

**Accu.Target** 46,593.58 L      **Sales** 47,495.69 L      **Achieved %** 101.94 %      **HO Budget+%** 0.00 %      **Total Com.** 565.40 L

Note : Sales Period is From :01-Apr-2026 To :22-Apr-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	451.41	769.60	170.49 %	0.00	0.00 %	0.00
KL-NORTH	709.18	964.00	135.93 %	0.00	0.00 %	0.00
WEST-01	2,917.40	3,736.58	128.08 %	0.00	0.00 %	0.00
WEST-02	4,018.53	4,535.86	112.87 %	0.00	0.00 %	0.00
SOUTH-01	6,666.63	7,515.04	112.73 %	0.00	0.00 %	0.00
SOUTH-03	5,244.90	5,752.39	109.68 %	342,000.00	0.00 %	342,000.00
NORTH ARCOT	3,557.66	3,563.18	100.15 %	210,000.00	0.00 %	210,000.00
TRICHY-01	6,217.43	5,657.69	91.00 %	0.00	0.00 %	0.00
CHENNAI-02	5,788.21	5,239.32	90.52 %	156,000.00	0.00 %	156,000.00
SOUTH ARCOT	3,727.21	3,263.36	87.55 %	0.00	0.00 %	0.00
CHENNAI-01	7,295.00	5,894.28	80.80 %	0.00	0.00 %	0.00
OTHERS	0.00	604.39	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>46,593.58</b>	<b>47,495.69</b>	<b>101.94 %</b>		<b>0.00 %</b>	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	451.41	769.60	170.49%	280,000.00	0.00 %	280,000.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	709.18	964.00	135.93%	360,000.00	0.00 %	360,000.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR1	369.03	528.11	143.11%	200,000.00	0.00 %	200,000.00
	CBE1	1,268.61	1,759.86	138.72%	680,000.00	0.00 %	680,000.00
	TPR4	363.08	453.90	125.01%	120,000.00	0.00 %	120,000.00
	PLI1	423.93	518.65	122.34%	150,000.00	0.00 %	150,000.00
	UAM1	492.75	476.06	96.61%	30,000.00	0.00 %	30,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	762.42	955.93	125.38%	270,000.00	0.00 %	270,000.00
	SLM1	1,207.38	1,357.31	112.42%	260,000.00	0.00 %	260,000.00
	ERD1	1,285.01	1,426.11	110.98%	280,000.00	0.00 %	280,000.00
	MTR1	763.72	796.50	104.29%	105,000.00	0.00 %	105,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	936.59	1,278.73	136.53%	480,000.00	0.00 %	480,000.00
	TVL1	1,022.30	1,332.99	130.39%	520,000.00	0.00 %	520,000.00
	TKS1	948.96	1,089.09	114.77%	200,000.00	0.00 %	200,000.00
	TUT1	1,553.82	1,660.11	106.84%	240,000.00	0.00 %	240,000.00
	KVT1	1,300.78	1,277.63	98.22%	90,000.00	0.00 %	90,000.00
	VNR1	904.18	876.49	96.94%	60,000.00	0.00 %	60,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	522.95	663.77	126.93%	180,000.00	0.00 %	180,000.00
	TEN1	628.51	762.38	121.30%	210,000.00	0.00 %	210,000.00
	MDU1	1,935.05	2,151.69	111.20%	420,000.00	0.00 %	420,000.00
	KKD2	1,143.43	1,161.91	101.62%	165,000.00	0.00 %	165,000.00
	SVG1	1,014.95	1,012.65	99.77%	75,000.00	0.00 %	75,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,127.35	1,311.89	116.37%	260,000.00	0.00 %	260,000.00
	NA01	1,263.40	1,204.52	95.34%	90,000.00	0.00 %	90,000.00
	NA03	1,166.91	1,046.76	89.70%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	1,887.78	1,869.66	99.04%	135,000.00	0.00 %	135,000.00
	KUM1	1,357.87	1,262.26	92.96%	90,000.00	0.00 %	90,000.00
	PBR1	1,540.18	1,357.44	88.14%	0.00	0.00 %	0.00
	TNJ1	1,431.61	1,168.33	81.61%	0.00	0.00 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	1,366.26	1,282.01	93.83%	90,000.00	0.00 %	90,000.00
	CH01	1,552.75	1,424.87	91.76%	105,000.00	0.00 %	105,000.00
	CH09	1,300.85	1,167.70	89.76%	0.00	0.00 %	0.00
	CH04	1,568.35	1,364.74	87.02%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	1,014.69	913.73	90.05%	67,500.00	0.00 %	67,500.00
	SA02	1,359.33	1,186.05	87.25%	0.00	0.00 %	0.00
	SA01	1,353.19	1,163.58	85.99%	0.00	0.00 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,728.23	1,549.41	89.65%	0.00	0.00 %	0.00
	CH08	1,842.02	1,538.86	83.54%	0.00	0.00 %	0.00
	CH03	1,310.09	1,065.37	81.32%	0.00	0.00 %	0.00
	CH06	2,414.65	1,740.64	72.09%	0.00	0.00 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.48	0.00%	0.00	0.00 %	0.00
	CH02	0.00	128.81	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.06)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	330.08	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	28.94	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.09)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.09)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	12.75	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	10.16	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	87.29	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	1.18	0.00%	0.00	0.00 %	0.00

KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	200.18	391.40	0.05	195.53 %	266,535.10	40.00 %	106,614.04	0.00 %	106,614.04
PAS1	100.18	166.55	0.18	166.25 %	104,760.30	40.00 %	41,904.12	0.00 %	41,904.12
PNL1	71.18	105.98	0.47	148.90 %	65,898.90	40.00 %	26,359.56	0.00 %	26,359.56
KLR1	79.87	105.66	0.08	132.28 %	68,432.60	40.00 %	27,373.04	0.00 %	27,373.04

KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	709.18	964.00	0.10	135.93 %	1,134,693.20	40.00 %	453,877.28	0.00 %	453,877.28

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TPR2	141.32	256.55	0.05	181.54 %	264,631.80	40.00 %	105,852.72	0.00 %	105,852.72
AVI1	59.48	106.52	0.13	179.08 %	141,931.25	40.00 %	56,772.50	0.00 %	56,772.50
CBE1	79.83	135.13	0.41	169.27 %	139,490.40	40.00 %	55,796.16	0.00 %	55,796.16
CBE4	128.11	211.80	0.04	165.34 %	302,415.45	40.00 %	120,966.18	0.00 %	120,966.18
MPM1	99.95	162.56	0.15	162.64 %	191,089.15	40.00 %	76,435.66	0.00 %	76,435.66
ANR1	21.57	33.59	0.15	155.75 %	70,119.20	40.00 %	28,047.68	0.00 %	28,047.68
CBE3	33.58	50.74	0.06	151.12 %	66,598.95	40.00 %	26,639.58	0.00 %	26,639.58
SNR1	102.71	150.70	0.05	146.73 %	170,268.75	40.00 %	68,107.50	0.00 %	68,107.50
CBE2	491.55	717.42	0.09	145.95 %	879,769.25	40.00 %	351,907.70	0.00 %	351,907.70
UMP1	71.22	102.31	0.13	143.65 %	81,161.05	40.00 %	32,464.42	0.00 %	32,464.42
TPR1	126.63	178.42	0.28	140.89 %	220,394.75	40.00 %	88,157.90	0.00 %	88,157.90
PDM1	56.47	78.89	0.20	139.70 %	139,004.90	40.00 %	55,601.96	0.00 %	55,601.96
GBM1	81.44	113.42	0.11	139.27 %	118,518.45	40.00 %	47,407.38	0.00 %	47,407.38
KGM1	66.55	90.94	0.00	136.65 %	137,551.05	40.00 %	55,020.42	0.00 %	55,020.42
PPI1	50.61	66.81	0.27	132.01 %	108,107.20	40.00 %	43,242.88	0.00 %	43,242.88
SUL1	72.24	91.21	0.22	126.25 %	146,921.40	40.00 %	58,768.56	0.00 %	58,768.56
DPM2	83.60	98.41	0.06	117.72 %	154,990.85	30.00 %	46,497.26	0.00 %	46,497.26
KMR1	176.29	204.40	0.22	115.95 %	308,593.85	30.00 %	92,578.16	0.00 %	92,578.16
CBE6	116.32	133.24	0.27	114.55 %	146,410.80	30.00 %	43,923.24	0.00 %	43,923.24
SYM2	75.66	82.29	0.04	108.76 %	89,541.20	25.00 %	22,385.30	0.00 %	22,385.30
CNR1	55.68	56.68	0.03	101.78 %	39,494.85	25.00 %	9,873.71	0.00 %	9,873.71
PLI1	146.09	148.10	0.21	101.38 %	151,001.40	25.00 %	37,750.35	0.00 %	37,750.35
CBE5	67.99	65.22	0.08	95.93 %	131,120.30	20.00 %	26,224.06	0.00 %	26,224.06
KMD1	74.24	70.60	0.07	95.10 %	85,342.85	15.00 %	12,801.43	0.00 %	12,801.43
TPR3	101.08	93.14	0.01	92.15 %	98,109.05	15.00 %	14,716.36	0.00 %	14,716.36
GDR1	66.76	55.44	0.15	83.05 %	40,544.70	10.00 %	4,054.47	0.00 %	4,054.47
KGI1	75.82	55.41	0.00	73.08 %	38,784.30	0.00 %		0.00 %	
TPR4	74.32	51.26	0.00	68.98 %	76,838.90	0.00 %		0.00 %	
UAM1	120.30	75.38	0.12	62.66 %	47,736.90	0.00 %		0.00 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	85.73	184.14	0.10	214.78 %	185,460.15	40.00 %	74,184.06	0.00 %	74,184.06
DPR1	59.36	81.41	0.02	137.15 %	65,147.20	40.00 %	26,058.88	0.00 %	26,058.88
HSR1	114.97	152.04	0.17	132.24 %	204,180.95	40.00 %	81,672.38	0.00 %	81,672.38
ERD1	272.82	357.99	0.14	131.22 %	481,262.30	40.00 %	192,504.92	0.00 %	192,504.92
KVP1	68.15	88.20	0.31	129.42 %	73,784.20	40.00 %	29,513.68	0.00 %	29,513.68
EDP1	42.50	54.34	0.16	127.84 %	42,421.25	40.00 %	16,968.50	0.00 %	16,968.50
ERD2	281.27	348.80	0.06	124.01 %	637,136.80	40.00 %	254,854.72	0.00 %	254,854.72
SLM3	176.44	214.02	0.07	121.30 %	279,494.45	40.00 %	111,797.78	0.00 %	111,797.78
TCG1	82.09	98.67	0.03	120.19 %	148,651.25	40.00 %	59,460.50	0.00 %	59,460.50
PLC1	72.06	86.13	0.10	119.53 %	132,068.05	30.00 %	39,620.42	0.00 %	39,620.42
NKL2	176.43	210.44	0.14	119.28 %	257,303.90	30.00 %	77,191.17	0.00 %	77,191.17
SLM2	144.61	171.08	0.01	118.31 %	169,330.35	30.00 %	50,799.11	0.00 %	50,799.11
SLM1	360.14	423.91	0.10	117.71 %	474,880.05	30.00 %	142,464.02	0.00 %	142,464.02
SGI1	61.90	68.99	0.08	111.46 %	66,306.90	30.00 %	19,892.07	0.00 %	19,892.07
OML1	115.38	125.14	0.22	108.46 %	167,314.45	25.00 %	41,828.61	0.00 %	41,828.61
MCR1	109.68	117.78	0.14	107.38 %	166,046.75	25.00 %	41,511.69	0.00 %	41,511.69
KAM1	70.23	75.01	0.37	106.81 %	109,097.95	25.00 %	27,274.49	0.00 %	27,274.49
ATU1	171.86	183.52	0.04	106.79 %	191,511.65	25.00 %	47,877.91	0.00 %	47,877.91
BMD1	74.91	79.54	0.00	106.18 %	81,724.00	25.00 %	20,431.00	0.00 %	20,431.00
PMP1	89.40	94.57	0.18	105.78 %	72,268.70	25.00 %	18,067.18	0.00 %	18,067.18
TRM1	128.63	135.71	0.10	105.50 %	143,503.40	25.00 %	35,875.85	0.00 %	35,875.85
DPR2	77.11	80.91	0.20	104.92 %	100,954.65	25.00 %	25,238.66	0.00 %	25,238.66
PDR1	58.94	61.32	0.00	104.04 %	114,157.00	25.00 %	28,539.25	0.00 %	28,539.25
APN1	87.25	90.40	0.14	103.61 %	133,931.35	25.00 %	33,482.84	0.00 %	33,482.84
HSR2	199.97	206.84	0.15	103.44 %	242,162.05	25.00 %	60,540.51	0.00 %	60,540.51
VPD1	118.21	119.82	0.06	101.36 %	150,594.95	25.00 %	37,648.74	0.00 %	37,648.74
RSP1	120.47	121.87	0.18	101.16 %	137,170.80	25.00 %	34,292.70	0.00 %	34,292.70
CMI1	61.19	61.45	0.02	100.42 %	82,565.70	25.00 %	20,641.43	0.00 %	20,641.43
SGG1	50.26	48.22	0.16	95.93 %	51,984.00	20.00 %	10,396.80	0.00 %	10,396.80
EPI1	106.38	100.22	0.13	94.21 %	120,984.30	15.00 %	18,147.65	0.00 %	18,147.65
MTR1	120.19	111.15	0.16	92.48 %	148,705.55	15.00 %	22,305.83	0.00 %	22,305.83
HRR1	78.45	64.87	0.11	82.69 %	65,443.80	10.00 %	6,544.38	0.00 %	6,544.38
VKL1	70.23	51.78	0.15	73.73 %	90,735.45	0.00 %		0.00 %	
KMM1	111.31	65.59	0.05	58.92 %	83,789.50	0.00 %		0.00 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	74.68	130.44	0.12	174.68 %	166,274.80	40.00 %	66,509.92	0.00 %	66,509.92
MMT1	86.73	141.79	0.24	163.48 %	140,081.90	40.00 %	56,032.76	0.00 %	56,032.76
ARM1	69.81	108.79	0.38	155.84 %	108,072.40	40.00 %	43,228.96	0.00 %	43,228.96
ERL2	100.90	156.75	0.25	155.36 %	274,374.30	40.00 %	109,749.72	0.00 %	109,749.72
KSM1	45.37	67.91	0.20	149.69 %	55,460.65	40.00 %	22,184.26	0.00 %	22,184.26
NGR1	375.60	521.84	0.43	138.94 %	363,077.45	40.00 %	145,230.98	0.00 %	145,230.98
ASM1	85.89	113.86	0.21	132.57 %	145,540.90	40.00 %	58,216.36	0.00 %	58,216.36
TKS2	272.55	359.81	0.34	132.02 %	323,288.05	40.00 %	129,315.22	0.00 %	129,315.22
TVL1	647.62	853.70	0.10	131.82 %	1,289,864.85	40.00 %	515,945.94	0.00 %	515,945.94
MAR1	194.43	253.26	0.23	130.26 %	296,922.00	40.00 %	118,768.80	0.00 %	118,768.80
STU2	74.32	92.92	0.31	125.03 %	67,447.80	40.00 %	26,979.12	0.00 %	26,979.12
KYR1	79.90	99.45	0.35	124.48 %	133,168.75	40.00 %	53,267.50	0.00 %	53,267.50
SDI1	93.42	115.90	0.24	124.07 %	95,792.00	40.00 %	38,316.80	0.00 %	38,316.80
SVK1	192.80	236.13	0.15	122.48 %	261,128.60	40.00 %	104,451.44	0.00 %	104,451.44
TCN1	156.66	189.13	0.53	120.73 %	238,721.10	40.00 %	95,488.44	0.00 %	95,488.44
TKS1	209.03	246.18	0.27	117.77 %	230,087.30	30.00 %	69,026.19	0.00 %	69,026.19
VLY1	218.99	256.63	0.27	117.19 %	317,774.15	30.00 %	95,332.25	0.00 %	95,332.25
PDI1	84.84	99.25	0.37	116.99 %	85,334.70	30.00 %	25,600.41	0.00 %	25,600.41
COL1	56.66	64.45	0.35	113.74 %	49,666.40	30.00 %	14,899.92	0.00 %	14,899.92
UDN1	97.50	109.74	0.18	112.55 %	123,537.55	30.00 %	37,061.27	0.00 %	37,061.27
TUT2	310.82	341.24	0.14	109.79 %	432,223.80	25.00 %	108,055.95	0.00 %	108,055.95
VKM1	82.66	88.69	0.31	107.29 %	122,194.35	25.00 %	30,548.59	0.00 %	30,548.59
VNR1	88.33	92.50	0.40	104.72 %	101,428.45	25.00 %	25,357.11	0.00 %	25,357.11
SGT1	67.32	69.60	0.10	103.39 %	54,058.25	25.00 %	13,514.56	0.00 %	13,514.56
SNL1	103.99	106.42	0.25	102.33 %	99,655.35	25.00 %	24,913.84	0.00 %	24,913.84
TYI1	112.85	115.36	0.25	102.23 %	180,319.95	25.00 %	45,079.99	0.00 %	45,079.99
SKD1	93.16	93.27	0.15	100.12 %	113,254.30	25.00 %	28,313.58	0.00 %	28,313.58
KVT1	378.80	372.10	0.11	98.23 %	603,677.90	20.00 %	120,735.58	0.00 %	120,735.58
TUT1	775.10	747.88	0.14	96.49 %	1,142,625.60	20.00 %	228,525.12	0.00 %	228,525.12
TKY1	103.12	99.04	0.24	96.04 %	107,194.90	20.00 %	21,438.98	0.00 %	21,438.98
VNR2	350.34	322.10	0.14	91.94 %	378,960.45	15.00 %	56,844.07	0.00 %	56,844.07
RPM1	221.80	198.35	0.23	89.42 %	195,229.85	10.00 %	19,522.99	0.00 %	19,522.99
PKD1	200.07	175.55	0.38	87.74 %	229,480.75	10.00 %	22,948.08	0.00 %	22,948.08
RND1	287.88	249.24	0.13	86.57 %	415,549.30	10.00 %	41,554.93	0.00 %	41,554.93
APK2	121.54	103.23	0.18	84.94 %	91,912.80	10.00 %	9,191.28	0.00 %	9,191.28
APK1	151.18	122.53	0.29	81.05 %	156,835.70	10.00 %	15,683.57	0.00 %	15,683.57

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	65.52	91.10	0.05	139.04 %	64,981.50	40.00 %	25,992.60	0.00 %	25,992.60
BTU1	46.78	64.00	0.08	136.82 %	53,906.50	40.00 %	21,562.60	0.00 %	21,562.60
MPA1	161.84	219.12	0.07	135.39 %	214,830.85	40.00 %	85,932.34	0.00 %	85,932.34
TEN1	102.18	135.83	0.12	132.94 %	111,952.65	40.00 %	44,781.06	0.00 %	44,781.06
KKD3	178.63	233.77	0.11	130.87 %	366,838.00	40.00 %	146,735.20	0.00 %	146,735.20
KRR1	175.07	228.17	0.20	130.33 %	346,684.60	40.00 %	138,673.84	0.00 %	138,673.84
PNI1	70.03	87.71	0.08	125.24 %	65,169.35	40.00 %	26,067.74	0.00 %	26,067.74
TEN2	151.46	188.40	0.21	124.40 %	86,654.20	40.00 %	34,661.68	0.00 %	34,661.68
MDU1	538.40	657.32	0.11	122.09 %	576,695.75	40.00 %	230,678.30	0.00 %	230,678.30
DGL1	259.81	311.26	0.13	119.81 %	227,773.65	30.00 %	68,332.10	0.00 %	68,332.10
ODM1	55.70	66.62	0.08	119.61 %	41,841.45	30.00 %	12,552.44	0.00 %	12,552.44
BNR1	71.81	84.20	0.08	117.25 %	78,623.45	30.00 %	23,587.04	0.00 %	23,587.04
ADP1	72.01	83.99	0.10	116.63 %	94,377.65	30.00 %	28,313.30	0.00 %	28,313.30
USL1	97.87	112.21	0.06	114.65 %	95,431.90	30.00 %	28,629.57	0.00 %	28,629.57
MDU6	258.28	295.75	0.08	114.51 %	247,656.95	30.00 %	74,297.09	0.00 %	74,297.09
TPT1	154.27	175.45	0.07	113.73 %	242,313.20	30.00 %	72,693.96	0.00 %	72,693.96
PNV2	66.86	74.35	0.23	111.20 %	70,898.10	30.00 %	21,269.43	0.00 %	21,269.43
CBM1	111.28	122.45	0.07	110.03 %	165,695.55	30.00 %	49,708.67	0.00 %	49,708.67
TMM1	178.02	192.37	0.27	108.06 %	115,101.60	25.00 %	28,775.40	0.00 %	28,775.40
MDU3	175.66	187.97	0.25	107.01 %	152,496.35	25.00 %	38,124.09	0.00 %	38,124.09
MDU7	185.65	193.64	0.06	104.31 %	183,139.85	25.00 %	45,784.96	0.00 %	45,784.96
PKM1	54.25	56.41	0.08	103.98 %	47,337.95	25.00 %	11,834.49	0.00 %	11,834.49
NTM1	60.32	62.15	0.10	103.04 %	78,831.65	25.00 %	19,707.91	0.00 %	19,707.91
KPT1	73.96	76.14	0.10	102.94 %	95,100.30	25.00 %	23,775.08	0.00 %	23,775.08
DGL2	116.60	118.63	0.28	101.74 %	110,571.70	25.00 %	27,642.93	0.00 %	27,642.93
MDU2	325.59	327.91	0.40	100.72 %	364,067.10	25.00 %	91,016.78	0.00 %	91,016.78
MDU5	113.09	111.08	0.03	98.23 %	114,033.85	20.00 %	22,806.77	0.00 %	22,806.77
SGP1	65.68	63.10	0.17	96.08 %	93,744.45	20.00 %	18,748.89	0.00 %	18,748.89
MDU4	147.63	141.76	0.20	96.02 %	92,248.25	20.00 %	18,449.65	0.00 %	18,449.65
TDI1	107.19	101.97	0.02	95.12 %	147,778.45	20.00 %	29,555.69	0.00 %	29,555.69
NKI1	75.56	71.19	0.23	94.21 %	69,847.75	15.00 %	10,477.16	0.00 %	10,477.16
DKI1	165.65	151.05	0.07	91.19 %	267,022.05	15.00 %	40,053.31	0.00 %	40,053.31
ATG1	214.13	193.30	0.18	90.27 %	197,655.25	15.00 %	29,648.29	0.00 %	29,648.29
PVI1	114.30	102.23	0.06	89.44 %	100,097.85	10.00 %	10,009.79	0.00 %	10,009.79
MLR1	108.08	96.09	0.04	88.91 %	126,743.00	10.00 %	12,674.30	0.00 %	12,674.30
MNM1	76.74	66.70	0.15	86.92 %	95,088.85	10.00 %	9,508.89	0.00 %	9,508.89
KYK1	83.79	70.86	0.05	84.57 %	79,889.50	10.00 %	7,988.95	0.00 %	7,988.95
SVG1	165.23	136.14	0.05	82.40 %	139,795.55	10.00 %	13,979.56	0.00 %	13,979.56

**NORTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	81.18	125.93	0.05	155.13 %	174,568.95	40.00 %	69,827.58	0.00 %	69,827.58
BGR1	60.29	77.36	0.15	128.31 %	110,463.45	40.00 %	44,185.38	0.00 %	44,185.38
TRR1	181.31	227.19	0.12	125.31 %	254,037.15	40.00 %	101,614.86	0.00 %	101,614.86
GDM1	100.68	125.37	0.24	124.52 %	98,440.35	40.00 %	39,376.14	0.00 %	39,376.14
SLG1	80.76	95.80	0.05	118.63 %	124,749.05	30.00 %	37,424.72	0.00 %	37,424.72
ABR1	146.89	170.01	0.17	115.74 %	218,069.55	30.00 %	65,420.87	0.00 %	65,420.87
VEL2	259.48	285.57	0.12	110.06 %	406,048.40	30.00 %	121,814.52	0.00 %	121,814.52
CGM1	81.91	89.32	0.38	109.05 %	92,832.95	25.00 %	23,208.24	0.00 %	23,208.24
ARC2	104.51	112.94	0.06	108.06 %	155,550.60	25.00 %	38,887.65	0.00 %	38,887.65
VEL1	189.96	202.95	0.12	106.84 %	268,964.70	25.00 %	67,241.18	0.00 %	67,241.18
AKM1	178.01	180.47	0.13	101.38 %	239,357.95	25.00 %	59,839.49	0.00 %	59,839.49
PLR1	85.95	85.55	0.03	99.52 %	85,401.95	20.00 %	17,080.39	0.00 %	17,080.39
PTU1	43.97	43.32	0.02	98.53 %	40,776.80	20.00 %	8,155.36	0.00 %	8,155.36
TRT1	120.90	118.35	0.04	97.90 %	134,604.70	20.00 %	26,920.94	0.00 %	26,920.94
WJP1	119.64	115.59	0.09	96.62 %	172,758.40	20.00 %	34,551.68	0.00 %	34,551.68
ANI1	91.73	87.34	0.08	95.21 %	108,513.75	20.00 %	21,702.75	0.00 %	21,702.75
KPM2	412.81	389.23	0.10	94.29 %	452,846.55	15.00 %	67,926.98	0.00 %	67,926.98
KPM1	125.40	116.91	0.39	93.23 %	149,177.80	15.00 %	22,376.67	0.00 %	22,376.67
WJD1	126.21	116.09	0.38	91.99 %	197,800.35	15.00 %	29,670.05	0.00 %	29,670.05
CPT1	83.44	72.78	0.13	87.23 %	119,532.15	10.00 %	11,953.22	0.00 %	11,953.22
VSI1	165.79	142.83	0.05	86.15 %	238,373.30	10.00 %	23,837.33	0.00 %	23,837.33
SBR1	258.35	221.50	0.01	85.74 %	310,288.40	10.00 %	31,028.84	0.00 %	31,028.84
UGI1	59.16	49.92	0.00	84.38 %	49,949.95	10.00 %	4,995.00	0.00 %	4,995.00
CYR1	105.09	85.96	0.14	81.79 %	130,577.70	10.00 %	13,057.77	0.00 %	13,057.77
TRL1	294.24	224.89	0.19	76.43 %	278,782.45	0.00 %		0.00 %	

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	63.75	104.13	0.09	163.34 %	33,605.05	40.00 %	13,442.02	0.00 %	13,442.02
TYR1	166.73	209.78	0.16	125.82 %	210,849.25	40.00 %	84,339.70	0.00 %	84,339.70
TRY2	103.52	126.18	0.08	121.90 %	110,540.30	40.00 %	44,216.12	0.00 %	44,216.12
PDK1	113.23	131.40	0.15	116.04 %	151,805.35	30.00 %	45,541.61	0.00 %	45,541.61
TRY3	177.42	204.42	0.02	115.22 %	177,809.80	30.00 %	53,342.94	0.00 %	53,342.94
KIK1	131.58	138.64	0.05	105.37 %	190,509.05	25.00 %	47,627.26	0.00 %	47,627.26
NMM1	83.67	86.41	0.02	103.28 %	105,449.60	25.00 %	26,362.40	0.00 %	26,362.40
MVM1	283.62	290.47	0.11	102.41 %	457,739.00	25.00 %	114,434.75	0.00 %	114,434.75
TVR1	106.27	106.38	0.00	100.11 %	120,605.20	25.00 %	30,151.30	0.00 %	30,151.30
TRY1	1,107.27	1,100.17	0.10	99.36 %	936,186.50	20.00 %	187,237.30	0.00 %	187,237.30
NCK1	61.99	61.03	0.00	98.46 %	48,565.10	20.00 %	9,713.02	0.00 %	9,713.02
MSI1	139.24	136.42	0.02	97.98 %	137,936.55	20.00 %	27,587.31	0.00 %	27,587.31
TTP1	146.74	140.74	0.00	95.91 %	130,894.30	20.00 %	26,178.86	0.00 %	26,178.86
PTK1	234.17	215.94	0.05	92.21 %	197,764.80	15.00 %	29,664.72	0.00 %	29,664.72
TVR2	283.70	261.43	0.08	92.15 %	240,379.40	15.00 %	36,056.91	0.00 %	36,056.91
KRN1	121.13	107.91	0.14	89.08 %	120,508.90	10.00 %	12,050.89	0.00 %	12,050.89
ORU1	97.37	83.31	0.26	85.55 %	122,103.40	10.00 %	12,210.34	0.00 %	12,210.34
TNJ2	301.30	250.97	0.08	83.30 %	212,386.15	10.00 %	21,238.62	0.00 %	21,238.62
NGT1	187.71	153.52	0.04	81.79 %	250,895.50	10.00 %	25,089.55	0.00 %	25,089.55
MDI1	213.04	172.58	0.16	81.01 %	161,716.30	10.00 %	16,171.63	0.00 %	16,171.63
KUM1	376.13	296.38	0.03	78.80 %	278,456.70	0.00 %		0.00 %	
PBR2	427.59	336.21	0.08	78.63 %	314,333.45	0.00 %		0.00 %	
AYR1	167.61	131.24	0.14	78.30 %	152,992.65	0.00 %		0.00 %	
TRY4	265.21	199.57	0.05	75.25 %	288,615.05	0.00 %		0.00 %	
JKM1	176.50	131.91	0.04	74.74 %	146,799.60	0.00 %		0.00 %	
TNJ1	412.10	304.47	0.10	73.88 %	203,763.55	0.00 %		0.00 %	
PBR1	178.88	121.41	0.03	67.87 %	83,593.60	0.00 %		0.00 %	
APM1	89.96	54.66	0.21	60.76 %	72,964.30	0.00 %		0.00 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH46	84.47	110.97	0.12	131.37 %	148,950.20	40.00 %	59,580.08	0.00 %	59,580.08
MC05	38.54	50.06	0.35	129.89 %	22,713.50	40.00 %	9,085.40	0.00 %	9,085.40
CH17	175.14	217.52	0.16	124.20 %	404,592.30	40.00 %	161,836.92	0.00 %	161,836.92
CH27	59.02	73.22	0.33	124.06 %	100,486.25	40.00 %	40,194.50	0.00 %	40,194.50
UKI1	108.77	125.95	0.13	115.80 %	159,303.00	30.00 %	47,790.90	0.00 %	47,790.90
CH31	82.62	94.76	0.12	114.69 %	135,097.15	30.00 %	40,529.15	0.00 %	40,529.15
PON1	103.94	112.67	0.08	108.40 %	184,646.45	25.00 %	46,161.61	0.00 %	46,161.61
CH23	105.84	111.82	0.42	105.64 %	144,967.90	25.00 %	36,241.98	0.00 %	36,241.98
CH24	246.59	253.48	0.15	102.79 %	340,264.25	25.00 %	85,066.06	0.00 %	85,066.06
CH18	246.08	250.35	0.14	101.74 %	402,675.00	25.00 %	100,668.75	0.00 %	100,668.75
CH03	562.26	534.43	0.25	95.05 %	742,031.55	15.00 %	111,304.73	0.00 %	111,304.73
GPD1	142.99	133.86	0.37	93.62 %	119,776.65	15.00 %	17,966.50	0.00 %	17,966.50
CH33	232.88	212.62	0.23	91.30 %	271,505.90	15.00 %	40,725.89	0.00 %	40,725.89
CH50	227.19	201.71	0.07	88.78 %	345,479.35	10.00 %	34,547.94	0.00 %	34,547.94
CH34	236.73	210.01	0.13	88.71 %	262,028.55	10.00 %	26,202.86	0.00 %	26,202.86
CH36	98.35	87.22	0.32	88.68 %	86,745.75	10.00 %	8,674.58	0.00 %	8,674.58
CH15	554.17	486.79	0.09	87.84 %	545,685.25	10.00 %	54,568.53	0.00 %	54,568.53
CH20	304.82	263.33	0.25	86.39 %	306,106.15	10.00 %	30,610.62	0.00 %	30,610.62
CH32	40.73	34.77	0.08	85.37 %	49,658.50	10.00 %	4,965.85	0.00 %	4,965.85
CH12	359.06	302.03	0.19	84.12 %	409,837.45	10.00 %	40,983.75	0.00 %	40,983.75
CH41	215.23	179.00	0.18	83.17 %	293,875.60	10.00 %	29,387.56	0.00 %	29,387.56
CH06	229.58	189.29	0.05	82.45 %	250,889.10	10.00 %	25,088.91	0.00 %	25,088.91
MJR1	216.80	177.35	0.17	81.81 %	204,204.45	10.00 %	20,420.45	0.00 %	20,420.45
CH21	409.43	334.40	0.50	81.67 %	374,563.95	10.00 %	37,456.40	0.00 %	37,456.40
CH44	197.71	150.39	0.18	76.06 %	203,276.60	0.00 %		0.00 %	
CH43	175.37	128.71	0.43	73.40 %	146,570.30	0.00 %		0.00 %	
MC06	49.41	33.82	0.83	68.45 %	17,961.30	0.00 %		0.00 %	
CH51	267.07	175.74	0.90	65.80 %	205,577.60	0.00 %		0.00 %	
CH01	17.40	3.43	0.00	19.69 %	3,891.00	0.00 %		0.00 %	
CH09	0.00	(0.38)	-1.01	0.00 %	0.00	0.00 %		0.00 %	

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM2	58.53	75.91	0.07	129.69 %	42,012.45	40.00 %	16,804.98	0.00 %	16,804.98
PRT1	145.52	174.17	0.21	119.69 %	186,606.05	30.00 %	55,981.82	0.00 %	55,981.82
KLM1	164.20	171.78	0.05	104.62 %	265,450.40	25.00 %	66,362.60	0.00 %	66,362.60
MKM1	80.60	82.98	0.24	102.96 %	130,967.55	25.00 %	32,741.89	0.00 %	32,741.89
KML1	106.98	109.46	0.09	102.32 %	154,838.20	25.00 %	38,709.55	0.00 %	38,709.55
SJI2	171.18	174.58	0.18	101.98 %	192,367.85	25.00 %	48,091.96	0.00 %	48,091.96
KKI2	193.82	187.35	0.19	96.66 %	239,981.65	20.00 %	47,996.33	0.00 %	47,996.33
POY2	303.64	287.46	0.09	94.67 %	360,508.95	15.00 %	54,076.34	0.00 %	54,076.34
TRK1	204.39	193.00	0.22	94.43 %	265,734.95	15.00 %	39,860.24	0.00 %	39,860.24
TVM2	106.49	100.18	0.08	94.08 %	62,812.50	15.00 %	9,421.88	0.00 %	9,421.88
VPM2	207.84	189.45	0.18	91.15 %	266,824.40	15.00 %	40,023.66	0.00 %	40,023.66
TVM1	101.27	85.55	0.10	84.48 %	95,874.25	10.00 %	9,587.43	0.00 %	9,587.43
CDM1	228.37	190.96	0.18	83.62 %	223,834.20	10.00 %	22,383.42	0.00 %	22,383.42
TDM1	148.78	123.18	0.11	82.80 %	132,392.30	10.00 %	13,239.23	0.00 %	13,239.23
ULP1	205.37	167.60	0.13	81.61 %	179,380.80	10.00 %	17,938.08	0.00 %	17,938.08
POY1	395.65	318.30	0.17	80.45 %	481,011.00	10.00 %	48,101.10	0.00 %	48,101.10
NVL2	224.65	169.35	0.07	75.39 %	174,064.85	0.00 %		0.00 %	
CUD1	409.10	303.05	0.08	74.08 %	415,740.25	0.00 %		0.00 %	
STP1	79.87	56.49	0.49	70.72 %	74,488.55	0.00 %		0.00 %	
VPM1	74.74	47.78	0.01	63.93 %	58,643.10	0.00 %		0.00 %	
VCM1	116.22	54.76	0.09	47.12 %	60,286.55	0.00 %		0.00 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	208.88	425.23	0.29	203.57 %	537,924.00	40.00 %	215,169.60	0.00 %	215,169.60
CH30	219.71	325.09	0.33	147.96 %	329,429.35	40.00 %	131,771.74	0.00 %	131,771.74
CH40	63.29	76.15	0.02	120.31 %	31,993.00	40.00 %	12,797.20	0.00 %	12,797.20
GUD1	214.73	222.81	0.33	103.77 %	421,538.30	25.00 %	105,384.58	0.00 %	105,384.58
CH25	223.63	222.44	0.32	99.47 %	254,949.80	20.00 %	50,989.96	0.00 %	50,989.96
CH45	221.56	215.38	0.26	97.21 %	286,071.30	20.00 %	57,214.26	0.00 %	57,214.26
CH37	111.47	106.54	0.12	95.58 %	194,050.65	20.00 %	38,810.13	0.00 %	38,810.13
CH19	277.17	259.04	0.23	93.46 %	369,784.00	15.00 %	55,467.60	0.00 %	55,467.60
CH48	271.85	249.64	0.04	91.83 %	442,981.30	15.00 %	66,447.20	0.00 %	66,447.20
CH35	185.10	163.19	0.03	88.17 %	291,670.60	10.00 %	29,167.06	0.00 %	29,167.06
CH14	441.89	377.67	0.30	85.47 %	534,568.65	10.00 %	53,456.87	0.00 %	53,456.87
CH05	443.62	376.40	0.10	84.85 %	435,514.50	10.00 %	43,551.45	0.00 %	43,551.45
CGL1	148.88	124.95	0.31	83.93 %	172,330.35	10.00 %	17,233.04	0.00 %	17,233.04
TKM1	108.56	88.81	0.10	81.81 %	126,820.60	10.00 %	12,682.06	0.00 %	12,682.06
MRM1	209.95	168.89	0.07	80.44 %	203,406.25	10.00 %	20,340.63	0.00 %	20,340.63
CH39	121.98	96.31	0.35	78.96 %	155,631.60	0.00 %		0.00 %	
CH38	178.90	137.88	0.25	77.07 %	159,903.25	0.00 %		0.00 %	
KNR1	145.93	105.56	0.08	72.34 %	152,960.80	0.00 %		0.00 %	
CH49	330.89	232.90	0.17	70.39 %	352,402.65	0.00 %		0.00 %	
CH42	324.73	226.77	0.15	69.83 %	378,334.15	0.00 %		0.00 %	
CH07	359.29	243.60	0.41	67.80 %	311,002.80	0.00 %		0.00 %	
CH16	507.19	332.28	0.24	65.51 %	520,556.30	0.00 %		0.00 %	
AVD1	237.69	155.23	0.18	65.31 %	199,142.10	0.00 %		0.00 %	
CH28	360.21	228.83	0.09	63.53 %	488,224.45	0.00 %		0.00 %	
SKL1	191.77	118.15	0.36	61.61 %	129,806.70	0.00 %		0.00 %	
GUD2	182.41	111.80	0.18	61.29 %	160,899.10	0.00 %		0.00 %	
CH08	523.04	282.85	0.30	54.08 %	436,649.65	0.00 %		0.00 %	
CH26	88.75	45.28	0.06	51.02 %	50,551.35	0.00 %		0.00 %	
MC09	20.17	10.28	0.02	50.98 %	8,014.75	0.00 %		0.00 %	
CH22	296.80	137.83	0.11	46.44 %	153,327.65	0.00 %		0.00 %	
MC10	32.24	14.57	0.00	45.20 %	8,074.15	0.00 %		0.00 %	
CH29	42.73	11.89	0.00	27.83 %	15,519.60	0.00 %		0.00 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	91.90	4.41	0.00 %	94,638.00	0.00 %		0.00 %	
GHUB	0.00	328.73	0.39	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.35	3.64	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	87.40	0.56	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	29.03	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	10.33	0.33	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.29)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	37.20	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.21)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.05)	-0.35	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.09)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.06)	-1.12	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	(0.09)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.18)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	5.69	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	12.75	0.00	0.00 %	0.00	0.00 %		0.00 %	