

Accu.Target 27,925.55 L	Sales 23,405.45 L	Achieved % 83.81 %	HO Budget+ % 6.19 %	Total Com. 193.38 L
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Note : Sales Period is From :01-Mar-2026 To :18-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	308.97	301.00	97.42 %	0.00	6.19 %	0.00
TRICHY-01	2,872.47	2,753.13	95.85 %	0.00	6.19 %	0.00
NORTH ARCOT	2,051.27	1,945.09	94.82 %	57,000.00	6.19 %	114,000.00
SOUTH-03	2,993.65	2,687.40	89.77 %	0.00	6.19 %	78,000.00
SOUTH-01	4,424.47	3,890.11	87.92 %	0.00	6.19 %	0.00
SOUTH ARCOT	1,855.93	1,593.33	85.85 %	0.00	6.19 %	45,000.00
WEST-02	2,701.36	2,307.70	85.43 %	0.00	6.19 %	0.00
KL-SOUTH	262.45	208.83	79.57 %	0.00	6.19 %	0.00
CHENNAI-02	3,816.60	2,793.99	73.21 %	0.00	6.19 %	0.00
CHENNAI-01	4,189.53	3,056.20	72.95 %	0.00	6.19 %	0.00
WEST-01	2,448.83	1,689.73	69.00 %	0.00	6.19 %	0.00
OTHERS	0.00	178.95	0.00 %	0.00	0.00 %	0.00
Total	27,925.55	23,405.45	83.81 %		6.19 %	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	308.97	301.00	97.42%	22,500.00	6.19 %	45,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	881.55	926.55	105.10%	135,000.00	6.19 %	180,000.00
	KUM1	642.57	598.95	93.21%	37,500.00	6.19 %	37,500.00
	PBR1	693.02	632.85	91.32%	45,000.00	6.19 %	45,000.00
	TNJ1	655.33	594.77	90.76%	37,500.00	6.19 %	37,500.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	704.98	697.57	98.95%	45,000.00	6.19 %	90,000.00
	NA03	662.32	619.51	93.54%	45,000.00	6.19 %	45,000.00
	NA02	683.97	628.02	91.82%	45,000.00	6.19 %	45,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	269.26	273.89	101.72%	30,000.00	6.19 %	30,000.00
	TEN1	424.89	398.82	93.86%	22,500.00	6.19 %	45,000.00
	KKD2	596.26	550.39	92.31%	37,500.00	6.19 %	37,500.00
	SVG1	550.65	489.33	88.86%	0.00	6.19 %	30,000.00
	MDU1	1,152.59	974.96	84.59%	0.00	6.19 %	67,500.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,150.84	1,178.04	102.36%	165,000.00	6.19 %	165,000.00
	TVL1	626.63	559.91	89.35%	0.00	6.19 %	37,500.00
	TKS1	597.07	511.33	85.64%	0.00	6.19 %	37,500.00
	VNR1	553.23	471.31	85.19%	0.00	6.19 %	30,000.00
	KVT1	708.74	592.98	83.67%	0.00	6.19 %	0.00
	NGR1	787.96	576.54	73.17%	0.00	6.19 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	528.51	478.08	90.46%	30,000.00	6.19 %	30,000.00
	SA01	673.52	582.24	86.45%	0.00	6.19 %	37,500.00
	SA02	653.89	533.02	81.51%	0.00	6.19 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SLM1	765.48	710.31	92.79%	52,500.00	6.19 %	52,500.00
	HSR1	546.01	506.43	92.75%	37,500.00	6.19 %	37,500.00
	MTR1	540.02	488.89	90.53%	30,000.00	6.19 %	30,000.00
	ERD1	849.86	602.07	70.84%	0.00	6.19 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	262.45	208.83	79.57%	0.00	6.19 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	791.33	626.20	79.13%	0.00	6.19 %	0.00
	CH01	968.48	728.43	75.21%	0.00	6.19 %	0.00
	CH04	1,104.92	793.29	71.80%	0.00	6.19 %	0.00
	CH07	951.88	646.06	67.87%	0.00	6.19 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,032.43	792.64	76.77%	0.00	6.19 %	0.00
	CH08	967.04	727.97	75.28%	0.00	6.19 %	0.00
	CH03	778.89	551.77	70.84%	0.00	6.19 %	0.00
	CH06	1,411.16	983.82	69.72%	0.00	6.19 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	319.83	270.11	84.46%	0.00	6.19 %	15,000.00
	TPR4	273.19	199.62	73.07%	0.00	6.19 %	0.00
	TPR1	324.33	234.87	72.42%	0.00	6.19 %	0.00
	CBE1	1,197.62	780.67	65.18%	0.00	6.19 %	0.00
	PLI1	333.87	204.46	61.24%	0.00	6.19 %	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	76.33	0.00%	0.00	0.00 %	0.00
	HO01	0.00	51.82	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	29.95	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	1.19	0.00%	0.00	0.00 %	0.00

KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	308.97	301.00	0.12	97.42 %	262,071.60	20.00 %	52,414.32	6.19 %	65,517.90

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	29.06	38.99	0.00	134.16 %	24,287.30	40.00 %	9,714.92	6.19 %	9,714.92
KRN1	50.39	59.43	0.01	117.95 %	43,135.25	30.00 %	12,940.58	6.19 %	17,254.10
TVR1	48.70	54.44	0.00	111.77 %	40,081.10	30.00 %	12,024.33	6.19 %	12,024.33
TRY1	522.77	581.80	0.50	111.29 %	272,983.50	30.00 %	81,895.05	6.19 %	81,895.05
PDK1	43.06	47.57	0.00	110.47 %	35,805.40	30.00 %	10,741.62	6.19 %	10,741.62
MVM1	117.81	129.40	0.02	109.84 %	130,825.50	25.00 %	32,706.38	6.19 %	39,247.65
NMM1	48.36	51.18	0.43	105.84 %	45,073.10	25.00 %	11,268.28	6.19 %	13,521.93
TYR1	97.90	100.82	0.07	102.98 %	61,924.95	25.00 %	15,481.24	6.19 %	15,481.24
TVR2	138.84	138.49	0.04	99.75 %	80,889.00	20.00 %	16,177.80	6.19 %	20,222.25
TRY4	121.63	118.67	0.00	97.57 %	103,197.10	20.00 %	20,639.42	6.19 %	25,799.28
TNJ2	131.95	128.73	0.10	97.56 %	82,038.60	20.00 %	16,407.72	6.19 %	20,509.65
TTP1	78.15	75.38	0.00	96.46 %	51,466.85	20.00 %	10,293.37	6.19 %	12,866.71
PTK1	125.99	121.33	0.02	96.30 %	58,378.75	20.00 %	11,675.75	6.19 %	14,594.69
MSI1	71.38	68.47	0.09	95.92 %	44,285.85	20.00 %	8,857.17	6.19 %	11,071.46
MDI1	87.72	82.21	0.25	93.72 %	59,818.10	15.00 %	8,972.72	6.19 %	11,963.62
ORU1	49.11	44.70	0.07	91.03 %	48,776.45	15.00 %	7,316.47	6.19 %	9,755.29
JKM1	82.67	74.39	0.05	89.98 %	50,881.20	10.00 %	5,088.12	6.19 %	10,176.24
NGT1	90.91	80.85	0.07	88.93 %	67,157.60	10.00 %	6,715.76	6.19 %	10,073.64
APM1	32.40	28.03	0.00	86.50 %	28,022.95	10.00 %	2,802.30	6.19 %	4,203.44
KUM1	188.24	159.75	0.05	84.86 %	100,167.45	10.00 %	10,016.75	6.19 %	15,025.12
TRY3	93.29	77.53	0.00	83.10 %	57,112.65	10.00 %	5,711.27	6.19 %	5,711.27
TRY2	50.42	41.55	0.00	82.42 %	25,656.75	10.00 %	2,565.68	6.19 %	2,565.68
AYR1	65.33	53.59	0.11	82.03 %	38,291.80	10.00 %	3,829.18	6.19 %	3,829.18
PBR2	193.47	155.48	0.31	80.37 %	106,644.15	10.00 %	10,664.42	6.19 %	10,664.42
PBR1	64.46	50.70	0.12	78.65 %	30,221.40	0.00 %		6.19 %	3,022.14
TNJ1	179.80	138.59	0.24	77.08 %	83,062.15	0.00 %		6.19 %	8,306.22
KIK1	68.67	51.06	0.05	74.36 %	42,158.50	0.00 %		6.19 %	

NORTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	52.18	73.67	0.03	141.19 %	56,371.25	40.00 %	22,548.50	6.19 %	22,548.50
SLG1	47.97	56.81	0.14	118.44 %	44,280.85	30.00 %	13,284.26	6.19 %	17,712.34
KPM2	220.73	237.90	0.07	107.78 %	187,944.55	25.00 %	46,986.14	6.19 %	56,383.37
ANI1	36.62	39.08	0.01	106.73 %	31,923.65	25.00 %	7,980.91	6.19 %	9,577.10
PTU1	31.48	33.22	0.02	105.54 %	26,864.60	25.00 %	6,716.15	6.19 %	8,059.38
PLR1	39.70	41.04	0.00	103.37 %	33,138.30	25.00 %	8,284.58	6.19 %	9,941.49
VSI1	66.20	67.81	0.12	102.43 %	80,856.80	25.00 %	20,214.20	6.19 %	20,214.20
AKM1	94.83	95.69	0.36	100.91 %	72,650.00	25.00 %	18,162.50	6.19 %	18,162.50
TRT1	65.24	65.45	0.19	100.33 %	39,318.55	25.00 %	9,829.64	6.19 %	9,829.64
CGM1	56.08	56.19	0.08	100.19 %	36,747.40	25.00 %	9,186.85	6.19 %	9,186.85
WJD1	83.22	82.79	0.06	99.49 %	99,314.25	20.00 %	19,862.85	6.19 %	24,828.56
UGI1	34.91	34.65	0.71	99.23 %	27,470.65	20.00 %	5,494.13	6.19 %	6,867.66
WJP1	66.63	65.30	0.11	98.01 %	68,079.80	20.00 %	13,615.96	6.19 %	17,019.95
ARC2	60.65	59.09	0.67	97.41 %	44,780.90	20.00 %	8,956.18	6.19 %	11,195.23
SBR1	128.44	124.93	0.00	97.27 %	137,690.25	20.00 %	27,538.05	6.19 %	34,422.56
GDM1	63.12	60.82	0.00	96.35 %	49,094.80	20.00 %	9,818.96	6.19 %	12,273.70
CYR1	49.80	46.02	0.15	92.41 %	43,755.45	15.00 %	6,563.32	6.19 %	8,751.09
VEL2	143.16	130.16	0.12	90.92 %	134,369.25	15.00 %	20,155.39	6.19 %	26,873.85
BGR1	44.67	40.37	0.00	90.36 %	37,345.15	15.00 %	5,601.77	6.19 %	7,469.03
CPT1	41.46	35.99	0.14	86.81 %	32,512.35	10.00 %	3,251.24	6.19 %	4,876.85
TRR1	117.39	99.28	0.01	84.57 %	68,123.00	10.00 %	6,812.30	6.19 %	10,218.45
VEL1	119.83	97.55	0.04	81.41 %	97,023.70	10.00 %	9,702.37	6.19 %	9,702.37
TRL1	201.96	160.27	0.02	79.36 %	146,729.35	0.00 %		6.19 %	14,672.94
KPM1	92.51	71.69	0.19	77.50 %	63,492.05	0.00 %		6.19 %	6,349.21
ABR1	92.51	69.31	0.27	74.92 %	50,780.80	0.00 %		6.19 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPA1	60.59	87.89	0.14	145.05 %	82,101.80	40.00 %	32,840.72	6.19 %	32,840.72
CMR1	36.57	46.48	0.53	127.07 %	31,943.40	40.00 %	12,777.36	6.19 %	12,777.36
KKD3	86.93	105.22	0.14	121.03 %	121,777.25	40.00 %	48,710.90	6.19 %	48,710.90
PKM1	34.12	37.87	0.05	110.99 %	37,741.30	30.00 %	11,322.39	6.19 %	11,322.39
KRR1	66.77	72.60	0.04	108.72 %	84,219.20	25.00 %	21,054.80	6.19 %	25,265.76
KPT1	43.07	45.88	0.23	106.54 %	45,554.60	25.00 %	11,388.65	6.19 %	13,666.38
TPT1	72.13	73.90	0.20	102.45 %	81,580.95	25.00 %	20,395.24	6.19 %	20,395.24
PNV2	42.78	42.28	0.00	98.82 %	23,975.15	20.00 %	4,795.03	6.19 %	5,993.79
MDU1	284.23	280.56	0.08	98.71 %	175,695.80	20.00 %	35,139.16	6.19 %	43,923.95
USL1	52.13	51.35	0.03	98.50 %	34,729.20	20.00 %	6,945.84	6.19 %	8,682.30
DGL1	186.33	180.21	0.27	96.71 %	137,535.65	20.00 %	27,507.13	6.19 %	34,383.91
ODM1	38.90	37.51	0.31	96.44 %	21,248.30	20.00 %	4,249.66	6.19 %	5,312.08
NTM1	38.87	37.18	0.13	95.63 %	33,431.45	20.00 %	6,686.29	6.19 %	8,357.86
MDU7	96.60	90.97	0.52	94.17 %	62,192.95	15.00 %	9,328.94	6.19 %	15,548.24
TDI1	53.82	50.63	0.06	94.07 %	62,336.95	15.00 %	9,350.54	6.19 %	15,584.24
ADP1	50.79	47.51	0.23	93.53 %	45,899.65	15.00 %	6,884.95	6.19 %	9,179.93
PVI1	59.41	55.56	0.07	93.53 %	47,360.30	15.00 %	7,104.05	6.19 %	9,472.06
TEN1	79.25	74.09	0.22	93.49 %	61,344.75	15.00 %	9,201.71	6.19 %	12,268.95
CBM1	77.48	71.75	0.05	92.60 %	74,553.00	15.00 %	11,182.95	6.19 %	14,910.60
MDU5	55.23	50.48	0.14	91.40 %	57,867.75	15.00 %	8,680.16	6.19 %	11,573.55
NKI1	43.29	39.43	0.05	91.10 %	39,462.40	15.00 %	5,919.36	6.19 %	7,892.48
SGP1	38.58	34.29	0.00	88.89 %	32,275.15	10.00 %	3,227.52	6.19 %	4,841.27
BTU1	35.97	31.71	0.25	88.18 %	28,763.90	10.00 %	2,876.39	6.19 %	4,314.59
TMM1	96.65	83.81	0.19	86.71 %	56,983.65	10.00 %	5,698.37	6.19 %	8,547.55
DKI1	86.34	74.26	0.04	86.02 %	109,818.30	10.00 %	10,981.83	6.19 %	16,472.75
SVG1	79.03	67.59	0.12	85.52 %	50,999.85	10.00 %	5,099.99	6.19 %	7,649.98
BNR1	51.74	44.21	0.15	85.45 %	40,244.85	10.00 %	4,024.49	6.19 %	6,036.73
MDU3	113.87	96.32	0.07	84.59 %	44,895.80	10.00 %	4,489.58	6.19 %	6,734.37
TEN2	94.92	76.91	0.20	81.03 %	48,322.45	10.00 %	4,832.25	6.19 %	4,832.25
MLR1	55.79	43.16	0.06	77.35 %	36,684.55	0.00 %		6.19 %	3,668.46
MDU4	81.17	62.63	0.11	77.16 %	46,418.15	0.00 %		6.19 %	4,641.82
MDU2	195.61	149.38	0.18	76.36 %	117,465.75	0.00 %		6.19 %	11,746.58
ATG1	112.11	85.49	0.52	76.26 %	83,890.55	0.00 %		6.19 %	8,389.06
KYK1	48.13	35.43	0.09	73.62 %	27,811.50	0.00 %		6.19 %	
MDU6	156.88	111.70	0.07	71.20 %	86,256.40	0.00 %		6.19 %	
MNM1	44.16	28.77	0.00	65.14 %	25,821.25	0.00 %		6.19 %	
PNI1	64.13	38.71	0.00	60.37 %	24,907.70	0.00 %		6.19 %	
DGL2	79.26	43.69	0.63	55.12 %	42,348.90	0.00 %		6.19 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	58.41	70.25	0.16	120.26 %	85,733.35	40.00 %	34,293.34	6.19 %	34,293.34
TUT1	682.22	768.38	0.14	112.63 %	379,997.65	30.00 %	113,999.30	6.19 %	151,999.06
KGL1	50.76	55.59	0.00	109.51 %	45,188.80	25.00 %	11,297.20	6.19 %	13,556.64
ARM1	40.06	43.06	0.33	107.50 %	28,838.75	25.00 %	7,209.69	6.19 %	8,651.63
KYR1	43.19	45.40	0.07	105.11 %	51,029.70	25.00 %	12,757.43	6.19 %	15,308.91
KSM1	36.73	37.42	0.05	101.89 %	21,768.85	25.00 %	5,442.21	6.19 %	5,442.21
VNR1	59.39	60.38	0.30	101.66 %	52,642.65	25.00 %	13,160.66	6.19 %	13,160.66
TCN1	80.32	80.30	0.10	99.98 %	70,339.15	20.00 %	14,067.83	6.19 %	17,584.79
TKS1	122.68	121.01	0.05	98.64 %	100,614.70	20.00 %	20,122.94	6.19 %	25,153.68
SVK1	114.88	112.04	0.05	97.53 %	81,033.95	20.00 %	16,206.79	6.19 %	20,258.49
PKD1	85.70	82.40	0.07	96.14 %	73,470.65	20.00 %	14,694.13	6.19 %	18,367.66
ASM1	56.45	53.20	0.06	94.25 %	47,860.15	15.00 %	7,179.02	6.19 %	11,965.04
SDI1	66.44	61.80	0.13	93.02 %	42,389.00	15.00 %	6,358.35	6.19 %	8,477.80
TKS2	167.96	150.44	0.16	89.57 %	86,116.20	10.00 %	8,611.62	6.19 %	17,223.24
SKD1	49.76	44.42	0.10	89.27 %	55,769.50	10.00 %	5,576.95	6.19 %	11,153.90
TVL1	402.04	358.84	0.10	89.25 %	290,651.15	10.00 %	29,065.12	6.19 %	58,130.23
UDN1	53.09	46.34	0.27	87.28 %	28,297.05	10.00 %	2,829.71	6.19 %	4,244.56
SGT1	42.86	37.24	0.11	86.89 %	27,731.75	10.00 %	2,773.18	6.19 %	4,159.76
APK2	77.72	67.19	0.04	86.46 %	45,869.95	10.00 %	4,587.00	6.19 %	6,880.49
MMT1	76.32	64.98	0.09	85.14 %	36,028.95	10.00 %	3,602.90	6.19 %	5,404.34
KVT1	222.91	183.54	0.06	82.34 %	149,561.30	10.00 %	14,956.13	6.19 %	14,956.13
VLY1	128.08	104.80	0.05	81.83 %	61,104.80	10.00 %	6,110.48	6.19 %	6,110.48
TYI1	66.11	53.50	0.21	80.93 %	49,730.45	10.00 %	4,973.05	6.19 %	4,973.05
STU2	50.67	40.94	0.23	80.81 %	25,580.10	10.00 %	2,558.01	6.19 %	2,558.01
APK1	88.08	70.57	0.02	80.12 %	69,543.40	10.00 %	6,954.34	6.19 %	6,954.34
VKM1	54.20	41.70	0.00	76.94 %	44,880.05	0.00 %		6.19 %	4,488.01
RND1	128.15	98.60	0.04	76.94 %	98,386.10	0.00 %		6.19 %	9,838.61
TUT2	210.68	159.28	0.07	75.60 %	105,666.50	0.00 %		6.19 %	10,566.65
VNR2	213.16	161.13	0.21	75.59 %	134,095.40	0.00 %		6.19 %	13,409.54
SNL1	74.15	55.98	0.05	75.49 %	33,856.80	0.00 %		6.19 %	3,385.68
NGR1	339.70	254.90	0.18	75.04 %	134,175.85	0.00 %		6.19 %	
RPM1	128.37	92.32	0.21	71.92 %	71,600.30	0.00 %		6.19 %	
PDI1	68.75	48.51	0.21	70.56 %	35,265.65	0.00 %		6.19 %	
TKY1	68.66	47.30	0.04	68.89 %	30,225.20	0.00 %		6.19 %	
MAR1	175.33	98.11	0.20	55.96 %	61,749.75	0.00 %		6.19 %	
COL1	40.47	18.24	0.02	45.07 %	17,104.15	0.00 %		6.19 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MKM1	37.57	54.08	0.06	143.92 %	67,613.00	40.00 %	27,045.20	6.19 %	27,045.20
PRT1	58.38	74.93	0.16	128.35 %	66,199.95	40.00 %	26,479.98	6.19 %	26,479.98
SJI2	84.67	88.21	0.06	104.18 %	69,058.45	25.00 %	17,264.61	6.19 %	20,717.54
TVM1	49.92	51.54	0.01	103.25 %	29,918.30	25.00 %	7,479.58	6.19 %	8,975.49
KML1	50.20	50.83	0.09	101.26 %	40,199.85	25.00 %	10,049.96	6.19 %	10,049.96
TVM2	65.75	65.86	0.00	100.17 %	31,783.35	25.00 %	7,945.84	6.19 %	7,945.84
CUD1	189.16	179.61	0.15	94.95 %	152,548.25	15.00 %	22,882.24	6.19 %	38,137.06
TDM1	66.62	61.15	0.37	91.79 %	42,500.85	15.00 %	6,375.13	6.19 %	8,500.17
TRK1	116.70	102.66	0.08	87.97 %	93,748.95	10.00 %	9,374.90	6.19 %	14,062.34
VPM2	99.97	87.53	0.19	87.55 %	57,925.55	10.00 %	5,792.56	6.19 %	8,688.83
KLM1	98.59	85.88	0.28	87.10 %	108,951.90	10.00 %	10,895.19	6.19 %	16,342.79
ULP1	94.21	74.80	0.07	79.39 %	45,858.85	0.00 %		6.19 %	4,585.89
STP1	37.56	29.47	0.28	78.45 %	16,828.70	0.00 %		6.19 %	1,682.87
NVL2	117.37	89.61	0.18	76.35 %	63,102.60	0.00 %		6.19 %	6,310.26
POY2	151.15	114.39	0.14	75.68 %	109,020.05	0.00 %		6.19 %	10,902.01
POY1	197.05	148.29	0.05	75.25 %	139,192.70	0.00 %		6.19 %	13,919.27
KKI2	105.13	77.08	0.07	73.32 %	82,992.50	0.00 %		6.19 %	
VCM1	65.60	46.98	0.03	71.61 %	28,512.75	0.00 %		6.19 %	
CDM1	125.44	89.33	0.44	71.21 %	76,663.50	0.00 %		6.19 %	
VPM1	44.90	21.13	0.00	47.07 %	15,965.20	0.00 %		6.19 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
EDP1	33.08	40.03	0.15	121.03 %	20,895.45	40.00 %	8,358.18	6.19 %	8,358.18
KRI1	73.07	84.70	0.01	115.91 %	54,513.60	30.00 %	16,354.08	6.19 %	21,805.44
PMP1	51.15	58.53	0.46	114.41 %	33,678.80	30.00 %	10,103.64	6.19 %	13,471.52
BMD1	48.37	52.26	0.00	108.05 %	41,228.40	25.00 %	10,307.10	6.19 %	12,368.52
APN1	55.47	59.87	0.00	107.93 %	65,836.30	25.00 %	16,459.08	6.19 %	19,750.89
MCR1	78.33	83.39	0.00	106.46 %	58,844.85	25.00 %	14,711.21	6.19 %	17,653.46
HRR1	47.55	49.44	0.09	103.96 %	43,236.45	25.00 %	10,809.11	6.19 %	12,970.94
DPR1	40.63	41.60	0.60	102.37 %	31,159.40	25.00 %	7,789.85	6.19 %	7,789.85
EPI1	62.06	60.98	0.05	98.25 %	48,205.90	20.00 %	9,641.18	6.19 %	12,051.48
SGI1	49.77	48.54	0.05	97.54 %	36,345.45	20.00 %	7,269.09	6.19 %	9,086.36
SLM2	83.76	81.07	0.07	96.79 %	49,049.40	20.00 %	9,809.88	6.19 %	12,262.35
KVP1	43.82	42.01	0.00	95.87 %	28,569.75	20.00 %	5,713.95	6.19 %	7,142.44
ATU1	93.71	89.64	0.05	95.65 %	67,802.10	20.00 %	13,560.42	6.19 %	16,950.53
OML1	75.91	72.53	0.09	95.55 %	64,186.10	20.00 %	12,837.22	6.19 %	16,046.53
DPR2	43.37	40.82	0.09	94.10 %	28,223.80	15.00 %	4,233.57	6.19 %	7,055.95
SLM1	232.56	215.35	0.08	92.60 %	121,135.55	15.00 %	18,170.33	6.19 %	24,227.11
KAM1	40.30	36.66	0.24	90.99 %	29,036.85	15.00 %	4,355.53	6.19 %	5,807.37
HSR1	90.45	80.22	0.11	88.68 %	55,742.50	10.00 %	5,574.25	6.19 %	8,361.38
CMI1	39.26	34.22	0.04	87.16 %	38,362.80	10.00 %	3,836.28	6.19 %	5,754.42
NKL2	122.47	103.05	0.30	84.14 %	97,723.60	10.00 %	9,772.36	6.19 %	9,772.36
PLC1	49.71	41.70	0.02	83.88 %	42,776.40	10.00 %	4,277.64	6.19 %	4,277.64
TRM1	100.44	81.83	0.04	81.47 %	61,044.35	10.00 %	6,104.44	6.19 %	6,104.44
VPD1	85.76	69.03	0.11	80.49 %	69,907.85	10.00 %	6,990.79	6.19 %	6,990.79
SLM3	119.08	94.35	0.07	79.23 %	74,601.10	0.00 %		6.19 %	7,460.11
TCG1	60.85	47.97	0.00	78.84 %	46,078.20	0.00 %		6.19 %	4,607.82
HSR2	147.73	114.07	0.06	77.21 %	96,312.10	0.00 %		6.19 %	9,631.21
PDR1	43.46	32.06	0.25	73.76 %	39,390.65	0.00 %		6.19 %	
ERD2	185.20	135.72	0.14	73.28 %	162,956.20	0.00 %		6.19 %	
RSP1	77.34	54.64	0.18	70.65 %	56,846.80	0.00 %		6.19 %	
KMM1	52.50	34.84	0.00	66.37 %	32,318.50	0.00 %		6.19 %	
MTR1	105.42	67.03	0.05	63.58 %	40,856.45	0.00 %		6.19 %	
ERD1	174.33	109.04	0.27	62.55 %	90,660.40	0.00 %		6.19 %	
SGG1	39.32	21.88	0.45	55.65 %	14,277.90	0.00 %		6.19 %	
VKL1	55.12	28.64	0.00	51.95 %	33,592.00	0.00 %		6.19 %	

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	56.87	54.17	0.00	95.26 %	33,179.65	20.00 %	6,635.93	6.19 %	8,294.91
PNL1	35.68	29.41	0.14	82.42 %	19,666.95	10.00 %	1,966.70	6.19 %	1,966.70
TVP1	126.06	97.22	0.38	77.12 %	65,995.50	0.00 %		6.19 %	6,599.55
KLR1	43.84	28.02	0.07	63.92 %	17,748.70	0.00 %		6.19 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	72.01	99.42	1.70	138.06 %	61,818.25	40.00 %	24,727.30	6.19 %	24,727.30
CH24	112.47	131.23	0.22	116.68 %	122,755.95	30.00 %	36,826.79	6.19 %	49,102.38
CH32	22.67	24.20	0.06	106.73 %	26,020.45	25.00 %	6,505.11	6.19 %	7,806.14
CH17	102.86	102.94	0.33	100.08 %	122,058.45	20.00 %	24,411.69	6.19 %	30,514.61
CH23	51.96	49.57	0.16	95.39 %	54,883.90	20.00 %	10,976.78	6.19 %	13,720.98
MC05	30.17	28.45	0.00	94.28 %	10,619.40	15.00 %	1,592.91	6.19 %	2,654.85
CH50	134.11	124.29	0.15	92.68 %	112,777.45	15.00 %	16,916.62	6.19 %	22,555.49
PON1	82.23	71.02	0.09	86.37 %	66,863.10	10.00 %	6,686.31	6.19 %	10,029.47
UKI1	84.55	72.78	0.16	86.07 %	54,319.30	10.00 %	5,431.93	6.19 %	8,147.90
CH27	40.23	34.43	0.55	85.59 %	34,289.20	10.00 %	3,428.92	6.19 %	5,143.38
CH12	216.85	184.25	0.21	84.96 %	134,977.15	10.00 %	13,497.72	6.19 %	20,246.57
CH46	62.97	52.90	0.26	84.02 %	48,349.35	10.00 %	4,834.94	6.19 %	4,834.94
CH33	129.91	99.37	0.08	76.49 %	99,037.20	0.00 %		6.19 %	9,903.72
CH20	176.80	132.82	0.24	75.13 %	109,653.50	0.00 %		6.19 %	
CH34	152.09	112.77	0.20	74.14 %	90,602.35	0.00 %		6.19 %	
CH43	117.30	86.71	0.18	73.92 %	87,523.30	0.00 %		6.19 %	
CH41	135.26	99.59	0.10	73.63 %	116,923.70	0.00 %		6.19 %	
CH15	372.80	272.18	0.20	73.01 %	199,578.15	0.00 %		6.19 %	
CH44	122.12	88.79	0.09	72.71 %	87,000.10	0.00 %		6.19 %	
MJR1	150.02	106.61	0.19	71.06 %	92,906.15	0.00 %		6.19 %	
CH31	64.92	44.51	0.43	68.56 %	42,883.70	0.00 %		6.19 %	
MC06	34.64	23.07	0.00	66.62 %	12,238.15	0.00 %		6.19 %	
CH51	171.84	111.73	0.33	65.02 %	99,197.50	0.00 %		6.19 %	
CH36	65.87	42.68	0.11	64.78 %	33,921.00	0.00 %		6.19 %	
CH03	401.16	257.51	0.17	64.19 %	225,740.20	0.00 %		6.19 %	
CH06	151.40	82.80	0.41	54.69 %	78,518.90	0.00 %		6.19 %	
CH21	327.26	174.46	0.26	53.31 %	105,900.40	0.00 %		6.19 %	
CH18	224.19	81.80	0.29	36.49 %	95,407.20	0.00 %		6.19 %	
CH01	5.95	1.13	0.67	18.94 %	1,908.15	0.00 %		6.19 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	53.54	86.99	0.15	162.48 %	91,077.55	40.00 %	36,431.02	6.19 %	36,431.02
CH37	60.66	58.10	0.07	95.78 %	78,850.35	20.00 %	15,770.07	6.19 %	19,712.59
CH48	141.78	122.43	0.30	86.35 %	154,443.50	10.00 %	15,444.35	6.19 %	23,166.53
CH40	60.15	51.41	0.17	85.48 %	21,699.15	10.00 %	2,169.92	6.19 %	3,254.87
TKM1	55.06	46.81	0.10	85.01 %	47,795.25	10.00 %	4,779.53	6.19 %	7,169.29
MRM1	105.35	89.22	0.05	84.69 %	74,723.15	10.00 %	7,472.32	6.19 %	11,208.47
CH49	179.75	151.29	0.18	84.17 %	168,035.40	10.00 %	16,803.54	6.19 %	16,803.54
CH39	76.88	63.86	0.27	83.06 %	74,582.55	10.00 %	7,458.26	6.19 %	7,458.26
CH45	123.44	98.68	0.18	79.94 %	97,455.95	0.00 %		6.19 %	9,745.60
AVD1	145.93	113.91	0.20	78.05 %	101,514.95	0.00 %		6.19 %	10,151.50
CH38	89.68	69.98	0.00	78.04 %	73,343.80	0.00 %		6.19 %	7,334.38
CH35	127.14	99.09	0.12	77.94 %	96,028.75	0.00 %		6.19 %	9,602.88
CH05	263.55	203.07	0.23	77.05 %	165,732.10	0.00 %		6.19 %	16,573.21
CH14	258.51	198.84	0.20	76.92 %	175,630.05	0.00 %		6.19 %	17,563.01
CGL1	84.91	64.99	0.38	76.54 %	50,855.60	0.00 %		6.19 %	5,085.56
CH22	160.58	119.37	0.25	74.34 %	82,331.20	0.00 %		6.19 %	
CH26	40.99	29.87	0.00	72.89 %	28,976.85	0.00 %		6.19 %	
SKL1	103.00	73.58	0.30	71.44 %	65,602.90	0.00 %		6.19 %	
CH42	185.78	131.98	0.08	71.04 %	149,807.15	0.00 %		6.19 %	
CH19	187.91	131.10	0.13	69.77 %	134,968.85	0.00 %		6.19 %	
CH25	156.54	108.31	0.47	69.19 %	122,147.35	0.00 %		6.19 %	
CH28	175.99	117.88	0.11	66.98 %	194,247.80	0.00 %		6.19 %	
CH30	135.65	89.75	0.03	66.16 %	83,634.05	0.00 %		6.19 %	
CH07	209.34	135.17	0.32	64.57 %	125,898.25	0.00 %		6.19 %	
KNR1	102.27	65.48	0.10	64.02 %	67,853.05	0.00 %		6.19 %	
CH16	274.84	173.62	0.18	63.17 %	199,854.30	0.00 %		6.19 %	
GUD1	157.22	96.01	0.20	61.07 %	107,917.90	0.00 %		6.19 %	
GUD2	122.26	74.31	0.48	60.78 %	66,605.15	0.00 %		6.19 %	
CH08	259.78	156.65	0.10	60.30 %	183,299.20	0.00 %		6.19 %	
CH29	29.54	15.59	0.00	52.78 %	18,605.90	0.00 %		6.19 %	
MC09	33.85	10.66	0.00	31.50 %	6,217.00	0.00 %		6.19 %	
MC10	27.64	8.18	0.00	29.60 %	5,541.50	0.00 %		6.19 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	39.84	39.81	0.02	99.92 %	38,601.85	20.00 %	7,720.37	6.19 %	9,650.46
CBE4	113.14	104.45	0.07	92.32 %	112,238.85	15.00 %	16,835.83	6.19 %	22,447.77
SUL1	61.11	54.33	0.01	88.91 %	65,858.20	10.00 %	6,585.82	6.19 %	9,878.73
GDR1	42.06	36.55	0.02	86.90 %	28,583.50	10.00 %	2,858.35	6.19 %	4,287.53
AVI1	50.37	43.51	0.47	86.39 %	48,849.95	10.00 %	4,885.00	6.19 %	7,327.49
TPR4	36.06	31.13	0.04	86.32 %	31,026.25	10.00 %	3,102.63	6.19 %	4,653.94
KMD1	35.38	30.42	0.11	85.97 %	38,053.60	10.00 %	3,805.36	6.19 %	5,708.04
MPM1	74.11	62.84	0.00	84.80 %	77,369.55	10.00 %	7,736.96	6.19 %	11,605.43
PDM1	48.88	39.45	0.04	80.70 %	42,094.50	10.00 %	4,209.45	6.19 %	4,209.45
KGI1	46.89	37.82	0.08	80.67 %	28,692.05	10.00 %	2,869.21	6.19 %	2,869.21
PPI1	46.73	37.59	0.08	80.45 %	42,121.40	10.00 %	4,212.14	6.19 %	4,212.14
KGM1	42.41	34.00	0.04	80.18 %	35,013.40	10.00 %	3,501.34	6.19 %	3,501.34
CBE1	81.25	63.60	0.00	78.28 %	69,282.40	0.00 %		6.19 %	6,928.24
TPR2	138.47	107.03	0.25	77.30 %	68,979.75	0.00 %		6.19 %	6,897.98
UAM1	81.55	62.66	0.00	76.84 %	45,896.60	0.00 %		6.19 %	4,589.66
CBE3	28.95	21.81	0.36	75.34 %	23,384.85	0.00 %		6.19 %	2,338.49
KMR1	137.05	102.96	0.24	75.12 %	91,640.80	0.00 %		6.19 %	
TPR3	67.32	48.91	0.00	72.65 %	48,579.45	0.00 %		6.19 %	
CBE5	35.49	25.69	0.00	72.37 %	33,871.70	0.00 %		6.19 %	
UMP1	57.09	40.92	0.46	71.66 %	32,985.45	0.00 %		6.19 %	
CBE6	90.85	61.16	0.23	67.33 %	59,049.80	0.00 %		6.19 %	
TPR1	118.54	78.93	0.40	66.59 %	62,414.05	0.00 %		6.19 %	
SYM2	54.44	35.91	0.00	65.97 %	38,468.40	0.00 %		6.19 %	
GBM1	65.51	40.78	0.25	62.26 %	31,413.40	0.00 %		6.19 %	
DPM2	54.89	33.14	0.33	60.38 %	48,692.05	0.00 %		6.19 %	
SNR1	122.82	67.15	0.00	54.67 %	80,767.05	0.00 %		6.19 %	
ANR1	20.09	10.70	0.67	53.26 %	10,427.85	0.00 %		6.19 %	
CBE2	526.96	279.52	0.08	53.04 %	212,273.25	0.00 %		6.19 %	
PLI1	130.59	56.95	0.31	43.61 %	53,653.00	0.00 %		6.19 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	59.68	0.51	0.00 %	17,927.00	0.00 %		0.00 %	
GHUB	0.00	48.27	1.07	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.55	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	29.95	3.46	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	16.65	1.12	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 %	