

Accu.Target 32,497.62 L	Sales 26,656.88 L	Achieved % 82.03 %	HO Budget+% 7.97 %	Total Com. 288.85 L
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Note : Sales Period is From :01-May-2026 To :17-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	2,246.06	2,087.51	92.94 %	60,000.00	7.97 %	120,000.00
CHENNAI-02	4,039.81	3,533.46	87.47 %	0.00	7.97 %	105,000.00
KL-NORTH	686.81	593.60	86.43 %	0.00	7.97 %	0.00
WEST-01	1,922.37	1,613.67	83.94 %	0.00	7.97 %	0.00
WEST-02	2,692.32	2,251.54	83.63 %	0.00	7.97 %	0.00
SOUTH-03	3,715.90	3,068.07	82.57 %	0.00	7.97 %	0.00
KL-SOUTH	443.45	362.50	81.74 %	0.00	7.97 %	0.00
SOUTH-01	5,211.29	4,105.56	78.78 %	0.00	7.97 %	0.00
TRICHY-01	4,075.03	3,138.39	77.02 %	0.00	7.97 %	0.00
SOUTH ARCOT	2,439.50	1,857.52	76.14 %	0.00	7.97 %	0.00
CHENNAI-01	5,025.08	3,723.88	74.11 %	0.00	7.97 %	0.00
OTHERS	0.00	321.18	0.00 %	0.00	0.00 %	0.00
Total	32,497.62	26,656.88	82.03 %		7.97 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	688.13	715.26	103.94%	105,000.00	7.97 %	140,000.00
	NA01	825.03	737.85	89.43%	0.00	7.97 %	52,500.00
	NA03	732.90	634.40	86.56%	0.00	7.97 %	45,000.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,091.14	1,009.30	92.50%	75,000.00	7.97 %	150,000.00
	CH09	911.83	805.42	88.33%	0.00	7.97 %	60,000.00
	CH04	1,071.18	926.94	86.53%	0.00	7.97 %	67,500.00
CH07	965.66	791.79	82.00%	0.00	7.97 %	0.00	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	686.81	593.60	86.43%	0.00	7.97 %	37,500.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	287.22	306.60	106.75%	45,000.00	7.97 %	60,000.00
	TPR4	211.27	202.76	95.97%	15,000.00	7.97 %	30,000.00
	PLI1	259.27	212.44	81.94%	0.00	7.97 %	0.00
	TPR1	220.15	176.19	80.03%	0.00	7.97 %	0.00
CBE1	944.46	715.68	75.78%	0.00	7.97 %	0.00	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	535.26	517.29	96.64%	37,500.00	7.97 %	75,000.00
	SLM1	822.73	683.15	83.03%	0.00	7.97 %	45,000.00
	MTR1	547.33	436.46	79.74%	0.00	7.97 %	0.00
ERD1	787.00	614.64	78.10%	0.00	7.97 %	0.00	

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	420.79	403.86	95.97%	30,000.00	7.97 %	60,000.00
	KRR1	361.59	316.24	87.46%	0.00	7.97 %	22,500.00
	MDU1	1,440.39	1,182.56	82.10%	0.00	7.97 %	0.00
	KKD2	830.59	654.18	78.76%	0.00	7.97 %	0.00
	SVG1	662.53	511.23	77.16%	0.00	7.97 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	443.45	362.50	81.74%	0.00	7.97 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	603.00	521.73	86.52%	0.00	7.97 %	37,500.00
	TVL1	874.70	702.16	80.27%	0.00	7.97 %	0.00
	KVT1	945.39	756.20	79.99%	0.00	7.97 %	0.00
	NGR1	831.93	656.60	78.92%	0.00	7.97 %	0.00
	TUT1	1,251.23	948.79	75.83%	0.00	7.97 %	0.00
	TKS1	705.04	520.08	73.77%	0.00	7.97 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	882.66	741.77	84.04%	0.00	7.97 %	52,500.00
	TNJ1	948.22	745.50	78.62%	0.00	7.97 %	0.00
	PBR1	1,024.49	783.71	76.50%	0.00	7.97 %	0.00
	TRY1	1,219.66	867.41	71.12%	0.00	7.97 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	895.33	748.05	83.55%	0.00	7.97 %	52,500.00
	SA03	640.31	500.07	78.10%	0.00	7.97 %	0.00
	SA01	903.86	609.40	67.42%	0.00	7.97 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	905.27	714.44	78.92%	0.00	7.97 %	0.00
	CH03	833.34	636.85	76.42%	0.00	7.97 %	0.00
	CH05	1,242.63	924.44	74.39%	0.00	7.97 %	0.00
	CH10	971.95	696.80	71.69%	0.00	7.97 %	0.00
	CH06	1,071.90	751.36	70.10%	0.00	7.97 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.04	0.00%	0.00	0.00 %	0.00
	CH02	0.00	147.66	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	132.28	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	(0.09)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	3.79	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	2.57	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	23.35	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)
VNB1	53.59	67.50	0.07	125.97 %	69,382.68	40.00 %	27,753.07	7.97 %	27,753.07
VEL2	133.20	165.58	0.15	124.31 %	200,941.41	40.00 %	80,376.56	7.97 %	80,376.56
WJP1	64.67	72.24	0.25	111.70 %	81,645.31	30.00 %	24,493.59	7.97 %	32,658.12
VEL1	118.74	132.18	0.20	111.32 %	140,531.79	30.00 %	42,159.54	7.97 %	56,212.72
PTU1	33.04	36.34	0.14	110.00 %	28,102.58	25.00 %	7,025.65	7.97 %	8,430.77
SLG1	51.38	52.50	0.20	102.18 %	65,514.03	25.00 %	16,378.51	7.97 %	19,654.21
TRR1	115.27	116.69	0.22	101.24 %	111,915.35	25.00 %	27,978.84	7.97 %	33,574.61
AKM1	112.52	113.26	0.19	100.66 %	114,814.40	25.00 %	28,703.60	7.97 %	28,703.60
UGI1	38.19	35.66	0.03	93.37 %	29,258.41	15.00 %	4,388.76	7.97 %	7,314.60
GDM1	70.46	65.58	0.18	93.06 %	50,545.42	15.00 %	7,581.81	7.97 %	12,636.36
ABR1	87.43	80.03	0.29	91.53 %	73,725.61	15.00 %	11,058.84	7.97 %	14,745.12
PLR1	45.94	41.79	0.12	90.96 %	35,803.01	15.00 %	5,370.45	7.97 %	7,160.60
KPM2	273.02	244.80	0.19	89.67 %	226,677.65	10.00 %	22,667.77	7.97 %	45,335.53
SBR1	152.10	133.03	0.04	87.47 %	134,434.05	10.00 %	13,443.41	7.97 %	20,165.11
ARC2	58.61	50.90	0.35	86.84 %	60,172.74	10.00 %	6,017.27	7.97 %	9,025.91
TRL1	162.23	140.66	0.45	86.70 %	82,224.15	10.00 %	8,222.42	7.97 %	12,333.62
BGR1	45.23	39.21	1.07	86.68 %	44,857.72	10.00 %	4,485.77	7.97 %	6,728.66
WJD1	87.48	75.54	1.61	86.35 %	114,508.09	10.00 %	11,450.81	7.97 %	17,176.21
CPT1	57.84	48.79	0.07	84.35 %	57,752.23	10.00 %	5,775.22	7.97 %	8,662.83
KPM1	92.21	76.89	0.00	83.39 %	77,900.44	10.00 %	7,790.04	7.97 %	11,685.07
TRT1	84.97	70.06	0.48	82.45 %	59,194.30	10.00 %	5,919.43	7.97 %	5,919.43
ANI1	64.90	51.53	0.29	79.41 %	57,050.24	0.00 %		7.97 %	5,705.02
CYR1	71.62	52.68	0.23	73.55 %	54,718.29	0.00 %		7.97 %	
VSI1	107.92	78.15	0.10	72.42 %	85,916.96	0.00 %		7.97 %	
CGM1	63.50	45.92	0.23	72.31 %	40,757.65	0.00 %		7.97 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	24.02	44.54	0.00	185.38 %	18,789.15	40.00 %	7,515.66	7.97 %	7,515.66
CH27	39.13	47.59	0.37	121.62 %	59,370.19	40.00 %	23,748.08	7.97 %	23,748.08
CH44	151.39	163.05	0.23	107.70 %	122,175.16	25.00 %	30,543.79	7.97 %	36,652.55
UKI1	80.05	84.21	0.07	105.20 %	104,927.93	25.00 %	26,231.98	7.97 %	31,478.38
CH31	64.77	67.64	0.43	104.43 %	70,576.15	25.00 %	17,644.04	7.97 %	21,172.85
CH12	273.78	285.17	0.17	104.16 %	233,655.92	25.00 %	58,413.98	7.97 %	70,096.78
GPD1	89.97	89.96	0.15	99.99 %	66,185.12	20.00 %	13,237.02	7.97 %	16,546.28
CH17	140.28	139.39	0.25	99.37 %	229,588.83	20.00 %	45,917.77	7.97 %	57,397.21
CH23	85.41	83.22	0.66	97.44 %	91,265.34	20.00 %	18,253.07	7.97 %	22,816.34
CH46	68.71	65.91	0.26	95.93 %	88,858.32	20.00 %	17,771.66	7.97 %	22,214.58
CH50	150.21	143.74	0.12	95.69 %	221,269.89	20.00 %	44,253.98	7.97 %	55,317.47
CH03	367.03	345.50	0.45	94.13 %	435,273.04	15.00 %	65,290.96	7.97 %	108,818.26
CH21	259.20	239.82	0.37	92.52 %	235,997.75	15.00 %	35,399.66	7.97 %	58,999.44
CH24	173.93	159.17	0.42	91.51 %	204,271.94	15.00 %	30,640.79	7.97 %	40,854.39
PON1	79.48	70.34	0.16	88.50 %	89,326.50	10.00 %	8,932.65	7.97 %	17,865.30
CH33	162.72	142.70	0.07	87.70 %	167,426.53	10.00 %	16,742.65	7.97 %	33,485.31
CH15	365.04	305.92	0.27	83.81 %	334,873.58	10.00 %	33,487.36	7.97 %	50,231.04
CH36	61.21	50.67	0.06	82.79 %	49,477.49	10.00 %	4,947.75	7.97 %	4,947.75
CH41	145.01	113.75	1.37	78.45 %	162,814.43	0.00 %		7.97 %	16,281.44
MJR1	158.96	124.63	0.29	78.40 %	113,064.02	0.00 %		7.97 %	11,306.40
CH34	160.01	123.23	0.40	77.01 %	131,511.32	0.00 %		7.97 %	13,151.13
CH06	154.25	115.84	0.27	75.10 %	165,868.88	0.00 %		7.97 %	16,586.89
CH18	199.46	146.28	0.36	73.34 %	240,832.72	0.00 %		7.97 %	
CH51	178.74	127.11	0.37	71.12 %	134,670.60	0.00 %		7.97 %	
CH43	110.40	77.71	0.29	70.39 %	65,897.33	0.00 %		7.97 %	
CH32	26.83	18.11	0.48	67.48 %	23,131.61	0.00 %		7.97 %	
CH20	209.76	131.73	0.27	62.80 %	147,267.68	0.00 %		7.97 %	
MC06	36.74	20.40	0.62	55.52 %	13,864.85	0.00 %		7.97 %	
CH01	23.32	6.12	0.00	26.25 %	6,246.35	0.00 %		7.97 %	

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	686.81	593.60	0.19	86.43 %	481,299.58	10.00 %	48,129.96	7.97 %	72,194.94

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	15.22	22.45	0.00	147.46 %	28,311.58	40.00 %	11,324.63	7.97 %	11,324.63
GDR1	34.60	46.08	0.02	133.18 %	31,240.44	40.00 %	12,496.18	7.97 %	12,496.18
AVI1	34.46	43.93	0.94	127.49 %	59,521.17	40.00 %	23,808.47	7.97 %	23,808.47
CNR1	35.42	43.11	0.01	121.70 %	35,672.71	40.00 %	14,269.08	7.97 %	14,269.08
KGI1	42.89	49.43	0.00	115.24 %	26,307.13	30.00 %	7,892.14	7.97 %	10,522.85
MPM1	55.04	62.99	0.19	114.45 %	59,893.71	30.00 %	17,968.11	7.97 %	23,957.48
CBE1	52.40	57.51	0.20	109.74 %	60,185.16	25.00 %	15,046.29	7.97 %	18,055.55
GBM1	47.02	50.78	0.25	108.00 %	57,535.02	25.00 %	14,383.76	7.97 %	17,260.51
UMP1	42.79	44.97	0.19	105.08 %	38,791.86	25.00 %	9,697.97	7.97 %	11,637.56
UAM1	72.35	74.96	0.00	103.61 %	43,330.79	25.00 %	10,832.70	7.97 %	12,999.24
KMR1	108.10	111.51	0.29	103.16 %	120,214.04	25.00 %	30,053.51	7.97 %	36,064.21
KGM1	39.18	39.02	0.08	99.58 %	51,865.14	20.00 %	10,373.03	7.97 %	12,966.29
CBE3	27.33	26.32	0.11	96.32 %	24,976.67	20.00 %	4,995.33	7.97 %	6,244.17
TPR2	76.83	69.42	0.32	90.34 %	84,641.40	15.00 %	12,696.21	7.97 %	16,928.28
TPR1	87.24	74.94	0.22	85.90 %	76,942.03	10.00 %	7,694.20	7.97 %	11,541.30
PPI1	33.95	28.17	0.34	82.96 %	30,282.42	10.00 %	3,028.24	7.97 %	4,542.36
SUL1	40.13	33.26	0.51	82.87 %	49,795.58	10.00 %	4,979.56	7.97 %	4,979.56
PDM1	38.37	30.66	0.00	79.90 %	45,016.70	0.00 %		7.97 %	4,501.67
TPR4	35.87	26.93	0.67	75.08 %	39,155.58	0.00 %		7.97 %	3,915.56
CBE4	93.28	68.52	0.49	73.46 %	98,177.15	0.00 %		7.97 %	
CBE2	398.29	289.63	0.24	72.72 %	336,994.34	0.00 %		7.97 %	
DPM2	53.15	37.64	0.24	70.82 %	43,844.55	0.00 %		7.97 %	
PLI1	85.78	60.16	0.56	70.13 %	59,123.21	0.00 %		7.97 %	
SNR1	78.08	54.72	0.58	70.08 %	82,765.16	0.00 %		7.97 %	
SYM2	44.75	30.50	0.16	68.16 %	40,686.65	0.00 %		7.97 %	
KMD1	46.92	30.04	0.08	64.02 %	33,152.53	0.00 %		7.97 %	
CBE6	95.67	54.38	0.22	56.84 %	63,073.02	0.00 %		7.97 %	
TPR3	56.08	31.84	0.40	56.78 %	42,840.18	0.00 %		7.97 %	
CBE5	51.19	19.85	0.15	38.78 %	37,413.15	0.00 %		7.97 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BMD1	35.43	51.26	0.15	144.69 %	51,572.11	40.00 %	20,628.84	7.97 %	20,628.84
KRI1	64.27	87.45	0.13	136.07 %	77,245.84	40.00 %	30,898.34	7.97 %	30,898.34
DPR1	33.92	40.11	0.05	118.25 %	40,478.04	30.00 %	12,143.41	7.97 %	16,191.22
SGI1	42.08	47.66	0.28	113.26 %	37,314.49	30.00 %	11,194.35	7.97 %	14,925.80
KVP1	43.60	48.82	0.32	111.97 %	36,301.23	30.00 %	10,890.37	7.97 %	14,520.49
CMI1	31.81	35.16	0.00	110.53 %	42,023.76	30.00 %	12,607.13	7.97 %	16,809.50
SLM2	91.98	98.30	0.14	106.87 %	89,662.18	25.00 %	22,415.55	7.97 %	26,898.65
PLC1	41.57	40.77	0.35	98.07 %	51,576.50	20.00 %	10,315.30	7.97 %	12,894.13
APN1	58.81	56.72	0.16	96.45 %	73,685.13	20.00 %	14,737.03	7.97 %	18,421.28
NKL2	107.55	100.95	0.13	93.86 %	106,547.72	15.00 %	15,982.16	7.97 %	26,636.93
PMP1	55.09	50.98	0.09	92.54 %	41,722.49	15.00 %	6,258.37	7.97 %	10,430.62
TCG1	53.29	48.73	0.25	91.44 %	48,408.07	15.00 %	7,261.21	7.97 %	9,681.61
HSR2	136.04	121.49	0.29	89.30 %	113,902.06	10.00 %	11,390.21	7.97 %	22,780.41
ERD2	173.32	148.39	0.23	85.61 %	274,133.65	10.00 %	27,413.37	7.97 %	41,120.05
ATU1	108.06	91.66	0.08	84.82 %	87,919.48	10.00 %	8,791.95	7.97 %	13,187.92
HSR1	100.20	84.54	0.07	84.37 %	86,633.79	10.00 %	8,663.38	7.97 %	12,995.07
TRM1	89.57	75.44	0.18	84.23 %	73,625.14	10.00 %	7,362.51	7.97 %	11,043.77
DPR2	46.71	37.99	0.04	81.32 %	36,538.23	10.00 %	3,653.82	7.97 %	3,653.82
PDR1	33.97	27.61	0.00	81.28 %	49,822.50	10.00 %	4,982.25	7.97 %	4,982.25
SLM1	233.88	190.01	0.30	81.24 %	204,521.19	10.00 %	20,452.12	7.97 %	20,452.12
ERD1	159.25	127.78	0.24	80.24 %	190,800.34	10.00 %	19,080.03	7.97 %	19,080.03
EDP1	36.76	29.30	0.00	79.68 %	26,561.56	0.00 %		7.97 %	2,656.16
SLM3	126.65	100.79	0.53	79.58 %	123,185.83	0.00 %		7.97 %	12,318.58
MTR1	93.71	73.27	0.27	78.18 %	98,474.10	0.00 %		7.97 %	9,847.41
MCR1	76.38	57.20	0.29	74.89 %	61,067.15	0.00 %		7.97 %	6,106.72
EPI1	65.28	48.74	0.20	74.67 %	50,320.84	0.00 %		7.97 %	5,032.08
KAM1	52.42	35.59	0.42	67.89 %	36,885.04	0.00 %		7.97 %	
VPD1	101.31	67.64	0.05	66.76 %	79,010.24	0.00 %		7.97 %	
HRR1	69.97	44.08	0.54	63.01 %	40,538.46	0.00 %		7.97 %	
SGG1	32.85	19.52	0.30	59.41 %	18,139.94	0.00 %		7.97 %	
VKL1	42.83	24.38	0.17	56.93 %	35,548.57	0.00 %		7.97 %	
OML1	101.63	57.11	0.30	56.19 %	52,312.83	0.00 %		7.97 %	
RSP1	91.25	51.19	0.56	56.10 %	54,249.84	0.00 %		7.97 %	
KMM1	60.87	30.93	0.00	50.81 %	34,964.06	0.00 %		7.97 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	48.59	72.98	0.26	150.19 %	34,970.18	40.00 %	13,988.07	7.97 %	13,988.07
ODM1	48.53	62.29	0.00	128.34 %	21,522.49	40.00 %	8,609.00	7.97 %	8,609.00
KKD3	124.22	146.73	0.00	118.12 %	218,657.10	30.00 %	65,597.13	7.97 %	87,462.84
TEN1	59.28	69.91	0.35	117.94 %	61,472.81	30.00 %	18,441.84	7.97 %	24,589.12
MPA1	89.92	95.59	0.06	106.30 %	150,672.55	25.00 %	37,668.14	7.97 %	45,201.77
BNR1	49.49	50.46	0.12	101.96 %	52,853.68	25.00 %	13,213.42	7.97 %	15,856.10
PKM1	35.63	35.86	0.12	100.65 %	35,126.74	25.00 %	8,781.69	7.97 %	8,781.69
MDU3	97.68	93.21	0.03	95.42 %	59,359.97	20.00 %	11,871.99	7.97 %	14,839.99
PNV2	50.31	47.55	0.07	94.52 %	45,899.48	15.00 %	6,884.92	7.97 %	11,474.87
KPT1	45.82	43.14	0.73	94.16 %	43,491.40	15.00 %	6,523.71	7.97 %	10,872.85
DGL2	81.58	72.17	0.16	88.46 %	63,062.54	10.00 %	6,306.25	7.97 %	12,612.51
DGL1	372.86	326.25	0.51	87.50 %	157,174.63	10.00 %	15,717.46	7.97 %	23,576.19
MDU1	357.64	303.45	0.20	84.85 %	206,543.08	10.00 %	20,654.31	7.97 %	30,981.46
MDU2	193.56	163.91	0.44	84.68 %	182,044.90	10.00 %	18,204.49	7.97 %	27,306.74
KRR1	101.30	85.24	0.02	84.15 %	101,163.24	10.00 %	10,116.32	7.97 %	15,174.49
BTU1	36.99	31.05	0.00	83.95 %	19,202.90	10.00 %	1,920.29	7.97 %	2,880.44
MLR1	65.77	54.58	0.06	82.99 %	56,127.87	10.00 %	5,612.79	7.97 %	8,419.18
TEN2	85.61	69.74	0.25	81.47 %	46,353.22	10.00 %	4,635.32	7.97 %	4,635.32
NKI1	47.89	38.93	0.10	81.30 %	30,795.32	10.00 %	3,079.53	7.97 %	3,079.53
MDU7	118.82	96.15	0.33	80.91 %	95,141.75	10.00 %	9,514.18	7.97 %	9,514.18
ADP1	57.26	45.78	0.03	79.96 %	46,704.23	0.00 %		7.97 %	4,670.42
TDI1	82.15	64.22	0.06	78.17 %	100,043.16	0.00 %		7.97 %	10,004.32
MDU5	62.36	48.24	0.04	77.37 %	54,751.83	0.00 %		7.97 %	5,475.18
PNI1	49.55	37.59	1.69	75.87 %	27,183.35	0.00 %		7.97 %	2,718.34
KYK1	61.83	45.93	0.00	74.30 %	48,793.55	0.00 %		7.97 %	4,879.36
SGP1	54.23	39.54	0.00	72.91 %	45,131.29	0.00 %		7.97 %	
TMM1	119.12	86.21	0.11	72.37 %	57,960.76	0.00 %		7.97 %	
TPT1	103.50	74.80	0.15	72.27 %	115,837.26	0.00 %		7.97 %	
USL1	63.97	45.93	0.29	71.79 %	31,371.30	0.00 %		7.97 %	
PVI1	96.55	68.32	0.18	70.76 %	91,344.22	0.00 %		7.97 %	
CBM1	84.93	59.11	0.00	69.59 %	69,141.73	0.00 %		7.97 %	
SVG1	102.33	69.31	0.09	67.73 %	84,534.82	0.00 %		7.97 %	
ATG1	155.07	104.99	0.30	67.71 %	125,061.99	0.00 %		7.97 %	
MDU6	176.99	119.71	0.17	67.64 %	97,701.18	0.00 %		7.97 %	
DKI1	109.71	72.37	0.05	65.97 %	122,183.74	0.00 %		7.97 %	
MNM1	54.84	35.65	0.35	65.01 %	33,562.46	0.00 %		7.97 %	
MDU4	97.71	55.62	0.43	56.92 %	32,374.09	0.00 %		7.97 %	
NTM1	72.29	35.53	0.02	49.15 %	30,970.12	0.00 %		7.97 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	226.45	225.67	0.26	99.66 %	108,021.34	20.00 %	21,604.27	7.97 %	27,005.34
PAS1	86.37	58.18	0.15	67.36 %	28,240.42	0.00 %		7.97 %	
KLR1	68.02	45.11	0.15	66.32 %	22,987.02	0.00 %		7.97 %	
PNL1	62.60	33.54	0.24	53.57 %	21,538.06	0.00 %		7.97 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	65.41	70.25	0.26	107.41 %	57,670.77	25.00 %	14,417.69	7.97 %	17,301.23
SKD1	63.56	67.22	0.13	105.76 %	84,552.82	25.00 %	21,138.21	7.97 %	25,365.85
PDI1	59.25	57.86	0.41	97.65 %	55,318.29	20.00 %	11,063.66	7.97 %	13,829.57
VNR1	66.10	63.95	0.17	96.75 %	70,536.39	20.00 %	14,107.28	7.97 %	17,634.10
ERL2	84.39	81.61	0.11	96.70 %	120,219.65	20.00 %	24,043.93	7.97 %	30,054.91
SVK1	132.96	127.35	0.27	95.78 %	128,364.45	20.00 %	25,672.89	7.97 %	32,091.11
APK2	77.50	70.77	0.25	91.32 %	57,923.74	15.00 %	8,688.56	7.97 %	11,584.75
TYI1	83.42	74.36	0.39	89.15 %	85,392.64	10.00 %	8,539.26	7.97 %	17,078.53
VLY1	185.18	158.34	0.36	85.50 %	168,759.30	10.00 %	16,875.93	7.97 %	25,313.90
KVT1	277.63	236.74	0.17	85.27 %	335,948.48	10.00 %	33,594.85	7.97 %	50,392.27
KSM1	42.43	36.10	0.02	85.07 %	29,441.19	10.00 %	2,944.12	7.97 %	4,416.18
MAR1	157.12	132.79	0.11	84.52 %	139,495.49	10.00 %	13,949.55	7.97 %	20,924.32
VNR2	223.33	185.63	0.25	83.12 %	186,837.87	10.00 %	18,683.79	7.97 %	28,025.68
MMT1	88.45	73.35	0.00	82.93 %	56,623.35	10.00 %	5,662.34	7.97 %	8,493.50
TKS2	192.08	158.84	0.50	82.70 %	138,052.13	10.00 %	13,805.21	7.97 %	13,805.21
SNL1	73.23	60.18	0.38	82.17 %	75,665.73	10.00 %	7,566.57	7.97 %	7,566.57
NGR1	327.93	267.22	0.67	81.49 %	243,934.93	10.00 %	24,393.49	7.97 %	24,393.49
TVL1	530.65	431.22	0.09	81.26 %	492,759.64	10.00 %	49,275.96	7.97 %	49,275.96
STU2	59.15	47.22	0.43	79.82 %	50,298.40	0.00 %		7.97 %	5,029.84
KYR1	68.76	53.42	0.38	77.68 %	58,927.45	0.00 %		7.97 %	5,892.75
SDI1	67.72	51.53	0.26	76.10 %	47,430.71	0.00 %		7.97 %	4,743.07
TKS1	146.75	110.72	0.14	75.44 %	108,944.04	0.00 %		7.97 %	10,894.40
RND1	199.37	150.34	0.26	75.41 %	236,780.86	0.00 %		7.97 %	23,678.09
SGT1	47.75	35.21	0.00	73.73 %	28,411.62	0.00 %		7.97 %	2,841.16
UDN1	80.29	59.06	0.20	73.56 %	64,298.43	0.00 %		7.97 %	
TCN1	127.33	93.64	0.23	73.54 %	111,232.60	0.00 %		7.97 %	
TUT1	612.76	450.19	0.27	73.47 %	551,955.80	0.00 %		7.97 %	
ASM1	81.47	58.91	0.36	72.30 %	53,924.11	0.00 %		7.97 %	
VKM1	72.37	52.28	0.11	72.25 %	76,811.94	0.00 %		7.97 %	
TUT2	263.05	189.92	0.03	72.20 %	208,676.82	0.00 %		7.97 %	
APK1	103.12	74.03	0.47	71.80 %	84,269.74	0.00 %		7.97 %	
ARM1	77.40	53.70	0.45	69.38 %	42,838.61	0.00 %		7.97 %	
PKD1	131.31	88.80	0.09	67.63 %	117,057.56	0.00 %		7.97 %	
TKY1	89.56	53.81	0.30	60.08 %	61,300.26	0.00 %		7.97 %	
RPM1	191.49	105.92	0.24	55.32 %	103,450.83	0.00 %		7.97 %	
COL1	61.02	23.06	0.28	37.79 %	13,967.46	0.00 %		7.97 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	60.10	69.51	0.27	115.66 %	54,267.58	30.00 %	16,280.27	7.97 %	21,707.03
KRN1	54.82	59.98	0.07	109.41 %	63,282.20	25.00 %	15,820.55	7.97 %	18,984.66
NCK1	37.31	40.82	0.13	109.40 %	25,409.80	25.00 %	6,352.45	7.97 %	7,622.94
KIK1	73.34	77.15	0.00	105.20 %	133,526.68	25.00 %	33,381.67	7.97 %	40,058.00
TVR2	169.04	161.85	0.12	95.75 %	173,418.18	20.00 %	34,683.64	7.97 %	43,354.55
NMM1	58.72	55.51	1.05	94.53 %	65,104.37	15.00 %	9,765.66	7.97 %	16,276.09
MSI1	82.73	75.32	0.00	91.05 %	62,343.68	15.00 %	9,351.55	7.97 %	12,468.74
APM1	54.98	49.18	0.23	89.45 %	69,303.22	10.00 %	6,930.32	7.97 %	13,860.64
TYR1	120.89	107.80	0.24	89.17 %	120,626.82	10.00 %	12,062.68	7.97 %	24,125.36
MVM1	197.64	170.92	0.17	86.48 %	261,577.75	10.00 %	26,157.78	7.97 %	39,236.66
NGT1	108.06	93.02	0.28	86.08 %	146,269.26	10.00 %	14,626.93	7.97 %	21,940.39
MDI1	142.96	117.01	0.28	81.84 %	128,766.24	10.00 %	12,876.62	7.97 %	12,876.62
PTK1	161.94	130.59	0.33	80.64 %	149,386.77	10.00 %	14,938.68	7.97 %	14,938.68
ORU1	66.60	52.92	0.03	79.47 %	62,539.68	0.00 %		7.97 %	6,253.97
PDK1	81.81	63.46	0.26	77.57 %	86,067.36	0.00 %		7.97 %	8,606.74
JKM1	128.65	99.75	0.08	77.53 %	108,793.56	0.00 %		7.97 %	10,879.36
AYR1	104.93	81.04	0.11	77.23 %	101,616.43	0.00 %		7.97 %	10,161.64
TRY3	118.13	88.51	0.14	74.92 %	101,256.15	0.00 %		7.97 %	10,125.62
TNJ2	207.98	154.98	0.27	74.52 %	160,830.30	0.00 %		7.97 %	16,083.03
TRY2	60.04	44.54	0.00	74.19 %	42,574.40	0.00 %		7.97 %	4,257.44
TTP1	115.41	84.10	0.06	72.87 %	89,648.58	0.00 %		7.97 %	
TNJ1	255.04	185.31	0.24	72.66 %	181,031.53	0.00 %		7.97 %	
TVR1	90.75	62.06	0.11	68.39 %	65,941.70	0.00 %		7.97 %	
TRY1	755.67	510.97	0.07	67.62 %	578,288.40	0.00 %		7.97 %	
KUM1	228.65	153.27	0.10	67.03 %	154,501.57	0.00 %		7.97 %	
TRY4	149.19	99.95	0.30	66.99 %	131,232.36	0.00 %		7.97 %	
PBR2	270.28	175.67	0.04	64.99 %	165,325.48	0.00 %		7.97 %	
PBR1	119.37	73.21	0.07	61.34 %	63,276.48	0.00 %		7.97 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	21.95	27.11	0.22	123.54 %	20,221.64	40.00 %	8,088.66	7.97 %	8,088.66
MKM1	45.35	50.75	0.29	111.91 %	61,223.99	30.00 %	18,367.20	7.97 %	24,489.60
PRT1	110.85	114.41	0.32	103.22 %	90,992.72	25.00 %	22,748.18	7.97 %	27,297.82
SJI2	99.68	97.50	0.15	97.82 %	92,895.70	20.00 %	18,579.14	7.97 %	23,223.93
KLM1	120.33	110.57	0.27	91.89 %	168,959.66	15.00 %	25,343.95	7.97 %	33,791.93
CDM1	153.64	140.42	0.22	91.39 %	122,486.08	15.00 %	18,372.91	7.97 %	24,497.22
TRK1	139.84	122.27	0.29	87.43 %	130,743.15	10.00 %	13,074.32	7.97 %	19,611.47
KML1	83.54	69.93	0.16	83.71 %	75,170.26	10.00 %	7,517.03	7.97 %	11,275.54
CUD1	253.76	210.51	0.42	82.95 %	232,449.31	10.00 %	23,244.93	7.97 %	34,867.40
VCM2	82.27	66.88	0.25	81.29 %	54,883.74	10.00 %	5,488.37	7.97 %	5,488.37
KKI2	129.95	102.35	0.07	78.77 %	83,731.29	0.00 %		7.97 %	8,373.13
STP1	45.81	35.64	0.37	77.80 %	31,622.14	0.00 %		7.97 %	3,162.21
VPM2	117.94	90.81	0.19	77.00 %	98,929.34	0.00 %		7.97 %	9,892.93
ULP1	122.03	88.92	0.07	72.87 %	77,792.23	0.00 %		7.97 %	
TVM1	67.53	49.09	0.59	72.69 %	38,925.45	0.00 %		7.97 %	
TVM2	77.53	55.54	0.81	71.64 %	36,872.16	0.00 %		7.97 %	
NVL2	145.30	102.38	0.29	70.47 %	94,902.32	0.00 %		7.97 %	
TDM1	81.79	57.33	0.72	70.10 %	43,228.52	0.00 %		7.97 %	
POY2	210.79	104.65	0.39	49.64 %	157,256.15	0.00 %		7.97 %	
VPM1	56.01	27.52	0.83	49.13 %	22,524.36	0.00 %		7.97 %	
POY1	273.63	132.93	0.22	48.58 %	118,526.17	0.00 %		7.97 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	221.92	226.71	0.21	102.16 %	332,718.62	25.00 %	83,179.66	7.97 %	99,815.59
CH38	93.25	89.46	0.02	95.93 %	124,374.38	20.00 %	24,874.88	7.97 %	31,093.60
CH35	129.97	120.09	0.23	92.40 %	166,874.75	15.00 %	25,031.21	7.97 %	41,718.69
CH48	173.18	157.67	0.30	91.05 %	260,014.94	15.00 %	39,002.24	7.97 %	52,002.99
CH45	140.40	123.00	0.33	87.61 %	163,618.55	10.00 %	16,361.86	7.97 %	32,723.71
GUD1	133.50	116.19	0.11	87.03 %	200,162.39	10.00 %	20,016.24	7.97 %	30,024.36
MRM1	130.47	113.16	0.33	86.73 %	101,633.10	10.00 %	10,163.31	7.97 %	15,244.97
CH39	77.23	66.81	0.12	86.50 %	113,713.93	10.00 %	11,371.39	7.97 %	17,057.09
CGL1	92.74	80.01	0.41	86.27 %	109,231.38	10.00 %	10,923.14	7.97 %	16,384.71
CH30	151.18	130.10	0.21	86.06 %	182,538.02	10.00 %	18,253.80	7.97 %	27,380.70
CH05	302.61	254.05	0.58	83.95 %	223,683.13	10.00 %	22,368.31	7.97 %	33,552.47
CH25	164.70	135.11	0.07	82.04 %	179,023.25	10.00 %	17,902.33	7.97 %	17,902.33
CH28	207.75	170.13	0.13	81.89 %	350,467.32	10.00 %	35,046.73	7.97 %	35,046.73
CH37	75.13	59.39	0.09	79.05 %	91,272.14	0.00 %		7.97 %	9,127.21
CH42	213.75	160.94	0.25	75.29 %	215,140.41	0.00 %		7.97 %	21,514.04
CH19	233.80	173.20	0.21	74.08 %	221,343.02	0.00 %		7.97 %	22,134.30
CH07	218.62	158.12	0.33	72.33 %	191,353.80	0.00 %		7.97 %	
CH14	345.28	247.86	0.14	71.78 %	313,961.24	0.00 %		7.97 %	
CH49	205.07	144.10	0.23	70.27 %	187,659.04	0.00 %		7.97 %	
KNR1	109.53	72.03	0.00	65.76 %	105,089.86	0.00 %		7.97 %	
SKL1	104.00	68.12	0.33	65.50 %	91,057.51	0.00 %		7.97 %	
CH16	408.38	262.16	0.07	64.19 %	276,128.44	0.00 %		7.97 %	
TKM1	96.48	58.60	0.34	60.74 %	70,623.46	0.00 %		7.97 %	
GUD2	111.30	67.48	0.29	60.63 %	81,789.69	0.00 %		7.97 %	
CH08	317.03	189.33	0.19	59.72 %	288,155.29	0.00 %		7.97 %	
CH40	74.06	42.80	0.29	57.80 %	14,753.19	0.00 %		7.97 %	
CH22	182.01	99.91	0.20	54.89 %	113,418.52	0.00 %		7.97 %	
AVD1	171.36	89.63	0.08	52.31 %	90,451.47	0.00 %		7.97 %	
MC10	24.45	10.28	0.00	42.06 %	5,692.70	0.00 %		7.97 %	
CH26	67.10	23.31	0.04	34.74 %	33,923.65	0.00 %		7.97 %	
CH29	36.64	12.24	0.38	33.41 %	22,554.57	0.00 %		7.97 %	
MC09	12.18	1.87	0.00	15.39 %	1,070.70	0.00 %		7.97 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	112.76	5.29	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	130.81	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	23.45	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	(0.14)	-0.27	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	35.04	10.62	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	(0.09)	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	(0.22)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	4.12	2.54	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	3.79	0.00	0.00 %	0.00	0.00 %		0.00 %	