

Accu.Target 29,476.97 L	Sales 24,422.04 L	Achieved % 82.85 %	HO Budget+ % 7.15 %	Total Com. 203.30 L
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Note : Sales Period is From :01-Mar-2026 To :19-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	326.14	324.10	99.38 %	0.00	7.15 %	0.00
TRICHY-01	3,032.06	2,855.98	94.19 %	0.00	7.15 %	0.00
NORTH ARCOT	2,165.23	2,013.35	92.99 %	60,000.00	7.15 %	120,000.00
SOUTH-03	3,159.97	2,800.84	88.64 %	0.00	7.15 %	84,000.00
SOUTH-01	4,670.28	4,075.30	87.26 %	0.00	7.15 %	0.00
SOUTH ARCOT	1,959.03	1,651.02	84.28 %	0.00	7.15 %	48,000.00
WEST-02	2,851.44	2,391.62	83.87 %	0.00	7.15 %	0.00
KL-SOUTH	277.03	221.38	79.91 %	0.00	7.15 %	0.00
CHENNAI-02	4,028.64	2,933.37	72.81 %	0.00	7.15 %	0.00
CHENNAI-01	4,422.28	3,178.30	71.87 %	0.00	7.15 %	0.00
WEST-01	2,584.88	1,739.49	67.29 %	0.00	7.15 %	0.00
OTHERS	0.00	237.29	0.00 %	0.00	0.00 %	0.00
Total	29,476.97	24,422.04	82.85 %		7.15 %	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	326.14	324.10	99.38%	22,500.00	7.15 %	45,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	930.53	964.75	103.68%	135,000.00	7.15 %	180,000.00
	KUM1	678.27	620.23	91.44%	45,000.00	7.15 %	45,000.00
	PBR1	731.52	654.64	89.49%	0.00	7.15 %	45,000.00
	TNJ1	691.73	616.36	89.10%	0.00	7.15 %	45,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	744.14	719.92	96.75%	52,500.00	7.15 %	105,000.00
	NA03	699.12	640.47	91.61%	45,000.00	7.15 %	45,000.00
	NA02	721.97	652.95	90.44%	45,000.00	7.15 %	45,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	284.22	283.18	99.63%	15,000.00	7.15 %	30,000.00
	TEN1	448.50	416.17	92.79%	30,000.00	7.15 %	30,000.00
	KKD2	629.38	575.24	91.40%	37,500.00	7.15 %	37,500.00
	SVG1	581.25	507.38	87.29%	0.00	7.15 %	37,500.00
	MDU1	1,216.62	1,018.88	83.75%	0.00	7.15 %	75,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,214.77	1,222.46	100.63%	180,000.00	7.15 %	180,000.00
	TVL1	661.44	595.61	90.05%	37,500.00	7.15 %	37,500.00
	TKS1	630.24	537.54	85.29%	0.00	7.15 %	37,500.00
	VNR1	583.97	494.43	84.67%	0.00	7.15 %	30,000.00
	KVT1	748.11	622.76	83.24%	0.00	7.15 %	0.00
	NGR1	831.74	602.49	72.44%	0.00	7.15 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	557.88	495.61	88.84%	0.00	7.15 %	30,000.00
	SA01	710.94	602.23	84.71%	0.00	7.15 %	45,000.00
	SA02	690.22	553.18	80.14%	0.00	7.15 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	576.34	529.27	91.83%	37,500.00	7.15 %	37,500.00
	SLM1	808.00	732.02	90.60%	52,500.00	7.15 %	52,500.00
	MTR1	570.02	507.72	89.07%	0.00	7.15 %	37,500.00
	ERD1	897.07	622.61	69.40%	0.00	7.15 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	277.03	221.38	79.91%	0.00	7.15 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	835.29	654.03	78.30%	0.00	7.15 %	0.00
	CH01	1,022.28	778.57	76.16%	0.00	7.15 %	0.00
	CH04	1,166.31	828.50	71.04%	0.00	7.15 %	0.00
	CH07	1,004.76	672.27	66.91%	0.00	7.15 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,089.79	832.69	76.41%	0.00	7.15 %	0.00
	CH08	1,020.77	750.92	73.56%	0.00	7.15 %	0.00
	CH03	822.16	576.41	70.11%	0.00	7.15 %	0.00
	CH06	1,489.56	1,018.28	68.36%	0.00	7.15 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	337.59	276.45	81.89%	0.00	7.15 %	0.00
	TPR4	288.37	204.90	71.06%	0.00	7.15 %	0.00
	TPR1	342.34	240.09	70.13%	0.00	7.15 %	0.00
	CBE1	1,264.16	806.81	63.82%	0.00	7.15 %	0.00
	PLI1	352.41	211.23	59.94%	0.00	7.15 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.18	0.00%	0.00	0.00 %	0.00
	CH02	0.00	103.62	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	72.95	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	12.29	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	3.28	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	6.45	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	33.37	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	326.14	324.10	0.11	99.38 %	283,144.85	20.00 %	56,628.97	7.15 %	70,786.21

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	30.68	40.55	0.00	132.20 %	25,466.70	40.00 %	10,186.68	7.15 %	10,186.68
KRN1	53.19	60.85	0.01	114.40 %	44,616.15	30.00 %	13,384.85	7.15 %	17,846.46
PDK1	45.45	50.81	0.00	111.79 %	40,667.20	30.00 %	12,200.16	7.15 %	16,266.88
TVR1	51.41	57.38	0.00	111.62 %	42,565.60	30.00 %	12,769.68	7.15 %	17,026.24
TRY1	551.81	601.18	0.51	108.95 %	298,943.55	25.00 %	74,735.89	7.15 %	89,683.07
MVM1	124.35	133.85	0.04	107.63 %	140,499.10	25.00 %	35,124.78	7.15 %	42,149.73
NMM1	51.04	52.42	0.42	102.69 %	46,141.95	25.00 %	11,535.49	7.15 %	13,842.59
TYR1	103.34	104.74	0.07	101.36 %	66,347.25	25.00 %	16,586.81	7.15 %	16,586.81
TVR2	146.55	141.47	0.04	96.53 %	83,911.40	20.00 %	16,782.28	7.15 %	20,977.85
TRY4	128.38	123.00	0.00	95.81 %	108,108.50	20.00 %	21,621.70	7.15 %	27,027.13
TNJ2	139.28	132.70	0.10	95.27 %	86,454.65	20.00 %	17,290.93	7.15 %	21,613.66
MSI1	75.35	70.88	0.09	94.06 %	45,616.25	15.00 %	6,842.44	7.15 %	11,404.06
TTP1	82.49	77.53	0.00	93.99 %	53,009.05	15.00 %	7,951.36	7.15 %	13,252.26
PTK1	132.99	123.01	0.02	92.49 %	60,646.00	15.00 %	9,096.90	7.15 %	12,129.20
MDI1	92.59	85.15	0.24	91.96 %	62,833.85	15.00 %	9,425.08	7.15 %	12,566.77
ORU1	51.83	47.59	0.06	91.81 %	53,387.25	15.00 %	8,008.09	7.15 %	10,677.45
TRY2	53.22	48.74	0.07	91.59 %	29,807.75	15.00 %	4,471.16	7.15 %	5,961.55
JKM1	87.27	75.95	0.05	87.03 %	52,039.50	10.00 %	5,203.95	7.15 %	7,805.93
NGT1	95.96	83.22	0.07	86.72 %	69,277.90	10.00 %	6,927.79	7.15 %	10,391.69
APM1	34.20	29.58	0.00	86.48 %	31,224.55	10.00 %	3,122.46	7.15 %	4,683.68
KUM1	198.70	167.00	0.05	84.05 %	107,512.25	10.00 %	10,751.23	7.15 %	16,126.84
AYR1	68.96	56.63	0.10	82.11 %	42,407.85	10.00 %	4,240.79	7.15 %	4,240.79
TRY3	98.48	80.17	0.00	81.41 %	59,567.90	10.00 %	5,956.79	7.15 %	5,956.79
PBR1	68.04	53.62	0.12	78.81 %	32,112.95	0.00 %		7.15 %	3,211.30
PBR2	204.21	158.97	0.31	77.85 %	110,016.95	0.00 %		7.15 %	11,001.70
TNJ1	189.79	145.92	0.30	76.89 %	88,627.40	0.00 %		7.15 %	8,862.74
KIK1	72.48	53.07	0.04	73.22 %	44,719.40	0.00 %		7.15 %	

NORTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	55.08	75.99	0.03	137.97 %	59,530.80	40.00 %	23,812.32	7.15 %	23,812.32
SLG1	50.63	58.60	0.14	115.74 %	44,790.65	30.00 %	13,437.20	7.15 %	17,916.26
ANI1	38.65	42.02	0.01	108.73 %	34,301.75	25.00 %	8,575.44	7.15 %	10,290.53
PLR1	41.91	43.96	0.00	104.90 %	36,525.80	25.00 %	9,131.45	7.15 %	10,957.74
KPM2	232.99	244.35	0.07	104.87 %	193,063.30	25.00 %	48,265.83	7.15 %	57,918.99
PTU1	33.23	34.78	0.02	104.67 %	28,434.00	25.00 %	7,108.50	7.15 %	8,530.20
TRT1	68.86	68.26	0.18	99.14 %	41,236.85	20.00 %	8,247.37	7.15 %	10,309.21
AKM1	100.09	98.33	0.35	98.24 %	77,398.20	20.00 %	15,479.64	7.15 %	19,349.55
VSI1	69.88	68.57	0.22	98.13 %	83,113.70	20.00 %	16,622.74	7.15 %	20,778.43
WJP1	70.33	68.96	0.11	98.04 %	72,726.50	20.00 %	14,545.30	7.15 %	18,181.63
UGI1	36.85	36.11	0.68	97.97 %	28,193.65	20.00 %	5,638.73	7.15 %	7,048.41
WJD1	87.84	85.32	0.05	97.13 %	103,433.55	20.00 %	20,686.71	7.15 %	25,858.39
ARC2	64.02	62.10	0.64	96.99 %	47,259.10	20.00 %	9,451.82	7.15 %	11,814.78
CGM1	59.20	57.05	0.08	96.37 %	37,344.15	20.00 %	7,468.83	7.15 %	9,336.04
SBR1	135.57	129.89	0.00	95.80 %	144,259.75	20.00 %	28,851.95	7.15 %	36,064.94
GDM1	66.63	63.40	0.00	95.16 %	51,494.80	20.00 %	10,298.96	7.15 %	12,873.70
VEL2	151.11	136.49	0.11	90.33 %	138,827.95	15.00 %	20,824.19	7.15 %	27,765.59
BGR1	47.16	42.21	0.06	89.52 %	38,182.80	10.00 %	3,818.28	7.15 %	7,636.56
CYR1	52.57	46.24	0.15	87.96 %	43,913.40	10.00 %	4,391.34	7.15 %	6,587.01
CPT1	43.76	36.79	0.14	84.07 %	33,054.75	10.00 %	3,305.48	7.15 %	4,958.21
TRR1	123.91	101.52	0.41	81.93 %	71,921.20	10.00 %	7,192.12	7.15 %	7,192.12
VEL1	126.48	102.54	0.03	81.07 %	104,261.15	10.00 %	10,426.12	7.15 %	10,426.12
TRL1	213.18	165.26	0.06	77.52 %	152,587.70	0.00 %		7.15 %	15,258.77
KPM1	97.65	72.61	0.21	74.36 %	64,293.75	0.00 %		7.15 %	
ABR1	97.65	71.99	0.26	73.72 %	53,545.90	0.00 %		7.15 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPA1	63.96	90.33	0.31	141.24 %	85,640.80	40.00 %	34,256.32	7.15 %	34,256.32
CMR1	38.61	47.50	0.53	123.03 %	32,077.05	40.00 %	12,830.82	7.15 %	12,830.82
KKD3	91.76	110.52	0.13	120.44 %	127,667.50	40.00 %	51,067.00	7.15 %	51,067.00
PKM1	36.02	39.35	0.05	109.24 %	40,060.10	25.00 %	10,015.03	7.15 %	12,018.03
KRR1	70.48	74.70	0.33	105.99 %	88,090.55	25.00 %	22,022.64	7.15 %	26,427.17
KPT1	45.46	47.65	0.22	104.82 %	47,814.40	25.00 %	11,953.60	7.15 %	14,344.32
TPT1	76.13	75.19	0.20	98.77 %	84,677.95	20.00 %	16,935.59	7.15 %	21,169.49
MDU1	300.02	294.06	0.07	98.01 %	185,495.80	20.00 %	37,099.16	7.15 %	46,373.95
PNV2	45.16	43.74	0.00	96.86 %	25,341.95	20.00 %	5,068.39	7.15 %	6,335.49
USL1	55.03	52.91	0.02	96.15 %	35,418.80	20.00 %	7,083.76	7.15 %	8,854.70
TDI1	56.81	54.49	0.05	95.92 %	68,045.20	20.00 %	13,609.04	7.15 %	17,011.30
DGL1	196.69	188.28	0.26	95.73 %	147,304.40	20.00 %	29,460.88	7.15 %	36,826.10
NTM1	41.03	39.13	0.12	95.37 %	34,805.65	20.00 %	6,961.13	7.15 %	8,701.41
MDU7	101.97	96.32	0.56	94.46 %	66,062.95	15.00 %	9,909.44	7.15 %	16,515.74
ODM1	41.06	38.55	0.31	93.88 %	21,890.10	15.00 %	3,283.52	7.15 %	5,472.53
TEN1	83.66	78.42	0.20	93.75 %	64,732.30	15.00 %	9,709.85	7.15 %	16,183.08
PVI1	62.71	57.48	0.22	91.67 %	48,629.65	15.00 %	7,294.45	7.15 %	9,725.93
CBM1	81.79	74.56	0.04	91.16 %	77,452.20	15.00 %	11,617.83	7.15 %	15,490.44
ADP1	53.62	48.86	0.22	91.12 %	47,591.85	15.00 %	7,138.78	7.15 %	9,518.37
NKI1	45.69	40.73	0.05	89.13 %	40,078.05	10.00 %	4,007.81	7.15 %	8,015.61
MDU5	58.30	51.86	0.13	88.95 %	60,490.55	10.00 %	6,049.06	7.15 %	12,098.11
SGP1	40.72	35.91	0.00	88.19 %	35,052.75	10.00 %	3,505.28	7.15 %	5,257.91
DKI1	91.13	78.11	0.14	85.71 %	116,138.50	10.00 %	11,613.85	7.15 %	17,420.78
MDU3	120.20	102.52	0.06	85.30 %	51,925.20	10.00 %	5,192.52	7.15 %	7,788.78
BTU1	37.96	32.25	0.55	84.96 %	29,427.40	10.00 %	2,942.74	7.15 %	4,414.11
TMM1	102.02	86.57	0.18	84.86 %	59,021.95	10.00 %	5,902.20	7.15 %	8,853.29
BNR1	54.62	45.34	0.14	83.02 %	41,156.25	10.00 %	4,115.63	7.15 %	4,115.63
SVG1	83.42	68.53	0.12	82.15 %	51,783.10	10.00 %	5,178.31	7.15 %	5,178.31
TEN2	100.20	82.14	0.19	81.98 %	51,248.60	10.00 %	5,124.86	7.15 %	5,124.86
ATG1	118.34	89.89	0.50	75.96 %	89,155.55	0.00 %		7.15 %	8,915.56
KYK1	50.80	38.23	0.08	75.25 %	32,345.10	0.00 %		7.15 %	3,234.51
MLR1	58.89	44.19	0.06	75.04 %	37,456.00	0.00 %		7.15 %	3,745.60
MDU4	85.68	64.22	0.11	74.96 %	47,935.35	0.00 %		7.15 %	4,793.54
MDU2	206.48	154.52	0.18	74.83 %	121,538.80	0.00 %		7.15 %	12,153.88
MDU6	165.60	118.42	0.07	71.51 %	91,786.00	0.00 %		7.15 %	
MNM1	46.62	29.89	0.00	64.12 %	27,211.05	0.00 %		7.15 %	
PNI1	67.69	40.46	0.00	59.77 %	26,372.25	0.00 %		7.15 %	
DGL2	83.66	45.01	0.62	53.80 %	43,493.30	0.00 %		7.15 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	61.66	72.21	0.15	117.11 %	89,159.75	30.00 %	26,747.93	7.15 %	35,663.90
TUT1	720.12	795.03	0.21	110.40 %	397,327.70	30.00 %	119,198.31	7.15 %	119,198.31
ARM1	42.28	45.33	0.38	107.21 %	30,823.15	25.00 %	7,705.79	7.15 %	9,246.95
KGL1	53.58	57.02	0.00	106.42 %	46,132.40	25.00 %	11,533.10	7.15 %	13,839.72
KYR1	45.59	48.14	0.07	105.58 %	53,597.05	25.00 %	13,399.26	7.15 %	16,079.12
VNR1	62.69	62.92	0.29	100.37 %	54,664.35	25.00 %	13,666.09	7.15 %	13,666.09
KSM1	38.77	38.57	0.05	99.50 %	22,746.80	20.00 %	4,549.36	7.15 %	5,686.70
TCN1	84.78	83.59	0.10	98.59 %	74,183.65	20.00 %	14,836.73	7.15 %	18,545.91
SVK1	121.26	117.94	0.14	97.26 %	85,145.00	20.00 %	17,029.00	7.15 %	21,286.25
TKS1	129.50	124.35	0.18	96.02 %	105,036.65	20.00 %	21,007.33	7.15 %	26,259.16
PKD1	90.46	86.20	0.07	95.29 %	77,399.55	20.00 %	15,479.91	7.15 %	19,349.89
ASM1	59.59	56.35	0.06	94.57 %	51,048.70	15.00 %	7,657.31	7.15 %	12,762.18
SDI1	70.13	64.88	0.17	92.51 %	44,031.30	15.00 %	6,604.70	7.15 %	8,806.26
TVL1	424.38	382.13	0.09	90.04 %	311,228.80	10.00 %	31,122.88	7.15 %	62,245.76
TKS2	177.29	159.38	0.15	89.90 %	93,812.80	10.00 %	9,381.28	7.15 %	18,762.56
SKD1	52.52	46.03	0.10	87.64 %	57,850.00	10.00 %	5,785.00	7.15 %	8,677.50
UDN1	56.04	48.43	0.26	86.42 %	29,320.60	10.00 %	2,932.06	7.15 %	4,398.09
APK2	82.04	70.50	0.21	85.94 %	47,651.30	10.00 %	4,765.13	7.15 %	7,147.70
SGT1	45.24	38.58	0.10	85.28 %	28,066.55	10.00 %	2,806.66	7.15 %	4,209.98
MMT1	80.56	68.52	0.14	85.05 %	37,805.50	10.00 %	3,780.55	7.15 %	5,670.83
KVT1	235.29	195.12	0.05	82.93 %	163,469.20	10.00 %	16,346.92	7.15 %	16,346.92
VLY1	135.19	111.81	0.05	82.70 %	65,606.90	10.00 %	6,560.69	7.15 %	6,560.69
APK1	92.98	74.57	0.07	80.20 %	73,909.75	10.00 %	7,390.98	7.15 %	7,390.98
TYI1	69.78	55.65	0.20	79.75 %	50,558.85	0.00 %		7.15 %	5,055.89
STU2	53.48	42.38	0.22	79.23 %	26,609.60	0.00 %		7.15 %	2,660.96
RND1	135.27	104.67	0.05	77.38 %	105,363.70	0.00 %		7.15 %	10,536.37
TUT2	222.39	167.55	0.07	75.34 %	109,862.90	0.00 %		7.15 %	10,986.29
VNR2	225.00	168.52	0.20	74.90 %	141,869.75	0.00 %		7.15 %	14,186.98
VKM1	57.21	42.72	0.27	74.67 %	47,303.25	0.00 %		7.15 %	4,730.33
NGR1	358.57	264.43	0.28	73.75 %	138,189.95	0.00 %		7.15 %	
SNL1	78.27	57.51	0.04	73.48 %	34,928.55	0.00 %		7.15 %	
RPM1	135.50	99.50	0.28	73.43 %	76,817.00	0.00 %		7.15 %	
PDI1	72.57	50.85	0.20	70.06 %	36,735.35	0.00 %		7.15 %	
TKY1	72.48	48.72	0.04	67.23 %	30,904.85	0.00 %		7.15 %	
MAR1	185.07	106.92	0.24	57.77 %	64,552.35	0.00 %		7.15 %	
COL1	42.71	18.30	0.51	42.85 %	17,274.65	0.00 %		7.15 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MKM1	39.66	54.59	0.06	137.65 %	68,422.25	40.00 %	27,368.90	7.15 %	27,368.90
PRT1	61.63	79.30	0.42	128.68 %	70,975.40	40.00 %	28,390.16	7.15 %	28,390.16
SJI2	89.37	91.32	0.13	102.18 %	72,203.55	25.00 %	18,050.89	7.15 %	21,661.07
TVM1	52.69	53.31	0.07	101.17 %	31,889.20	25.00 %	7,972.30	7.15 %	7,972.30
TVM2	69.40	67.79	0.00	97.69 %	33,173.55	20.00 %	6,634.71	7.15 %	8,293.39
KML1	52.99	51.61	0.09	97.41 %	40,607.05	20.00 %	8,121.41	7.15 %	10,151.76
CUD1	199.67	188.92	0.14	94.62 %	160,245.25	15.00 %	24,036.79	7.15 %	40,061.31
TDM1	70.32	64.42	0.47	91.61 %	44,853.05	15.00 %	6,727.96	7.15 %	8,970.61
TRK1	123.18	106.66	0.08	86.59 %	98,999.90	10.00 %	9,899.99	7.15 %	14,849.99
VPM2	105.52	90.25	0.18	85.53 %	59,517.25	10.00 %	5,951.73	7.15 %	8,927.59
KLM1	104.07	87.61	0.38	84.18 %	112,621.55	10.00 %	11,262.16	7.15 %	16,893.23
STP1	39.65	33.14	0.39	83.60 %	18,332.60	10.00 %	1,833.26	7.15 %	1,833.26
ULP1	99.44	76.29	0.07	76.72 %	46,434.05	0.00 %		7.15 %	4,643.41
NVL2	123.89	93.15	0.17	75.19 %	67,564.65	0.00 %		7.15 %	6,756.47
POY1	207.99	154.24	0.08	74.16 %	145,429.55	0.00 %		7.15 %	
POY2	159.54	116.86	0.18	73.25 %	113,737.25	0.00 %		7.15 %	
KKI2	110.97	80.19	0.08	72.26 %	87,801.45	0.00 %		7.15 %	
VCM1	69.25	48.62	0.05	70.21 %	29,489.40	0.00 %		7.15 %	
CDM1	132.41	90.88	0.43	68.63 %	78,680.00	0.00 %		7.15 %	
VPM1	47.39	21.84	0.00	46.10 %	16,703.30	0.00 %		7.15 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
EDP1	34.92	41.23	0.17	118.09 %	21,656.70	30.00 %	6,497.01	7.15 %	8,662.68
KRI1	77.13	88.45	0.01	114.67 %	58,082.30	30.00 %	17,424.69	7.15 %	23,232.92
PMP1	54.00	60.52	0.44	112.08 %	36,496.60	30.00 %	10,948.98	7.15 %	14,598.64
BMD1	51.05	54.20	0.00	106.16 %	42,791.45	25.00 %	10,697.86	7.15 %	12,837.44
APN1	58.55	61.72	0.00	105.42 %	67,938.75	25.00 %	16,984.69	7.15 %	20,381.63
MCR1	82.68	86.96	0.03	105.18 %	62,512.75	25.00 %	15,628.19	7.15 %	18,753.83
HRR1	50.20	51.80	0.09	103.19 %	44,801.50	25.00 %	11,200.38	7.15 %	13,440.45
DPR1	42.89	43.04	0.58	100.35 %	31,580.60	25.00 %	7,895.15	7.15 %	7,895.15
SGI1	52.53	51.02	0.05	97.11 %	39,139.00	20.00 %	7,827.80	7.15 %	9,784.75
SLM2	88.41	84.10	0.07	95.13 %	50,096.80	20.00 %	10,019.36	7.15 %	12,524.20
EPI1	65.51	62.04	0.10	94.71 %	49,330.15	15.00 %	7,399.52	7.15 %	12,332.54
ATU1	98.92	93.55	0.05	94.58 %	71,319.70	15.00 %	10,697.96	7.15 %	17,829.93
OML1	80.12	75.74	0.15	94.52 %	66,415.65	15.00 %	9,962.35	7.15 %	16,603.91
KVP1	46.26	43.62	0.00	94.30 %	30,225.25	15.00 %	4,533.79	7.15 %	7,556.31
DPR2	45.78	42.49	0.08	92.80 %	29,565.45	15.00 %	4,434.82	7.15 %	5,913.09
KAM1	42.54	38.42	0.23	90.32 %	29,958.30	15.00 %	4,493.75	7.15 %	5,991.66
SLM1	245.48	221.39	0.08	90.19 %	127,042.70	15.00 %	19,056.41	7.15 %	25,408.54
PLC1	52.47	45.34	0.03	86.42 %	48,012.30	10.00 %	4,801.23	7.15 %	7,201.85
HSR1	95.48	81.90	0.12	85.78 %	58,151.75	10.00 %	5,815.18	7.15 %	8,722.76
CMI1	41.44	34.65	0.04	83.60 %	39,555.60	10.00 %	3,955.56	7.15 %	3,955.56
NKL2	129.27	106.57	0.29	82.44 %	104,328.10	10.00 %	10,432.81	7.15 %	10,432.81
TRM1	106.02	84.83	0.11	80.01 %	63,992.75	0.00 %		7.15 %	6,399.28
VPD1	90.53	71.15	0.11	78.60 %	72,081.95	0.00 %		7.15 %	7,208.20
SLM3	125.69	96.83	0.08	77.04 %	76,590.35	0.00 %		7.15 %	7,659.04
HSR2	155.94	120.00	0.05	76.95 %	101,646.45	0.00 %		7.15 %	10,164.65
TCG1	64.23	48.18	0.00	75.02 %	46,460.45	0.00 %		7.15 %	4,646.05
ERD2	195.49	141.44	0.23	72.35 %	174,026.75	0.00 %		7.15 %	
PDR1	45.88	33.01	0.24	71.96 %	40,801.65	0.00 %		7.15 %	
RSP1	81.64	57.29	0.18	70.17 %	60,018.45	0.00 %		7.15 %	
KMM1	55.42	36.76	0.00	66.33 %	33,822.15	0.00 %		7.15 %	
MTR1	111.27	68.67	0.05	61.71 %	42,552.10	0.00 %		7.15 %	
ERD1	184.01	111.98	0.26	60.86 %	96,307.90	0.00 %		7.15 %	
SGG1	41.51	22.92	0.43	55.22 %	15,532.75	0.00 %		7.15 %	
VKL1	58.18	29.81	0.00	51.24 %	35,033.75	0.00 %		7.15 %	

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	60.03	58.99	0.01	98.26 %	35,019.00	20.00 %	7,003.80	7.15 %	8,754.75
PNL1	37.66	31.24	0.14	82.95 %	20,458.40	10.00 %	2,045.84	7.15 %	2,045.84
TVP1	133.07	101.17	0.36	76.03 %	68,545.15	0.00 %		7.15 %	6,854.52
KLR1	46.27	29.98	0.07	64.79 %	18,800.50	0.00 %		7.15 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	76.01	104.01	1.63	136.83 %	66,311.90	40.00 %	26,524.76	7.15 %	26,524.76
CH24	118.72	133.79	0.21	112.70 %	125,006.25	30.00 %	37,501.88	7.15 %	50,002.50
CH23	54.85	56.43	0.14	102.89 %	57,587.10	25.00 %	14,396.78	7.15 %	17,276.13
CH32	23.93	24.60	0.06	102.78 %	26,213.05	25.00 %	6,553.26	7.15 %	7,863.92
CH17	108.58	105.31	0.42	97.00 %	128,715.20	20.00 %	25,743.04	7.15 %	32,178.80
MC05	31.85	30.66	0.00	96.28 %	12,109.90	20.00 %	2,421.98	7.15 %	3,027.48
CH50	141.56	129.64	0.15	91.58 %	121,781.55	15.00 %	18,267.23	7.15 %	24,356.31
PON1	86.79	76.06	0.08	87.64 %	71,436.55	10.00 %	7,143.66	7.15 %	10,715.48
CH27	42.46	36.53	0.52	86.04 %	37,543.50	10.00 %	3,754.35	7.15 %	5,631.53
UKI1	89.25	76.19	0.16	85.36 %	57,357.80	10.00 %	5,735.78	7.15 %	8,603.67
CH12	228.90	192.97	0.22	84.30 %	145,979.75	10.00 %	14,597.98	7.15 %	21,896.96
CH46	66.46	55.39	0.25	83.34 %	51,107.85	10.00 %	5,110.79	7.15 %	5,110.79
CH33	137.12	102.64	0.08	74.85 %	101,460.70	0.00 %		7.15 %	10,146.07
CH20	186.62	138.10	0.26	74.00 %	112,888.05	0.00 %		7.15 %	
CH41	142.77	104.71	0.10	73.34 %	127,459.55	0.00 %		7.15 %	
CH15	393.51	284.57	0.19	72.32 %	213,896.80	0.00 %		7.15 %	
CH43	123.82	89.52	0.17	72.30 %	91,394.40	0.00 %		7.15 %	
CH34	160.54	115.68	0.21	72.06 %	92,770.70	0.00 %		7.15 %	
CH44	128.91	92.87	0.09	72.05 %	91,101.80	0.00 %		7.15 %	
MJR1	158.36	111.53	0.21	70.43 %	99,367.75	0.00 %		7.15 %	
CH03	423.44	285.16	0.16	67.34 %	248,391.05	0.00 %		7.15 %	
MC06	36.56	24.47	0.00	66.92 %	12,893.00	0.00 %		7.15 %	
CH31	68.52	45.74	0.42	66.75 %	46,177.20	0.00 %		7.15 %	
CH36	69.53	44.74	0.11	64.34 %	35,359.50	0.00 %		7.15 %	
CH51	181.38	114.93	0.32	63.36 %	105,515.60	0.00 %		7.15 %	
CH06	159.81	85.75	0.42	53.66 %	81,532.00	0.00 %		7.15 %	
CH21	345.44	184.36	0.25	53.37 %	111,614.45	0.00 %		7.15 %	
CH18	236.64	85.86	0.27	36.28 %	97,845.95	0.00 %		7.15 %	
CH01	6.28	1.14	0.66	18.15 %	1,941.15	0.00 %		7.15 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	56.52	90.93	0.18	160.89 %	97,295.45	40.00 %	38,918.18	7.15 %	38,918.18
CH37	64.03	58.39	0.07	91.19 %	78,176.65	15.00 %	11,726.50	7.15 %	15,635.33
CH48	149.66	127.26	0.29	85.03 %	160,881.25	10.00 %	16,088.13	7.15 %	24,132.19
MRM1	111.21	93.49	0.05	84.07 %	78,468.85	10.00 %	7,846.89	7.15 %	11,770.33
CH40	63.49	53.03	0.17	83.53 %	22,787.05	10.00 %	2,278.71	7.15 %	2,278.71
CH39	81.15	67.51	0.25	83.18 %	77,453.75	10.00 %	7,745.38	7.15 %	7,745.38
CH49	189.74	156.72	0.17	82.60 %	177,972.00	10.00 %	17,797.20	7.15 %	17,797.20
TKM1	58.12	47.70	0.10	82.07 %	48,266.40	10.00 %	4,826.64	7.15 %	4,826.64
CH45	130.30	103.71	0.20	79.59 %	103,778.25	0.00 %		7.15 %	10,377.83
CH35	134.20	103.04	0.12	76.78 %	103,039.35	0.00 %		7.15 %	10,303.94
CH05	278.20	212.54	0.22	76.40 %	176,034.70	0.00 %		7.15 %	17,603.47
AVD1	154.04	117.36	0.19	76.18 %	104,854.70	0.00 %		7.15 %	10,485.47
CH38	94.66	71.73	0.00	75.77 %	76,121.60	0.00 %		7.15 %	7,612.16
CH14	272.87	206.57	0.20	75.70 %	189,081.90	0.00 %		7.15 %	18,908.19
CGL1	89.63	66.60	0.37	74.30 %	53,477.30	0.00 %		7.15 %	
CH30	143.19	104.57	0.03	73.03 %	84,822.80	0.00 %		7.15 %	
CH22	169.50	122.26	0.24	72.13 %	88,466.95	0.00 %		7.15 %	
SKL1	108.72	77.97	0.29	71.72 %	69,653.25	0.00 %		7.15 %	
CH26	43.26	30.24	0.00	69.90 %	29,328.90	0.00 %		7.15 %	
CH42	196.10	136.17	0.08	69.44 %	156,289.20	0.00 %		7.15 %	
CH25	165.23	113.20	0.53	68.51 %	129,960.55	0.00 %		7.15 %	
CH19	198.35	133.79	0.13	67.45 %	140,324.30	0.00 %		7.15 %	
CH28	185.77	121.98	0.10	65.66 %	204,904.40	0.00 %		7.15 %	
CH07	220.97	138.86	0.31	62.84 %	131,199.25	0.00 %		7.15 %	
KNR1	107.96	66.84	0.10	61.92 %	69,951.85	0.00 %		7.15 %	
CH16	290.11	178.79	0.17	61.63 %	205,659.60	0.00 %		7.15 %	
GUD2	129.05	78.63	0.46	60.93 %	70,534.15	0.00 %		7.15 %	
GUD1	165.96	99.35	0.20	59.87 %	112,039.90	0.00 %		7.15 %	
CH08	274.21	162.95	0.10	59.42 %	189,278.45	0.00 %		7.15 %	
CH29	31.18	16.13	0.00	51.74 %	20,171.10	0.00 %		7.15 %	
MC09	35.73	11.06	0.00	30.94 %	6,575.80	0.00 %		7.15 %	
MC10	29.18	8.97	0.00	30.73 %	5,773.60	0.00 %		7.15 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	42.06	40.43	0.02	96.13 %	39,433.85	20.00 %	7,886.77	7.15 %	9,858.46
CBE4	119.42	106.75	0.06	89.38 %	115,089.95	10.00 %	11,509.00	7.15 %	23,017.99
SUL1	64.50	54.64	0.01	84.70 %	66,808.70	10.00 %	6,680.87	7.15 %	10,021.31
GDR1	44.39	37.56	0.02	84.60 %	29,210.20	10.00 %	2,921.02	7.15 %	4,381.53
AVI1	53.16	44.96	0.46	84.56 %	50,836.15	10.00 %	5,083.62	7.15 %	7,625.42
KMD1	37.35	31.47	0.11	84.25 %	39,681.05	10.00 %	3,968.11	7.15 %	5,952.16
TPR4	38.07	31.79	0.04	83.51 %	31,700.00	10.00 %	3,170.00	7.15 %	3,170.00
MPM1	78.22	63.67	0.00	81.40 %	80,238.95	10.00 %	8,023.90	7.15 %	8,023.90
KGM1	44.77	35.58	0.04	79.48 %	36,321.15	0.00 %		7.15 %	3,632.12
KGI1	49.49	39.20	0.08	79.21 %	28,992.55	0.00 %		7.15 %	2,899.26
PPI1	49.33	38.77	0.07	78.60 %	44,446.40	0.00 %		7.15 %	4,444.64
PDM1	51.60	40.00	0.04	77.52 %	42,746.00	0.00 %		7.15 %	4,274.60
CBE3	30.56	23.09	0.34	75.56 %	25,265.05	0.00 %		7.15 %	2,526.51
CBE1	85.76	64.62	0.00	75.34 %	71,053.30	0.00 %		7.15 %	7,105.33
TPR2	146.16	110.03	0.25	75.28 %	71,886.65	0.00 %		7.15 %	7,188.67
KMR1	144.66	108.03	0.23	74.68 %	98,233.55	0.00 %		7.15 %	9,823.36
UAM1	86.08	64.12	0.00	74.49 %	47,314.40	0.00 %		7.15 %	4,731.44
TPR3	71.06	49.89	0.00	70.21 %	50,671.65	0.00 %		7.15 %	
UMP1	60.27	42.03	0.45	69.74 %	34,219.85	0.00 %		7.15 %	
CBE5	37.47	26.04	0.00	69.51 %	34,542.80	0.00 %		7.15 %	
CBE6	95.89	62.77	0.23	65.45 %	62,238.60	0.00 %		7.15 %	
SYM2	57.46	36.94	0.00	64.28 %	40,689.70	0.00 %		7.15 %	
TPR1	125.12	80.17	0.39	64.08 %	64,775.70	0.00 %		7.15 %	
GBM1	69.15	41.46	0.24	59.96 %	32,334.95	0.00 %		7.15 %	
DPM2	57.94	34.56	0.32	59.66 %	50,850.45	0.00 %		7.15 %	
SNR1	129.64	69.01	0.00	53.23 %	82,587.90	0.00 %		7.15 %	
CBE2	556.24	291.87	0.07	52.47 %	221,902.25	0.00 %		7.15 %	
ANR1	21.21	10.99	0.65	51.84 %	10,823.65	0.00 %		7.15 %	
PLI1	137.84	59.05	0.29	42.84 %	56,189.75	0.00 %		7.15 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	83.32	0.37	0.00 %	28,319.00	0.00 %		0.00 %	
GHUB	0.00	69.40	0.74	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	33.38	3.11	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	12.29	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	6.46	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.03)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	20.33	3.49	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.02)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(0.01)	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 %	
WTRZ	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	4.18	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	3.28	0.00	0.00 %	0.00	0.00 %		0.00 %	