

Accu.Target 38,785.47 L **Sales** 32,469.23 L **Achieved %** 83.71 % **HO Budget+%** 6.29 % **Total Com.** 278.79 L

Note : Sales Period is From :01-Mar-2026 To :25-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	429.13	467.61	108.97 %	0.00	6.29 %	0.00
KL-SOUTH	364.52	334.93	91.88 %	0.00	6.29 %	0.00
NORTH ARCOT	2,848.99	2,597.60	91.18 %	75,000.00	6.29 %	75,000.00
TRICHY-01	3,989.55	3,628.65	90.95 %	0.00	6.29 %	0.00
SOUTH-03	4,157.85	3,652.77	87.85 %	0.00	6.29 %	108,000.00
SOUTH-01	6,145.10	5,273.84	85.82 %	0.00	6.29 %	0.00
SOUTH ARCOT	2,577.68	2,179.72	84.56 %	0.00	6.29 %	63,000.00
WEST-02	3,751.89	3,049.98	81.29 %	0.00	6.29 %	0.00
CHENNAI-02	5,300.83	4,100.39	77.35 %	0.00	6.29 %	0.00
WEST-01	3,401.15	2,582.63	75.93 %	0.00	6.29 %	0.00
CHENNAI-01	5,818.79	4,170.99	71.68 %	0.00	6.29 %	0.00
OTHERS	0.00	430.14	0.00 %	0.00	0.00 %	0.00
Total	38,785.47	32,469.23	83.71 %		6.29 %	

Region	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KL-NORTH	TVP1	429.13	467.61	108.97%	60,000.00	6.29 %
KL-SOUTH	TVP1	364.52	334.93	91.88%	22,500.00	6.29 %	22,500.00
NORTH ARCOT	NA01	979.14	918.38	93.79%	67,500.00	6.29 %	135,000.00
	NA02	949.96	861.02	90.64%	60,000.00	6.29 %	60,000.00
	NA03	919.89	818.20	88.94%	0.00	6.29 %	60,000.00
TRICHY-01	TRY1	1,224.38	1,186.88	96.94%	82,500.00	6.29 %	165,000.00
	KUM1	892.46	806.16	90.33%	60,000.00	6.29 %	60,000.00
	PBR1	962.53	847.22	88.02%	0.00	6.29 %	60,000.00
	TNJ1	910.18	788.39	86.62%	0.00	6.29 %	52,500.00
SOUTH-03	KRR1	373.98	351.13	93.89%	22,500.00	6.29 %	45,000.00
	TEN1	590.13	531.66	90.09%	37,500.00	6.29 %	37,500.00
	KKD2	828.14	739.39	89.28%	0.00	6.29 %	52,500.00
	SVG1	764.80	668.28	87.38%	0.00	6.29 %	45,000.00
	MDU1	1,600.81	1,362.30	85.10%	0.00	6.29 %	97,500.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,598.39	1,496.51	93.63%	105,000.00	6.29 %	105,000.00
	TVL1	870.32	788.97	90.65%	52,500.00	6.29 %	52,500.00
	TKS1	829.27	720.14	86.84%	0.00	6.29 %	52,500.00
	VNR1	768.38	646.69	84.16%	0.00	6.29 %	0.00
	KVT1	984.35	824.51	83.76%	0.00	6.29 %	0.00
	NGR1	1,094.39	797.02	72.83%	0.00	6.29 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	734.05	653.85	89.07%	0.00	6.29 %	45,000.00
	SA01	935.44	790.53	84.51%	0.00	6.29 %	52,500.00
SA02	908.18	735.34	80.97%	0.00	6.29 %	0.00	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	758.35	671.00	88.48%	0.00	6.29 %	45,000.00
	SLM1	1,063.16	912.23	85.80%	0.00	6.29 %	67,500.00
	MTR1	750.03	643.04	85.74%	0.00	6.29 %	45,000.00
ERD1	1,180.35	823.72	69.79%	0.00	6.29 %	0.00	

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,345.10	1,123.72	83.54%	0.00	6.29 %	0.00
	CH09	1,099.06	869.11	79.08%	0.00	6.29 %	0.00
	CH04	1,534.61	1,134.89	73.95%	0.00	6.29 %	0.00
CH07	1,322.06	972.66	73.57%	0.00	6.29 %	0.00	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	444.20	384.37	86.53%	0.00	6.29 %	22,500.00
	CBE1	1,663.36	1,282.73	77.12%	0.00	6.29 %	0.00
	TPR4	379.44	291.66	76.87%	0.00	6.29 %	0.00
	TPR1	450.45	330.06	73.27%	0.00	6.29 %	0.00
PLI1	463.70	293.81	63.36%	0.00	6.29 %	0.00	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,433.93	1,172.28	81.75%	0.00	6.29 %	0.00
	CH08	1,343.11	951.54	70.85%	0.00	6.29 %	0.00
	CH03	1,081.79	745.42	68.91%	0.00	6.29 %	0.00
CH06	1,959.95	1,301.76	66.42%	0.00	6.29 %	0.00	

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	15.37	0.00%	0.00	0.00 %	0.00
	CH02	0.00	179.08	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	119.12	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	26.71	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.06)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	11.96	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	20.60	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	54.67	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	2.79	0.00%	0.00	0.00 %	0.00

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	429.13	467.61	0.21	108.97 %	432,964.50	25.00 %	108,241.13	6.29 %	129,889.35

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	78.98	85.63	0.04	108.41 %	54,140.85	25.00 %	13,535.21	6.29 %	16,242.26
PNL1	49.56	51.39	0.10	103.71 %	34,501.10	25.00 %	8,625.28	6.29 %	10,350.33
TVP1	175.09	150.15	0.25	85.76 %	101,514.20	10.00 %	10,151.42	6.29 %	15,227.13
KLR1	60.89	47.75	0.04	78.43 %	36,956.20	0.00 %		6.29 %	3,695.62

NORTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	72.47	95.18	0.02	131.34 %	76,503.50	40.00 %	30,601.40	6.29 %	30,601.40
SLG1	66.62	74.34	0.11	111.58 %	58,148.55	30.00 %	17,444.57	6.29 %	17,444.57
ANI1	50.85	54.46	0.01	107.10 %	48,183.35	25.00 %	12,045.84	6.29 %	14,455.01
GDM1	87.67	93.19	0.01	106.30 %	72,927.40	25.00 %	18,231.85	6.29 %	21,878.22
PLR1	55.15	56.78	0.00	102.96 %	51,351.45	25.00 %	12,837.86	6.29 %	12,837.86
TRT1	90.60	93.09	0.18	102.74 %	58,694.60	25.00 %	14,673.65	6.29 %	14,673.65
KPM2	306.56	313.99	0.06	102.42 %	256,976.25	25.00 %	64,244.06	6.29 %	64,244.06
PTU1	43.72	44.02	0.11	100.69 %	34,358.05	25.00 %	8,589.51	6.29 %	8,589.51
VSI1	91.94	90.42	0.17	98.34 %	109,281.15	20.00 %	21,856.23	6.29 %	27,320.29
ARC2	84.24	81.01	0.54	96.17 %	61,706.20	20.00 %	12,341.24	6.29 %	15,426.55
AKM1	131.70	126.52	0.27	96.07 %	103,759.30	20.00 %	20,751.86	6.29 %	25,939.83
UGI1	48.49	46.53	0.53	95.95 %	34,416.05	20.00 %	6,883.21	6.29 %	8,604.01
BGR1	62.05	57.95	0.07	93.39 %	50,698.90	15.00 %	7,604.84	6.29 %	10,139.78
CGM1	77.90	72.17	0.12	92.66 %	51,886.05	15.00 %	7,782.91	6.29 %	10,377.21
WJP1	92.54	85.38	0.23	92.26 %	90,852.85	15.00 %	13,627.93	6.29 %	18,170.57
VEL2	198.83	180.15	0.20	90.60 %	183,295.65	15.00 %	27,494.35	6.29 %	36,659.13
WJD1	115.58	103.69	0.04	89.72 %	132,862.95	10.00 %	13,286.30	6.29 %	26,572.59
SBR1	178.39	158.33	0.00	88.76 %	181,680.80	10.00 %	18,168.08	6.29 %	27,252.12
CYR1	69.17	60.74	0.21	87.82 %	62,453.90	10.00 %	6,245.39	6.29 %	9,368.09
CPT1	57.58	48.65	0.10	84.49 %	44,478.40	10.00 %	4,447.84	6.29 %	6,671.76
TRR1	163.04	136.50	0.31	83.72 %	94,713.35	10.00 %	9,471.34	6.29 %	9,471.34
VEL1	166.43	132.20	0.05	79.43 %	134,186.70	0.00 %		6.29 %	13,418.67
ABR1	128.48	94.85	0.23	73.83 %	80,945.95	0.00 %		6.29 %	
TRL1	280.50	204.87	0.10	73.04 %	202,382.25	0.00 %		6.29 %	
KPM1	128.48	92.58	0.17	72.06 %	94,876.15	0.00 %		6.29 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	40.36	53.51	0.00	132.56 %	34,467.45	40.00 %	13,786.98	6.29 %	13,786.98
TVR1	67.65	77.37	0.00	114.38 %	56,707.60	30.00 %	17,012.28	6.29 %	22,683.04
KRN1	69.98	77.79	0.00	111.15 %	63,763.65	30.00 %	19,129.10	6.29 %	19,129.10
PDK1	59.81	65.39	0.00	109.34 %	53,823.55	25.00 %	13,455.89	6.29 %	16,147.07
NMM1	67.16	73.15	0.32	108.92 %	72,783.25	25.00 %	18,195.81	6.29 %	21,834.98
MVM1	163.62	172.68	0.07	105.54 %	187,252.70	25.00 %	46,813.18	6.29 %	56,175.81
TRY1	726.06	718.72	0.43	98.99 %	416,792.85	20.00 %	83,358.57	6.29 %	104,198.21
TTP1	108.54	107.27	0.00	98.83 %	81,365.35	20.00 %	16,273.07	6.29 %	20,341.34
TYR1	135.98	130.05	0.07	95.64 %	90,931.90	20.00 %	18,186.38	6.29 %	22,732.98
TVR2	192.83	184.18	0.03	95.51 %	124,672.25	20.00 %	24,934.45	6.29 %	31,168.06
TRY4	168.93	159.90	0.00	94.65 %	155,189.35	15.00 %	23,278.40	6.29 %	38,797.34
MSI1	99.15	92.85	0.07	93.65 %	64,350.30	15.00 %	9,652.55	6.29 %	12,870.06
TRY2	70.02	63.90	0.05	91.26 %	42,975.90	15.00 %	6,446.39	6.29 %	8,595.18
ORU1	68.20	61.79	0.10	90.59 %	75,829.05	15.00 %	11,374.36	6.29 %	15,165.81
TNJ2	183.27	164.62	0.08	89.83 %	109,304.05	10.00 %	10,930.41	6.29 %	21,860.81
MDI1	121.83	107.86	0.41	88.54 %	78,748.60	10.00 %	7,874.86	6.29 %	11,812.29
APM1	45.00	39.71	0.11	88.25 %	45,846.60	10.00 %	4,584.66	6.29 %	6,876.99
PTK1	174.99	152.32	0.02	87.05 %	81,302.25	10.00 %	8,130.23	6.29 %	12,195.34
JKM1	114.82	97.97	0.04	85.33 %	68,810.55	10.00 %	6,881.06	6.29 %	10,321.58
KUM1	261.44	212.50	0.04	81.28 %	144,382.25	10.00 %	14,438.23	6.29 %	14,438.23
NGT1	126.27	102.21	0.06	80.95 %	87,105.80	10.00 %	8,710.58	6.29 %	8,710.58
AYR1	90.74	72.53	0.09	79.93 %	59,407.45	0.00 %		6.29 %	5,940.75
PBR2	268.70	211.05	0.25	78.54 %	157,151.95	0.00 %		6.29 %	15,715.20
PBR1	89.52	70.09	0.09	78.29 %	42,878.90	0.00 %		6.29 %	4,287.89
TRY3	129.57	101.18	0.00	78.09 %	89,076.65	0.00 %		6.29 %	8,907.67
TNJ1	249.73	188.94	0.27	75.66 %	112,393.60	0.00 %		6.29 %	11,239.36
KIK1	95.37	69.12	0.03	72.47 %	61,287.55	0.00 %		6.29 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPA1	84.15	102.27	0.27	121.53 %	99,772.55	40.00 %	39,909.02	6.29 %	39,909.02
KKD3	120.74	143.48	0.13	118.84 %	167,552.55	30.00 %	50,265.77	6.29 %	67,021.02
CMR1	50.80	60.04	0.42	118.20 %	40,148.60	30.00 %	12,044.58	6.29 %	16,059.44
KRR1	92.74	100.88	0.25	108.78 %	129,426.85	25.00 %	32,356.71	6.29 %	38,828.06
KPT1	59.81	62.44	0.17	104.39 %	64,584.70	25.00 %	16,146.18	6.29 %	19,375.41
DGL2	110.08	114.83	0.32	104.31 %	87,635.75	25.00 %	21,908.94	6.29 %	26,290.73
PKM1	47.40	48.97	0.06	103.33 %	49,222.90	25.00 %	12,305.73	6.29 %	14,766.87
TDI1	74.75	75.25	0.24	100.67 %	100,816.60	25.00 %	25,204.15	6.29 %	25,204.15
MDU1	394.76	381.37	0.22	96.61 %	235,470.60	20.00 %	47,094.12	6.29 %	58,867.65
TPT1	100.18	96.16	0.28	95.99 %	123,282.25	20.00 %	24,656.45	6.29 %	30,820.56
NTM1	53.99	51.80	0.09	95.95 %	47,134.95	20.00 %	9,426.99	6.29 %	11,783.74
MDU7	134.17	128.72	0.42	95.94 %	89,159.00	20.00 %	17,831.80	6.29 %	22,289.75
USL1	72.40	67.90	0.02	93.79 %	44,757.85	15.00 %	6,713.68	6.29 %	8,951.57
ADP1	70.55	65.35	0.17	92.64 %	64,093.80	15.00 %	9,614.07	6.29 %	12,818.76
DGL1	258.80	237.69	0.20	91.84 %	195,322.85	15.00 %	29,298.43	6.29 %	39,064.57
PNV2	59.42	54.42	0.00	91.58 %	30,582.40	15.00 %	4,587.36	6.29 %	6,116.48
TEN1	110.07	100.16	0.16	91.00 %	80,961.95	15.00 %	12,144.29	6.29 %	16,192.39
NKI1	60.12	54.25	0.04	90.23 %	53,827.80	15.00 %	8,074.17	6.29 %	10,765.56
PVI1	82.51	73.02	0.34	88.50 %	61,496.05	10.00 %	6,149.61	6.29 %	9,224.41
TMM1	134.23	118.69	0.13	88.42 %	82,599.95	10.00 %	8,260.00	6.29 %	12,389.99
BNR1	71.86	62.99	0.10	87.65 %	55,962.55	10.00 %	5,596.26	6.29 %	8,394.38
ODM1	54.02	46.92	0.25	86.86 %	28,683.35	10.00 %	2,868.34	6.29 %	4,302.50
MDU5	76.71	65.44	0.11	85.31 %	74,474.10	10.00 %	7,447.41	6.29 %	11,171.12
SGP1	53.58	45.55	0.05	85.02 %	45,586.95	10.00 %	4,558.70	6.29 %	6,838.04
CBM1	107.61	91.27	0.04	84.82 %	99,914.60	10.00 %	9,991.46	6.29 %	14,987.19
BTU1	49.95	42.08	0.42	84.25 %	37,587.05	10.00 %	3,758.71	6.29 %	3,758.71
DKI1	119.91	97.24	0.11	81.09 %	150,750.75	10.00 %	15,075.08	6.29 %	15,075.08
MDU3	158.15	124.97	0.14	79.02 %	68,517.25	0.00 %		6.29 %	6,851.73
SVG1	109.77	86.41	0.09	78.72 %	68,147.40	0.00 %		6.29 %	6,814.74
TEN2	131.84	102.87	0.20	78.03 %	66,933.85	0.00 %		6.29 %	6,693.39
MLR1	77.49	59.09	0.08	76.25 %	49,172.10	0.00 %		6.29 %	4,917.21
MDU2	271.69	204.65	0.20	75.33 %	170,617.85	0.00 %		6.29 %	17,061.79
KYK1	66.85	48.70	0.07	72.86 %	42,661.95	0.00 %		6.29 %	
ATG1	155.71	112.93	0.40	72.53 %	117,592.40	0.00 %		6.29 %	
MDU6	217.89	157.01	0.08	72.06 %	125,078.25	0.00 %		6.29 %	
MDU4	112.73	76.34	0.49	67.72 %	56,622.50	0.00 %		6.29 %	
MNM1	61.34	41.34	0.08	67.39 %	37,902.50	0.00 %		6.29 %	
PNI1	89.06	49.25	0.00	55.29 %	32,030.45	0.00 %		6.29 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	81.13	92.04	0.12	113.44 %	114,057.25	30.00 %	34,217.18	6.29 %	45,622.90
ARM1	55.64	61.05	0.57	109.73 %	41,279.85	25.00 %	10,319.96	6.29 %	12,383.96
KYR1	59.99	65.44	0.09	109.08 %	74,828.25	25.00 %	18,707.06	6.29 %	22,448.48
KGL1	70.50	71.69	0.04	101.69 %	58,372.90	25.00 %	14,593.23	6.29 %	14,593.23
TCN1	111.56	113.08	0.08	101.37 %	97,270.00	25.00 %	24,317.50	6.29 %	24,317.50
KSM1	51.01	50.71	0.04	99.41 %	29,626.90	20.00 %	5,925.38	6.29 %	7,406.73
VNR1	82.48	80.80	0.26	97.96 %	70,571.70	20.00 %	14,114.34	6.29 %	17,642.93
SDI1	92.28	90.33	0.12	97.88 %	62,457.10	20.00 %	12,491.42	6.29 %	15,614.28
PKD1	119.03	115.28	0.09	96.85 %	106,677.20	20.00 %	21,335.44	6.29 %	26,669.30
TUT1	947.53	912.67	0.24	96.32 %	503,107.05	20.00 %	100,621.41	6.29 %	125,776.76
TKS2	233.27	223.90	0.21	95.98 %	142,974.85	20.00 %	28,594.97	6.29 %	35,743.71
TKS1	170.40	162.06	0.17	95.11 %	140,883.20	20.00 %	28,176.64	6.29 %	35,220.80
ASM1	78.40	73.61	0.07	93.88 %	64,896.15	15.00 %	9,734.42	6.29 %	16,224.04
SVK1	159.56	147.29	0.18	92.31 %	106,987.00	15.00 %	16,048.05	6.29 %	21,397.40
TVL1	558.39	505.24	0.15	90.48 %	433,840.65	15.00 %	65,076.10	6.29 %	86,768.13
UDN1	73.74	65.81	0.20	89.24 %	44,243.25	10.00 %	4,424.33	6.29 %	8,848.65
SKD1	69.10	61.40	0.17	88.85 %	76,771.50	10.00 %	7,677.15	6.29 %	11,515.73
APK2	107.94	94.02	0.19	87.10 %	65,925.85	10.00 %	6,592.59	6.29 %	9,888.88
TYI1	91.81	79.02	0.19	86.06 %	71,013.65	10.00 %	7,101.37	6.29 %	10,652.05
SGT1	59.53	50.09	0.08	84.15 %	34,992.45	10.00 %	3,499.25	6.29 %	3,499.25
VLY1	177.89	149.07	0.13	83.80 %	88,484.45	10.00 %	8,848.45	6.29 %	8,848.45
MMT1	106.00	88.43	0.11	83.42 %	49,874.35	10.00 %	4,987.44	6.29 %	4,987.44
APK1	122.34	99.92	0.10	81.68 %	109,268.55	10.00 %	10,926.86	6.29 %	10,926.86
RND1	177.98	144.62	0.08	81.26 %	161,516.25	10.00 %	16,151.63	6.29 %	16,151.63
TUT2	292.61	233.90	0.06	79.93 %	149,401.80	0.00 %		6.29 %	14,940.18
KVT1	309.60	247.17	0.06	79.84 %	228,195.20	0.00 %		6.29 %	22,819.52
STU2	70.37	55.49	0.27	78.86 %	35,055.30	0.00 %		6.29 %	3,505.53
VKM1	75.28	57.38	0.31	76.21 %	68,867.55	0.00 %		6.29 %	6,886.76
VNR2	296.06	224.66	0.20	75.88 %	185,728.40	0.00 %		6.29 %	18,572.84
SNL1	102.99	77.73	0.10	75.47 %	46,965.60	0.00 %		6.29 %	4,696.56
RPM1	178.29	132.17	0.26	74.13 %	101,345.20	0.00 %		6.29 %	
NGR1	471.81	349.36	0.34	74.05 %	203,460.35	0.00 %		6.29 %	
TKY1	95.36	64.14	0.03	67.26 %	46,477.75	0.00 %		6.29 %	
PDI1	95.49	61.58	0.35	64.49 %	48,516.15	0.00 %		6.29 %	
MAR1	243.52	143.09	0.18	58.76 %	85,538.45	0.00 %		6.29 %	
COL1	56.20	29.60	0.35	52.66 %	24,192.95	0.00 %		6.29 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MKM1	52.19	70.65	0.13	135.37 %	88,703.25	40.00 %	35,481.30	6.29 %	35,481.30
PRT1	81.09	104.60	0.36	129.00 %	96,015.65	40.00 %	38,406.26	6.29 %	38,406.26
SJI2	117.60	125.54	0.29	106.75 %	100,037.10	25.00 %	25,009.28	6.29 %	30,011.13
KML1	69.72	66.56	0.07	95.47 %	56,734.20	20.00 %	11,346.84	6.29 %	14,183.55
TDM1	92.52	87.88	0.40	94.98 %	59,175.70	15.00 %	8,876.36	6.29 %	14,793.93
CUD1	262.72	242.96	0.13	92.48 %	209,931.75	15.00 %	31,489.76	6.29 %	41,986.35
TVM1	69.33	63.98	0.26	92.28 %	41,578.35	15.00 %	6,236.75	6.29 %	8,315.67
TVM2	91.31	83.73	0.00	91.70 %	43,900.80	15.00 %	6,585.12	6.29 %	8,780.16
TRK1	162.08	141.57	0.06	87.34 %	139,111.20	10.00 %	13,911.12	6.29 %	20,866.68
VPM2	138.85	116.95	0.20	84.23 %	79,757.00	10.00 %	7,975.70	6.29 %	7,975.70
KLM1	136.94	115.22	0.29	84.14 %	151,381.35	10.00 %	15,138.14	6.29 %	15,138.14
STP1	52.17	43.51	0.41	83.41 %	23,498.65	10.00 %	2,349.87	6.29 %	2,349.87
ULP1	130.85	107.78	0.05	82.37 %	69,486.00	10.00 %	6,948.60	6.29 %	6,948.60
KKI2	146.02	112.18	0.06	76.83 %	116,683.15	0.00 %		6.29 %	11,668.32
POY2	209.93	160.09	0.23	76.26 %	158,866.20	0.00 %		6.29 %	15,886.62
POY1	273.68	201.61	0.06	73.67 %	208,195.10	0.00 %		6.29 %	
NVL2	163.01	116.87	0.15	71.69 %	94,956.55	0.00 %		6.29 %	
VCM1	91.11	63.98	0.04	70.22 %	38,127.60	0.00 %		6.29 %	
CDM1	174.23	119.86	0.41	68.79 %	109,514.70	0.00 %		6.29 %	
VPM1	62.35	34.20	0.09	54.84 %	26,160.40	0.00 %		6.29 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	101.49	119.88	0.04	118.11 %	77,730.55	30.00 %	23,319.17	6.29 %	31,092.22
EDP1	45.94	50.57	0.14	110.07 %	26,800.35	30.00 %	8,040.11	6.29 %	8,040.11
PMP1	71.05	74.86	0.43	105.37 %	44,738.75	25.00 %	11,184.69	6.29 %	13,421.63
DPR1	56.44	57.79	0.44	102.40 %	41,775.50	25.00 %	10,443.88	6.29 %	10,443.88
HRR1	66.05	67.57	0.20	102.31 %	59,749.60	25.00 %	14,937.40	6.29 %	14,937.40
BMD1	67.18	67.57	0.00	100.59 %	56,247.85	25.00 %	14,061.96	6.29 %	14,061.96
APN1	77.04	76.36	0.14	99.11 %	89,725.30	20.00 %	17,945.06	6.29 %	22,431.33
MCR1	108.79	104.66	0.06	96.20 %	73,408.30	20.00 %	14,681.66	6.29 %	18,352.08
SGI1	69.12	63.52	0.04	91.89 %	50,467.95	15.00 %	7,570.19	6.29 %	10,093.59
SLM2	116.33	105.68	0.05	90.85 %	64,413.40	15.00 %	9,662.01	6.29 %	12,882.68
ATU1	130.15	117.91	0.16	90.59 %	91,413.35	15.00 %	13,712.00	6.29 %	18,282.67
OML1	105.43	94.20	0.12	89.35 %	83,003.00	10.00 %	8,300.30	6.29 %	16,600.60
EPI1	86.19	76.79	0.15	89.10 %	65,198.30	10.00 %	6,519.83	6.29 %	9,779.75
DPR2	60.24	52.56	0.07	87.26 %	36,149.25	10.00 %	3,614.93	6.29 %	5,422.39
KVP1	60.86	52.84	0.00	86.81 %	35,689.45	10.00 %	3,568.95	6.29 %	5,353.42
KAM1	55.97	48.38	0.18	86.45 %	41,523.80	10.00 %	4,152.38	6.29 %	6,228.57
PLC1	69.04	59.37	0.09	85.99 %	62,315.15	10.00 %	6,231.52	6.29 %	9,347.27
SLM1	323.00	271.90	0.13	84.18 %	174,244.20	10.00 %	17,424.42	6.29 %	17,424.42
CMI1	54.53	45.27	0.03	83.02 %	53,378.90	10.00 %	5,337.89	6.29 %	5,337.89
HSR1	125.63	101.34	0.15	80.67 %	76,930.15	10.00 %	7,693.02	6.29 %	7,693.02
TCG1	84.51	66.81	0.00	79.06 %	63,737.30	0.00 %		6.29 %	6,373.73
NKL2	170.10	134.20	0.23	78.90 %	132,857.20	0.00 %		6.29 %	13,285.72
TRM1	139.50	109.04	0.09	78.16 %	87,720.05	0.00 %		6.29 %	8,772.01
SLM3	165.39	125.62	0.11	75.95 %	101,697.25	0.00 %		6.29 %	10,169.73
ERD2	257.23	192.51	0.22	74.84 %	271,744.55	0.00 %		6.29 %	
HSR2	205.19	150.81	0.19	73.50 %	137,008.45	0.00 %		6.29 %	
VPD1	119.11	87.40	0.22	73.38 %	91,333.50	0.00 %		6.29 %	
PDR1	60.36	42.76	0.31	70.85 %	57,193.70	0.00 %		6.29 %	
RSP1	107.42	72.85	0.14	67.82 %	80,621.35	0.00 %		6.29 %	
ERD1	242.12	156.25	0.25	64.53 %	144,165.80	0.00 %		6.29 %	
KMM1	72.92	46.79	0.00	64.16 %	47,016.80	0.00 %		6.29 %	
MTR1	146.41	89.64	0.21	61.22 %	56,191.15	0.00 %		6.29 %	
VKL1	76.56	39.02	0.00	50.96 %	44,875.45	0.00 %		6.29 %	
SGG1	54.61	27.26	0.36	49.91 %	19,292.90	0.00 %		6.29 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	100.02	129.02	1.33	129.00 %	87,887.25	40.00 %	35,154.90	6.29 %	35,154.90
CH24	156.21	168.19	0.24	107.67 %	161,257.25	25.00 %	40,314.31	6.29 %	48,377.18
MC05	41.90	44.16	0.00	105.39 %	18,801.95	25.00 %	4,700.49	6.29 %	5,640.59
CH23	72.17	74.77	0.26	103.61 %	84,662.00	25.00 %	21,165.50	6.29 %	25,398.60
CH17	142.86	142.56	0.31	99.79 %	179,135.85	20.00 %	35,827.17	6.29 %	44,783.96
CH50	186.26	177.96	0.17	95.54 %	174,885.65	20.00 %	34,977.13	6.29 %	43,721.41
CH32	31.49	28.88	0.12	91.70 %	33,013.10	15.00 %	4,951.97	6.29 %	6,602.62
UKI1	117.44	100.53	0.12	85.61 %	78,990.25	10.00 %	7,899.03	6.29 %	11,848.54
CH27	55.87	47.21	0.54	84.50 %	46,937.35	10.00 %	4,693.74	6.29 %	7,040.60
CH46	87.45	73.83	0.19	84.43 %	67,502.85	10.00 %	6,750.29	6.29 %	6,750.29
CH03	557.16	464.56	0.22	83.38 %	393,748.90	10.00 %	39,374.89	6.29 %	39,374.89
PON1	114.20	92.42	0.11	80.93 %	92,057.60	10.00 %	9,205.76	6.29 %	9,205.76
CH12	301.19	242.58	0.24	80.54 %	214,098.40	10.00 %	21,409.84	6.29 %	21,409.84
CH31	90.16	70.15	0.28	77.81 %	67,148.10	0.00 %		6.29 %	6,714.81
CH51	238.66	182.48	0.49	76.46 %	154,595.60	0.00 %		6.29 %	15,459.56
CH33	180.43	137.69	0.06	76.31 %	140,218.80	0.00 %		6.29 %	14,021.88
CH20	245.56	182.90	0.20	74.49 %	158,579.85	0.00 %		6.29 %	
CH34	211.24	156.56	0.16	74.11 %	128,771.35	0.00 %		6.29 %	
CH15	517.78	378.37	0.17	73.07 %	288,320.30	0.00 %		6.29 %	
CH41	187.85	136.99	0.11	72.92 %	178,343.00	0.00 %		6.29 %	
MC06	48.10	34.70	0.09	72.13 %	17,191.85	0.00 %		6.29 %	
MJR1	208.36	148.10	0.18	71.08 %	132,975.50	0.00 %		6.29 %	
CH43	162.92	112.72	0.22	69.19 %	119,340.00	0.00 %		6.29 %	
CH44	169.61	115.59	0.18	68.15 %	118,694.85	0.00 %		6.29 %	
CH18	311.37	208.23	0.59	66.88 %	172,808.80	0.00 %		6.29 %	
CH06	210.27	138.93	0.37	66.07 %	136,883.75	0.00 %		6.29 %	
CH36	91.49	53.40	0.09	58.37 %	43,575.20	0.00 %		6.29 %	
CH21	454.53	255.63	0.23	56.24 %	159,091.30	0.00 %		6.29 %	
CH01	8.27	1.29	0.58	15.64 %	2,208.15	0.00 %		6.29 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	55.34	55.77	0.02	100.79 %	48,320.10	25.00 %	12,080.03	6.29 %	12,080.03
AVI1	69.95	68.02	0.30	97.23 %	76,195.05	20.00 %	15,239.01	6.29 %	19,048.76
CBE4	157.14	145.12	0.10	92.36 %	154,669.75	15.00 %	23,200.46	6.29 %	30,933.95
KMD1	49.15	44.80	0.07	91.16 %	56,123.85	15.00 %	8,418.58	6.29 %	11,224.77
SUL1	84.87	77.18	0.01	90.94 %	96,323.70	15.00 %	14,448.56	6.29 %	19,264.74
GDR1	58.41	51.05	0.05	87.39 %	36,711.40	10.00 %	3,671.14	6.29 %	5,506.71
KGM1	58.90	49.58	0.03	84.18 %	56,907.70	10.00 %	5,690.77	6.29 %	5,690.77
MPM1	102.93	86.39	0.03	83.94 %	113,655.80	10.00 %	11,365.58	6.29 %	11,365.58
KGI1	65.12	54.06	0.06	83.02 %	37,914.20	10.00 %	3,791.42	6.29 %	3,791.42
TPR4	50.09	41.45	0.03	82.74 %	42,867.15	10.00 %	4,286.72	6.29 %	4,286.72
PPI1	64.90	53.05	0.11	81.74 %	62,752.55	10.00 %	6,275.26	6.29 %	6,275.26
UAM1	113.26	92.29	0.00	81.49 %	63,781.90	10.00 %	6,378.19	6.29 %	6,378.19
PDM1	67.90	54.50	0.03	80.27 %	58,859.85	10.00 %	5,885.99	6.29 %	5,885.99
CBE2	731.89	583.77	0.05	79.76 %	379,439.80	0.00 %		6.29 %	37,943.98
KMR1	190.35	147.59	0.31	77.54 %	151,060.05	0.00 %		6.29 %	15,106.01
CBE1	112.85	87.09	0.00	77.18 %	91,600.95	0.00 %		6.29 %	9,160.10
TPR2	192.31	145.28	0.31	75.54 %	101,143.50	0.00 %		6.29 %	10,114.35
TPR3	93.50	69.93	0.00	74.79 %	69,345.35	0.00 %		6.29 %	
CBE5	49.30	36.36	0.00	73.76 %	50,094.60	0.00 %		6.29 %	
UMP1	79.30	57.28	0.33	72.23 %	47,342.80	0.00 %		6.29 %	
TPR1	164.64	114.85	0.34	69.76 %	95,989.70	0.00 %		6.29 %	
CBE3	40.21	28.00	0.28	69.63 %	31,738.65	0.00 %		6.29 %	
CBE6	126.18	87.74	0.20	69.53 %	91,389.55	0.00 %		6.29 %	
DPM2	76.23	52.30	0.32	68.60 %	73,231.75	0.00 %		6.29 %	
SYM2	75.60	51.57	0.00	68.21 %	53,860.40	0.00 %		6.29 %	
GBM1	90.98	60.51	0.17	66.50 %	49,557.15	0.00 %		6.29 %	
ANR1	27.90	17.06	0.42	61.14 %	15,980.75	0.00 %		6.29 %	
SNR1	170.58	89.88	0.04	52.69 %	111,060.05	0.00 %		6.29 %	
PLI1	181.37	80.15	0.22	44.19 %	73,149.30	0.00 %		6.29 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	74.36	115.86	0.14	155.81 %	135,084.50	40.00 %	54,033.80	6.29 %	54,033.80
CH30	188.40	188.38	0.09	99.99 %	133,608.80	20.00 %	26,721.76	6.29 %	33,402.20
CH37	84.25	82.22	0.05	97.59 %	116,529.55	20.00 %	23,305.91	6.29 %	29,132.39
CH45	171.44	149.29	0.17	87.08 %	141,368.35	10.00 %	14,136.84	6.29 %	21,205.25
MRM1	146.32	126.39	0.04	86.38 %	112,156.90	10.00 %	11,215.69	6.29 %	16,823.54
CH48	196.92	165.98	0.22	84.29 %	216,063.15	10.00 %	21,606.32	6.29 %	21,606.32
TKM1	76.47	63.94	0.13	83.61 %	62,920.85	10.00 %	6,292.09	6.29 %	6,292.09
CH05	366.05	294.70	0.16	80.51 %	223,757.40	10.00 %	22,375.74	6.29 %	22,375.74
AVD1	202.69	162.66	0.21	80.25 %	152,365.95	10.00 %	15,236.60	6.29 %	15,236.60
CH49	249.65	198.04	0.14	79.33 %	233,025.35	0.00 %		6.29 %	23,302.54
CGL1	117.94	92.58	0.40	78.50 %	78,478.95	0.00 %		6.29 %	7,847.90
CH35	176.58	138.16	0.12	78.24 %	150,667.35	0.00 %		6.29 %	15,066.74
CH39	106.78	82.72	0.21	77.46 %	96,517.30	0.00 %		6.29 %	9,651.73
CH38	124.56	93.74	0.00	75.26 %	99,355.00	0.00 %		6.29 %	9,935.50
CH14	359.04	269.61	0.16	75.09 %	252,808.90	0.00 %		6.29 %	25,280.89
CH40	83.54	62.01	0.14	74.22 %	26,391.75	0.00 %		6.29 %	
CH42	258.02	174.43	0.06	67.60 %	216,234.50	0.00 %		6.29 %	
CH19	260.98	173.83	0.17	66.61 %	195,540.00	0.00 %		6.29 %	
CH25	217.41	143.37	0.45	65.95 %	172,837.15	0.00 %		6.29 %	
CH22	223.02	144.19	0.21	64.65 %	110,215.25	0.00 %		6.29 %	
CH26	56.93	36.55	0.00	64.20 %	36,852.10	0.00 %		6.29 %	
SKL1	143.06	91.11	0.28	63.69 %	83,518.75	0.00 %		6.29 %	
CH28	244.44	155.55	0.13	63.64 %	270,615.00	0.00 %		6.29 %	
CH07	290.75	179.12	0.30	61.61 %	176,959.05	0.00 %		6.29 %	
CH08	360.81	220.34	0.13	61.07 %	260,030.30	0.00 %		6.29 %	
CH16	381.72	229.12	0.13	60.02 %	281,658.45	0.00 %		6.29 %	
KNR1	142.05	84.23	0.08	59.30 %	94,367.70	0.00 %		6.29 %	
GUD2	169.81	97.08	0.42	57.17 %	91,028.65	0.00 %		6.29 %	
GUD1	218.36	113.02	0.17	51.76 %	131,692.55	0.00 %		6.29 %	
CH29	41.03	17.89	0.00	43.60 %	23,190.35	0.00 %		6.29 %	
MC10	38.40	12.01	0.00	31.27 %	7,399.35	0.00 %		6.29 %	
MC09	47.02	12.86	0.00	27.36 %	7,391.75	0.00 %		6.29 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	123.96	0.25	0.00 %	53,686.00	0.00 %		0.00 %	
GHUB	0.00	114.43	0.45	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	4.69	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	54.71	1.90	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	26.71	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	2.79	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	20.64	6.21	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.08)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	55.20	1.29	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.02)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.05)	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 %	
WHTV	0.00	(0.03)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.02)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.06)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.05)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	15.39	6.62	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	11.96	0.00	0.00 %	0.00	0.00 %		0.00 %	