

Accu.Target 48,711.45 L	Sales 48,399.44 L	Achieved % 99.36 %	HO Budget+% 0.00 %	Total Com. 574.99 L
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Note : Sales Period is From :01-Apr-2026 To :23-Apr-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	471.93	805.24	170.63 %	0.00	0.00 %	0.00
KL-NORTH	741.42	1,007.34	135.87 %	0.00	0.00 %	0.00
WEST-01	3,050.01	3,832.69	125.66 %	0.00	0.00 %	0.00
WEST-02	4,201.19	4,619.35	109.95 %	0.00	0.00 %	0.00
SOUTH-01	6,969.66	7,630.74	109.49 %	0.00	0.00 %	0.00
SOUTH-03	5,483.30	5,848.14	106.65 %	348,000.00	0.00 %	348,000.00
NORTH ARCOT	3,719.37	3,642.16	97.92 %	108,000.00	0.00 %	108,000.00
TRICHY-01	6,500.04	5,765.73	88.70 %	0.00	0.00 %	0.00
CHENNAI-02	6,051.31	5,328.48	88.05 %	0.00	0.00 %	0.00
SOUTH ARCOT	3,896.63	3,335.96	85.61 %	0.00	0.00 %	0.00
CHENNAI-01	7,626.59	5,979.23	78.40 %	0.00	0.00 %	0.00
OTHERS	0.00	604.38	0.00 %	0.00	0.00 %	0.00
Total	48,711.45	48,399.44	99.36 %		0.00 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	471.93	805.24	170.63%	320,000.00	0.00 %	320,000.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	741.42	1,007.34	135.87%	400,000.00	0.00 %	400,000.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR1	385.80	543.56	140.89%	200,000.00	0.00 %	200,000.00
	CBE1	1,326.28	1,804.98	136.09%	720,000.00	0.00 %	720,000.00
	TPR4	379.58	466.65	122.94%	120,000.00	0.00 %	120,000.00
	PLI1	443.20	532.95	120.25%	150,000.00	0.00 %	150,000.00
	UAM1	515.15	484.56	94.06%	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	797.07	971.24	121.85%	270,000.00	0.00 %	270,000.00
	SLM1	1,262.26	1,378.57	109.21%	195,000.00	0.00 %	195,000.00
	ERD1	1,343.42	1,456.60	108.42%	210,000.00	0.00 %	210,000.00
	MTR1	798.44	812.94	101.82%	120,000.00	0.00 %	120,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	979.16	1,299.05	132.67%	480,000.00	0.00 %	480,000.00
	TVL1	1,068.77	1,348.64	126.19%	390,000.00	0.00 %	390,000.00
	TKS1	992.10	1,104.99	111.38%	220,000.00	0.00 %	220,000.00
	TUT1	1,624.44	1,693.12	104.23%	240,000.00	0.00 %	240,000.00
	KVT1	1,359.90	1,298.25	95.47%	90,000.00	0.00 %	90,000.00
	VNR1	945.28	886.70	93.80%	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	546.72	670.14	122.57%	180,000.00	0.00 %	180,000.00
	TEN1	657.08	772.62	117.58%	140,000.00	0.00 %	140,000.00
	MDU1	2,023.01	2,192.46	108.38%	315,000.00	0.00 %	315,000.00
	KKD2	1,195.41	1,182.09	98.89%	82,500.00	0.00 %	82,500.00
	SVG1	1,061.08	1,030.83	97.15%	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	1,178.60	1,341.72	113.84%	260,000.00	0.00 %	260,000.00
	NA01	1,320.83	1,233.43	93.38%	90,000.00	0.00 %	90,000.00
	NA03	1,219.95	1,067.01	87.46%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	1,973.59	1,900.65	96.30%	142,500.00	0.00 %	142,500.00
	KUM1	1,419.59	1,299.73	91.56%	90,000.00	0.00 %	90,000.00
	PBR1	1,610.18	1,376.77	85.50%	0.00	0.00 %	0.00
	TNJ1	1,496.68	1,188.58	79.41%	0.00	0.00 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	1,428.36	1,295.57	90.70%	90,000.00	0.00 %	90,000.00
	CH01	1,623.33	1,452.10	89.45%	0.00	0.00 %	0.00
	CH09	1,359.98	1,187.56	87.32%	0.00	0.00 %	0.00
	CH04	1,639.64	1,393.25	84.97%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	1,060.81	932.76	87.93%	0.00	0.00 %	0.00
	SA02	1,421.12	1,209.84	85.13%	0.00	0.00 %	0.00
	SA01	1,414.70	1,193.35	84.35%	0.00	0.00 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,806.79	1,569.23	86.85%	0.00	0.00 %	0.00
	CH08	1,925.75	1,565.77	81.31%	0.00	0.00 %	0.00
	CH03	1,369.64	1,079.24	78.80%	0.00	0.00 %	0.00
	CH06	2,524.41	1,764.98	69.92%	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	(0.10)	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	209.28	410.74	0.08	196.27 %	275,776.60	40.00 %	110,310.64	0.00 %	110,310.64
PAS1	104.73	171.86	0.17	164.09 %	108,407.15	40.00 %	43,362.86	0.00 %	43,362.86
PNL1	74.41	110.25	0.56	148.16 %	68,376.15	40.00 %	27,350.46	0.00 %	27,350.46
KLR1	83.51	112.39	0.08	134.59 %	70,438.90	40.00 %	28,175.56	0.00 %	28,175.56
KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	741.42	1,007.34	0.11	135.87 %	1,203,798.00	40.00 %	481,519.20	0.00 %	481,519.20
WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TPR2	147.74	264.17	0.05	178.80 %	274,897.70	40.00 %	109,959.08	0.00 %	109,959.08
AVI1	62.18	109.45	0.13	176.01 %	146,404.40	40.00 %	58,561.76	0.00 %	58,561.76
CBE1	83.46	138.24	0.40	165.63 %	145,532.15	40.00 %	58,212.86	0.00 %	58,212.86
CBE4	133.93	216.82	0.04	161.89 %	310,737.15	40.00 %	124,294.86	0.00 %	124,294.86
MPM1	104.50	168.12	0.15	160.88 %	203,246.75	40.00 %	81,298.70	0.00 %	81,298.70
ANR1	22.55	34.75	0.15	154.10 %	72,920.80	40.00 %	29,168.32	0.00 %	29,168.32
CBE3	35.11	51.04	0.06	145.38 %	66,739.70	40.00 %	26,695.88	0.00 %	26,695.88
SNR1	107.38	153.58	0.05	143.03 %	174,532.60	40.00 %	69,813.04	0.00 %	69,813.04
CBE2	513.90	732.87	0.08	142.61 %	909,488.00	40.00 %	363,795.20	0.00 %	363,795.20
UMP1	74.46	105.62	0.12	141.85 %	83,170.15	40.00 %	33,268.06	0.00 %	33,268.06
PDM1	59.04	81.93	0.19	138.76 %	145,942.55	40.00 %	58,377.02	0.00 %	58,377.02
TPR1	132.39	181.36	0.28	136.99 %	224,633.30	40.00 %	89,853.32	0.00 %	89,853.32
GBM1	85.15	116.47	0.11	136.79 %	121,712.05	40.00 %	48,684.82	0.00 %	48,684.82
KGM1	69.57	91.61	0.00	131.68 %	139,100.85	40.00 %	55,640.34	0.00 %	55,640.34
PPI1	52.92	69.42	0.26	131.18 %	112,026.90	40.00 %	44,810.76	0.00 %	44,810.76
SUL1	75.52	93.41	0.22	123.68 %	149,229.45	40.00 %	59,691.78	0.00 %	59,691.78
KMR1	184.30	213.40	0.22	115.79 %	319,668.50	30.00 %	95,900.55	0.00 %	95,900.55
DPM2	87.40	100.67	0.06	115.18 %	157,129.15	30.00 %	47,138.75	0.00 %	47,138.75
CBE6	121.61	139.16	0.26	114.43 %	153,860.85	30.00 %	46,158.26	0.00 %	46,158.26
SYM2	79.10	85.30	0.04	107.84 %	94,090.50	25.00 %	23,522.63	0.00 %	23,522.63
PLI1	152.73	153.13	0.20	100.26 %	152,934.65	25.00 %	38,233.66	0.00 %	38,233.66
CNR1	58.21	57.30	0.03	98.43 %	40,118.75	20.00 %	8,023.75	0.00 %	8,023.75
CBE5	71.08	66.46	0.08	93.50 %	132,386.65	15.00 %	19,858.00	0.00 %	19,858.00
KMD1	77.61	72.36	0.07	93.24 %	88,432.60	15.00 %	13,264.89	0.00 %	13,264.89
TPR3	105.67	98.03	0.01	92.77 %	103,136.60	15.00 %	15,470.49	0.00 %	15,470.49
GDR1	69.79	55.60	0.15	79.67 %	40,494.45	0.00 %		0.00 %	
KGI1	79.27	55.41	0.00	69.90 %	38,784.30	0.00 %		0.00 %	
TPR4	77.69	51.26	0.00	65.98 %	76,672.40	0.00 %		0.00 %	
UAM1	125.77	75.78	0.12	60.25 %	47,761.05	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	89.63	189.47	0.10	211.39 %	190,226.85	40.00 %	76,090.74	0.00 %	76,090.74
DPR1	62.05	82.46	0.02	132.88 %	65,542.05	40.00 %	26,216.82	0.00 %	26,216.82
HSR1	120.20	153.03	0.17	127.31 %	205,364.40	40.00 %	82,145.76	0.00 %	82,145.76
ERD1	285.22	363.01	0.14	127.27 %	486,392.90	40.00 %	194,557.16	0.00 %	194,557.16
KVP1	71.25	88.79	0.31	124.62 %	73,955.85	40.00 %	29,582.34	0.00 %	29,582.34
EDP1	44.44	54.96	0.16	123.67 %	43,332.95	40.00 %	17,333.18	0.00 %	17,333.18
ERD2	294.05	362.52	0.06	123.28 %	654,503.75	40.00 %	261,801.50	0.00 %	261,801.50
PLC1	75.33	89.77	0.10	119.17 %	136,682.70	30.00 %	41,004.81	0.00 %	41,004.81
SLM3	184.46	217.22	0.07	117.76 %	280,615.05	30.00 %	84,184.52	0.00 %	84,184.52
NKL2	184.44	213.80	0.14	115.91 %	260,452.25	30.00 %	78,135.68	0.00 %	78,135.68
TCG1	85.82	99.32	0.03	115.73 %	148,363.30	30.00 %	44,508.99	0.00 %	44,508.99
SLM1	376.51	431.02	0.10	114.48 %	480,252.20	30.00 %	144,075.66	0.00 %	144,075.66
SLM2	151.18	172.80	0.01	114.30 %	169,792.15	30.00 %	50,937.65	0.00 %	50,937.65
SGI1	64.71	69.32	0.08	107.12 %	66,432.20	25.00 %	16,608.05	0.00 %	16,608.05
OML1	120.63	126.39	0.21	104.78 %	168,178.80	25.00 %	42,044.70	0.00 %	42,044.70
BMD1	78.31	81.70	0.00	104.32 %	82,437.70	25.00 %	20,609.43	0.00 %	20,609.43
TRM1	134.48	139.86	0.10	104.00 %	147,326.50	25.00 %	36,831.63	0.00 %	36,831.63
KAM1	73.42	76.19	0.37	103.76 %	111,038.50	25.00 %	27,759.63	0.00 %	27,759.63
PMP1	93.46	96.71	0.18	103.47 %	74,536.35	25.00 %	18,634.09	0.00 %	18,634.09
ATU1	179.67	185.27	0.04	103.12 %	192,537.95	25.00 %	48,134.49	0.00 %	48,134.49
MCR1	114.67	117.78	0.14	102.71 %	165,774.75	25.00 %	41,443.69	0.00 %	41,443.69
CMI1	63.97	65.42	0.01	102.26 %	87,219.70	25.00 %	21,804.93	0.00 %	21,804.93
APN1	91.22	92.66	0.14	101.58 %	138,064.85	25.00 %	34,516.21	0.00 %	34,516.21
DPR2	80.61	81.35	0.20	100.91 %	101,709.05	25.00 %	25,427.26	0.00 %	25,427.26
PDR1	61.62	61.74	0.00	100.20 %	115,122.00	25.00 %	28,780.50	0.00 %	28,780.50
HSR2	209.06	207.96	0.15	99.47 %	243,276.05	20.00 %	48,655.21	0.00 %	48,655.21
VPD1	123.58	122.80	0.06	99.37 %	152,623.50	20.00 %	30,524.70	0.00 %	30,524.70
RSP1	125.95	122.74	0.18	97.45 %	137,872.75	20.00 %	27,574.55	0.00 %	27,574.55
SGG1	52.55	48.75	0.16	92.78 %	52,255.55	15.00 %	7,838.33	0.00 %	7,838.33
MTR1	125.66	115.90	0.15	92.23 %	154,131.45	15.00 %	23,119.72	0.00 %	23,119.72
EPI1	111.21	101.87	0.13	91.60 %	121,776.20	15.00 %	18,266.43	0.00 %	18,266.43
HRR1	82.02	67.51	0.10	82.31 %	66,357.15	10.00 %	6,635.72	0.00 %	6,635.72
VKL1	73.42	52.13	0.15	70.99 %	91,309.45	0.00 %		0.00 %	
KMM1	116.37	67.18	0.05	57.73 %	84,788.15	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	78.07	132.69	0.12	169.96 %	168,320.20	40.00 %	67,328.08	0.00 %	67,328.08
MMT1	90.67	144.40	0.23	159.25 %	141,259.60	40.00 %	56,503.84	0.00 %	56,503.84
ERL2	105.49	162.32	0.24	153.88 %	280,926.05	40.00 %	112,370.42	0.00 %	112,370.42
ARM1	72.98	109.92	0.37	150.62 %	108,696.80	40.00 %	43,478.72	0.00 %	43,478.72
KSM1	47.43	68.63	0.20	144.68 %	56,125.95	40.00 %	22,450.38	0.00 %	22,450.38
NGR1	392.67	530.40	0.42	135.07 %	367,117.25	40.00 %	146,846.90	0.00 %	146,846.90
ASM1	89.79	116.45	0.24	129.69 %	147,209.85	40.00 %	58,883.94	0.00 %	58,883.94
TKS2	284.94	365.20	0.33	128.17 %	330,462.75	40.00 %	132,185.10	0.00 %	132,185.10
TVL1	677.06	861.99	0.10	127.31 %	1,296,588.50	40.00 %	518,635.40	0.00 %	518,635.40
MAR1	203.27	256.24	0.22	126.06 %	297,871.05	40.00 %	119,148.42	0.00 %	119,148.42
STU2	77.69	94.37	0.36	121.46 %	71,068.65	40.00 %	28,427.46	0.00 %	28,427.46
KYR1	83.53	100.76	0.35	120.62 %	133,853.60	40.00 %	53,541.44	0.00 %	53,541.44
SDI1	97.67	117.63	0.23	120.44 %	97,010.20	40.00 %	38,804.08	0.00 %	38,804.08
SVK1	201.56	239.86	0.15	119.00 %	266,850.05	30.00 %	80,055.02	0.00 %	80,055.02
TCN1	163.78	191.14	0.53	116.70 %	239,019.35	30.00 %	71,705.81	0.00 %	71,705.81
PDI1	88.70	100.90	0.36	113.76 %	86,818.30	30.00 %	26,045.49	0.00 %	26,045.49
VLY1	228.94	260.28	0.27	113.69 %	319,796.35	30.00 %	95,938.91	0.00 %	95,938.91
TKS1	218.53	248.35	0.27	113.65 %	230,977.25	30.00 %	69,293.18	0.00 %	69,293.18
UDN1	101.93	115.18	0.17	113.00 %	130,461.10	30.00 %	39,138.33	0.00 %	39,138.33
COL1	59.24	64.83	0.35	109.44 %	49,781.45	25.00 %	12,445.36	0.00 %	12,445.36
TUT2	324.94	345.93	0.14	106.46 %	437,705.75	25.00 %	109,426.44	0.00 %	109,426.44
VKM1	86.42	90.47	0.30	104.69 %	124,607.80	25.00 %	31,151.95	0.00 %	31,151.95
VNR1	92.34	92.93	0.40	100.64 %	101,841.65	25.00 %	25,460.41	0.00 %	25,460.41
SNL1	108.72	108.02	0.30	99.36 %	101,989.25	20.00 %	20,397.85	0.00 %	20,397.85
SGT1	70.38	69.93	0.10	99.36 %	54,204.10	20.00 %	10,840.82	0.00 %	10,840.82
TYI1	117.97	116.17	0.25	98.47 %	181,215.65	20.00 %	36,243.13	0.00 %	36,243.13
SKD1	97.39	94.53	0.15	97.06 %	114,468.30	20.00 %	22,893.66	0.00 %	22,893.66
KVT1	396.02	380.85	0.11	96.17 %	612,468.35	20.00 %	122,493.67	0.00 %	122,493.67
TKY1	107.81	101.85	0.24	94.48 %	108,554.55	15.00 %	16,283.18	0.00 %	16,283.18
TUT1	810.33	762.38	0.13	94.08 %	1,163,340.30	15.00 %	174,501.05	0.00 %	174,501.05
VNR2	366.26	324.82	0.13	88.69 %	379,671.20	10.00 %	37,967.12	0.00 %	37,967.12
RPM1	231.89	202.99	0.23	87.54 %	199,117.85	10.00 %	19,911.79	0.00 %	19,911.79
PKD1	209.16	179.07	0.37	85.62 %	234,244.15	10.00 %	23,424.42	0.00 %	23,424.42
RND1	300.97	250.17	0.13	83.12 %	414,924.65	10.00 %	41,492.47	0.00 %	41,492.47
APK2	127.06	104.96	0.17	82.60 %	93,039.95	10.00 %	9,304.00	0.00 %	9,304.00
APK1	158.06	124.13	0.29	78.54 %	158,730.75	0.00 %		0.00 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	68.50	93.17	0.05	136.01 %	65,945.45	40.00 %	26,378.18	0.00 %	26,378.18
BTU1	48.91	64.45	0.08	131.79 %	54,104.75	40.00 %	21,641.90	0.00 %	21,641.90
MPA1	169.20	220.38	0.07	130.25 %	215,012.75	40.00 %	86,005.10	0.00 %	86,005.10
TEN1	106.82	137.66	0.11	128.87 %	113,190.40	40.00 %	45,276.16	0.00 %	45,276.16
KKD3	186.74	238.68	0.11	127.81 %	375,383.65	40.00 %	150,153.46	0.00 %	150,153.46
KRR1	183.03	230.74	0.20	126.07 %	352,828.70	40.00 %	141,131.48	0.00 %	141,131.48
PNI1	73.22	87.81	0.08	119.94 %	65,222.45	30.00 %	19,566.74	0.00 %	19,566.74
MDU1	562.87	672.26	0.11	119.43 %	588,948.95	30.00 %	176,684.69	0.00 %	176,684.69
TEN2	158.34	188.87	0.21	119.28 %	86,819.25	30.00 %	26,045.78	0.00 %	26,045.78
DGL1	271.61	315.60	0.13	116.19 %	231,000.90	30.00 %	69,300.27	0.00 %	69,300.27
ODM1	58.23	66.69	0.08	114.54 %	42,037.45	30.00 %	12,611.24	0.00 %	12,611.24
BNR1	75.07	85.59	0.08	114.01 %	80,722.50	30.00 %	24,216.75	0.00 %	24,216.75
ADP1	75.29	84.99	0.10	112.89 %	95,422.10	30.00 %	28,626.63	0.00 %	28,626.63
USL1	102.32	113.90	0.06	111.32 %	96,861.15	30.00 %	29,058.35	0.00 %	29,058.35
MDU6	270.02	299.05	0.08	110.75 %	251,874.45	30.00 %	75,562.34	0.00 %	75,562.34
TPT1	161.28	177.57	0.06	110.10 %	249,123.50	30.00 %	74,737.05	0.00 %	74,737.05
PNV2	69.90	75.51	0.23	108.03 %	71,376.30	25.00 %	17,844.08	0.00 %	17,844.08
CBM1	116.34	123.91	0.07	106.50 %	167,169.95	25.00 %	41,792.49	0.00 %	41,792.49
TMM1	186.12	195.09	0.27	104.82 %	117,219.65	25.00 %	29,304.91	0.00 %	29,304.91
MDU3	183.65	191.60	0.24	104.33 %	155,951.45	25.00 %	38,987.86	0.00 %	38,987.86
PKM1	56.72	58.43	0.07	103.02 %	48,807.15	25.00 %	12,201.79	0.00 %	12,201.79
NTM1	63.06	64.52	0.16	102.32 %	80,858.05	25.00 %	20,214.51	0.00 %	20,214.51
MDU7	194.09	197.46	0.06	101.74 %	187,797.00	25.00 %	46,949.25	0.00 %	46,949.25
KPT1	77.33	77.41	0.10	100.11 %	97,067.55	25.00 %	24,266.89	0.00 %	24,266.89
DGL2	121.90	121.19	0.28	99.42 %	113,181.25	20.00 %	22,636.25	0.00 %	22,636.25
MDU2	340.38	334.30	0.40	98.21 %	369,107.95	20.00 %	73,821.59	0.00 %	73,821.59
MDU5	118.23	113.51	0.03	96.01 %	116,008.50	20.00 %	23,201.70	0.00 %	23,201.70
SGP1	68.66	65.09	0.16	94.79 %	97,423.40	15.00 %	14,613.51	0.00 %	14,613.51
MDU4	154.35	144.94	0.20	93.91 %	95,792.30	15.00 %	14,368.85	0.00 %	14,368.85
TDI1	112.06	104.81	0.02	93.53 %	151,931.00	15.00 %	22,789.65	0.00 %	22,789.65
NKI1	79.00	72.86	0.23	92.23 %	71,119.45	15.00 %	10,667.92	0.00 %	10,667.92
DKI1	173.17	154.11	0.07	88.99 %	274,197.55	10.00 %	27,419.76	0.00 %	27,419.76
MLR1	112.99	98.90	0.04	87.53 %	127,966.00	10.00 %	12,796.60	0.00 %	12,796.60
PVI1	119.49	104.07	0.06	87.09 %	102,104.80	10.00 %	10,210.48	0.00 %	10,210.48
ATG1	223.87	194.54	0.18	86.90 %	199,204.40	10.00 %	19,920.44	0.00 %	19,920.44
MNM1	80.22	67.73	0.14	84.42 %	95,367.10	10.00 %	9,536.71	0.00 %	9,536.71
KYK1	87.60	72.57	0.04	82.84 %	80,662.60	10.00 %	8,066.26	0.00 %	8,066.26
SVG1	172.74	138.18	0.05	79.99 %	141,425.45	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	84.87	128.65	0.05	151.58 %	178,091.55	40.00 %	71,236.62	0.00 %	71,236.62
BGR1	63.04	78.01	0.15	123.75 %	111,187.50	40.00 %	44,475.00	0.00 %	44,475.00
TRR1	189.55	233.84	0.14	123.37 %	261,663.00	40.00 %	104,665.20	0.00 %	104,665.20
GDM1	105.26	126.89	0.23	120.56 %	99,776.80	40.00 %	39,910.72	0.00 %	39,910.72
SLG1	84.43	97.54	0.05	115.53 %	127,487.20	30.00 %	38,246.16	0.00 %	38,246.16
ABR1	153.56	175.13	0.24	114.05 %	222,921.60	30.00 %	66,876.48	0.00 %	66,876.48
CGM1	85.63	92.40	0.37	107.90 %	94,305.05	25.00 %	23,576.26	0.00 %	23,576.26
VEL2	271.27	289.31	0.12	106.65 %	410,217.00	25.00 %	102,554.25	0.00 %	102,554.25
ARC2	109.27	114.55	0.07	104.84 %	157,382.85	25.00 %	39,345.71	0.00 %	39,345.71
VEL1	198.60	207.15	0.12	104.31 %	270,605.00	25.00 %	67,651.25	0.00 %	67,651.25
AKM1	186.10	186.75	0.14	100.35 %	247,664.75	25.00 %	61,916.19	0.00 %	61,916.19
PTU1	45.97	45.22	0.02	98.38 %	41,211.90	20.00 %	8,242.38	0.00 %	8,242.38
PLR1	89.86	88.34	0.03	98.31 %	87,594.65	20.00 %	17,518.93	0.00 %	17,518.93
WJP1	125.07	119.54	0.09	95.57 %	180,405.25	20.00 %	36,081.05	0.00 %	36,081.05
TRT1	126.39	119.40	0.04	94.47 %	136,287.40	15.00 %	20,443.11	0.00 %	20,443.11
ANI1	95.90	89.29	0.08	93.11 %	111,643.10	15.00 %	16,746.47	0.00 %	16,746.47
KPM2	431.57	399.89	0.10	92.66 %	462,209.90	15.00 %	69,331.49	0.00 %	69,331.49
WJD1	131.94	118.32	0.37	89.68 %	198,393.45	10.00 %	19,839.35	0.00 %	19,839.35
KPM1	131.10	116.98	0.39	89.23 %	149,163.90	10.00 %	14,916.39	0.00 %	14,916.39
CPT1	87.23	75.52	0.12	86.58 %	122,963.55	10.00 %	12,296.36	0.00 %	12,296.36
VSI1	173.33	147.65	0.05	85.18 %	243,629.80	10.00 %	24,362.98	0.00 %	24,362.98
SBR1	270.10	224.55	0.00	83.14 %	313,187.60	10.00 %	31,318.76	0.00 %	31,318.76
UGI1	61.85	50.36	0.00	81.42 %	50,434.35	10.00 %	5,043.44	0.00 %	5,043.44
CYR1	109.87	88.11	0.16	80.19 %	136,178.85	10.00 %	13,617.89	0.00 %	13,617.89
TRL1	307.62	228.76	0.19	74.36 %	280,808.20	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	66.65	114.47	0.08	171.75 %	38,297.90	40.00 %	15,319.16	0.00 %	15,319.16
TYR1	174.31	212.80	0.15	122.08 %	215,545.90	40.00 %	86,218.36	0.00 %	86,218.36
TRY2	108.22	127.60	0.08	117.90 %	110,782.30	30.00 %	33,234.69	0.00 %	33,234.69
PDK1	118.38	133.63	0.15	112.88 %	156,358.70	30.00 %	46,907.61	0.00 %	46,907.61
TRY3	185.49	207.16	0.02	111.68 %	181,445.50	30.00 %	54,433.65	0.00 %	54,433.65
KIK1	137.56	145.35	0.05	105.66 %	201,292.45	25.00 %	50,323.11	0.00 %	50,323.11
NMM1	87.47	88.26	0.02	100.91 %	108,454.90	25.00 %	27,113.73	0.00 %	27,113.73
TVR1	111.10	110.18	0.00	99.17 %	123,519.20	20.00 %	24,703.84	0.00 %	24,703.84
MVM1	296.52	293.92	0.11	99.13 %	462,545.45	20.00 %	92,509.09	0.00 %	92,509.09
NCK1	64.81	63.06	0.00	97.31 %	50,443.05	20.00 %	10,088.61	0.00 %	10,088.61
TRY1	1,157.60	1,117.31	0.10	96.52 %	947,679.10	20.00 %	189,535.82	0.00 %	189,535.82
MSI1	145.57	140.22	0.02	96.32 %	144,931.95	20.00 %	28,986.39	0.00 %	28,986.39
TTP1	153.41	143.06	0.00	93.26 %	134,640.45	15.00 %	20,196.07	0.00 %	20,196.07
TVR2	296.59	268.32	0.08	90.47 %	248,071.20	15.00 %	37,210.68	0.00 %	37,210.68
PTK1	244.81	218.29	0.05	89.17 %	198,540.80	10.00 %	19,854.08	0.00 %	19,854.08
KRN1	126.64	110.42	0.13	87.20 %	123,112.95	10.00 %	12,311.30	0.00 %	12,311.30
ORU1	101.80	84.67	0.26	83.17 %	124,621.55	10.00 %	12,462.16	0.00 %	12,462.16
TNJ2	314.99	255.42	0.08	81.09 %	216,365.40	10.00 %	21,636.54	0.00 %	21,636.54
NGT1	196.24	155.06	0.04	79.02 %	253,173.55	0.00 %		0.00 %	
MDI1	222.72	174.04	0.16	78.14 %	163,228.30	0.00 %		0.00 %	
KUM1	393.23	300.22	0.03	76.35 %	281,826.20	0.00 %		0.00 %	
PBR2	447.03	340.28	0.08	76.12 %	316,458.30	0.00 %		0.00 %	
AYR1	175.23	132.55	0.14	75.64 %	156,671.10	0.00 %		0.00 %	
TRY4	277.26	204.52	0.05	73.77 %	294,053.10	0.00 %		0.00 %	
JKM1	184.52	134.36	0.04	72.81 %	149,936.90	0.00 %		0.00 %	
TNJ1	430.84	311.80	0.10	72.37 %	211,403.75	0.00 %		0.00 %	
PBR1	187.01	122.65	0.03	65.59 %	84,215.05	0.00 %		0.00 %	
APM1	94.05	56.10	0.21	59.65 %	74,269.10	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)
MC05	40.29	52.97	0.33	131.48 %	23,557.95	40.00 %	9,423.18	0.00 %	9,423.18
CH46	88.31	111.69	0.12	126.47 %	149,949.30	40.00 %	59,979.72	0.00 %	59,979.72
CH17	183.10	222.93	0.15	121.75 %	410,154.00	40.00 %	164,061.60	0.00 %	164,061.60
CH27	61.70	73.22	0.33	118.67 %	100,477.75	30.00 %	30,143.33	0.00 %	30,143.33
UKI1	113.71	129.01	0.13	113.45 %	161,600.70	30.00 %	48,480.21	0.00 %	48,480.21
CH31	86.38	96.49	0.12	111.70 %	135,379.20	30.00 %	40,613.76	0.00 %	40,613.76
PON1	108.66	114.61	0.08	105.48 %	186,764.25	25.00 %	46,691.06	0.00 %	46,691.06
CH23	110.65	115.32	0.41	104.22 %	147,163.20	25.00 %	36,790.80	0.00 %	36,790.80
CH24	257.80	258.89	0.15	100.42 %	348,051.70	25.00 %	87,012.93	0.00 %	87,012.93
CH18	257.26	251.78	0.14	97.87 %	403,682.10	20.00 %	80,736.42	0.00 %	80,736.42
GPD1	149.48	138.65	0.36	92.75 %	123,972.60	15.00 %	18,595.89	0.00 %	18,595.89
CH03	587.82	544.04	0.25	92.55 %	749,204.80	15.00 %	112,380.72	0.00 %	112,380.72
CH33	243.47	214.48	0.22	88.09 %	274,280.95	10.00 %	27,428.10	0.00 %	27,428.10
CH50	237.52	206.74	0.07	87.04 %	351,922.40	10.00 %	35,192.24	0.00 %	35,192.24
CH36	102.82	89.23	0.31	86.78 %	87,215.00	10.00 %	8,721.50	0.00 %	8,721.50
CH34	247.50	212.99	0.12	86.06 %	264,105.05	10.00 %	26,410.51	0.00 %	26,410.51
CH15	579.36	490.99	0.09	84.75 %	550,269.00	10.00 %	55,026.90	0.00 %	55,026.90
CH20	318.68	268.02	0.25	84.10 %	308,765.50	10.00 %	30,876.55	0.00 %	30,876.55
CH32	42.58	34.77	0.08	81.66 %	49,759.50	10.00 %	4,975.95	0.00 %	4,975.95
CH12	375.38	304.12	0.19	81.02 %	411,323.40	10.00 %	41,132.34	0.00 %	41,132.34
CH06	240.02	194.45	0.05	81.01 %	254,459.35	10.00 %	25,445.94	0.00 %	25,445.94
CH41	225.01	181.48	0.17	80.65 %	296,777.05	10.00 %	29,677.71	0.00 %	29,677.71
CH21	428.04	343.15	0.49	80.17 %	384,249.50	10.00 %	38,424.95	0.00 %	38,424.95
MJR1	226.65	179.28	0.17	79.10 %	205,718.15	0.00 %		0.00 %	
CH44	206.70	152.55	0.18	73.80 %	207,489.15	0.00 %		0.00 %	
CH43	183.34	129.23	0.43	70.49 %	147,011.30	0.00 %		0.00 %	
MC06	51.66	35.28	0.80	68.29 %	18,819.00	0.00 %		0.00 %	
CH51	279.21	179.07	0.88	64.13 %	207,971.60	0.00 %		0.00 %	
CH01	18.19	3.43	0.00	18.84 %	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	61.19	80.84	0.06	132.11 %	43,459.70	40.00 %	17,383.88	0.00 %	17,383.88
PRT1	152.13	176.66	0.21	116.13 %	190,772.90	30.00 %	57,231.87	0.00 %	57,231.87
KLM1	171.66	173.58	0.05	101.12 %	269,028.20	25.00 %	67,257.05	0.00 %	67,257.05
MKM1	84.26	84.33	0.24	100.08 %	131,792.35	20.00 %	26,358.47	0.00 %	26,358.47
SJI2	178.96	178.24	0.17	99.60 %	198,970.55	20.00 %	39,794.11	0.00 %	39,794.11
KML1	111.84	109.95	0.09	98.31 %	155,068.40	20.00 %	31,013.68	0.00 %	31,013.68
TRK1	213.69	200.61	0.22	93.88 %	280,949.70	15.00 %	42,142.46	0.00 %	42,142.46
KKI2	202.63	189.76	0.18	93.65 %	243,101.10	15.00 %	36,465.17	0.00 %	36,465.17
POY2	317.44	296.99	0.08	93.56 %	370,356.75	15.00 %	55,553.51	0.00 %	55,553.51
TVM2	111.33	101.25	0.08	90.95 %	63,273.75	15.00 %	9,491.06	0.00 %	9,491.06
VPM2	217.29	191.85	0.18	88.29 %	269,567.50	10.00 %	26,956.75	0.00 %	26,956.75
CDM1	238.76	196.57	0.17	82.33 %	228,698.55	10.00 %	22,869.86	0.00 %	22,869.86
TVM1	105.87	86.70	0.10	81.89 %	95,954.10	10.00 %	9,595.41	0.00 %	9,595.41
POY1	413.63	331.35	0.16	80.11 %	493,951.00	10.00 %	49,395.10	0.00 %	49,395.10
TDM1	155.54	124.55	0.11	80.08 %	133,006.10	0.00 %		0.00 %	
ULP1	214.70	169.66	0.13	79.02 %	179,252.25	0.00 %		0.00 %	
NVL2	234.86	174.44	0.06	74.28 %	179,126.15	0.00 %		0.00 %	
CUD1	427.70	307.10	0.08	71.80 %	419,120.85	0.00 %		0.00 %	
STP1	83.51	56.49	0.49	67.65 %	74,478.55	0.00 %		0.00 %	
VPM1	78.14	49.57	0.01	63.44 %	59,470.10	0.00 %		0.00 %	
VCM1	121.50	55.46	0.09	45.65 %	60,488.55	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	218.38	430.89	0.28	197.31 %	543,626.55	40.00 %	217,450.62	0.00 %	217,450.62
CH30	229.70	329.53	0.33	143.46 %	333,649.10	40.00 %	133,459.64	0.00 %	133,459.64
CH40	66.17	77.49	0.02	117.11 %	32,155.40	30.00 %	9,646.62	0.00 %	9,646.62
GUD1	224.49	225.62	0.33	100.51 %	423,072.55	25.00 %	105,768.14	0.00 %	105,768.14
CH25	233.79	224.23	0.32	95.91 %	256,412.60	20.00 %	51,282.52	0.00 %	51,282.52
CH45	231.63	217.88	0.26	94.06 %	286,603.05	15.00 %	42,990.46	0.00 %	42,990.46
CH37	116.54	108.57	0.12	93.16 %	194,894.75	15.00 %	29,234.21	0.00 %	29,234.21
CH19	289.77	262.60	0.23	90.62 %	373,940.90	15.00 %	56,091.14	0.00 %	56,091.14
CH48	284.21	255.40	0.04	89.86 %	450,029.75	10.00 %	45,002.98	0.00 %	45,002.98
CH35	193.51	165.83	0.03	85.70 %	295,742.40	10.00 %	29,574.24	0.00 %	29,574.24
CH14	461.98	382.81	0.30	82.86 %	538,692.70	10.00 %	53,869.27	0.00 %	53,869.27
CH05	463.78	379.91	0.10	81.92 %	438,550.15	10.00 %	43,855.02	0.00 %	43,855.02
CGL1	155.65	126.67	0.30	81.38 %	174,873.00	10.00 %	17,487.30	0.00 %	17,487.30
TKM1	113.49	91.29	0.10	80.44 %	130,150.45	10.00 %	13,015.05	0.00 %	13,015.05
MRM1	219.49	172.05	0.07	78.39 %	207,070.10	0.00 %		0.00 %	
CH39	127.53	98.82	0.34	77.49 %	158,158.35	0.00 %		0.00 %	
CH38	187.03	140.02	0.25	74.87 %	162,863.20	0.00 %		0.00 %	
KNR1	152.56	109.15	0.08	71.54 %	157,840.60	0.00 %		0.00 %	
CH42	339.50	233.75	0.15	68.85 %	384,247.50	0.00 %		0.00 %	
CH49	345.93	234.64	0.17	67.83 %	355,401.75	0.00 %		0.00 %	
CH07	375.62	247.22	0.44	65.82 %	313,824.70	0.00 %		0.00 %	
CH16	530.24	336.75	0.24	63.51 %	521,223.00	0.00 %		0.00 %	
AVD1	248.49	156.55	0.17	63.00 %	199,065.20	0.00 %		0.00 %	
CH28	376.58	233.12	0.09	61.90 %	500,171.80	0.00 %		0.00 %	
SKL1	200.48	118.48	0.36	59.10 %	129,530.70	0.00 %		0.00 %	
GUD2	190.70	112.66	0.18	59.08 %	162,280.90	0.00 %		0.00 %	
CH08	546.81	284.49	0.30	52.03 %	440,950.90	0.00 %		0.00 %	
CH26	92.78	46.04	0.06	49.62 %	50,799.25	0.00 %		0.00 %	
MC09	21.08	10.28	0.02	48.76 %	8,014.75	0.00 %		0.00 %	
CH22	310.29	139.70	0.11	45.02 %	155,181.90	0.00 %		0.00 %	
MC10	33.71	14.59	0.00	43.27 %	8,111.05	0.00 %		0.00 %	
CH29	44.67	12.21	0.00	27.34 %	16,218.60	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	(0.10)	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 %	