

Accu.Target 38,232.48 L **Sales** 30,142.98 L **Achieved %** 78.84 % **HO Budget+%** 11.16 % **Total Com.** 320.25 L

Note : Sales Period is From :01-May-2026 To :20-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	2,642.42	2,356.96	89.20 %	0.00	11.16 %	138,000.00
KL-NORTH	808.01	697.98	86.38 %	0.00	11.16 %	0.00
CHENNAI-02	4,752.71	3,965.94	83.45 %	0.00	11.16 %	117,000.00
SOUTH ARCOT	2,870.00	2,306.02	80.35 %	0.00	11.16 %	69,000.00
KL-SOUTH	521.70	415.61	79.66 %	0.00	11.16 %	0.00
WEST-02	3,167.44	2,510.38	79.26 %	0.00	11.16 %	0.00
WEST-01	2,261.61	1,788.70	79.09 %	0.00	11.16 %	0.00
SOUTH-03	4,371.64	3,432.73	78.52 %	0.00	11.16 %	0.00
SOUTH-01	6,130.93	4,623.26	75.41 %	0.00	11.16 %	0.00
TRICHY-01	4,794.15	3,494.43	72.89 %	0.00	11.16 %	0.00
CHENNAI-01	5,911.86	4,136.98	69.98 %	0.00	11.16 %	0.00
OTHERS	0.00	414.01	0.00 %	0.00	0.00 %	0.00
Total	38,232.48	30,142.98	78.84 %		11.16 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	809.56	809.13	99.95%	60,000.00	11.16 %	160,000.00
NA01	970.62	836.60	86.19%	0.00	11.16 %	60,000.00	
NA03	862.24	711.23	82.49%	0.00	11.16 %	52,500.00	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	808.01	697.98	86.38%	0.00	11.16 %	45,000.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,283.69	1,126.99	87.79%	0.00	11.16 %	82,500.00
	CH09	1,072.74	896.77	83.60%	0.00	11.16 %	60,000.00
	CH04	1,260.21	1,044.62	82.89%	0.00	11.16 %	75,000.00
	CH07	1,136.07	897.56	79.01%	0.00	11.16 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	1,053.33	884.05	83.93%	0.00	11.16 %	60,000.00
	SA01	1,063.36	860.00	80.88%	0.00	11.16 %	60,000.00
	SA03	753.31	561.97	74.60%	0.00	11.16 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	521.70	415.61	79.66%	0.00	11.16 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	629.72	583.09	92.59%	37,500.00	11.16 %	75,000.00
	SLM1	967.92	751.00	77.59%	0.00	11.16 %	0.00
	MTR1	643.92	491.45	76.32%	0.00	11.16 %	0.00
	ERD1	925.88	684.84	73.97%	0.00	11.16 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	337.90	345.83	102.34%	45,000.00	11.16 %	60,000.00
	TPR4	248.55	227.88	91.68%	15,000.00	11.16 %	30,000.00
	PLI1	305.02	237.59	77.89%	0.00	11.16 %	0.00
	TPR1	259.00	192.05	74.15%	0.00	11.16 %	0.00
	CBE1	1,111.13	785.35	70.68%	0.00	11.16 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	495.05	453.40	91.59%	30,000.00	11.16 %	60,000.00
	KRR1	425.40	341.73	80.33%	0.00	11.16 %	22,500.00
	MDU1	1,694.58	1,314.12	77.55%	0.00	11.16 %	0.00
	KKD2	977.17	738.99	75.63%	0.00	11.16 %	0.00
	SVG1	779.44	584.49	74.99%	0.00	11.16 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	709.41	585.43	82.52%	0.00	11.16 %	37,500.00
	TVL1	1,029.06	788.62	76.63%	0.00	11.16 %	0.00
	KVT1	1,112.22	851.37	76.55%	0.00	11.16 %	0.00
	NGR1	978.74	740.50	75.66%	0.00	11.16 %	0.00
	TUT1	1,472.03	1,074.34	72.98%	0.00	11.16 %	0.00
TKS1	829.46	582.99	70.29%	0.00	11.16 %	0.00	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	1,038.42	820.23	78.99%	0.00	11.16 %	0.00
	TNJ1	1,115.55	831.02	74.49%	0.00	11.16 %	0.00
	PBR1	1,205.28	884.21	73.36%	0.00	11.16 %	0.00
	TRY1	1,434.90	958.96	66.83%	0.00	11.16 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	1,065.02	793.47	74.50%	0.00	11.16 %	0.00
	CH03	980.40	696.76	71.07%	0.00	11.16 %	0.00
	CH05	1,461.92	1,038.53	71.04%	0.00	11.16 %	0.00
	CH10	1,143.47	774.32	67.72%	0.00	11.16 %	0.00
CH06	1,261.06	833.91	66.13%	0.00	11.16 %	0.00	

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.03	0.00%	0.00	0.00 %	0.00
	CH02	0.00	170.55	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	193.91	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.04)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	1.43	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	8.31	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	5.13	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	4.09	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	25.38	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.35	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	63.05	76.77	0.06	121.76 %	76,749.84	40.00 %	30,699.94	11.16 %	30,699.94
VEL2	156.70	184.53	0.19	117.76 %	219,983.69	30.00 %	65,995.11	11.16 %	87,993.48
WJP1	76.08	83.54	0.28	109.80 %	92,044.37	25.00 %	23,011.09	11.16 %	36,817.75
VEL1	139.69	151.91	0.17	108.75 %	157,054.48	25.00 %	39,263.62	11.16 %	62,821.79
PTU1	38.87	40.89	0.13	105.19 %	30,716.08	25.00 %	7,679.02	11.16 %	9,214.82
TRR1	135.61	131.00	0.28	96.60 %	121,767.24	20.00 %	24,353.45	11.16 %	30,441.81
SLG1	60.45	57.08	0.18	94.42 %	70,364.18	15.00 %	10,554.63	11.16 %	17,591.05
GDM1	82.90	78.09	0.26	94.20 %	56,885.61	15.00 %	8,532.84	11.16 %	14,221.40
AKM1	132.37	121.99	0.21	92.15 %	123,685.18	15.00 %	18,552.78	11.16 %	30,921.30
KPM2	321.20	290.80	0.16	90.54 %	255,558.90	15.00 %	38,333.84	11.16 %	63,889.73
UGI1	44.93	40.50	0.03	90.13 %	33,880.32	15.00 %	5,082.05	11.16 %	8,470.08
BGR1	53.21	46.34	0.91	87.09 %	50,865.72	10.00 %	5,086.57	11.16 %	10,173.14
ABR1	102.86	87.94	0.27	85.50 %	81,967.91	10.00 %	8,196.79	11.16 %	16,393.58
SBR1	178.94	150.97	0.14	84.37 %	151,262.39	10.00 %	15,126.24	11.16 %	22,689.36
PLR1	54.05	45.09	0.14	83.42 %	38,424.46	10.00 %	3,842.45	11.16 %	5,763.67
ARC2	68.95	56.55	0.36	82.02 %	63,999.00	10.00 %	6,399.90	11.16 %	9,599.85
WJD1	102.92	83.67	1.45	81.30 %	123,317.75	10.00 %	12,331.78	11.16 %	18,497.66
CPT1	68.05	55.29	0.10	81.25 %	64,765.14	10.00 %	6,476.51	11.16 %	9,714.77
TRL1	190.86	154.58	0.45	80.99 %	90,099.26	10.00 %	9,009.93	11.16 %	13,514.89
TRT1	99.96	80.00	0.52	80.03 %	63,852.37	0.00 %		11.16 %	6,385.24
KPM1	108.48	84.84	0.08	78.21 %	85,472.48	0.00 %		11.16 %	8,547.25
ANI1	76.35	57.90	0.26	75.84 %	61,725.84	0.00 %		11.16 %	6,172.58
CGM1	74.70	53.80	0.20	72.02 %	45,604.75	0.00 %		11.16 %	4,560.48
CYR1	84.26	57.30	0.22	68.00 %	57,966.21	0.00 %		11.16 %	
VSI1	126.97	85.59	0.12	67.41 %	94,450.36	0.00 %		11.16 %	

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	808.01	697.98	0.17	86.38 %	547,277.36	10.00 %	54,727.74	11.16 %	109,455.47

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	28.26	48.42	0.00	171.31 %	20,846.70	40.00 %	8,338.68	11.16 %	8,338.68
CH27	46.04	54.89	0.32	119.22 %	68,908.29	30.00 %	20,672.49	11.16 %	27,563.32
UKI1	94.17	93.33	0.07	99.10 %	112,563.03	20.00 %	22,512.61	11.16 %	33,768.91
CH44	178.11	175.77	0.23	98.69 %	137,587.21	20.00 %	27,517.44	11.16 %	41,276.16
CH31	76.20	75.14	0.38	98.61 %	73,520.60	20.00 %	14,704.12	11.16 %	22,056.18
CH12	322.09	314.85	0.18	97.75 %	258,811.08	20.00 %	51,762.22	11.16 %	77,643.32
CH17	165.03	158.01	0.22	95.75 %	263,953.48	20.00 %	52,790.70	11.16 %	65,988.37
CH23	100.48	94.74	0.64	94.29 %	101,153.06	15.00 %	15,172.96	11.16 %	25,288.27
GPD1	105.85	98.26	0.13	92.83 %	76,900.22	15.00 %	11,535.03	11.16 %	19,225.06
CH03	431.80	393.37	0.46	91.10 %	487,640.67	15.00 %	73,146.10	11.16 %	121,910.17
CH50	176.72	160.26	0.12	90.69 %	242,015.95	15.00 %	36,302.39	11.16 %	60,503.99
CH46	80.83	72.33	0.32	89.48 %	100,120.42	10.00 %	10,012.04	11.16 %	25,030.11
CH21	304.94	270.67	0.35	88.76 %	261,853.67	10.00 %	26,185.37	11.16 %	52,370.73
PON1	93.51	80.77	0.14	86.37 %	100,229.90	10.00 %	10,022.99	11.16 %	20,045.98
CH24	204.63	175.78	0.47	85.90 %	221,723.14	10.00 %	22,172.31	11.16 %	44,344.63
CH36	72.01	61.28	0.05	85.11 %	57,129.29	10.00 %	5,712.93	11.16 %	11,425.86
CH33	191.44	161.56	0.20	84.39 %	182,969.92	10.00 %	18,296.99	11.16 %	27,445.49
CH15	429.46	335.72	0.26	78.17 %	368,728.71	0.00 %		11.16 %	36,872.87
MJR1	187.01	144.02	0.25	77.01 %	125,910.31	0.00 %		11.16 %	12,591.03
CH34	188.25	143.26	0.35	76.10 %	148,307.67	0.00 %		11.16 %	14,830.77
CH41	170.60	128.47	1.21	75.31 %	179,710.18	0.00 %		11.16 %	17,971.02
CH32	31.57	23.55	0.37	74.59 %	27,727.01	0.00 %		11.16 %	2,772.70
CH18	234.66	171.36	0.33	73.02 %	271,809.56	0.00 %		11.16 %	27,180.96
CH06	181.47	124.72	0.27	68.73 %	177,764.73	0.00 %		11.16 %	
CH51	210.28	139.19	0.41	66.19 %	147,505.26	0.00 %		11.16 %	
CH43	129.88	85.82	0.28	66.08 %	74,342.45	0.00 %		11.16 %	
CH20	246.77	149.96	0.24	60.77 %	166,157.68	0.00 %		11.16 %	
MC06	43.23	23.53	0.53	54.43 %	15,301.35	0.00 %		11.16 %	
CH01	27.43	6.92	0.69	25.24 %	6,827.55	0.00 %		11.16 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	25.82	33.39	0.18	129.32 %	22,114.84	40.00 %	8,845.94	11.16 %	8,845.94
MKM1	53.35	64.65	0.23	121.19 %	74,140.39	40.00 %	29,656.16	11.16 %	29,656.16
PRT1	130.41	131.38	0.28	100.75 %	104,914.36	25.00 %	26,228.59	11.16 %	31,474.31
SJI2	117.27	109.07	0.14	93.01 %	103,896.56	15.00 %	15,584.48	11.16 %	25,974.14
KLM1	141.56	130.89	0.23	92.46 %	195,823.96	15.00 %	29,373.59	11.16 %	48,955.99
CDM1	180.75	163.94	0.19	90.70 %	136,314.80	15.00 %	20,447.22	11.16 %	34,078.70
VCM2	96.79	82.25	0.20	84.98 %	63,150.83	10.00 %	6,315.08	11.16 %	12,630.17
TRK1	164.52	138.90	0.34	84.43 %	146,799.81	10.00 %	14,679.98	11.16 %	22,019.97
CUD1	298.54	242.27	0.37	81.15 %	257,343.41	10.00 %	25,734.34	11.16 %	38,601.51
KKI2	152.88	122.76	0.11	80.30 %	93,917.24	10.00 %	9,391.72	11.16 %	14,087.59
KML1	98.28	78.73	0.18	80.11 %	81,979.78	10.00 %	8,197.98	11.16 %	12,296.97
POY1	321.92	255.13	0.15	79.25 %	177,680.94	0.00 %		11.16 %	17,768.09
ULP1	143.57	113.30	0.06	78.92 %	95,888.75	0.00 %		11.16 %	9,588.88
VPM2	138.75	104.84	0.26	75.56 %	113,181.52	0.00 %		11.16 %	11,318.15
STP1	53.90	40.56	0.40	75.26 %	35,615.01	0.00 %		11.16 %	3,561.50
NVL2	170.94	117.74	0.25	68.88 %	102,057.66	0.00 %		11.16 %	
TDM1	96.22	66.08	0.77	68.67 %	52,106.05	0.00 %		11.16 %	
POY2	247.99	167.06	0.24	67.36 %	188,069.76	0.00 %		11.16 %	
TVM1	79.45	52.92	0.54	66.61 %	41,682.34	0.00 %		11.16 %	
TVM2	91.21	57.56	0.91	63.10 %	38,015.45	0.00 %		11.16 %	
VPM1	65.89	32.60	0.70	49.48 %	25,892.84	0.00 %		11.16 %	

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	266.41	253.19	0.23	95.04 %	121,671.19	15.00 %	18,250.68	11.16 %	30,417.80
PAS1	101.61	70.09	0.26	68.98 %	34,711.57	0.00 %		11.16 %	
KLR1	80.03	52.83	0.13	66.02 %	27,149.58	0.00 %		11.16 %	
PNL1	73.65	39.49	0.28	53.62 %	25,707.08	0.00 %		11.16 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BMD1	41.68	58.56	0.28	140.49 %	57,705.06	40.00 %	23,082.02	11.16 %	23,082.02
KRI1	75.61	95.61	0.18	126.46 %	83,801.22	40.00 %	33,520.49	11.16 %	33,520.49
DPR1	39.90	44.93	0.04	112.61 %	44,753.59	30.00 %	13,426.08	11.16 %	17,901.44
KVP1	51.29	56.60	0.35	110.35 %	42,263.03	30.00 %	12,678.91	11.16 %	16,905.21
SGI1	49.51	53.59	0.25	108.23 %	43,844.69	25.00 %	10,961.17	11.16 %	17,537.88
SLM2	108.21	110.34	0.13	101.97 %	100,466.58	25.00 %	25,116.65	11.16 %	30,139.97
CMI1	37.43	37.20	0.01	99.39 %	44,571.01	20.00 %	8,914.20	11.16 %	13,371.30
PLC1	48.91	45.16	0.32	92.33 %	57,379.70	15.00 %	8,606.96	11.16 %	14,344.93
NKL2	126.53	114.82	0.19	90.74 %	121,543.41	15.00 %	18,231.51	11.16 %	30,385.85
APN1	69.19	61.11	0.15	88.33 %	80,110.68	10.00 %	8,011.07	11.16 %	16,022.14
HSR2	160.05	139.61	0.27	87.23 %	129,499.50	10.00 %	12,949.95	11.16 %	25,899.90
PMP1	64.81	55.60	0.09	85.78 %	45,014.61	10.00 %	4,501.46	11.16 %	9,002.92
TCG1	62.70	53.34	0.23	85.07 %	51,687.11	10.00 %	5,168.71	11.16 %	10,337.42
TRM1	105.37	85.64	0.16	81.27 %	81,207.89	10.00 %	8,120.79	11.16 %	12,181.18
HSR1	117.88	95.59	0.06	81.10 %	99,750.46	10.00 %	9,975.05	11.16 %	14,962.57
ERD2	203.91	164.25	0.22	80.55 %	291,449.13	10.00 %	29,144.91	11.16 %	43,717.37
ATU1	127.13	99.73	0.08	78.45 %	95,166.63	0.00 %		11.16 %	9,516.66
ERD1	187.35	144.51	0.29	77.13 %	204,128.14	0.00 %		11.16 %	20,412.81
SLM1	275.15	209.43	0.27	76.11 %	223,926.24	0.00 %		11.16 %	22,392.62
MTR1	110.25	83.68	0.24	75.90 %	111,328.32	0.00 %		11.16 %	11,132.83
DPR2	54.95	41.69	0.03	75.86 %	40,216.70	0.00 %		11.16 %	4,021.67
PDR1	39.97	30.28	0.00	75.76 %	52,909.05	0.00 %		11.16 %	5,290.91
SLM3	149.00	110.85	0.50	74.39 %	136,633.03	0.00 %		11.16 %	13,663.30
MCR1	89.86	64.39	0.26	71.65 %	68,815.92	0.00 %		11.16 %	6,881.59
EDP1	43.25	30.67	0.04	70.90 %	27,925.21	0.00 %		11.16 %	
EPI1	76.80	53.36	0.18	69.48 %	57,251.96	0.00 %		11.16 %	
KAM1	61.67	41.34	0.36	67.03 %	41,220.49	0.00 %		11.16 %	
VPD1	119.19	75.52	0.05	63.36 %	86,075.24	0.00 %		11.16 %	
HRR1	82.32	50.22	0.47	61.01 %	46,601.90	0.00 %		11.16 %	
SGG1	38.65	21.52	0.27	55.68 %	20,252.89	0.00 %		11.16 %	
VKL1	50.39	26.88	0.15	53.35 %	37,724.13	0.00 %		11.16 %	
RSP1	107.35	57.17	0.50	53.26 %	58,731.44	0.00 %		11.16 %	
OML1	119.57	62.33	0.28	52.13 %	58,262.48	0.00 %		11.16 %	
KMM1	71.61	34.88	0.22	48.70 %	39,086.90	0.00 %		11.16 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	17.91	25.13	0.20	140.31 %	32,668.08	40.00 %	13,067.23	11.16 %	13,067.23
GDR1	40.70	52.05	0.02	127.88 %	35,816.46	40.00 %	14,326.58	11.16 %	14,326.58
CNR1	41.67	49.26	0.08	118.22 %	39,667.16	30.00 %	11,900.15	11.16 %	15,866.86
AVI1	40.54	47.60	1.10	117.43 %	62,586.67	30.00 %	18,776.00	11.16 %	25,034.67
KGI1	50.46	57.31	0.03	113.58 %	30,884.18	30.00 %	9,265.25	11.16 %	12,353.67
CBE1	61.65	66.07	0.18	107.17 %	66,734.23	25.00 %	16,683.56	11.16 %	26,693.69
MPM1	64.75	68.63	0.20	105.99 %	68,073.16	25.00 %	17,018.29	11.16 %	20,421.95
GBM1	55.32	56.45	0.32	102.04 %	62,428.53	25.00 %	15,607.13	11.16 %	18,728.56
UAM1	85.12	84.75	0.00	99.57 %	50,980.23	20.00 %	10,196.05	11.16 %	15,294.07
KMR1	127.17	124.14	0.28	97.62 %	131,502.72	20.00 %	26,300.54	11.16 %	32,875.68
UMP1	50.34	48.87	0.18	97.08 %	42,588.96	20.00 %	8,517.79	11.16 %	10,647.24
KGM1	46.10	43.66	0.19	94.72 %	57,060.79	15.00 %	8,559.12	11.16 %	14,265.20
CBE3	32.15	27.57	0.11	85.75 %	26,235.86	10.00 %	2,623.59	11.16 %	5,247.17
TPR2	90.39	76.45	0.29	84.57 %	90,667.44	10.00 %	9,066.74	11.16 %	18,133.49
PPI1	39.94	33.28	0.29	83.33 %	35,997.62	10.00 %	3,599.76	11.16 %	5,399.64
SUL1	47.21	36.91	0.46	78.18 %	55,714.48	0.00 %		11.16 %	5,571.45
TPR1	102.63	80.03	0.21	77.98 %	80,734.43	0.00 %		11.16 %	8,073.44
PDM1	45.14	33.19	0.00	73.53 %	48,361.65	0.00 %		11.16 %	4,836.17
DPM2	62.53	45.76	0.25	73.17 %	52,392.84	0.00 %		11.16 %	5,239.28
TPR4	42.20	29.18	0.62	69.14 %	40,714.48	0.00 %		11.16 %	
SYM2	52.65	36.25	0.13	68.84 %	46,112.92	0.00 %		11.16 %	
SNR1	91.86	61.56	0.51	67.01 %	90,858.65	0.00 %		11.16 %	
CBE4	109.74	73.39	0.46	66.88 %	105,900.60	0.00 %		11.16 %	
CBE2	468.58	313.12	0.24	66.82 %	361,723.20	0.00 %		11.16 %	
PLI1	100.92	66.11	0.51	65.51 %	63,453.75	0.00 %		11.16 %	
KMD1	55.20	33.82	0.07	61.27 %	39,039.28	0.00 %		11.16 %	
TPR3	65.97	35.58	0.43	53.92 %	46,545.98	0.00 %		11.16 %	
CBE6	112.55	59.52	0.31	52.88 %	70,618.67	0.00 %		11.16 %	
CBE5	60.22	23.06	0.13	38.30 %	44,663.55	0.00 %		11.16 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	57.17	79.26	0.24	138.64 %	38,998.66	40.00 %	15,599.46	11.16 %	15,599.46
TEN1	69.74	80.87	0.30	115.97 %	71,492.04	30.00 %	21,447.61	11.16 %	28,596.82
ODM1	57.10	65.15	0.00	114.10 %	24,399.82	30.00 %	7,319.95	11.16 %	9,759.93
KKD3	146.14	161.15	0.03	110.27 %	242,479.83	30.00 %	72,743.95	11.16 %	96,991.93
MPA1	105.79	104.39	0.09	98.68 %	162,751.85	20.00 %	32,550.37	11.16 %	48,825.56
BNR1	58.23	56.76	0.13	97.48 %	57,453.76	20.00 %	11,490.75	11.16 %	14,363.44
PKM1	41.92	38.58	0.11	92.03 %	38,638.68	15.00 %	5,795.80	11.16 %	9,659.67
MDU3	114.92	104.39	0.06	90.84 %	68,384.14	15.00 %	10,257.62	11.16 %	17,096.04
PNV2	59.19	52.73	0.07	89.10 %	52,318.87	10.00 %	5,231.89	11.16 %	13,079.72
KPT1	53.90	47.65	0.73	88.41 %	46,489.27	10.00 %	4,648.93	11.16 %	9,297.85
DGL2	95.97	79.33	0.14	82.66 %	73,789.86	10.00 %	7,378.99	11.16 %	11,068.48
MDU2	227.72	186.67	0.39	81.97 %	195,892.29	10.00 %	19,589.23	11.16 %	29,383.84
MDU1	420.75	337.08	0.19	80.11 %	227,438.16	10.00 %	22,743.82	11.16 %	34,115.72
BTU1	43.52	34.54	0.00	79.37 %	21,201.37	0.00 %		11.16 %	2,120.14
DGL1	438.66	346.41	0.52	78.97 %	171,656.85	0.00 %		11.16 %	17,165.69
TEN2	100.72	78.96	0.22	78.40 %	52,505.86	0.00 %		11.16 %	5,250.59
MDU7	139.79	109.50	0.30	78.33 %	105,219.06	0.00 %		11.16 %	10,521.91
NKI1	56.34	43.90	0.09	77.92 %	36,061.30	0.00 %		11.16 %	3,606.13
MLR1	77.37	59.74	0.11	77.21 %	61,625.86	0.00 %		11.16 %	6,162.59
KRR1	119.17	90.55	0.02	75.98 %	110,358.21	0.00 %		11.16 %	11,035.82
TDI1	96.65	72.70	0.05	75.22 %	114,930.33	0.00 %		11.16 %	11,493.03
ADP1	67.36	50.61	0.02	75.14 %	53,226.68	0.00 %		11.16 %	5,322.67
USL1	75.26	54.77	0.24	72.77 %	38,725.94	0.00 %		11.16 %	3,872.59
KYK1	72.74	52.83	0.00	72.63 %	56,323.40	0.00 %		11.16 %	5,632.34
PNI1	58.30	42.04	1.51	72.11 %	29,440.85	0.00 %		11.16 %	2,944.09
TMM1	140.14	100.74	0.10	71.89 %	67,556.12	0.00 %		11.16 %	6,755.61
MDU5	73.36	52.45	0.04	71.50 %	61,191.14	0.00 %		11.16 %	6,119.11
TPT1	121.77	86.34	0.13	70.90 %	134,198.59	0.00 %		11.16 %	
MDU6	208.23	145.95	0.16	70.09 %	111,919.01	0.00 %		11.16 %	
CBM1	99.92	68.36	0.00	68.41 %	77,426.85	0.00 %		11.16 %	
PVI1	113.59	76.96	0.16	67.75 %	101,955.00	0.00 %		11.16 %	
SGP1	63.80	43.15	0.00	67.63 %	50,118.69	0.00 %		11.16 %	
SVG1	120.39	80.81	0.14	67.13 %	94,955.26	0.00 %		11.16 %	
ATG1	182.43	120.68	0.26	66.15 %	134,785.10	0.00 %		11.16 %	
DKI1	129.07	84.42	0.11	65.41 %	139,329.01	0.00 %		11.16 %	
MNM1	64.52	40.87	0.31	63.34 %	40,589.96	0.00 %		11.16 %	
MDU4	114.95	61.84	0.40	53.80 %	37,605.39	0.00 %		11.16 %	
NTM1	85.05	39.61	0.01	46.57 %	34,120.99	0.00 %		11.16 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	76.95	80.99	0.23	105.25 %	64,870.87	25.00 %	16,217.72	11.16 %	19,461.26
SKD1	74.78	74.76	0.12	99.97 %	90,945.92	20.00 %	18,189.18	11.16 %	27,283.78
ERL2	99.28	91.96	0.09	92.63 %	133,254.50	15.00 %	19,988.18	11.16 %	33,313.63
APK2	91.17	83.62	0.39	91.71 %	68,544.38	15.00 %	10,281.66	11.16 %	17,136.10
PDI1	69.71	62.23	0.39	89.27 %	59,400.76	10.00 %	5,940.08	11.16 %	14,850.19
SVK1	156.42	138.76	0.24	88.71 %	141,765.97	10.00 %	14,176.60	11.16 %	28,353.19
VNR1	77.76	68.69	0.16	88.33 %	79,503.15	10.00 %	7,950.32	11.16 %	15,900.63
TYI1	98.14	81.91	0.48	83.47 %	93,031.73	10.00 %	9,303.17	11.16 %	13,954.76
VLY1	217.86	177.37	0.41	81.42 %	180,323.84	10.00 %	18,032.38	11.16 %	27,048.58
KVT1	326.62	264.60	0.19	81.01 %	373,102.57	10.00 %	37,310.26	11.16 %	55,965.39
VNR2	262.74	211.87	0.25	80.64 %	211,794.55	10.00 %	21,179.46	11.16 %	31,769.18
KSM1	49.92	39.82	0.02	79.76 %	31,506.89	0.00 %		11.16 %	3,150.69
MAR1	184.85	146.83	0.20	79.43 %	151,079.12	0.00 %		11.16 %	15,107.91
MMT1	104.06	82.06	0.08	78.86 %	64,784.55	0.00 %		11.16 %	6,478.46
SNL1	86.15	67.65	0.41	78.53 %	83,232.29	0.00 %		11.16 %	8,323.23
TKS2	225.98	177.43	0.49	78.51 %	151,465.03	0.00 %		11.16 %	15,146.50
NGR1	385.80	302.09	0.59	78.30 %	272,937.03	0.00 %		11.16 %	27,293.70
TVL1	624.30	485.40	0.08	77.75 %	546,739.17	0.00 %		11.16 %	54,673.92
STU2	69.59	52.73	0.39	75.77 %	55,774.64	0.00 %		11.16 %	5,577.46
SDI1	79.67	59.38	0.23	74.53 %	52,289.37	0.00 %		11.16 %	5,228.94
RND1	234.55	173.36	0.25	73.91 %	265,384.74	0.00 %		11.16 %	26,538.47
TKS1	172.65	126.08	0.57	73.02 %	120,535.76	0.00 %		11.16 %	12,053.58
KYR1	80.90	58.93	0.39	72.84 %	67,467.19	0.00 %		11.16 %	6,746.72
TUT1	720.89	510.30	0.26	70.79 %	617,696.62	0.00 %		11.16 %	
TUT2	309.47	219.04	0.04	70.78 %	237,115.27	0.00 %		11.16 %	
ASM1	95.85	67.64	0.31	70.57 %	60,411.89	0.00 %		11.16 %	
TCN1	149.80	105.15	0.40	70.19 %	124,603.45	0.00 %		11.16 %	
UDN1	94.46	65.99	0.17	69.86 %	70,839.68	0.00 %		11.16 %	
SGT1	56.17	38.70	0.00	68.90 %	31,712.58	0.00 %		11.16 %	
VKM1	85.14	58.49	0.10	68.70 %	84,673.16	0.00 %		11.16 %	
APK1	121.32	82.50	0.42	68.01 %	91,109.90	0.00 %		11.16 %	
PKD1	154.48	100.85	0.16	65.29 %	128,493.85	0.00 %		11.16 %	
ARM1	91.06	58.21	0.50	63.92 %	47,003.23	0.00 %		11.16 %	
TKY1	105.37	61.67	0.26	58.53 %	68,562.51	0.00 %		11.16 %	
RPM1	225.28	119.17	0.21	52.90 %	113,109.94	0.00 %		11.16 %	
COL1	71.79	27.03	0.24	37.65 %	16,028.01	0.00 %		11.16 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	70.70	82.93	0.22	117.30 %	62,645.65	30.00 %	18,793.70	11.16 %	25,058.26
KRN1	64.49	68.48	0.06	106.19 %	70,948.40	25.00 %	17,737.10	11.16 %	21,284.52
NCK1	43.90	46.39	0.11	105.68 %	28,813.15	25.00 %	7,203.29	11.16 %	8,643.95
KIK1	86.28	84.35	0.00	97.76 %	148,856.88	20.00 %	29,771.38	11.16 %	44,657.06
NMM1	69.08	62.48	0.93	90.43 %	72,806.44	15.00 %	10,920.97	11.16 %	18,201.61
APM1	64.68	58.05	0.23	89.75 %	75,686.40	10.00 %	7,568.64	11.16 %	18,921.60
TVR2	198.87	174.30	0.12	87.65 %	184,682.96	10.00 %	18,468.30	11.16 %	36,936.59
TYR1	142.23	120.37	0.25	84.63 %	131,956.74	10.00 %	13,195.67	11.16 %	26,391.35
MSI1	97.33	82.01	0.00	84.26 %	67,306.13	10.00 %	6,730.61	11.16 %	10,095.92
MVM1	232.52	191.96	0.18	82.56 %	290,574.53	10.00 %	29,057.45	11.16 %	43,586.18
NGT1	127.13	102.30	0.26	80.47 %	159,153.06	10.00 %	15,915.31	11.16 %	23,872.96
ORU1	78.35	61.37	0.03	78.34 %	71,082.08	0.00 %		11.16 %	7,108.21
MDI1	168.19	131.55	0.25	78.21 %	141,752.48	0.00 %		11.16 %	14,175.25
PTK1	190.52	148.25	0.33	77.82 %	167,090.45	0.00 %		11.16 %	16,709.05
AYR1	123.45	93.58	0.09	75.80 %	116,306.37	0.00 %		11.16 %	11,630.64
PDK1	96.25	70.86	0.23	73.62 %	95,820.96	0.00 %		11.16 %	9,582.10
JKM1	151.35	110.81	0.08	73.21 %	119,634.77	0.00 %		11.16 %	11,963.48
TRY3	138.98	99.97	0.16	71.93 %	111,370.19	0.00 %		11.16 %	11,137.02
TRY2	70.63	49.90	0.10	70.65 %	47,730.25	0.00 %		11.16 %	
TNJ2	244.68	166.99	0.25	68.25 %	170,946.10	0.00 %		11.16 %	
TNJ1	300.05	202.33	0.27	67.43 %	193,418.94	0.00 %		11.16 %	
TTP1	135.78	90.09	0.06	66.35 %	95,550.50	0.00 %		11.16 %	
TVR1	106.76	69.30	0.12	64.91 %	74,779.21	0.00 %		11.16 %	
PBR2	317.97	203.28	0.08	63.93 %	187,048.22	0.00 %		11.16 %	
KUM1	269.00	170.57	0.11	63.41 %	177,022.47	0.00 %		11.16 %	
TRY1	889.02	560.68	0.08	63.07 %	614,632.96	0.00 %		11.16 %	
TRY4	175.52	109.07	0.27	62.14 %	139,778.66	0.00 %		11.16 %	
PBR1	140.43	82.21	0.06	58.54 %	70,647.24	0.00 %		11.16 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	261.08	247.96	0.19	94.97 %	361,771.67	15.00 %	54,265.75	11.16 %	90,442.92
CH38	109.71	98.35	0.02	89.64 %	136,508.47	10.00 %	13,650.85	11.16 %	34,127.12
CH30	177.86	155.06	0.23	87.18 %	197,385.57	10.00 %	19,738.56	11.16 %	39,477.11
CH48	203.74	175.98	0.27	86.37 %	284,826.76	10.00 %	28,482.68	11.16 %	56,965.35
CH35	152.91	131.96	0.21	86.30 %	182,494.25	10.00 %	18,249.43	11.16 %	36,498.85
CH45	165.18	136.78	0.39	82.80 %	178,345.13	10.00 %	17,834.51	11.16 %	26,751.77
MRM1	153.49	124.08	0.30	80.84 %	110,981.38	10.00 %	11,098.14	11.16 %	16,647.21
GUD1	157.06	126.08	0.22	80.27 %	216,187.84	10.00 %	21,618.78	11.16 %	32,428.18
CH39	90.86	72.17	0.21	79.43 %	120,629.48	0.00 %		11.16 %	12,062.95
CH05	356.01	281.18	0.62	78.98 %	244,593.47	0.00 %		11.16 %	24,459.35
CGL1	109.10	86.01	0.38	78.83 %	114,864.88	0.00 %		11.16 %	11,486.49
CH25	193.76	152.46	0.16	78.68 %	192,314.22	0.00 %		11.16 %	19,231.42
CH28	244.41	187.69	0.12	76.79 %	380,593.42	0.00 %		11.16 %	38,059.34
CH37	88.39	63.81	0.17	72.20 %	99,100.37	0.00 %		11.16 %	9,910.04
CH19	275.06	194.56	0.19	70.74 %	249,530.87	0.00 %		11.16 %	
CH42	251.47	177.61	0.25	70.63 %	238,570.48	0.00 %		11.16 %	
CH07	257.20	176.10	0.35	68.47 %	212,646.20	0.00 %		11.16 %	
CH14	406.21	276.44	0.13	68.05 %	351,248.76	0.00 %		11.16 %	
CH49	241.26	156.74	0.28	64.97 %	203,877.67	0.00 %		11.16 %	
KNR1	128.86	80.80	0.03	62.70 %	115,261.71	0.00 %		11.16 %	
CH16	480.44	294.77	0.18	61.35 %	306,418.19	0.00 %		11.16 %	
SKL1	122.35	73.85	0.30	60.36 %	95,579.76	0.00 %		11.16 %	
GUD2	130.94	75.25	0.34	57.47 %	91,516.21	0.00 %		11.16 %	
CH08	372.98	212.15	0.19	56.88 %	319,143.09	0.00 %		11.16 %	
TKM1	113.51	62.58	0.37	55.13 %	74,264.06	0.00 %		11.16 %	
CH22	214.13	112.64	0.18	52.60 %	124,642.69	0.00 %		11.16 %	
CH40	87.13	45.83	0.27	52.60 %	16,172.49	0.00 %		11.16 %	
AVD1	201.60	103.71	0.07	51.44 %	100,315.41	0.00 %		11.16 %	
MC10	28.76	12.14	0.04	42.21 %	6,646.05	0.00 %		11.16 %	
CH26	78.94	26.35	0.03	33.39 %	37,373.82	0.00 %		11.16 %	
CH29	43.10	14.03	0.35	32.55 %	24,270.27	0.00 %		11.16 %	
MC09	14.33	1.87	0.00	13.08 %	1,070.70	0.00 %		11.16 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	130.20	4.58	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	191.86	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	2.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	25.49	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	8.33	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.36	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	4.34	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.18)	-0.21	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	40.53	9.18	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	(0.04)	-1.63	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.02)	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	(0.25)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	5.11	2.05	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	5.13	0.00	0.00 %	0.00	0.00 %		0.00 %	