25.00 %	12,581.64	5.56 %	15,097.97
SKD1	52.35	54.99	0.16	105.06 %	70,573.91	25.00 %	17,643.48	5.56 %	21,172.17
ERL2	69.49	68.92	0.13	99.17 %	100,809.05	20.00 %	20,161.81	5.56 %	25,202.26
SVK1	109.49	108.33	0.31	98.94 %	110,519.63	20.00 %	22,103.93	5.56 %	27,629.91
VNR1	54.43	51.79	0.17	95.15 %	61,114.57	20.00 %	12,222.91	5.56 %	15,278.64
PDI1	48.80	46.29	0.33	94.87 %	46,030.26	15.00 %	6,904.54	5.56 %	11,507.57
VLY1	152.50	139.66	0.37	91.58 %	150,124.31	15.00 %	22,518.65	5.56 %	30,024.86
KVT1	228.63	204.96	0.19	89.64 %	293,664.63	10.00 %	29,366.46	5.56 %	44,049.69
TYI1	68.69	61.54	0.40	89.58 %	71,458.15	10.00 %	7,145.82	5.56 %	10,718.72
APK2	63.82	56.57	0.25	88.63 %	49,327.49	10.00 %	4,932.75	5.56 %	7,399.12
KSM1	34.95	30.97	0.02	88.62 %	26,254.24	10.00 %	2,625.42	5.56 %	3,938.14
MAR1	129.40	109.57	0.14	84.68 %	115,135.88	10.00 %	11,513.59	5.56 %	11,513.59
MMT1	72.84	61.41	0.00	84.31 %	48,094.82	10.00 %	4,809.48	5.56 %	4,809.48
STU2	48.72	40.99	0.29	84.15 %	43,235.87	10.00 %	4,323.59	5.56 %	4,323.59
VNR2	183.92	154.57	0.25	84.04 %	162,088.49	10.00 %	16,208.85	5.56 %	16,208.85
TKS2	158.19	132.64	0.56	83.85 %	119,110.16	10.00 %	11,911.02	5.56 %	11,911.02
TVL1	437.01	365.35	0.11	83.60 %	429,522.92	10.00 %	42,952.29	5.56 %	42,952.29
NGR1	270.06	225.03	0.54	83.33 %	209,845.93	10.00 %	20,984.59	5.56 %	20,984.59
SNL1	60.31	49.83	0.46	82.62 %	68,994.11	10.00 %	6,899.41	5.56 %	6,899.41
RND1	164.19	130.28	0.23	79.35 %	210,483.22	0.00 %		5.56 %	21,048.32
TCN1	104.86	81.83	0.15	78.04 %	97,023.52	0.00 %		5.56 %	9,702.35
VKM1	59.59	46.27	0.12	77.63 %	67,816.74	0.00 %		5.56 %	6,781.67
SDI1	55.77	43.06	0.31	77.21 %	41,161.06	0.00 %		5.56 %	4,116.11
TUT2	216.63	164.42	0.03	75.90 %	183,574.52	0.00 %		5.56 %	18,357.45
ARM1	63.74	48.27	0.50	75.73 %	37,015.51	0.00 %		5.56 %	3,701.55
TKS1	120.86	91.22	0.09	75.48 %	90,079.93	0.00 %		5.56 %	
TUT1	504.62	380.69	0.30	75.44 %	481,328.69	0.00 %		5.56 %	
UDN1	66.12	48.83	0.21	73.85 %	54,492.50	0.00 %		5.56 %	
KYR1	56.63	41.76	0.33	73.74 %	49,331.85	0.00 %		5.56 %	
ASM1	67.10	48.52	0.44	72.31 %	44,915.71	0.00 %		5.56 %	
APK1	84.92	60.52	0.51	71.27 %	75,282.57	0.00 %		5.56 %	
SGT1	39.32	27.21	0.00	69.20 %	23,667.22	0.00 %		5.56 %	
PKD1	108.14	72.75	0.07	67.27 %	97,323.41	0.00 %		5.56 %	
TKY1	73.76	45.79	0.11	62.09 %	55,103.71	0.00 %		5.56 %	
RPM1	157.69	93.26	0.05	59.14 %	91,686.82	0.00 %		5.56 %	
COL1	50.26	18.00	0.35	35.82 %	11,636.33	0.00 %		5.56 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	182.76	190.90	0.19	104.46 %	289,100.60	25.00 %	72,275.15	5.56 %	86,730.18
CH38	76.80	75.45	0.02	98.25 %	106,144.59	20.00 %	21,228.92	5.56 %	26,536.15
CH48	142.62	133.77	0.23	93.80 %	223,965.87	15.00 %	33,594.88	5.56 %	44,793.17
GUD1	109.94	102.86	0.04	93.56 %	177,535.59	15.00 %	26,630.34	5.56 %	35,507.12
CGL1	76.37	70.58	0.46	92.42 %	98,208.13	15.00 %	14,731.22	5.56 %	19,641.63
CH30	124.50	114.32	0.14	91.82 %	164,352.75	15.00 %	24,652.91	5.56 %	32,870.55
MRM1	107.44	98.64	0.29	91.81 %	90,359.32	15.00 %	13,553.90	5.56 %	18,071.86
CH45	115.63	105.18	0.39	90.97 %	143,717.91	15.00 %	21,557.69	5.56 %	28,743.58
CH35	107.04	96.36	0.28	90.03 %	141,386.07	10.00 %	14,138.61	5.56 %	28,277.21
CH39	63.61	57.26	0.11	90.03 %	99,119.93	10.00 %	9,911.99	5.56 %	19,823.99
CH05	249.21	217.20	0.58	87.16 %	197,811.78	10.00 %	19,781.18	5.56 %	29,671.77
CH28	171.09	145.56	0.10	85.08 %	310,905.36	10.00 %	31,090.54	5.56 %	31,090.54
CH25	135.63	114.83	0.08	84.66 %	151,696.26	10.00 %	15,169.63	5.56 %	15,169.63
CH37	61.87	49.14	0.00	79.43 %	80,491.69	0.00 %		5.56 %	8,049.17
CH42	176.03	136.55	0.29	77.57 %	184,465.55	0.00 %		5.56 %	18,446.56
CH19	192.54	146.81	0.25	76.25 %	189,225.14	0.00 %		5.56 %	18,922.51
CH07	180.04	135.59	0.36	75.31 %	169,539.09	0.00 %		5.56 %	
CH14	284.34	212.51	0.14	74.74 %	282,863.65	0.00 %		5.56 %	
CH49	168.88	123.92	0.27	73.37 %	164,639.76	0.00 %		5.56 %	
SKL1	85.64	61.81	0.25	72.17 %	83,397.21	0.00 %		5.56 %	
KNR1	90.20	59.82	0.00	66.31 %	89,136.96	0.00 %		5.56 %	
GUD2	91.66	59.68	0.33	65.11 %	73,725.68	0.00 %		5.56 %	
TKM1	79.46	50.05	0.40	62.99 %	63,987.16	0.00 %		5.56 %	
CH40	60.99	37.80	0.33	61.97 %	12,911.32	0.00 %		5.56 %	
CH08	261.09	158.21	0.18	60.60 %	239,639.44	0.00 %		5.56 %	
AVD1	141.12	82.04	0.08	58.14 %	84,267.64	0.00 %		5.56 %	
CH22	149.89	82.75	0.22	55.20 %	97,100.27	0.00 %		5.56 %	
CH16	336.31	149.62	0.07	44.49 %	206,837.66	0.00 %		5.56 %	
MC10	20.13	8.79	0.00	43.68 %	5,018.90	0.00 %		5.56 %	
CH26	55.25	20.59	0.00	37.26 %	30,737.70	0.00 %		5.56 %	
CH29	30.17	9.61	0.49	31.85 %	17,929.48	0.00 %		5.56 %	
MC09	10.03	1.87	0.00	18.68 %	1,070.70	0.00 %		5.56 %	

**KL-SOUTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	186.49	138.30	0.38	74.16 %	69,341.20	0.00 %		5.56 %	
PAS1	71.13	51.10	0.17	71.84 %	24,883.08	0.00 %		5.56 %	
KLR1	56.02	38.38	0.18	68.52 %	19,793.41	0.00 %		5.56 %	
PNL1	51.56	29.14	0.22	56.52 %	18,877.65	0.00 %		5.56 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	109.60	5.44	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	108.74	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	1.47	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	6.23	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	24.52	15.17	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	3.79	0.00	0.00 %	0.00	0.00 %		0.00 %	