

Accu.Target 45,878.96 L **Sales** 36,955.85 L **Achieved %** 80.55 % **HO Budget+%** 9.45 % **Total Com.** 399.02 L

Note : Sales Period is From :01-May-2026 To :24-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	3,170.90	2,919.70	92.08 %	87,000.00	9.45 %	174,000.00
CHENNAI-02	5,703.26	5,162.65	90.52 %	153,000.00	9.45 %	153,000.00
KL-NORTH	969.61	823.15	84.90 %	0.00	9.45 %	0.00
SOUTH ARCOT	3,444.00	2,857.87	82.98 %	0.00	9.45 %	84,000.00
SOUTH-03	5,245.97	4,107.10	78.29 %	0.00	9.45 %	0.00
WEST-02	3,800.92	2,962.39	77.94 %	0.00	9.45 %	0.00
WEST-01	2,713.93	2,069.63	76.26 %	0.00	9.45 %	0.00
KL-SOUTH	626.04	472.82	75.53 %	0.00	9.45 %	0.00
CHENNAI-01	7,094.23	5,337.26	75.23 %	0.00	9.45 %	0.00
SOUTH-01	7,357.12	5,513.00	74.93 %	0.00	9.45 %	0.00
TRICHY-01	5,752.98	4,169.06	72.47 %	0.00	9.45 %	0.00
OTHERS	0.00	561.22	0.00 %	0.00	0.00 %	0.00
Total	45,878.96	36,955.85	80.55 %		9.45 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	971.47	978.93	100.77%	135,000.00	9.45 %	180,000.00
	NA03	1,034.69	917.55	88.68%	0.00	9.45 %	67,500.00
	NA01	1,164.74	1,023.22	87.85%	0.00	9.45 %	75,000.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,540.43	1,438.05	93.35%	105,000.00	9.45 %	210,000.00
	CH04	1,512.25	1,387.00	91.72%	97,500.00	9.45 %	195,000.00
	CH09	1,287.29	1,158.65	90.01%	82,500.00	9.45 %	82,500.00
CH07	1,363.28	1,178.95	86.48%	0.00	9.45 %	82,500.00	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	969.61	823.15	84.90%	0.00	9.45 %	60,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	1,263.99	1,073.35	84.92%	0.00	9.45 %	75,000.00
	SA03	903.97	755.06	83.53%	0.00	9.45 %	52,500.00
SA01	1,276.03	1,029.45	80.68%	0.00	9.45 %	0.00	

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	594.06	536.45	90.30%	37,500.00	9.45 %	37,500.00
	KRR1	510.48	418.18	81.92%	0.00	9.45 %	30,000.00
	KKD2	1,172.60	905.59	77.23%	0.00	9.45 %	0.00
	MDU1	2,033.50	1,541.92	75.83%	0.00	9.45 %	0.00
SVG1	935.33	704.97	75.37%	0.00	9.45 %	0.00	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	755.67	689.00	91.18%	45,000.00	9.45 %	90,000.00
	SLM1	1,161.51	885.20	76.21%	0.00	9.45 %	0.00
	MTR1	772.70	581.33	75.23%	0.00	9.45 %	0.00
	ERD1	1,111.05	806.86	72.62%	0.00	9.45 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	405.48	405.46	99.99%	30,000.00	9.45 %	80,000.00
	TPR4	298.27	264.30	88.61%	0.00	9.45 %	15,000.00
	PLI1	366.02	277.82	75.90%	0.00	9.45 %	0.00
	TPR1	310.80	222.50	71.59%	0.00	9.45 %	0.00
	CBE1	1,333.36	899.54	67.46%	0.00	9.45 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	626.04	472.82	75.53%	0.00	9.45 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	1,278.02	1,015.18	79.43%	0.00	9.45 %	0.00
	CH05	1,754.30	1,373.67	78.30%	0.00	9.45 %	0.00
	CH03	1,176.48	910.90	77.43%	0.00	9.45 %	0.00
	CH10	1,372.16	988.96	72.07%	0.00	9.45 %	0.00
	CH06	1,513.27	1,048.55	69.29%	0.00	9.45 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	851.29	710.87	83.50%	0.00	9.45 %	52,500.00
	KVT1	1,334.66	1,024.27	76.74%	0.00	9.45 %	0.00
	TVL1	1,234.88	934.07	75.64%	0.00	9.45 %	0.00
	NGR1	1,174.49	859.20	73.16%	0.00	9.45 %	0.00
	TUT1	1,766.44	1,281.15	72.53%	0.00	9.45 %	0.00
	TKS1	995.36	703.45	70.67%	0.00	9.45 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	1,246.10	1,001.19	80.35%	0.00	9.45 %	0.00
	PBR1	1,446.34	1,068.13	73.85%	0.00	9.45 %	0.00
	TNJ1	1,338.66	981.74	73.34%	0.00	9.45 %	0.00
	TRY1	1,721.87	1,117.99	64.93%	0.00	9.45 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	11.46	0.00%	0.00	0.00 %	0.00
	CH02	0.00	207.30	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	264.58	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	4.87	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	16.34	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.04)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.09)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	12.31	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	9.37	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	31.43	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	3.76	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	75.65	93.98	0.05	124.22 %	90,718.07	40.00 %	36,287.23	9.45 %	36,287.23
VEL2	188.04	224.26	0.18	119.26 %	273,533.46	30.00 %	82,060.04	9.45 %	109,413.38
WJP1	91.30	99.02	0.28	108.45 %	111,685.11	25.00 %	27,921.28	9.45 %	33,505.53
PTU1	46.65	50.57	0.10	108.42 %	36,027.33	25.00 %	9,006.83	9.45 %	10,808.20
VEL1	167.63	176.76	0.18	105.45 %	177,007.87	25.00 %	44,251.97	9.45 %	53,102.36
SLG1	72.54	72.47	0.20	99.91 %	86,732.13	20.00 %	17,346.43	9.45 %	26,019.64
AKM1	158.85	152.94	0.17	96.28 %	153,199.00	20.00 %	30,639.80	9.45 %	38,299.75
TRR1	162.73	154.28	0.29	94.81 %	141,138.59	15.00 %	21,170.79	9.45 %	35,284.65
UGI1	53.91	50.83	0.02	94.28 %	45,298.99	15.00 %	6,794.85	9.45 %	11,324.75
GDM1	99.48	93.36	0.21	93.86 %	72,634.20	15.00 %	10,895.13	9.45 %	18,158.55
SBR1	214.72	196.75	0.13	91.63 %	201,670.88	15.00 %	30,250.63	9.45 %	50,417.72
CPT1	81.65	74.71	0.07	91.50 %	81,430.94	15.00 %	12,214.64	9.45 %	20,357.74
ABR1	123.44	112.49	0.23	91.13 %	102,298.92	15.00 %	15,344.84	9.45 %	25,574.73
KPM2	385.44	344.82	0.14	89.46 %	308,088.81	10.00 %	30,808.88	9.45 %	61,617.76
BGR1	63.86	57.05	0.74	89.35 %	62,562.77	10.00 %	6,256.28	9.45 %	12,512.55
TRL1	229.04	203.79	0.39	88.97 %	136,806.94	10.00 %	13,680.69	9.45 %	27,361.39
PLR1	64.86	56.30	0.11	86.81 %	51,779.41	10.00 %	5,177.94	9.45 %	10,355.88
ARC2	82.74	71.78	0.59	86.76 %	77,599.44	10.00 %	7,759.94	9.45 %	15,519.89
TRT1	119.95	102.22	0.50	85.22 %	87,978.02	10.00 %	8,797.80	9.45 %	13,196.70
WJD1	123.50	103.61	1.30	83.90 %	150,365.42	10.00 %	15,036.54	9.45 %	22,554.81
KPM1	130.18	107.74	0.10	82.76 %	109,642.80	10.00 %	10,964.28	9.45 %	16,446.42
CGM1	89.64	67.49	0.16	75.29 %	57,660.69	0.00 %		9.45 %	5,766.07
ANI1	91.62	68.22	0.55	74.46 %	75,263.48	0.00 %		9.45 %	7,526.35
CYR1	101.12	75.08	0.24	74.25 %	80,031.31	0.00 %		9.45 %	8,003.13
VSI1	152.36	109.15	0.09	71.64 %	124,491.81	0.00 %		9.45 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	33.92	58.22	0.00	171.65 %	24,930.95	40.00 %	9,972.38	9.45 %	9,972.38
CH27	55.25	70.02	0.89	126.75 %	93,706.19	40.00 %	37,482.48	9.45 %	37,482.48
UKI1	113.01	122.94	0.10	108.79 %	142,719.98	25.00 %	35,680.00	9.45 %	57,087.99
CH31	91.44	98.63	0.48	107.86 %	101,929.65	25.00 %	25,482.41	9.45 %	30,578.90
CH17	198.04	211.54	0.18	106.82 %	345,996.53	25.00 %	86,499.13	9.45 %	103,798.96
GPD1	127.02	133.77	0.10	105.31 %	115,537.01	25.00 %	28,884.25	9.45 %	34,661.10
CH23	120.57	122.69	0.50	101.75 %	135,794.56	25.00 %	33,948.64	9.45 %	40,738.37
CH44	213.73	215.37	0.19	100.77 %	190,287.41	25.00 %	47,571.85	9.45 %	57,086.22
CH12	386.51	385.83	0.29	99.83 %	347,219.37	20.00 %	69,443.87	9.45 %	104,165.81
CH50	212.07	211.34	0.14	99.66 %	318,071.35	20.00 %	63,614.27	9.45 %	95,421.41
CH21	365.92	361.37	0.26	98.76 %	357,080.32	20.00 %	71,416.06	9.45 %	89,270.08
CH32	37.88	37.00	0.23	97.66 %	42,422.26	20.00 %	8,484.45	9.45 %	10,605.57
CH03	518.16	493.22	0.43	95.19 %	625,235.55	20.00 %	125,047.11	9.45 %	156,308.89
CH46	97.00	91.66	0.32	94.49 %	127,301.37	15.00 %	19,095.21	9.45 %	31,825.34
CH24	245.55	228.75	0.40	93.16 %	290,691.44	15.00 %	43,603.72	9.45 %	72,672.86
PON1	112.21	103.98	0.16	92.66 %	134,227.00	15.00 %	20,134.05	9.45 %	33,556.75
CH36	86.41	77.58	0.29	89.78 %	79,100.81	10.00 %	7,910.08	9.45 %	15,820.16
CH33	229.73	203.33	0.20	88.51 %	224,726.57	10.00 %	22,472.66	9.45 %	44,945.31
CH41	204.72	171.59	1.05	83.82 %	249,890.97	10.00 %	24,989.10	9.45 %	37,483.65
CH15	515.35	430.02	0.25	83.44 %	479,517.14	10.00 %	47,951.71	9.45 %	71,927.57
CH34	225.90	188.30	0.36	83.35 %	214,990.65	10.00 %	21,499.07	9.45 %	32,248.60
MJR1	224.42	185.62	0.19	82.71 %	181,556.25	10.00 %	18,155.63	9.45 %	27,233.44
CH18	281.59	229.29	0.27	81.43 %	369,424.40	10.00 %	36,942.44	9.45 %	36,942.44
CH06	217.77	172.18	0.19	79.07 %	242,852.42	0.00 %		9.45 %	24,285.24
CH51	252.33	192.40	0.29	76.25 %	199,746.74	0.00 %		9.45 %	19,974.67
CH43	155.85	114.93	0.22	73.74 %	118,078.75	0.00 %		9.45 %	11,807.88
CH20	296.13	207.14	0.17	69.95 %	223,435.08	0.00 %		9.45 %	
MC06	51.87	35.38	0.36	68.21 %	26,696.70	0.00 %		9.45 %	
CH01	32.92	8.56	0.55	26.01 %	8,248.35	0.00 %		9.45 %	

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	969.61	823.15	0.17	84.90 %	636,207.72	10.00 %	63,620.77	9.45 %	95,431.16

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	30.98	41.93	0.14	135.34 %	28,931.99	40.00 %	11,572.80	9.45 %	11,572.80
MKM1	64.02	75.89	0.24	118.55 %	90,247.74	30.00 %	27,074.32	9.45 %	36,099.10
PRT1	156.49	160.78	0.25	102.74 %	132,076.56	25.00 %	33,019.14	9.45 %	39,622.97
TVM2	109.46	109.36	0.52	99.91 %	51,232.53	20.00 %	10,246.51	9.45 %	15,369.76
SJI2	140.73	139.81	0.11	99.35 %	139,260.39	20.00 %	27,852.08	9.45 %	34,815.10
KLM1	169.87	161.04	0.21	94.80 %	239,648.42	15.00 %	35,947.26	9.45 %	59,912.11
CDM1	216.91	197.70	0.19	91.15 %	173,167.48	15.00 %	25,975.12	9.45 %	43,291.87
VCM2	116.15	99.08	0.20	85.30 %	80,489.44	10.00 %	8,048.94	9.45 %	12,073.42
TRK1	197.42	166.30	0.29	84.24 %	180,942.07	10.00 %	18,094.21	9.45 %	27,141.31
KML1	117.93	97.93	0.14	83.04 %	105,592.87	10.00 %	10,559.29	9.45 %	15,838.93
TDM1	115.46	95.40	0.73	82.62 %	86,344.12	10.00 %	8,634.41	9.45 %	12,951.62
STP1	64.68	52.82	0.34	81.66 %	45,926.86	10.00 %	4,592.69	9.45 %	6,889.03
CUD1	358.25	291.74	0.31	81.44 %	311,463.74	10.00 %	31,146.37	9.45 %	31,146.37
ULP1	172.28	138.45	0.05	80.36 %	115,896.50	10.00 %	11,589.65	9.45 %	11,589.65
VPM2	166.50	130.03	0.30	78.10 %	144,314.02	0.00 %		9.45 %	14,431.40
KKI2	183.45	141.25	0.14	76.99 %	115,137.23	0.00 %		9.45 %	11,513.72
TVM1	95.34	73.13	0.45	76.71 %	57,954.29	0.00 %		9.45 %	5,795.43
POY1	386.30	296.01	0.13	76.63 %	232,262.29	0.00 %		9.45 %	23,226.23
NVL2	205.12	143.42	0.28	69.92 %	127,159.58	0.00 %		9.45 %	
POY2	297.59	204.77	0.27	68.81 %	229,927.20	0.00 %		9.45 %	
VPM1	79.07	41.03	0.56	51.89 %	34,556.90	0.00 %		9.45 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	68.60	88.57	0.21	129.10 %	46,420.63	40.00 %	18,568.25	9.45 %	18,568.25
KKD3	175.37	199.01	0.03	113.48 %	306,000.09	30.00 %	91,800.03	9.45 %	122,400.04
TEN1	83.68	89.62	0.35	107.09 %	81,382.10	25.00 %	20,345.53	9.45 %	24,414.63
ODM1	68.52	70.77	0.01	103.29 %	29,806.12	25.00 %	7,451.53	9.45 %	8,941.84
BNR1	69.87	67.63	0.11	96.80 %	67,013.67	20.00 %	13,402.73	9.45 %	16,753.42
MPA1	126.94	120.69	0.08	95.08 %	183,714.97	15.00 %	27,557.25	9.45 %	45,928.74
PKM1	50.31	47.30	0.09	94.02 %	48,703.24	15.00 %	7,305.49	9.45 %	12,175.81
PNV2	71.02	65.96	0.05	92.87 %	74,553.78	15.00 %	11,183.07	9.45 %	18,638.45
KPT1	64.68	59.09	0.68	91.36 %	55,474.67	15.00 %	8,321.20	9.45 %	13,868.67
MDU3	137.91	124.41	0.06	90.21 %	79,744.38	15.00 %	11,961.66	9.45 %	15,948.88
TEN2	120.86	100.11	0.22	82.83 %	67,144.09	10.00 %	6,714.41	9.45 %	10,071.61
BTU1	52.22	42.27	0.00	80.96 %	25,990.68	10.00 %	2,599.07	9.45 %	2,599.07
MDU2	273.27	219.32	0.35	80.26 %	232,222.44	10.00 %	23,222.24	9.45 %	23,222.24
DGL2	115.17	91.81	0.37	79.72 %	90,875.23	0.00 %		9.45 %	9,087.52
ADP1	80.83	64.42	0.02	79.69 %	66,549.03	0.00 %		9.45 %	6,654.90
MDU1	504.91	401.26	0.18	79.47 %	286,847.70	0.00 %		9.45 %	28,684.77
PNI1	69.96	55.19	1.15	78.89 %	35,331.20	0.00 %		9.45 %	3,533.12
MLR1	92.85	73.22	0.12	78.86 %	74,958.09	0.00 %		9.45 %	7,495.81
MDU7	167.75	128.80	0.26	76.78 %	131,474.88	0.00 %		9.45 %	13,147.49
MDU5	88.03	66.98	0.14	76.09 %	78,060.77	0.00 %		9.45 %	7,806.08
TDI1	115.98	86.30	0.04	74.41 %	134,350.01	0.00 %		9.45 %	13,435.00
NKI1	67.60	50.24	0.38	74.31 %	42,960.43	0.00 %		9.45 %	4,296.04
KYK1	87.28	64.38	0.00	73.76 %	68,972.60	0.00 %		9.45 %	6,897.26
TMM1	168.17	122.98	0.10	73.13 %	81,809.89	0.00 %		9.45 %	8,180.99
DGL1	526.40	380.42	0.53	72.27 %	202,257.94	0.00 %		9.45 %	
USL1	90.31	64.92	0.31	71.88 %	48,558.99	0.00 %		9.45 %	
MDU6	249.87	179.45	0.18	71.82 %	143,134.45	0.00 %		9.45 %	
TPT1	146.12	103.81	0.11	71.04 %	158,283.67	0.00 %		9.45 %	
PVI1	136.31	96.07	0.16	70.48 %	129,653.89	0.00 %		9.45 %	
NTM1	102.05	71.84	0.01	70.40 %	47,977.30	0.00 %		9.45 %	
ATG1	218.92	153.28	0.24	70.02 %	178,188.26	0.00 %		9.45 %	
KRR1	143.01	99.68	0.02	69.70 %	119,945.21	0.00 %		9.45 %	
SVG1	144.46	99.07	0.11	68.58 %	111,540.10	0.00 %		9.45 %	
SGP1	76.56	50.59	0.00	66.07 %	60,629.34	0.00 %		9.45 %	
DKI1	154.89	101.90	0.11	65.79 %	171,187.57	0.00 %		9.45 %	
CBM1	119.91	78.80	0.00	65.72 %	83,612.88	0.00 %		9.45 %	
MNM1	77.43	48.68	0.33	62.87 %	49,422.11	0.00 %		9.45 %	
MDU4	137.95	78.27	0.39	56.74 %	50,619.86	0.00 %		9.45 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BMD1	50.02	65.60	0.29	131.15 %	64,380.41	40.00 %	25,752.16	9.45 %	25,752.16
KRI1	90.73	111.58	0.16	122.98 %	100,616.07	40.00 %	40,246.43	9.45 %	40,246.43
KVP1	61.55	67.46	0.35	109.60 %	50,364.71	25.00 %	12,591.18	9.45 %	20,145.88
SGI1	59.41	64.88	0.23	109.20 %	52,528.44	25.00 %	13,132.11	9.45 %	21,011.38
DPR1	47.88	51.72	0.04	108.00 %	54,126.64	25.00 %	13,531.66	9.45 %	16,237.99
CMI1	44.91	45.07	0.02	100.35 %	56,249.06	25.00 %	14,062.27	9.45 %	16,874.72
SLM2	129.86	128.98	0.11	99.33 %	125,634.09	20.00 %	25,126.82	9.45 %	31,408.52
PLC1	58.69	55.61	0.26	94.75 %	64,856.65	15.00 %	9,728.50	9.45 %	16,214.16
PMP1	77.78	71.36	0.09	91.75 %	56,851.21	15.00 %	8,527.68	9.45 %	14,212.80
NKL2	151.83	137.47	0.16	90.54 %	153,075.39	15.00 %	22,961.31	9.45 %	30,615.08
APN1	83.02	73.33	0.18	88.33 %	96,539.99	10.00 %	9,654.00	9.45 %	19,308.00
TCG1	75.24	63.43	0.26	84.31 %	65,133.27	10.00 %	6,513.33	9.45 %	9,769.99
HSR2	192.05	159.55	0.25	83.07 %	150,184.66	10.00 %	15,018.47	9.45 %	22,527.70
TRM1	126.45	100.26	0.13	79.29 %	93,403.39	0.00 %		9.45 %	9,340.34
HSR1	141.45	111.34	0.13	78.71 %	116,518.32	0.00 %		9.45 %	11,651.83
ERD1	224.83	173.84	0.25	77.32 %	244,034.04	0.00 %		9.45 %	24,403.40
ATU1	152.55	117.13	0.13	76.78 %	111,918.06	0.00 %		9.45 %	11,191.81
ERD2	244.69	187.34	0.22	76.56 %	326,584.85	0.00 %		9.45 %	32,658.49
SLM1	330.19	247.63	0.25	75.00 %	259,748.31	0.00 %		9.45 %	25,974.83
MTR1	132.30	98.38	0.20	74.36 %	124,418.98	0.00 %		9.45 %	12,441.90
DPR2	65.95	48.86	0.03	74.09 %	48,813.30	0.00 %		9.45 %	4,881.33
SLM3	178.80	128.51	0.45	71.87 %	153,781.68	0.00 %		9.45 %	
EPI1	92.16	66.00	0.15	71.62 %	72,909.22	0.00 %		9.45 %	
MCR1	107.84	76.89	0.22	71.31 %	82,873.00	0.00 %		9.45 %	
EDP1	51.90	36.00	0.03	69.36 %	33,185.06	0.00 %		9.45 %	
PDR1	47.96	32.44	0.00	67.63 %	55,795.30	0.00 %		9.45 %	
KAM1	74.01	47.24	0.31	63.83 %	47,146.14	0.00 %		9.45 %	
HRR1	98.78	62.55	0.38	63.32 %	57,775.45	0.00 %		9.45 %	
VPD1	143.02	87.62	0.07	61.26 %	100,337.07	0.00 %		9.45 %	
SGG1	46.37	25.47	0.23	54.93 %	25,106.07	0.00 %		9.45 %	
VKL1	60.46	33.10	0.22	54.75 %	47,765.93	0.00 %		9.45 %	
OML1	143.48	77.07	0.22	53.71 %	70,340.83	0.00 %		9.45 %	
RSP1	128.82	68.83	0.42	53.44 %	72,869.09	0.00 %		9.45 %	
KMM1	85.94	39.86	0.20	46.39 %	45,308.00	0.00 %		9.45 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	21.49	28.79	0.17	133.96 %	39,620.38	40.00 %	15,848.15	9.45 %	15,848.15
GDR1	48.84	62.01	0.01	126.95 %	43,516.96	40.00 %	17,406.78	9.45 %	17,406.78
CNR1	50.01	62.94	0.07	125.86 %	46,023.70	40.00 %	18,409.48	9.45 %	18,409.48
KGI1	60.55	69.29	0.03	114.43 %	37,970.38	30.00 %	11,391.11	9.45 %	15,188.15
AVI1	48.64	55.07	1.06	113.22 %	72,477.32	30.00 %	21,743.20	9.45 %	28,990.93
CBE1	73.98	78.19	0.26	105.68 %	78,399.69	25.00 %	19,599.92	9.45 %	23,519.91
MPM1	77.70	78.94	0.18	101.59 %	79,590.24	25.00 %	19,897.56	9.45 %	23,877.07
GBM1	66.38	63.13	0.44	95.11 %	68,492.75	20.00 %	13,698.55	9.45 %	17,123.19
KGM1	55.32	51.67	0.16	93.41 %	68,852.54	15.00 %	10,327.88	9.45 %	17,213.14
KMR1	152.61	141.76	0.24	92.89 %	151,513.78	15.00 %	22,727.07	9.45 %	37,878.45
UAM1	102.15	94.33	0.00	92.34 %	58,548.15	15.00 %	8,782.22	9.45 %	14,637.04
UMP1	60.41	55.19	0.16	91.36 %	48,597.88	15.00 %	7,289.68	9.45 %	12,149.47
TPR2	108.47	89.86	0.24	82.84 %	105,061.54	10.00 %	10,506.15	9.45 %	15,759.23
PPI1	47.93	39.61	0.24	82.63 %	42,562.21	10.00 %	4,256.22	9.45 %	6,384.33
CBE3	38.58	31.55	0.09	81.78 %	31,894.91	10.00 %	3,189.49	9.45 %	4,784.24
SUL1	56.66	42.69	0.43	75.35 %	62,571.29	0.00 %		9.45 %	6,257.13
TPR1	123.16	92.36	0.24	74.99 %	92,821.45	0.00 %		9.45 %	9,282.15
PDM1	54.16	39.39	0.00	72.72 %	54,026.88	0.00 %		9.45 %	5,402.69
DPM2	75.03	54.54	0.21	72.68 %	60,201.15	0.00 %		9.45 %	6,020.12
SYM2	63.18	45.59	0.11	72.16 %	53,711.73	0.00 %		9.45 %	
CBE4	131.68	89.90	0.40	68.27 %	130,539.80	0.00 %		9.45 %	
PLI1	121.10	77.04	0.44	63.61 %	72,673.47	0.00 %		9.45 %	
TPR4	50.64	32.11	0.89	63.40 %	45,770.20	0.00 %		9.45 %	
CBE2	562.30	351.07	0.24	62.44 %	407,459.87	0.00 %		9.45 %	
SNR1	110.23	67.68	0.47	61.40 %	103,579.90	0.00 %		9.45 %	
KMD1	66.24	37.96	0.06	57.31 %	43,038.18	0.00 %		9.45 %	
TPR3	79.17	40.29	0.54	50.89 %	53,732.03	0.00 %		9.45 %	
CBE6	135.07	68.40	0.50	50.64 %	83,548.86	0.00 %		9.45 %	
CBE5	72.26	28.30	0.10	39.16 %	54,078.00	0.00 %		9.45 %	

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	319.70	285.01	0.21	89.15 %	142,405.39	10.00 %	14,240.54	9.45 %	28,481.08
KLR1	96.03	63.41	0.27	66.03 %	33,364.00	0.00 %		9.45 %	
PAS1	121.94	77.59	0.24	63.63 %	43,265.17	0.00 %		9.45 %	
PNL1	88.38	46.81	0.26	52.97 %	28,576.05	0.00 %		9.45 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	313.30	309.49	0.17	98.78 %	461,764.19	20.00 %	92,352.84	9.45 %	115,441.05
CH38	131.65	125.08	0.20	95.01 %	183,641.86	15.00 %	27,546.28	9.45 %	45,910.47
CH30	213.44	199.83	0.30	93.62 %	255,654.84	15.00 %	38,348.23	9.45 %	63,913.71
CH48	244.49	223.72	0.24	91.51 %	360,091.46	15.00 %	54,013.72	9.45 %	90,022.87
CH35	183.49	167.68	0.16	91.38 %	227,769.89	15.00 %	34,165.48	9.45 %	56,942.47
CH05	427.22	379.97	0.47	88.94 %	357,455.04	10.00 %	35,745.50	9.45 %	71,491.01
CH45	198.22	175.67	0.37	88.62 %	232,229.03	10.00 %	23,222.90	9.45 %	46,445.81
MRM1	184.19	159.45	0.23	86.57 %	163,273.48	10.00 %	16,327.35	9.45 %	32,654.70
GUD1	188.48	161.93	0.20	85.92 %	288,860.74	10.00 %	28,886.07	9.45 %	43,329.11
CH28	293.30	247.91	0.09	84.53 %	506,958.79	10.00 %	50,695.88	9.45 %	76,043.82
CGL1	130.92	110.17	0.42	84.14 %	146,255.35	10.00 %	14,625.54	9.45 %	21,938.30
CH25	232.51	191.09	0.20	82.18 %	248,949.15	10.00 %	24,894.92	9.45 %	37,342.37
CH37	106.06	86.62	0.12	81.67 %	134,476.61	10.00 %	13,447.66	9.45 %	20,171.49
CH39	109.04	87.33	0.17	80.09 %	146,487.04	0.00 %		9.45 %	14,648.70
CH42	301.76	226.95	0.20	75.21 %	318,538.39	0.00 %		9.45 %	31,853.84
CH19	330.07	248.15	0.18	75.18 %	334,664.89	0.00 %		9.45 %	33,466.49
CH14	487.45	364.79	0.11	74.84 %	464,399.78	0.00 %		9.45 %	46,439.98
CH07	308.64	228.82	0.29	74.14 %	280,666.26	0.00 %		9.45 %	28,066.63
CH49	289.52	209.42	0.26	72.33 %	268,159.70	0.00 %		9.45 %	
TKM1	136.21	95.29	0.24	69.96 %	106,569.39	0.00 %		9.45 %	
KNR1	154.64	107.64	0.07	69.61 %	158,508.65	0.00 %		9.45 %	
SKL1	146.82	96.42	0.25	65.67 %	131,354.16	0.00 %		9.45 %	
CH16	576.53	367.00	0.15	63.66 %	379,736.37	0.00 %		9.45 %	
GUD2	157.13	96.98	0.26	61.72 %	129,035.49	0.00 %		9.45 %	
CH08	447.58	257.13	0.16	57.45 %	399,225.15	0.00 %		9.45 %	
CH22	256.95	145.51	0.17	56.63 %	176,121.77	0.00 %		9.45 %	
AVD1	241.92	136.76	0.13	56.53 %	142,808.41	0.00 %		9.45 %	
CH40	104.55	55.44	0.46	53.02 %	21,550.29	0.00 %		9.45 %	
MC10	34.51	15.00	0.03	43.46 %	7,905.55	0.00 %		9.45 %	
CH26	94.72	38.02	0.02	40.14 %	55,228.52	0.00 %		9.45 %	
CH29	51.72	20.14	0.26	38.94 %	34,870.97	0.00 %		9.45 %	
MC09	17.19	1.87	0.00	10.90 %	1,070.70	0.00 %		9.45 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	89.74	91.83	0.17	102.33 %	109,559.02	25.00 %	27,389.76	9.45 %	32,867.71
KGL1	92.34	92.54	0.28	100.22 %	74,911.78	25.00 %	18,727.95	9.45 %	22,473.53
SVK1	187.70	174.03	0.20	92.72 %	181,091.99	15.00 %	27,163.80	9.45 %	45,273.00
ERL2	119.13	109.76	0.14	92.13 %	158,807.97	15.00 %	23,821.20	9.45 %	39,701.99
PDI1	83.65	75.15	0.43	89.83 %	71,231.01	10.00 %	7,123.10	9.45 %	14,246.20
APK2	109.41	97.84	0.35	89.43 %	78,696.18	10.00 %	7,869.62	9.45 %	15,739.24
VNR1	93.31	81.31	0.16	87.14 %	94,846.11	10.00 %	9,484.61	9.45 %	18,969.22
VLY1	261.43	216.57	0.38	82.84 %	207,671.81	10.00 %	20,767.18	9.45 %	31,150.77
SNL1	103.39	84.88	0.32	82.10 %	100,379.99	10.00 %	10,038.00	9.45 %	15,057.00
VNR2	315.29	255.54	0.23	81.05 %	256,642.10	10.00 %	25,664.21	9.45 %	25,664.21
KVT1	391.94	313.82	0.20	80.07 %	437,720.46	0.00 %		9.45 %	43,772.05
TYI1	117.76	91.89	0.59	78.03 %	104,702.63	0.00 %		9.45 %	10,470.26
MMT1	124.87	97.23	0.06	77.86 %	78,865.78	0.00 %		9.45 %	7,886.58
MAR1	221.82	172.57	0.17	77.80 %	167,832.53	0.00 %		9.45 %	16,783.25
TKS2	271.18	210.77	0.46	77.73 %	180,045.57	0.00 %		9.45 %	18,004.56
STU2	83.51	64.66	0.38	77.42 %	66,736.73	0.00 %		9.45 %	6,673.67
TVL1	749.16	571.41	0.09	76.27 %	639,806.16	0.00 %		9.45 %	63,980.62
NGR1	462.96	348.72	0.57	75.32 %	304,357.41	0.00 %		9.45 %	30,435.74
SDI1	95.61	71.94	0.31	75.25 %	64,527.26	0.00 %		9.45 %	6,452.73
KSM1	59.91	45.06	0.02	75.21 %	36,116.23	0.00 %		9.45 %	3,611.62
TKS1	207.18	155.18	0.48	74.90 %	148,803.92	0.00 %		9.45 %	14,880.39
TCN1	179.76	130.88	0.38	72.81 %	156,038.10	0.00 %		9.45 %	15,603.81
RND1	281.47	203.14	0.25	72.17 %	311,690.50	0.00 %		9.45 %	
TUT2	371.36	265.74	0.05	71.56 %	287,633.14	0.00 %		9.45 %	
UDN1	113.35	81.05	0.14	71.50 %	84,937.08	0.00 %		9.45 %	
KYR1	97.08	69.01	0.42	71.09 %	77,661.09	0.00 %		9.45 %	
APK1	145.58	102.13	0.45	70.16 %	119,336.95	0.00 %		9.45 %	
TUT1	865.07	601.82	0.30	69.57 %	732,819.16	0.00 %		9.45 %	
PKD1	185.38	128.54	0.22	69.34 %	157,092.36	0.00 %		9.45 %	
SGT1	67.41	46.33	0.09	68.74 %	37,095.08	0.00 %		9.45 %	
VKM1	102.16	68.41	0.08	66.96 %	99,239.86	0.00 %		9.45 %	
ASM1	115.02	76.76	0.28	66.73 %	67,917.41	0.00 %		9.45 %	
ARM1	109.27	69.32	0.51	63.44 %	58,489.28	0.00 %		9.45 %	
TKY1	126.44	69.73	0.23	55.15 %	78,229.61	0.00 %		9.45 %	
RPM1	270.33	144.08	0.28	53.30 %	139,172.20	0.00 %		9.45 %	
COL1	86.15	33.36	0.21	38.72 %	18,584.63	0.00 %		9.45 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	84.84	101.39	0.18	119.50 %	89,045.50	30.00 %	26,713.65	9.45 %	35,618.20
NCK1	52.68	53.98	0.10	102.47 %	36,081.70	25.00 %	9,020.43	9.45 %	10,824.51
KRN1	77.39	78.74	0.10	101.75 %	82,079.95	25.00 %	20,519.99	9.45 %	24,623.99
KIK1	103.53	104.59	0.01	101.02 %	181,866.18	25.00 %	45,466.55	9.45 %	54,559.85
NMM1	82.90	73.64	0.79	88.82 %	88,468.09	10.00 %	8,846.81	9.45 %	17,693.62
TVR2	238.64	208.75	0.10	87.47 %	233,491.44	10.00 %	23,349.14	9.45 %	46,698.29
MVM1	279.02	236.42	0.16	84.73 %	362,151.28	10.00 %	36,215.13	9.45 %	54,322.69
NGT1	152.55	128.66	0.20	84.34 %	195,737.61	10.00 %	19,573.76	9.45 %	29,360.64
APM1	77.62	64.30	0.22	82.85 %	82,951.35	10.00 %	8,295.14	9.45 %	12,442.70
TYR1	170.67	139.00	0.24	81.44 %	151,428.89	10.00 %	15,142.89	9.45 %	15,142.89
PTK1	228.62	181.35	0.27	79.33 %	208,238.60	0.00 %		9.45 %	20,823.86
MSI1	116.79	92.24	0.00	78.98 %	78,194.03	0.00 %		9.45 %	7,819.40
ORU1	94.02	73.37	0.02	78.04 %	87,179.33	0.00 %		9.45 %	8,717.93
PDK1	115.50	87.52	0.19	75.77 %	117,777.43	0.00 %		9.45 %	11,777.74
AYR1	148.14	111.97	0.08	75.58 %	142,401.07	0.00 %		9.45 %	14,240.11
MDI1	201.83	149.73	0.22	74.19 %	162,031.42	0.00 %		9.45 %	16,203.14
JKM1	181.63	134.68	0.08	74.15 %	153,585.99	0.00 %		9.45 %	15,358.60
TTP1	162.94	114.96	0.05	70.56 %	126,796.58	0.00 %		9.45 %	
TRY2	84.76	58.49	1.79	69.01 %	54,498.32	0.00 %		9.45 %	
TRY3	166.78	114.62	0.17	68.73 %	132,717.22	0.00 %		9.45 %	
TNJ2	293.62	200.02	0.26	68.12 %	216,331.83	0.00 %		9.45 %	
TNJ1	360.05	239.33	0.22	66.47 %	236,145.52	0.00 %		9.45 %	
PBR2	381.57	249.13	0.10	65.29 %	239,696.57	0.00 %		9.45 %	
TVR1	128.11	83.26	0.10	64.99 %	91,833.83	0.00 %		9.45 %	
KUM1	322.80	205.60	0.13	63.69 %	222,086.22	0.00 %		9.45 %	
TRY4	210.63	131.71	0.29	62.53 %	165,158.87	0.00 %		9.45 %	
PBR1	168.52	104.69	0.12	62.12 %	102,411.99	0.00 %		9.45 %	
TRY1	1,066.82	646.91	0.09	60.64 %	717,262.50	0.00 %		9.45 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	150.46	4.97	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	261.74	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	4.87	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.85	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	31.55	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	16.36	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	3.77	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	9.63	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.27)	-0.14	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	57.11	6.51	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	(0.05)	-1.40	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	(0.03)	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	(0.12)	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	(0.04)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.26)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	11.53	0.91	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	12.31	0.00	0.00 %	0.00	0.00 %		0.00 %	