

<b>Accu.Target</b> 26,374.14 L	<b>Sales</b> 22,374.73 L	<b>Achieved %</b> 84.84 %	<b>HO Budget+%</b> 5.16 %	<b>Total Com.</b> 183.28 L
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Note : Sales Period is From :01-Mar-2026 To :17-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	2,712.89	2,630.43	96.96 %	0.00	5.16 %	0.00
NORTH ARCOT	1,937.31	1,861.73	96.10 %	54,000.00	5.16 %	108,000.00
KL-NORTH	291.81	275.06	94.26 %	0.00	5.16 %	0.00
SOUTH-03	2,827.34	2,577.50	91.16 %	75,000.00	5.16 %	75,000.00
SOUTH-01	4,178.67	3,690.26	88.31 %	0.00	5.16 %	0.00
SOUTH ARCOT	1,752.82	1,518.31	86.62 %	0.00	5.16 %	45,000.00
WEST-02	2,551.29	2,208.15	86.55 %	0.00	5.16 %	0.00
KL-SOUTH	247.87	195.89	79.03 %	0.00	5.16 %	0.00
CHENNAI-01	3,956.78	2,940.77	74.32 %	0.00	5.16 %	0.00
CHENNAI-02	3,604.57	2,667.52	74.00 %	0.00	5.16 %	0.00
WEST-01	2,312.78	1,636.60	70.76 %	0.00	5.16 %	0.00
OTHERS	0.00	172.52	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>26,374.14</b>	<b>22,374.73</b>	<b>84.84 %</b>		<b>5.16 %</b>	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	832.58	887.34	106.58%	120,000.00	5.16 %	160,000.00
	KUM1	606.87	569.91	93.91%	37,500.00	5.16 %	37,500.00
	TNJ1	618.92	574.16	92.77%	37,500.00	5.16 %	37,500.00
	PBR1	654.52	599.02	91.52%	37,500.00	5.16 %	37,500.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	665.81	667.71	100.29%	90,000.00	5.16 %	90,000.00
	NA03	625.53	592.94	94.79%	37,500.00	5.16 %	37,500.00
	NA02	645.97	601.07	93.05%	45,000.00	5.16 %	45,000.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	291.81	275.06	94.26%	15,000.00	5.16 %	15,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	254.30	261.70	102.91%	30,000.00	5.16 %	30,000.00
	TEN1	401.29	383.08	95.46%	22,500.00	5.16 %	45,000.00
	KKD2	563.13	526.58	93.51%	37,500.00	5.16 %	37,500.00
	SVG1	520.06	470.69	90.51%	30,000.00	5.16 %	30,000.00
	MDU1	1,088.55	935.44	85.93%	0.00	5.16 %	67,500.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,086.90	1,114.59	102.55%	165,000.00	5.16 %	165,000.00
	TVL1	591.82	530.64	89.66%	0.00	5.16 %	37,500.00
	TKS1	563.90	483.86	85.81%	0.00	5.16 %	30,000.00
	VNR1	522.50	446.84	85.52%	0.00	5.16 %	30,000.00
	KVT1	669.36	564.34	84.31%	0.00	5.16 %	0.00
	NGR1	744.19	549.98	73.90%	0.00	5.16 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	499.15	453.26	90.81%	30,000.00	5.16 %	30,000.00
	SA01	636.10	557.16	87.59%	0.00	5.16 %	37,500.00
	SA02	617.57	507.89	82.24%	0.00	5.16 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SLM1	722.95	679.00	93.92%	45,000.00	5.16 %	45,000.00
	HSR1	515.68	484.31	93.92%	30,000.00	5.16 %	30,000.00
	MTR1	510.02	470.41	92.23%	30,000.00	5.16 %	30,000.00
	ERD1	802.64	574.43	71.57%	0.00	5.16 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	247.87	195.89	79.03%	0.00	5.16 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	975.08	757.36	77.67%	0.00	5.16 %	0.00
	CH08	913.32	699.22	76.56%	0.00	5.16 %	0.00
	CH03	735.62	534.79	72.70%	0.00	5.16 %	0.00
	CH06	1,332.77	949.38	71.23%	0.00	5.16 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	747.36	589.46	78.87%	0.00	5.16 %	0.00
	CH01	914.67	703.48	76.91%	0.00	5.16 %	0.00
	CH04	1,043.54	758.54	72.69%	0.00	5.16 %	0.00
	CH07	899.00	616.04	68.53%	0.00	5.16 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	302.06	261.54	86.59%	0.00	5.16 %	15,000.00
	TPR4	258.02	192.26	74.52%	0.00	5.16 %	0.00
	TPR1	306.31	226.74	74.02%	0.00	5.16 %	0.00
	CBE1	1,131.09	760.25	67.21%	0.00	5.16 %	0.00
	PLI1	315.32	195.79	62.09%	0.00	5.16 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.34	0.00%	0.00	0.00 %	0.00
	CH02	0.00	73.67	0.00%	0.00	0.00 %	0.00
	HO01	0.00	51.51	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	8.86	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	2.26	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	5.21	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	26.49	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	1.19	0.00%	0.00	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)
NCK1	27.45	38.11	0.00	138.86 %	23,242.60	40.00 %	9,297.04	5.16 %	9,297.04
KRN1	47.59	57.08	0.01	119.95 %	40,724.05	30.00 %	12,217.22	5.16 %	16,289.62
TRY1	493.72	562.68	0.51	113.97 %	255,270.85	30.00 %	76,581.26	5.16 %	102,108.34
TVR1	46.00	51.00	0.00	110.88 %	36,308.80	30.00 %	10,892.64	5.16 %	10,892.64
MVM1	111.26	122.89	0.00	110.45 %	121,504.90	30.00 %	36,451.47	5.16 %	36,451.47
PDK1	40.67	44.54	0.00	109.52 %	31,928.80	25.00 %	7,982.20	5.16 %	9,578.64
NMM1	45.67	49.14	0.40	107.59 %	43,123.80	25.00 %	10,780.95	5.16 %	12,937.14
TYR1	92.46	95.24	0.07	103.01 %	58,173.45	25.00 %	14,543.36	5.16 %	14,543.36
TVR2	131.12	133.89	0.04	102.11 %	74,431.10	25.00 %	18,607.78	5.16 %	18,607.78
TNJ2	124.62	125.97	0.09	101.08 %	78,842.90	25.00 %	19,710.73	5.16 %	19,710.73
PTK1	118.99	117.76	0.02	98.96 %	53,437.85	20.00 %	10,687.57	5.16 %	13,359.46
TRY4	114.87	112.33	0.00	97.79 %	96,156.25	20.00 %	19,231.25	5.16 %	24,039.06
TTP1	73.81	70.85	0.00	95.99 %	49,029.15	20.00 %	9,805.83	5.16 %	12,257.29
MSI1	67.42	63.78	0.10	94.60 %	42,453.10	15.00 %	6,367.97	5.16 %	8,490.62
MDI1	82.84	77.61	0.26	93.68 %	55,787.00	15.00 %	8,368.05	5.16 %	11,157.40
ORU1	46.38	43.43	0.07	93.65 %	46,044.95	15.00 %	6,906.74	5.16 %	9,208.99
JKM1	78.08	71.92	0.05	92.11 %	48,375.30	15.00 %	7,256.30	5.16 %	9,675.06
NGT1	85.86	75.92	0.08	88.42 %	63,264.60	10.00 %	6,326.46	5.16 %	9,489.69
APM1	30.60	26.80	0.00	87.58 %	25,677.25	10.00 %	2,567.73	5.16 %	3,851.59
KUM1	177.78	150.45	0.05	84.63 %	89,188.85	10.00 %	8,918.89	5.16 %	8,918.89
AYR1	61.70	51.08	0.11	82.78 %	36,129.80	10.00 %	3,612.98	5.16 %	3,612.98
TRY2	47.62	39.03	0.00	81.98 %	22,733.25	10.00 %	2,273.33	5.16 %	2,273.33
PBR2	182.72	148.75	0.33	81.41 %	102,446.10	10.00 %	10,244.61	5.16 %	10,244.61
TRY3	88.11	71.67	0.00	81.35 %	51,231.30	10.00 %	5,123.13	5.16 %	5,123.13
TNJ1	169.81	133.45	0.25	78.58 %	79,700.75	0.00 %		5.16 %	7,970.08
KIK1	64.85	49.68	0.05	76.61 %	40,986.30	0.00 %		5.16 %	4,098.63
PBR1	60.88	45.37	0.14	74.52 %	27,203.95	0.00 %		5.16 %	

**NORTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	49.28	69.88	0.03	141.80 %	52,078.10	40.00 %	20,831.24	5.16 %	20,831.24
SLG1	45.30	54.80	0.15	120.97 %	40,631.85	40.00 %	16,252.74	5.16 %	16,252.74
KPM2	208.46	227.63	0.08	109.19 %	179,255.40	25.00 %	44,813.85	5.16 %	53,776.62
PTU1	29.73	31.68	0.02	106.58 %	25,681.40	25.00 %	6,420.35	5.16 %	7,704.42
ANI1	34.58	36.55	0.01	105.70 %	28,739.00	25.00 %	7,184.75	5.16 %	8,621.70
VSI1	62.52	64.95	0.13	103.88 %	77,045.30	25.00 %	19,261.33	5.16 %	19,261.33
TRT1	61.61	63.95	0.19	103.80 %	38,690.00	25.00 %	9,672.50	5.16 %	9,672.50
AKM1	89.56	92.77	0.37	103.59 %	70,203.90	25.00 %	17,550.98	5.16 %	17,550.98
PLR1	37.50	38.79	0.00	103.46 %	30,470.45	25.00 %	7,617.61	5.16 %	7,617.61
UGI1	32.97	33.65	0.73	102.04 %	26,661.65	25.00 %	6,665.41	5.16 %	6,665.41
CGM1	52.97	53.67	0.08	101.32 %	33,118.75	25.00 %	8,279.69	5.16 %	8,279.69
WJD1	78.59	79.45	0.06	101.08 %	94,855.85	25.00 %	23,713.96	5.16 %	23,713.96
ARC2	57.28	56.51	0.70	98.64 %	42,524.25	20.00 %	8,504.85	5.16 %	10,631.06
WJP1	62.93	61.71	0.12	98.06 %	63,236.10	20.00 %	12,647.22	5.16 %	15,809.03
GDM1	59.62	58.12	0.00	97.50 %	47,215.15	20.00 %	9,443.03	5.16 %	11,803.79
SBR1	121.30	118.14	0.00	97.39 %	131,353.10	20.00 %	26,270.62	5.16 %	32,838.28
CYR1	47.04	44.84	0.15	95.32 %	42,103.35	20.00 %	8,420.67	5.16 %	10,525.84
VEL2	135.20	125.29	0.11	92.66 %	129,474.70	15.00 %	19,421.21	5.16 %	25,894.94
BGR1	42.19	38.61	0.00	91.51 %	35,082.50	15.00 %	5,262.38	5.16 %	7,016.50
CPT1	39.15	34.68	0.15	88.57 %	30,984.25	10.00 %	3,098.43	5.16 %	4,647.64
TRR1	110.87	95.16	0.01	85.83 %	65,142.85	10.00 %	6,514.29	5.16 %	9,771.43
VEL1	113.17	93.30	0.04	82.44 %	93,892.75	10.00 %	9,389.28	5.16 %	9,389.28
TRL1	190.74	152.48	0.02	79.94 %	138,220.45	0.00 %		5.16 %	13,822.05
KPM1	87.37	68.28	0.20	78.15 %	59,021.80	0.00 %		5.16 %	5,902.18
ABR1	87.37	66.86	0.28	76.53 %	49,311.60	0.00 %		5.16 %	4,931.16

**KL-NORTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	291.81	275.06	0.13	94.26 %	235,120.25	15.00 %	35,268.04	5.16 %	47,024.05

## SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPA1	57.22	83.44	0.15	145.81 %	77,849.55	40.00 %	31,139.82	5.16 %	31,139.82
CMR1	34.54	44.67	0.55	129.33 %	31,225.30	40.00 %	12,490.12	5.16 %	12,490.12
KKD3	82.10	101.93	0.14	124.15 %	114,542.25	40.00 %	45,816.90	5.16 %	45,816.90
PKM1	32.23	36.80	0.05	114.17 %	36,772.90	30.00 %	11,031.87	5.16 %	14,709.16
KRR1	63.06	70.71	0.04	112.12 %	79,915.80	30.00 %	23,974.74	5.16 %	23,974.74
KPT1	40.67	43.44	0.25	106.81 %	43,049.70	25.00 %	10,762.43	5.16 %	12,914.91
TPT1	68.12	71.16	0.21	104.46 %	79,393.95	25.00 %	19,848.49	5.16 %	23,818.19
PNV2	40.41	41.04	0.00	101.57 %	23,001.65	25.00 %	5,750.41	5.16 %	5,750.41
MDU1	268.44	269.16	0.08	100.27 %	167,751.20	25.00 %	41,937.80	5.16 %	41,937.80
DGL1	175.98	174.99	0.28	99.44 %	130,102.10	20.00 %	26,020.42	5.16 %	32,525.53
USL1	49.23	48.86	0.03	99.24 %	33,724.65	20.00 %	6,744.93	5.16 %	8,431.16
NTM1	36.71	36.32	0.13	98.94 %	32,796.05	20.00 %	6,559.21	5.16 %	8,199.01
ADP1	47.97	46.59	0.23	97.13 %	44,726.45	20.00 %	8,945.29	5.16 %	11,181.61
ODM1	36.74	35.42	0.33	96.42 %	20,192.45	20.00 %	4,038.49	5.16 %	5,048.11
PVI1	56.11	53.82	0.08	95.93 %	45,850.05	20.00 %	9,170.01	5.16 %	11,462.51
MDU7	91.24	86.28	0.55	94.57 %	59,856.20	15.00 %	8,978.43	5.16 %	11,971.24
NKI1	40.88	38.50	0.05	94.17 %	38,801.40	15.00 %	5,820.21	5.16 %	7,760.28
TEN1	74.85	70.01	0.23	93.53 %	58,001.95	15.00 %	8,700.29	5.16 %	11,600.39
MDU5	52.16	48.67	0.14	93.31 %	55,761.15	15.00 %	8,364.17	5.16 %	11,152.23
CBM1	73.18	68.21	0.05	93.21 %	70,985.50	15.00 %	10,647.83	5.16 %	14,197.10
TDI1	50.83	46.60	0.06	91.68 %	56,857.80	15.00 %	8,528.67	5.16 %	11,371.56
BTU1	33.97	31.08	0.25	91.51 %	28,406.80	15.00 %	4,261.02	5.16 %	5,681.36
TMM1	91.28	81.78	0.19	89.59 %	54,923.45	10.00 %	5,492.35	5.16 %	8,238.52
SGP1	36.43	32.35	0.00	88.80 %	31,296.35	10.00 %	3,129.64	5.16 %	4,694.45
SVG1	74.64	65.95	0.12	88.36 %	50,027.25	10.00 %	5,002.73	5.16 %	7,504.09
BNR1	48.87	42.46	0.15	86.89 %	37,467.25	10.00 %	3,746.73	5.16 %	5,620.09
DKI1	81.54	70.50	0.04	86.47 %	102,137.40	10.00 %	10,213.74	5.16 %	15,320.61
MDU3	107.54	91.55	0.07	85.12 %	43,322.90	10.00 %	4,332.29	5.16 %	4,332.29
TEN2	89.65	74.34	0.21	82.92 %	47,390.05	10.00 %	4,739.01	5.16 %	4,739.01
MDU4	76.66	59.87	0.11	78.11 %	43,973.95	0.00 %		5.16 %	4,397.40
MDU2	184.75	143.19	0.18	77.51 %	112,273.15	0.00 %		5.16 %	11,227.32
MLR1	52.69	40.45	0.07	76.75 %	34,094.50	0.00 %		5.16 %	3,409.45
ATG1	105.88	81.21	0.55	76.70 %	80,453.80	0.00 %		5.16 %	8,045.38
KYK1	45.46	34.36	0.09	75.59 %	26,655.60	0.00 %		5.16 %	
MDU6	148.17	104.99	0.08	70.86 %	79,534.65	0.00 %		5.16 %	
MNM1	41.71	27.96	0.00	67.05 %	25,278.45	0.00 %		5.16 %	
PNI1	60.56	35.81	0.00	59.14 %	23,267.40	0.00 %		5.16 %	
DGL2	74.85	43.02	0.64	57.47 %	40,567.70	0.00 %		5.16 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	55.17	66.10	0.12	119.82 %	78,727.50	30.00 %	23,618.25	5.16 %	31,491.00
TUT1	644.32	723.96	0.14	112.36 %	350,114.90	30.00 %	105,034.47	5.16 %	105,034.47
KGL1	47.94	53.74	0.00	112.10 %	44,661.50	30.00 %	13,398.45	5.16 %	13,398.45
VNR1	56.09	58.35	0.31	104.02 %	50,486.45	25.00 %	12,621.61	5.16 %	12,621.61
KYR1	40.79	42.38	0.08	103.88 %	45,400.75	25.00 %	11,350.19	5.16 %	11,350.19
ARM1	37.83	39.10	0.37	103.34 %	27,570.20	25.00 %	6,892.55	5.16 %	6,892.55
KSM1	34.69	35.35	0.05	101.93 %	21,483.45	25.00 %	5,370.86	5.16 %	5,370.86
TCN1	75.86	75.78	0.10	99.89 %	67,926.75	20.00 %	13,585.35	5.16 %	16,981.69
TKS1	115.87	114.87	0.05	99.14 %	93,775.90	20.00 %	18,755.18	5.16 %	23,443.98
SVK1	108.50	106.43	0.06	98.10 %	78,399.10	20.00 %	15,679.82	5.16 %	19,599.78
PKD1	80.94	77.44	0.00	95.68 %	67,714.20	20.00 %	13,542.84	5.16 %	16,928.55
ASM1	53.31	51.00	0.06	95.66 %	44,864.75	20.00 %	8,972.95	5.16 %	11,216.19
SDI1	62.75	59.36	0.14	94.60 %	40,787.90	15.00 %	6,118.19	5.16 %	8,157.58
TVL1	379.71	341.18	0.11	89.85 %	274,429.45	10.00 %	27,442.95	5.16 %	41,164.42
TKS2	158.63	141.84	0.17	89.42 %	81,702.95	10.00 %	8,170.30	5.16 %	12,255.44
UDN1	50.14	44.34	0.28	88.42 %	27,325.75	10.00 %	2,732.58	5.16 %	4,098.86
SKD1	46.99	41.53	0.11	88.38 %	53,740.55	10.00 %	5,374.06	5.16 %	8,061.08
APK2	73.40	64.59	0.04	88.00 %	42,257.80	10.00 %	4,225.78	5.16 %	6,338.67
MMT1	72.08	62.17	0.10	86.25 %	35,023.35	10.00 %	3,502.34	5.16 %	5,253.50
SGT1	40.48	34.70	0.11	85.73 %	26,070.25	10.00 %	2,607.03	5.16 %	3,910.54
TYI1	62.43	52.63	0.22	84.30 %	48,976.00	10.00 %	4,897.60	5.16 %	4,897.60
KVT1	210.53	175.74	0.06	83.48 %	142,223.45	10.00 %	14,222.35	5.16 %	14,222.35
STU2	47.85	39.46	0.24	82.47 %	24,323.55	10.00 %	2,432.36	5.16 %	2,432.36
VLY1	120.96	99.36	0.05	82.14 %	56,505.00	10.00 %	5,650.50	5.16 %	5,650.50
APK1	83.19	68.33	0.02	82.14 %	67,850.50	10.00 %	6,785.05	5.16 %	6,785.05
VKM1	51.19	40.17	0.00	78.48 %	43,975.40	0.00 %		5.16 %	4,397.54
SNL1	70.03	54.84	0.05	78.31 %	32,984.05	0.00 %		5.16 %	3,298.41
RND1	121.03	92.77	0.05	76.65 %	89,693.10	0.00 %		5.16 %	8,969.31
TUT2	198.98	151.79	0.07	76.28 %	97,194.40	0.00 %		5.16 %	9,719.44
NGR1	320.83	242.87	0.19	75.70 %	126,752.70	0.00 %		5.16 %	
VNR2	201.32	149.13	0.23	74.08 %	127,290.15	0.00 %		5.16 %	
PDI1	64.93	47.03	0.22	72.43 %	34,046.10	0.00 %		5.16 %	
RPM1	121.24	86.06	0.23	70.98 %	68,775.85	0.00 %		5.16 %	
TKY1	64.85	44.90	0.04	69.24 %	25,955.40	0.00 %		5.16 %	
MAR1	165.59	93.20	0.21	56.28 %	58,529.10	0.00 %		5.16 %	
COL1	38.22	17.75	0.02	46.44 %	16,825.65	0.00 %		5.16 %	

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MKM1	35.49	51.14	0.06	144.11 %	65,352.55	40.00 %	26,141.02	5.16 %	26,141.02
PRT1	55.14	71.04	0.16	128.84 %	62,089.55	40.00 %	24,835.82	5.16 %	24,835.82
SJI2	79.97	85.24	0.06	106.60 %	65,593.55	25.00 %	16,398.39	5.16 %	19,678.07
KML1	47.41	49.62	0.09	104.66 %	38,992.70	25.00 %	9,748.18	5.16 %	11,697.81
TVM2	62.09	62.83	0.00	101.19 %	30,107.25	25.00 %	7,526.81	5.16 %	7,526.81
TVM1	47.14	46.97	0.01	99.64 %	24,744.65	20.00 %	4,948.93	5.16 %	6,186.16
CUD1	178.65	167.76	0.16	93.90 %	139,647.00	15.00 %	20,947.05	5.16 %	27,929.40
TDM1	62.92	58.06	0.39	92.28 %	40,190.95	15.00 %	6,028.64	5.16 %	8,038.19
KLM1	93.12	84.02	0.29	90.23 %	106,255.10	15.00 %	15,938.27	5.16 %	21,251.02
VPM2	94.42	83.70	0.20	88.65 %	55,726.25	10.00 %	5,572.63	5.16 %	8,358.94
TRK1	110.21	97.20	0.08	88.20 %	86,144.15	10.00 %	8,614.42	5.16 %	12,921.62
ULP1	88.98	70.41	0.08	79.13 %	41,267.25	0.00 %		5.16 %	4,126.73
STP1	35.48	27.57	0.13	77.72 %	15,625.50	0.00 %		5.16 %	1,562.55
POY2	142.75	110.63	0.14	77.50 %	102,641.15	0.00 %		5.16 %	10,264.12
NVL2	110.85	85.72	0.19	77.34 %	59,230.00	0.00 %		5.16 %	5,923.00
POY1	186.10	143.61	0.05	77.17 %	130,934.00	0.00 %		5.16 %	13,093.40
VCM1	61.96	46.03	0.03	74.29 %	27,491.35	0.00 %		5.16 %	
KKI2	99.29	73.76	0.07	74.29 %	79,011.60	0.00 %		5.16 %	
CDM1	118.47	83.75	0.46	70.69 %	67,571.50	0.00 %		5.16 %	
VPM1	42.40	19.25	0.00	45.40 %	15,261.55	0.00 %		5.16 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	69.01	82.00	0.01	118.82 %	52,542.75	30.00 %	15,762.83	5.16 %	21,017.10
EDP1	31.24	37.10	0.16	118.77 %	19,949.10	30.00 %	5,984.73	5.16 %	7,979.64
PMP1	48.31	56.88	0.47	117.74 %	32,770.20	30.00 %	9,831.06	5.16 %	13,108.08
MCR1	73.98	81.69	0.00	110.43 %	57,448.10	30.00 %	17,234.43	5.16 %	17,234.43
BMD1	45.68	49.81	0.00	109.05 %	38,549.35	25.00 %	9,637.34	5.16 %	11,564.81
APN1	52.39	55.71	0.00	106.34 %	60,014.20	25.00 %	15,003.55	5.16 %	18,004.26
HRR1	44.91	47.31	0.10	105.33 %	40,550.70	25.00 %	10,137.68	5.16 %	12,165.21
DPR1	38.38	40.33	0.61	105.09 %	30,257.70	25.00 %	7,564.43	5.16 %	9,077.31
EPI1	58.61	58.77	0.05	100.26 %	46,016.50	25.00 %	11,504.13	5.16 %	11,504.13
SLM2	79.10	77.01	0.07	97.35 %	46,605.35	20.00 %	9,321.07	5.16 %	11,651.34
OML1	71.69	69.72	0.09	97.25 %	60,461.45	20.00 %	12,092.29	5.16 %	15,115.36
ATU1	88.50	85.70	0.06	96.83 %	65,537.00	20.00 %	13,107.40	5.16 %	16,384.25
DPR2	40.96	39.39	0.09	96.15 %	26,628.50	20.00 %	5,325.70	5.16 %	6,657.13
SGI1	47.00	45.08	0.06	95.91 %	34,002.15	20.00 %	6,800.43	5.16 %	8,500.54
SLM1	219.64	207.18	0.09	94.33 %	116,654.50	15.00 %	17,498.18	5.16 %	23,330.90
KVP1	41.39	38.72	0.00	93.57 %	27,657.45	15.00 %	4,148.62	5.16 %	5,531.49
KAM1	38.06	35.11	0.25	92.27 %	27,744.95	15.00 %	4,161.74	5.16 %	5,548.99
HSR1	85.43	77.03	0.11	90.17 %	53,793.45	15.00 %	8,069.02	5.16 %	8,069.02
CMI1	37.08	32.99	0.04	88.97 %	35,845.90	10.00 %	3,584.59	5.16 %	5,376.89
NKL2	115.67	99.40	0.31	85.93 %	93,148.25	10.00 %	9,314.83	5.16 %	13,972.24
PLC1	46.95	40.01	0.02	85.22 %	40,695.60	10.00 %	4,069.56	5.16 %	4,069.56
VPD1	81.00	67.53	0.11	83.37 %	67,520.25	10.00 %	6,752.03	5.16 %	6,752.03
TRM1	94.86	78.06	0.04	82.29 %	57,881.55	10.00 %	5,788.16	5.16 %	5,788.16
TCG1	57.47	46.23	0.00	80.45 %	43,316.80	10.00 %	4,331.68	5.16 %	4,331.68
SLM3	112.46	90.00	0.07	80.03 %	71,329.05	0.00 %		5.16 %	7,132.91
HSR2	139.53	109.47	0.06	78.46 %	90,787.60	0.00 %		5.16 %	9,078.76
PDR1	41.05	31.07	0.25	75.70 %	38,206.65	0.00 %		5.16 %	
ERD2	174.91	129.06	0.15	73.79 %	151,116.50	0.00 %		5.16 %	
RSP1	73.05	52.02	0.19	71.22 %	54,880.60	0.00 %		5.16 %	
KMM1	49.59	32.89	0.00	66.32 %	30,251.20	0.00 %		5.16 %	
MTR1	99.56	64.10	0.06	64.38 %	39,466.45	0.00 %		5.16 %	
ERD1	164.64	101.99	0.29	61.95 %	85,264.65	0.00 %		5.16 %	
SGG1	37.14	21.35	0.46	57.49 %	13,940.90	0.00 %		5.16 %	
VKL1	52.06	27.43	0.00	52.69 %	32,498.40	0.00 %		5.16 %	

**KL-SOUTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	53.71	49.95	0.01	93.01 %	31,284.20	15.00 %	4,692.63	5.16 %	6,256.84
PNL1	33.70	27.93	0.15	82.88 %	18,636.60	10.00 %	1,863.66	5.16 %	1,863.66
TVP1	119.06	91.78	0.38	77.09 %	60,762.40	0.00 %		5.16 %	6,076.24
KLR1	41.40	26.23	0.08	63.34 %	15,877.60	0.00 %		5.16 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	50.57	82.85	0.15	163.85 %	82,433.85	40.00 %	32,973.54	5.16 %	32,973.54
CH37	57.29	55.67	0.07	97.17 %	76,590.35	20.00 %	15,318.07	5.16 %	19,147.59
CH40	56.81	50.92	0.17	89.64 %	20,635.65	10.00 %	2,063.57	5.16 %	3,095.35
TKM1	52.00	45.74	0.11	87.97 %	46,186.05	10.00 %	4,618.61	5.16 %	6,927.91
MRM1	99.50	86.44	0.06	86.87 %	71,066.10	10.00 %	7,106.61	5.16 %	10,659.92
CH48	133.91	116.16	0.31	86.75 %	143,920.50	10.00 %	14,392.05	5.16 %	21,588.08
CH39	72.61	62.28	0.27	85.77 %	71,481.30	10.00 %	7,148.13	5.16 %	10,722.20
CH49	169.76	145.04	0.19	85.44 %	161,166.45	10.00 %	16,116.65	5.16 %	16,116.65
CH45	116.58	94.93	0.19	81.43 %	90,896.70	10.00 %	9,089.67	5.16 %	9,089.67
CH35	120.07	94.89	0.13	79.03 %	91,690.80	0.00 %		5.16 %	9,169.08
CH14	244.15	191.11	0.21	78.28 %	168,470.15	0.00 %		5.16 %	16,847.02
AVD1	137.83	107.85	0.21	78.25 %	95,972.85	0.00 %		5.16 %	9,597.29
CGL1	80.20	62.61	0.39	78.07 %	49,810.90	0.00 %		5.16 %	4,981.09
CH05	248.91	194.30	0.24	78.06 %	156,640.75	0.00 %		5.16 %	15,664.08
CH38	84.70	65.51	0.00	77.35 %	69,669.85	0.00 %		5.16 %	6,966.99
CH22	151.66	117.24	0.25	77.31 %	79,243.30	0.00 %		5.16 %	7,924.33
CH26	38.71	29.08	0.00	75.11 %	27,212.20	0.00 %		5.16 %	
CH42	175.46	127.54	0.09	72.69 %	145,392.10	0.00 %		5.16 %	
SKL1	97.28	70.67	0.32	72.65 %	62,264.00	0.00 %		5.16 %	
CH19	177.47	125.83	0.14	70.90 %	129,988.95	0.00 %		5.16 %	
CH25	147.84	104.44	0.49	70.64 %	119,955.85	0.00 %		5.16 %	
CH28	166.22	112.19	0.11	67.50 %	183,445.20	0.00 %		5.16 %	
CH07	197.71	131.94	0.33	66.74 %	120,167.25	0.00 %		5.16 %	
CH30	128.11	84.46	0.03	65.93 %	77,844.25	0.00 %		5.16 %	
KNR1	96.59	62.91	0.11	65.13 %	65,299.55	0.00 %		5.16 %	
CH16	259.57	167.94	0.18	64.70 %	189,146.20	0.00 %		5.16 %	
GUD1	148.49	93.93	0.21	63.26 %	106,283.25	0.00 %		5.16 %	
GUD2	115.47	72.40	0.44	62.70 %	64,300.40	0.00 %		5.16 %	
CH08	245.35	149.88	0.11	61.09 %	174,005.60	0.00 %		5.16 %	
CH29	27.90	15.51	0.00	55.60 %	18,411.70	0.00 %		5.16 %	
MC09	31.97	10.40	0.00	32.54 %	5,980.70	0.00 %		5.16 %	
MC10	26.11	8.07	0.00	30.90 %	5,490.60	0.00 %		5.16 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	68.01	96.10	1.76	141.30 %	60,436.40	40.00 %	24,174.56	5.16 %	24,174.56
CH24	106.22	125.90	0.22	118.52 %	115,742.40	30.00 %	34,722.72	5.16 %	46,296.96
CH32	21.41	22.72	0.07	106.09 %	24,442.70	25.00 %	6,110.68	5.16 %	7,332.81
CH17	97.15	96.09	0.35	98.91 %	111,668.10	20.00 %	22,333.62	5.16 %	27,917.03
CH23	49.08	47.76	0.16	97.31 %	52,592.75	20.00 %	10,518.55	5.16 %	13,148.19
CH50	126.66	121.02	0.16	95.55 %	108,573.35	20.00 %	21,714.67	5.16 %	27,143.34
MC05	28.49	26.93	0.00	94.49 %	10,072.30	15.00 %	1,510.85	5.16 %	2,014.46
PON1	77.66	69.03	0.09	88.89 %	65,109.85	10.00 %	6,510.99	5.16 %	9,766.48
CH27	37.99	33.61	0.56	88.46 %	32,728.70	10.00 %	3,272.87	5.16 %	4,909.31
UK11	79.86	69.66	0.17	87.23 %	52,077.60	10.00 %	5,207.76	5.16 %	7,811.64
CH12	204.81	178.47	0.22	87.14 %	130,016.45	10.00 %	13,001.65	5.16 %	19,502.47
CH46	59.47	50.73	0.27	85.30 %	46,328.55	10.00 %	4,632.86	5.16 %	4,632.86
CH20	166.98	125.69	0.26	75.27 %	102,799.85	0.00 %		5.16 %	
CH43	110.79	83.25	0.19	75.14 %	82,651.75	0.00 %		5.16 %	
CH34	143.64	107.41	0.21	74.77 %	85,661.05	0.00 %		5.16 %	
CH41	127.74	94.49	0.11	73.97 %	110,211.15	0.00 %		5.16 %	
CH15	352.09	259.96	0.21	73.83 %	189,713.90	0.00 %		5.16 %	
MJR1	141.69	102.54	0.20	72.37 %	88,574.65	0.00 %		5.16 %	
CH33	122.69	88.45	0.09	72.09 %	92,137.80	0.00 %		5.16 %	
CH44	115.34	82.16	0.10	71.24 %	81,823.30	0.00 %		5.16 %	
CH31	61.31	42.72	0.45	69.68 %	40,315.45	0.00 %		5.16 %	
CH51	162.29	108.96	0.33	67.14 %	93,965.30	0.00 %		5.16 %	
MC06	32.71	21.79	0.00	66.60 %	11,745.95	0.00 %		5.16 %	
CH03	378.87	249.67	0.18	65.90 %	217,792.10	0.00 %		5.16 %	
CH36	62.21	40.70	0.12	65.41 %	31,995.30	0.00 %		5.16 %	
CH06	142.99	79.90	0.43	55.88 %	72,389.40	0.00 %		5.16 %	
CH21	309.08	162.13	0.28	52.45 %	100,476.05	0.00 %		5.16 %	
CH18	211.73	78.59	0.30	37.12 %	89,723.30	0.00 %		5.16 %	
CH01	5.62	1.13	0.67	20.05 %	1,908.15	0.00 %		5.16 %	

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	37.63	38.34	0.02	101.88 %	37,696.50	25.00 %	9,424.13	5.16 %	9,424.13
CBE4	106.85	100.86	0.07	94.39 %	108,821.65	15.00 %	16,323.25	5.16 %	21,764.33
SUL1	57.71	52.79	0.01	91.48 %	63,816.50	15.00 %	9,572.48	5.16 %	12,763.30
TPR4	34.06	30.67	0.04	90.05 %	30,425.55	10.00 %	3,042.56	5.16 %	4,563.83
MPM1	69.99	62.21	0.00	88.88 %	76,146.65	10.00 %	7,614.67	5.16 %	11,422.00
AVI1	47.57	42.11	0.49	88.53 %	47,809.80	10.00 %	4,780.98	5.16 %	7,171.47
KMD1	33.42	29.04	0.11	86.89 %	36,616.25	10.00 %	3,661.63	5.16 %	5,492.44
GDR1	39.72	33.59	0.02	84.56 %	27,490.10	10.00 %	2,749.01	5.16 %	2,749.01
KGI1	44.28	37.06	0.08	83.69 %	28,128.60	10.00 %	2,812.86	5.16 %	2,812.86
PDM1	46.17	38.61	0.04	83.64 %	41,476.30	10.00 %	4,147.63	5.16 %	4,147.63
PPI1	44.13	35.94	0.08	81.44 %	39,962.20	10.00 %	3,996.22	5.16 %	3,996.22
CBE1	76.74	62.15	0.00	80.99 %	66,309.15	10.00 %	6,630.92	5.16 %	6,630.92
UAM1	77.02	61.32	0.00	79.62 %	44,147.40	0.00 %		5.16 %	4,414.74
KGM1	40.05	31.86	0.04	79.54 %	32,594.50	0.00 %		5.16 %	3,259.45
TPR2	130.77	102.97	0.26	78.74 %	65,605.80	0.00 %		5.16 %	6,560.58
KMR1	129.44	100.63	0.25	77.74 %	86,043.60	0.00 %		5.16 %	8,604.36
CBE3	27.34	21.03	0.37	76.92 %	22,681.80	0.00 %		5.16 %	2,268.18
CBE5	33.52	25.62	0.00	76.42 %	33,661.50	0.00 %		5.16 %	3,366.15
UMP1	53.92	40.01	0.47	74.20 %	32,098.75	0.00 %		5.16 %	
TPR3	63.58	46.81	0.00	73.62 %	46,109.95	0.00 %		5.16 %	
CBE6	85.80	60.15	0.24	70.10 %	57,931.80	0.00 %		5.16 %	
TPR1	111.95	76.96	0.41	68.75 %	60,287.90	0.00 %		5.16 %	
SYM2	51.41	35.31	0.00	68.68 %	37,479.40	0.00 %		5.16 %	
GBM1	61.87	38.46	0.18	62.17 %	29,648.95	0.00 %		5.16 %	
DPM2	51.84	31.43	0.35	60.62 %	46,749.05	0.00 %		5.16 %	
CBE2	497.69	273.37	0.06	54.93 %	208,622.95	0.00 %		5.16 %	
SNR1	115.99	63.66	0.00	54.88 %	74,357.15	0.00 %		5.16 %	
ANR1	18.97	9.77	0.74	51.48 %	9,091.35	0.00 %		5.16 %	
PLI1	123.33	53.88	0.32	43.69 %	50,791.75	0.00 %		5.16 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	58.45	0.53	0.00 %	16,800.00	0.00 %		0.00 %	
GHUB	0.00	48.27	1.07	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.24	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	26.49	3.92	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	8.86	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	1.19	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	5.21	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	15.22	1.23	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	3.34	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	2.26	0.00	0.00 %	0.00	0.00 %		0.00 %	