

<b>Accu.Target</b>	<b>Sales</b>	<b>Achieved %</b>	<b>HO Budget+%</b>	<b>Total Com.</b>
55,065.12 L	55,928.95 L	101.57 %	0.00 %	668.00 L

Note : Sales Period is From :01-Apr-2026 To :26-Apr-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	533.48	880.59	165.06 %	0.00	0.00 %	0.00
KL-NORTH	838.13	1,152.77	137.54 %	0.00	0.00 %	0.00
WEST-01	3,447.84	4,415.27	128.06 %	0.00	0.00 %	0.00
SOUTH-01	7,878.75	8,875.60	112.65 %	0.00	0.00 %	0.00
WEST-02	4,749.17	5,319.53	112.01 %	0.00	0.00 %	0.00
SOUTH-03	6,198.52	6,861.83	110.70 %	544,000.00	0.00 %	544,000.00
NORTH ARCOT	4,204.51	4,210.18	100.13 %	252,000.00	0.00 %	252,000.00
TRICHY-01	7,347.87	6,663.48	90.69 %	0.00	0.00 %	0.00
SOUTH ARCOT	4,404.88	3,978.00	90.31 %	117,000.00	0.00 %	117,000.00
CHENNAI-02	6,840.61	6,131.13	89.63 %	0.00	0.00 %	0.00
CHENNAI-01	8,621.36	6,817.65	79.08 %	0.00	0.00 %	0.00
OTHERS	0.00	622.93	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>55,065.12</b>	<b>55,928.95</b>	<b>101.57 %</b>		<b>0.00 %</b>	

<b>KL-SOUTH</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	533.48	880.59	165.06%	320,000.00	0.00 %	320,000.00
<b>KL-NORTH</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	838.13	1,152.77	137.54%	440,000.00	0.00 %	440,000.00
<b>WEST-01</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR1	436.12	625.36	143.39%	240,000.00	0.00 %	240,000.00
	CBE1	1,499.27	2,065.95	137.80%	800,000.00	0.00 %	800,000.00
	TPR4	429.10	530.98	123.74%	150,000.00	0.00 %	150,000.00
	PLI1	501.01	615.31	122.81%	180,000.00	0.00 %	180,000.00
	UAM1	582.34	577.67	99.20%	37,500.00	0.00 %	37,500.00
<b>SOUTH-01</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	1,106.88	1,493.59	134.94%	560,000.00	0.00 %	560,000.00
	TVL1	1,208.18	1,564.23	129.47%	450,000.00	0.00 %	450,000.00
	TKS1	1,121.50	1,307.04	116.54%	260,000.00	0.00 %	260,000.00
	TUT1	1,836.33	1,948.19	106.09%	285,000.00	0.00 %	285,000.00
	KVT1	1,537.28	1,521.77	98.99%	112,500.00	0.00 %	112,500.00
	VNR1	1,068.58	1,040.78	97.40%	75,000.00	0.00 %	75,000.00
<b>WEST-02</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	901.04	1,101.91	122.29%	330,000.00	0.00 %	330,000.00
	SLM1	1,426.90	1,566.44	109.78%	225,000.00	0.00 %	225,000.00
	ERD1	1,518.65	1,663.83	109.56%	240,000.00	0.00 %	240,000.00
	MTR1	902.58	987.34	109.39%	135,000.00	0.00 %	135,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	618.04	779.22	126.08%	210,000.00	0.00 %	210,000.00
	TEN1	742.78	913.97	123.05%	270,000.00	0.00 %	270,000.00
	MDU1	2,286.88	2,557.06	111.81%	500,000.00	0.00 %	500,000.00
	KKD2	1,351.33	1,388.90	102.78%	195,000.00	0.00 %	195,000.00
	SVG1	1,199.48	1,222.69	101.93%	180,000.00	0.00 %	180,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,332.33	1,544.91	115.96%	300,000.00	0.00 %	300,000.00
	NA01	1,493.11	1,423.50	95.34%	105,000.00	0.00 %	105,000.00
	NA03	1,379.07	1,241.77	90.04%	90,000.00	0.00 %	90,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	2,231.01	2,189.98	98.16%	157,500.00	0.00 %	157,500.00
	KUM1	1,604.75	1,495.91	93.22%	105,000.00	0.00 %	105,000.00
	PBR1	1,820.21	1,614.43	88.69%	0.00	0.00 %	0.00
	TNJ1	1,691.90	1,363.17	80.57%	0.00	0.00 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	1,606.48	1,460.03	90.88%	105,000.00	0.00 %	105,000.00
	SA03	1,199.18	1,085.95	90.56%	75,000.00	0.00 %	75,000.00
	SA01	1,599.22	1,432.02	89.54%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	1,614.67	1,494.27	92.54%	105,000.00	0.00 %	105,000.00
	CH01	1,835.07	1,696.85	92.47%	120,000.00	0.00 %	120,000.00
	CH09	1,537.37	1,341.29	87.25%	0.00	0.00 %	0.00
	CH04	1,853.50	1,598.72	86.25%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	2,042.45	1,797.18	87.99%	0.00	0.00 %	0.00
	CH08	2,176.93	1,798.23	82.60%	0.00	0.00 %	0.00
	CH03	1,548.29	1,238.22	79.97%	0.00	0.00 %	0.00
	CH06	2,853.68	1,984.03	69.53%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.46	0.00%	0.00	0.00 %	0.00
	CH02	0.00	141.81	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	33.43	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.10)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.12)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	12.75	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	10.18	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	88.22	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	1.34	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	236.57	447.56	0.08	189.18 %	298,080.95	40.00 %	119,232.38	0.00 %	119,232.38
PAS1	118.40	183.68	0.20	155.14 %	117,458.95	40.00 %	46,983.58	0.00 %	46,983.58
PNL1	84.12	122.05	0.51	145.10 %	77,978.05	40.00 %	31,191.22	0.00 %	31,191.22
KLR1	94.40	127.29	0.14	134.85 %	79,099.00	40.00 %	31,639.60	0.00 %	31,639.60
KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	838.13	1,152.77	0.11	137.54 %	1,433,240.00	40.00 %	573,296.00	0.00 %	573,296.00
WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TPR2	167.02	296.25	0.05	177.38 %	338,071.25	40.00 %	135,228.50	0.00 %	135,228.50
AVI1	70.30	122.12	0.17	173.72 %	175,616.65	40.00 %	70,246.66	0.00 %	70,246.66
CBE1	94.35	158.83	0.35	168.35 %	175,999.70	40.00 %	70,399.88	0.00 %	70,399.88
CBE4	151.40	251.99	0.05	166.44 %	367,729.80	40.00 %	147,091.92	0.00 %	147,091.92
MPM1	118.13	194.41	0.16	164.58 %	242,717.35	40.00 %	97,086.94	0.00 %	97,086.94
ANR1	25.49	40.53	0.20	159.01 %	86,577.25	40.00 %	34,630.90	0.00 %	34,630.90
CBE3	39.68	59.78	0.05	150.63 %	77,713.10	40.00 %	31,085.24	0.00 %	31,085.24
PDM1	66.74	98.43	0.19	147.48 %	178,678.85	40.00 %	71,471.54	0.00 %	71,471.54
UMP1	84.17	120.32	0.16	142.95 %	98,217.65	40.00 %	39,287.06	0.00 %	39,287.06
SNR1	121.39	173.40	0.05	142.85 %	211,287.35	40.00 %	84,514.94	0.00 %	84,514.94
TPR1	149.66	212.73	0.27	142.15 %	285,830.30	40.00 %	114,332.12	0.00 %	114,332.12
CBE2	580.93	825.39	0.20	142.08 %	1,094,247.00	40.00 %	437,698.80	0.00 %	437,698.80
KGM1	78.65	105.30	0.06	133.89 %	160,849.70	40.00 %	64,339.88	0.00 %	64,339.88
GBM1	96.25	128.12	0.11	133.10 %	131,384.20	40.00 %	52,553.68	0.00 %	52,553.68
PPI1	59.82	77.05	0.34	128.80 %	119,625.65	40.00 %	47,850.26	0.00 %	47,850.26
SUL1	85.38	109.95	0.22	128.79 %	175,544.75	40.00 %	70,217.90	0.00 %	70,217.90
KMR1	208.34	248.47	0.21	119.26 %	370,523.50	30.00 %	111,157.05	0.00 %	111,157.05
CBE6	137.47	161.09	0.23	117.18 %	182,261.10	30.00 %	54,678.33	0.00 %	54,678.33
DPM2	98.80	112.58	0.05	113.95 %	176,996.30	30.00 %	53,098.89	0.00 %	53,098.89
SYM2	89.41	101.48	0.03	113.50 %	111,102.55	30.00 %	33,330.77	0.00 %	33,330.77
PLI1	172.65	178.68	0.17	103.49 %	188,005.95	25.00 %	47,001.49	0.00 %	47,001.49
KMD1	87.73	89.30	0.06	101.78 %	111,361.85	25.00 %	27,840.46	0.00 %	27,840.46
CNR1	65.81	65.51	0.02	99.55 %	46,978.85	20.00 %	9,395.77	0.00 %	9,395.77
TPR3	119.45	116.38	0.05	97.42 %	126,190.10	20.00 %	25,238.02	0.00 %	25,238.02
CBE5	80.35	77.05	0.07	95.89 %	157,636.05	20.00 %	31,527.21	0.00 %	31,527.21
GDR1	78.89	68.13	0.12	86.36 %	49,617.10	10.00 %	4,961.71	0.00 %	4,961.71
TPR4	87.83	61.69	0.00	70.24 %	98,503.05	0.00 %		0.00 %	
KGI1	89.60	62.08	0.03	69.28 %	43,707.45	0.00 %		0.00 %	
UAM1	142.18	98.24	0.09	69.10 %	59,328.30	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	88.25	156.08	0.11	176.85 %	189,528.60	40.00 %	75,811.44	0.00 %	75,811.44
ARM1	82.50	135.21	0.30	163.89 %	139,034.25	40.00 %	55,613.70	0.00 %	55,613.70
MMT1	102.50	163.54	0.20	159.55 %	162,133.25	40.00 %	64,853.30	0.00 %	64,853.30
ERL2	119.24	185.16	0.21	155.28 %	311,989.35	40.00 %	124,795.74	0.00 %	124,795.74
KSM1	53.62	76.32	0.18	142.33 %	63,236.40	40.00 %	25,294.56	0.00 %	25,294.56
NGR1	443.89	620.59	0.43	139.81 %	452,460.65	40.00 %	180,984.26	0.00 %	180,984.26
ASM1	101.50	138.34	0.23	136.29 %	171,884.15	40.00 %	68,753.66	0.00 %	68,753.66
TKS2	322.11	435.62	0.32	135.24 %	403,045.70	40.00 %	161,218.28	0.00 %	161,218.28
SDI1	110.40	147.65	0.24	133.73 %	121,138.20	40.00 %	48,455.28	0.00 %	48,455.28
STU2	87.83	111.91	0.39	127.42 %	90,590.65	40.00 %	36,236.26	0.00 %	36,236.26
TVL1	765.37	975.19	0.09	127.41 %	1,456,086.80	40.00 %	582,434.72	0.00 %	582,434.72
MAR1	229.78	287.12	0.20	124.96 %	324,200.10	40.00 %	129,680.04	0.00 %	129,680.04
KYR1	94.42	115.89	0.30	122.74 %	152,021.30	40.00 %	60,808.52	0.00 %	60,808.52
VLY1	258.80	315.49	0.27	121.90 %	392,630.40	40.00 %	157,052.16	0.00 %	157,052.16
SVK1	227.86	273.23	0.13	119.91 %	321,392.40	30.00 %	96,417.72	0.00 %	96,417.72
TCN1	185.15	221.01	0.45	119.37 %	275,849.35	30.00 %	82,754.81	0.00 %	82,754.81
UDN1	115.22	134.74	0.14	116.94 %	155,596.95	30.00 %	46,679.09	0.00 %	46,679.09
TKS1	247.03	288.55	0.23	116.80 %	280,826.45	30.00 %	84,247.94	0.00 %	84,247.94
PDI1	100.26	114.40	0.32	114.09 %	101,078.90	30.00 %	30,323.67	0.00 %	30,323.67
COL1	66.97	75.35	0.36	112.52 %	62,091.65	30.00 %	18,627.50	0.00 %	18,627.50
SNL1	122.90	133.28	0.39	108.44 %	135,639.50	25.00 %	33,909.88	0.00 %	33,909.88
TUT2	367.33	394.04	0.20	107.27 %	482,297.50	25.00 %	120,574.38	0.00 %	120,574.38
VNR1	104.39	111.81	0.49	107.11 %	126,154.85	25.00 %	31,538.71	0.00 %	31,538.71
VKM1	97.69	103.94	0.27	106.40 %	143,919.85	25.00 %	35,979.96	0.00 %	35,979.96
KVT1	447.68	450.04	0.12	100.53 %	721,602.55	25.00 %	180,400.64	0.00 %	180,400.64
SGT1	79.56	78.99	0.09	99.28 %	68,918.60	20.00 %	13,783.72	0.00 %	13,783.72
TYI1	133.36	131.98	0.22	98.96 %	205,771.90	20.00 %	41,154.38	0.00 %	41,154.38
SKD1	110.09	108.34	0.13	98.41 %	133,597.70	20.00 %	26,719.54	0.00 %	26,719.54
TUT1	916.02	881.27	0.14	96.21 %	1,342,235.65	20.00 %	268,447.13	0.00 %	268,447.13
TKY1	121.87	114.59	0.21	94.02 %	125,974.80	15.00 %	18,896.22	0.00 %	18,896.22
VNR2	414.03	382.18	0.12	92.31 %	452,784.40	15.00 %	67,917.66	0.00 %	67,917.66
RPM1	262.13	241.85	0.24	92.26 %	232,451.45	15.00 %	34,867.72	0.00 %	34,867.72
PKD1	236.44	209.85	0.33	88.75 %	284,134.00	10.00 %	28,413.40	0.00 %	28,413.40
APK2	143.63	127.27	0.35	88.60 %	116,112.15	10.00 %	11,611.22	0.00 %	11,611.22
RND1	340.23	288.52	0.14	84.80 %	480,292.00	10.00 %	48,029.20	0.00 %	48,029.20
APK1	178.67	146.29	0.29	81.88 %	190,772.90	10.00 %	19,077.29	0.00 %	19,077.29

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	101.32	208.59	0.09	205.87 %	213,807.00	40.00 %	85,522.80	0.00 %	85,522.80
DPR1	70.15	94.97	0.01	135.38 %	75,821.25	40.00 %	30,328.50	0.00 %	30,328.50
ERD1	322.43	407.04	0.17	126.24 %	568,617.75	40.00 %	227,447.10	0.00 %	227,447.10
PLC1	85.16	107.03	0.08	125.68 %	163,990.05	40.00 %	65,596.02	0.00 %	65,596.02
HSR1	135.88	170.62	0.15	125.57 %	229,443.20	40.00 %	91,777.28	0.00 %	91,777.28
ERD2	332.41	416.91	0.05	125.42 %	740,390.55	40.00 %	296,156.22	0.00 %	296,156.22
EDP1	50.23	62.38	0.14	124.19 %	49,763.65	40.00 %	19,905.46	0.00 %	19,905.46
KVP1	80.54	99.03	0.28	122.95 %	83,554.15	40.00 %	33,421.66	0.00 %	33,421.66
TCG1	97.01	116.68	0.02	120.27 %	172,471.75	40.00 %	68,988.70	0.00 %	68,988.70
SLM3	208.52	247.23	0.06	118.57 %	325,752.20	30.00 %	97,725.66	0.00 %	97,725.66
NKL2	208.50	244.13	0.13	117.09 %	294,727.30	30.00 %	88,418.19	0.00 %	88,418.19
SLM2	170.90	195.97	0.02	114.67 %	196,992.40	30.00 %	59,097.72	0.00 %	59,097.72
SLM1	425.62	485.14	0.09	113.99 %	573,368.00	30.00 %	172,010.40	0.00 %	172,010.40
TRM1	152.02	169.10	0.08	111.23 %	169,759.90	30.00 %	50,927.97	0.00 %	50,927.97
MTR1	142.05	156.67	0.11	110.29 %	195,159.10	30.00 %	58,547.73	0.00 %	58,547.73
SGI1	73.16	80.13	0.07	109.54 %	78,377.95	25.00 %	19,594.49	0.00 %	19,594.49
OML1	136.36	149.26	0.20	109.46 %	197,046.05	25.00 %	49,261.51	0.00 %	49,261.51
MCR1	129.63	141.84	0.14	109.42 %	196,673.25	25.00 %	49,168.31	0.00 %	49,168.31
BMD1	88.53	96.47	0.00	108.97 %	95,439.60	25.00 %	23,859.90	0.00 %	23,859.90
DPR2	91.13	97.78	0.16	107.30 %	117,499.80	25.00 %	29,374.95	0.00 %	29,374.95
PMP1	105.66	112.81	0.15	106.77 %	92,170.75	25.00 %	23,042.69	0.00 %	23,042.69
ATU1	203.10	212.59	0.07	104.67 %	230,924.90	25.00 %	57,731.23	0.00 %	57,731.23
CMI1	72.31	75.51	0.01	104.42 %	103,464.85	25.00 %	25,866.21	0.00 %	25,866.21
VPD1	139.70	145.37	0.05	104.06 %	185,530.55	25.00 %	46,382.64	0.00 %	46,382.64
KAM1	83.00	86.34	0.32	104.03 %	126,180.15	25.00 %	31,545.04	0.00 %	31,545.04
PDR1	69.65	70.00	0.00	100.50 %	132,188.20	25.00 %	33,047.05	0.00 %	33,047.05
HSR2	236.33	237.36	0.13	100.44 %	284,046.25	25.00 %	71,011.56	0.00 %	71,011.56
APN1	103.12	103.10	0.13	99.98 %	154,774.65	20.00 %	30,954.93	0.00 %	30,954.93
RSP1	142.38	141.70	0.16	99.52 %	161,344.95	20.00 %	32,268.99	0.00 %	32,268.99
EPI1	125.72	114.66	0.11	91.21 %	138,862.60	15.00 %	20,829.39	0.00 %	20,829.39
SGG1	59.40	53.86	0.15	90.67 %	57,803.10	15.00 %	8,670.47	0.00 %	8,670.47
HRR1	92.72	81.25	0.09	87.63 %	78,442.65	10.00 %	7,844.27	0.00 %	7,844.27
VKL1	83.00	60.35	0.13	72.71 %	102,365.15	0.00 %		0.00 %	
KMM1	131.55	77.66	0.04	59.03 %	97,311.80	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	77.44	110.22	0.11	142.34 %	84,411.70	40.00 %	33,764.68	0.00 %	33,764.68
BTU1	55.28	75.40	0.07	136.39 %	60,730.75	40.00 %	24,292.30	0.00 %	24,292.30
TEN1	120.75	160.78	0.10	133.15 %	132,018.15	40.00 %	52,807.26	0.00 %	52,807.26
KKD3	211.10	279.63	0.12	132.46 %	457,304.65	40.00 %	182,921.86	0.00 %	182,921.86
KRR1	206.90	269.04	0.17	130.04 %	416,497.85	40.00 %	166,599.14	0.00 %	166,599.14
PNI1	82.77	106.82	0.07	129.06 %	78,484.85	40.00 %	31,393.94	0.00 %	31,393.94
MPA1	191.26	244.28	0.07	127.72 %	254,339.25	40.00 %	101,735.70	0.00 %	101,735.70
TEN2	178.99	221.73	0.18	123.88 %	111,539.45	40.00 %	44,615.78	0.00 %	44,615.78
BNR1	84.86	103.88	0.07	122.41 %	100,902.55	40.00 %	40,361.02	0.00 %	40,361.02
MDU1	636.29	777.97	0.11	122.27 %	690,181.10	40.00 %	276,072.44	0.00 %	276,072.44
ADP1	85.11	101.45	0.08	119.20 %	114,051.85	30.00 %	34,215.56	0.00 %	34,215.56
ODM1	65.82	77.83	0.07	118.25 %	49,714.40	30.00 %	14,914.32	0.00 %	14,914.32
USL1	115.67	135.38	0.05	117.05 %	114,143.50	30.00 %	34,243.05	0.00 %	34,243.05
PNV2	79.01	91.91	0.19	116.33 %	89,555.45	30.00 %	26,866.64	0.00 %	26,866.64
DGL1	307.04	352.57	0.12	114.83 %	261,220.35	30.00 %	78,366.11	0.00 %	78,366.11
NTM1	71.28	81.24	0.13	113.97 %	102,167.20	30.00 %	30,650.16	0.00 %	30,650.16
MDU6	305.24	344.94	0.08	113.01 %	300,587.40	30.00 %	90,176.22	0.00 %	90,176.22
PKM1	64.12	72.10	0.06	112.45 %	61,421.00	30.00 %	18,426.30	0.00 %	18,426.30
CBM1	131.52	143.81	0.17	109.34 %	195,410.05	25.00 %	48,852.51	0.00 %	48,852.51
TMM1	210.39	229.31	0.23	108.99 %	140,717.85	25.00 %	35,179.46	0.00 %	35,179.46
MDU3	207.60	224.23	0.21	108.01 %	187,628.10	25.00 %	46,907.03	0.00 %	46,907.03
TPT1	182.32	196.70	0.06	107.89 %	276,494.15	25.00 %	69,123.54	0.00 %	69,123.54
MDU7	219.41	233.87	0.06	106.59 %	234,849.20	25.00 %	58,712.30	0.00 %	58,712.30
MDU2	384.78	406.48	0.33	105.64 %	460,235.75	25.00 %	115,058.94	0.00 %	115,058.94
DGL2	137.80	145.51	0.29	105.59 %	137,496.35	25.00 %	34,374.09	0.00 %	34,374.09
KPT1	87.41	90.94	0.09	104.04 %	113,299.85	25.00 %	28,324.96	0.00 %	28,324.96
NKI1	89.30	91.52	0.18	102.49 %	84,228.25	25.00 %	21,057.06	0.00 %	21,057.06
SGP1	77.62	78.80	0.13	101.52 %	119,275.25	25.00 %	29,818.81	0.00 %	29,818.81
MDU4	174.48	173.26	0.20	99.30 %	112,618.65	20.00 %	22,523.73	0.00 %	22,523.73
TDI1	126.68	125.50	0.01	99.07 %	190,617.30	20.00 %	38,123.46	0.00 %	38,123.46
MDU5	133.65	132.10	0.04	98.84 %	135,737.55	20.00 %	27,147.51	0.00 %	27,147.51
DKI1	195.76	185.38	0.06	94.70 %	331,762.15	15.00 %	49,764.32	0.00 %	49,764.32
MLR1	127.73	117.60	0.03	92.07 %	151,167.55	15.00 %	22,675.13	0.00 %	22,675.13
ATG1	253.07	231.42	0.15	91.45 %	242,504.25	15.00 %	36,375.64	0.00 %	36,375.64
PVI1	135.08	119.79	0.05	88.68 %	122,594.00	10.00 %	12,259.40	0.00 %	12,259.40
MNM1	90.69	79.76	0.14	87.95 %	108,038.80	10.00 %	10,803.88	0.00 %	10,803.88
KYK1	99.03	86.93	0.04	87.79 %	100,502.65	10.00 %	10,050.27	0.00 %	10,050.27
SVG1	195.27	161.73	0.04	82.83 %	163,924.40	10.00 %	16,392.44	0.00 %	16,392.44

**NORTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	95.94	146.58	0.04	152.78 %	203,568.50	40.00 %	81,427.40	0.00 %	81,427.40
TRR1	214.27	274.67	0.12	128.18 %	307,582.85	40.00 %	123,033.14	0.00 %	123,033.14
BGR1	71.26	90.56	0.13	127.08 %	125,196.80	40.00 %	50,078.72	0.00 %	50,078.72
SLG1	95.45	117.53	0.05	123.14 %	155,416.50	40.00 %	62,166.60	0.00 %	62,166.60
GDM1	118.98	142.47	0.21	119.74 %	117,244.70	30.00 %	35,173.41	0.00 %	35,173.41
ABR1	173.59	198.03	0.21	114.08 %	246,841.20	30.00 %	74,052.36	0.00 %	74,052.36
CGM1	96.80	110.09	0.31	113.74 %	112,892.40	30.00 %	33,867.72	0.00 %	33,867.72
VEL2	306.65	331.96	0.11	108.25 %	465,831.35	25.00 %	116,457.84	0.00 %	116,457.84
AKM1	210.37	220.85	0.15	104.98 %	290,180.15	25.00 %	72,545.04	0.00 %	72,545.04
VEL1	224.50	235.65	0.10	104.97 %	308,128.25	25.00 %	77,032.06	0.00 %	77,032.06
ARC2	123.52	128.52	0.07	104.05 %	175,567.65	25.00 %	43,891.91	0.00 %	43,891.91
PTU1	51.97	53.97	0.03	103.85 %	51,963.80	25.00 %	12,990.95	0.00 %	12,990.95
PLR1	101.58	105.47	0.03	103.83 %	105,516.10	25.00 %	26,379.03	0.00 %	26,379.03
TRT1	142.88	141.34	0.05	98.92 %	153,234.40	20.00 %	30,646.88	0.00 %	30,646.88
WJP1	141.39	137.55	0.11	97.28 %	209,162.30	20.00 %	41,832.46	0.00 %	41,832.46
KPM2	487.86	468.48	0.09	96.03 %	532,347.30	20.00 %	106,469.46	0.00 %	106,469.46
ANI1	108.41	101.46	0.08	93.59 %	127,834.55	15.00 %	19,175.18	0.00 %	19,175.18
CPT1	98.61	91.44	0.11	92.73 %	148,285.55	15.00 %	22,242.83	0.00 %	22,242.83
KPM1	148.20	136.33	0.36	91.99 %	171,636.55	15.00 %	25,745.48	0.00 %	25,745.48
VSI1	195.94	174.78	0.04	89.20 %	283,185.60	10.00 %	28,318.56	0.00 %	28,318.56
WJD1	149.15	129.22	0.35	86.64 %	214,689.50	10.00 %	21,468.95	0.00 %	21,468.95
SBR1	305.33	250.41	0.00	82.01 %	344,466.75	10.00 %	34,446.68	0.00 %	34,446.68
CYR1	124.20	101.08	0.20	81.38 %	149,784.30	10.00 %	14,978.43	0.00 %	14,978.43
UGI1	69.91	54.06	0.04	77.33 %	54,075.45	0.00 %		0.00 %	
TRL1	347.74	267.68	0.17	76.98 %	311,521.55	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	75.34	151.90	0.10	201.62 %	60,628.75	40.00 %	24,251.50	0.00 %	24,251.50
TYR1	197.05	246.08	0.13	124.89 %	264,708.30	40.00 %	105,883.32	0.00 %	105,883.32
PDK1	133.82	162.17	0.12	121.19 %	194,144.55	40.00 %	77,657.82	0.00 %	77,657.82
TRY2	122.34	142.55	0.07	116.52 %	127,099.20	30.00 %	38,129.76	0.00 %	38,129.76
TRY3	209.68	227.42	0.02	108.46 %	212,704.65	25.00 %	53,176.16	0.00 %	53,176.16
KIK1	155.51	158.72	0.05	102.06 %	220,897.25	25.00 %	55,224.31	0.00 %	55,224.31
MVM1	335.19	341.12	0.10	101.77 %	543,926.95	25.00 %	135,981.74	0.00 %	135,981.74
NMM1	98.88	99.61	0.02	100.74 %	126,450.90	25.00 %	31,612.73	0.00 %	31,612.73
TVR1	125.59	125.29	0.05	99.77 %	138,862.60	20.00 %	27,772.52	0.00 %	27,772.52
MSI1	164.55	162.80	0.02	98.93 %	172,901.20	20.00 %	34,580.24	0.00 %	34,580.24
TRY1	1,308.59	1,292.51	0.10	98.77 %	1,128,528.20	20.00 %	225,705.64	0.00 %	225,705.64
NCK1	73.26	69.44	0.00	94.78 %	58,080.85	15.00 %	8,712.13	0.00 %	8,712.13
TTP1	173.42	162.26	0.00	93.57 %	153,021.20	15.00 %	22,953.18	0.00 %	22,953.18
TVR2	335.28	313.21	0.09	93.42 %	295,179.30	15.00 %	44,276.90	0.00 %	44,276.90
PTK1	276.74	249.04	0.06	89.99 %	237,327.70	10.00 %	23,732.77	0.00 %	23,732.77
KRN1	143.16	126.41	0.12	88.30 %	139,895.55	10.00 %	13,989.56	0.00 %	13,989.56
ORU1	115.08	98.37	0.25	85.48 %	148,042.05	10.00 %	14,804.21	0.00 %	14,804.21
AYR1	198.09	161.82	0.11	81.69 %	194,436.25	10.00 %	19,443.63	0.00 %	19,443.63
TNJ2	356.08	289.49	0.13	81.30 %	257,821.40	10.00 %	25,782.14	0.00 %	25,782.14
NGT1	221.84	174.99	0.04	78.88 %	288,254.10	0.00 %		0.00 %	
MDI1	251.78	198.35	0.25	78.78 %	199,177.40	0.00 %		0.00 %	
JKM1	208.59	160.20	0.03	76.80 %	182,491.30	0.00 %		0.00 %	
PBR2	505.34	387.82	0.08	76.74 %	358,617.40	0.00 %		0.00 %	
KUM1	444.52	340.10	0.03	76.51 %	313,576.20	0.00 %		0.00 %	
TRY4	313.43	238.92	0.07	76.23 %	355,642.05	0.00 %		0.00 %	
TNJ1	487.03	361.71	0.11	74.27 %	262,899.15	0.00 %		0.00 %	
PBR1	211.41	154.60	0.03	73.13 %	109,384.55	0.00 %		0.00 %	
APM1	106.31	66.60	0.17	62.64 %	85,283.35	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	69.17	94.70	0.22	136.91 %	60,378.35	40.00 %	24,151.34	0.00 %	24,151.34
PRT1	171.97	231.15	0.22	134.41 %	225,343.20	40.00 %	90,137.28	0.00 %	90,137.28
KLM1	194.06	205.16	0.13	105.72 %	322,159.75	25.00 %	80,539.94	0.00 %	80,539.94
SJI2	202.31	213.45	0.19	105.51 %	243,182.90	25.00 %	60,795.73	0.00 %	60,795.73
MKM1	95.26	99.16	0.20	104.10 %	147,171.30	25.00 %	36,792.83	0.00 %	36,792.83
KML1	126.43	130.94	0.09	103.57 %	189,847.15	25.00 %	47,461.79	0.00 %	47,461.79
TRK1	241.56	241.85	0.18	100.12 %	326,806.95	25.00 %	81,701.74	0.00 %	81,701.74
KKI2	229.06	226.47	0.20	98.87 %	282,813.15	20.00 %	56,562.63	0.00 %	56,562.63
TVM2	125.85	117.66	0.10	93.50 %	75,872.45	15.00 %	11,380.87	0.00 %	11,380.87
POY2	358.84	328.25	0.07	91.47 %	402,920.90	15.00 %	60,438.14	0.00 %	60,438.14
VPM2	245.63	216.20	0.18	88.02 %	297,494.85	10.00 %	29,749.49	0.00 %	29,749.49
CUD1	483.49	422.03	0.07	87.29 %	487,692.00	10.00 %	48,769.20	0.00 %	48,769.20
CDM1	269.90	232.93	0.16	86.30 %	269,555.20	10.00 %	26,955.52	0.00 %	26,955.52
TDM1	175.83	144.86	0.13	82.39 %	156,046.55	10.00 %	15,604.66	0.00 %	15,604.66
ULP1	242.71	197.03	0.11	81.18 %	202,382.80	10.00 %	20,238.28	0.00 %	20,238.28
POY1	467.58	377.42	0.16	80.72 %	532,756.70	10.00 %	53,275.67	0.00 %	53,275.67
TVM1	119.68	95.96	0.09	80.18 %	106,131.00	10.00 %	10,613.10	0.00 %	10,613.10
NVL2	265.49	204.57	0.05	77.05 %	202,678.20	0.00 %		0.00 %	
STP1	94.40	72.64	0.38	76.96 %	90,843.45	0.00 %		0.00 %	
VPM1	88.33	55.96	0.07	63.36 %	64,122.60	0.00 %		0.00 %	
VCM1	137.35	69.61	0.07	50.68 %	66,798.00	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	45.54	61.23	0.28	134.44 %	26,331.75	40.00 %	10,532.70	0.00 %	10,532.70
CH46	99.83	122.61	0.13	122.81 %	171,981.50	40.00 %	68,792.60	0.00 %	68,792.60
CH17	206.99	253.33	0.20	122.39 %	472,817.85	40.00 %	189,127.14	0.00 %	189,127.14
UKI1	128.54	148.81	0.11	115.77 %	185,818.30	30.00 %	55,745.49	0.00 %	55,745.49
CH27	69.75	80.06	0.30	114.79 %	107,607.80	30.00 %	32,282.34	0.00 %	32,282.34
CH31	97.65	107.44	0.14	110.03 %	145,676.15	30.00 %	43,702.85	0.00 %	43,702.85
PON1	122.83	134.19	0.09	109.25 %	222,156.20	25.00 %	55,539.05	0.00 %	55,539.05
CH23	125.09	131.17	0.43	104.86 %	163,160.70	25.00 %	40,790.18	0.00 %	40,790.18
CH24	291.43	302.52	0.16	103.81 %	391,961.20	25.00 %	97,990.30	0.00 %	97,990.30
CH18	290.82	285.58	0.15	98.20 %	465,963.95	20.00 %	93,192.79	0.00 %	93,192.79
CH03	664.49	617.81	0.25	92.98 %	855,733.30	15.00 %	128,360.00	0.00 %	128,360.00
GPD1	168.98	154.85	0.36	91.64 %	136,751.30	15.00 %	20,512.70	0.00 %	20,512.70
CH15	654.93	586.16	0.09	89.50 %	631,022.90	10.00 %	63,102.29	0.00 %	63,102.29
CH06	271.33	242.75	0.06	89.47 %	294,649.45	10.00 %	29,464.95	0.00 %	29,464.95
CH50	268.50	238.26	0.13	88.74 %	393,145.75	10.00 %	39,314.58	0.00 %	39,314.58
CH36	116.23	101.98	0.32	87.74 %	101,500.65	10.00 %	10,150.07	0.00 %	10,150.07
CH33	275.23	238.33	0.29	86.59 %	318,996.95	10.00 %	31,899.70	0.00 %	31,899.70
CH12	424.35	363.95	0.16	85.77 %	476,061.30	10.00 %	47,606.13	0.00 %	47,606.13
CH32	48.13	40.71	0.23	84.58 %	55,803.00	10.00 %	5,580.30	0.00 %	5,580.30
CH34	279.78	235.89	0.19	84.31 %	291,792.45	10.00 %	29,179.25	0.00 %	29,179.25
CH20	360.25	301.13	0.99	83.59 %	349,524.55	10.00 %	34,952.46	0.00 %	34,952.46
CH21	483.88	400.91	0.46	82.85 %	428,406.60	10.00 %	42,840.66	0.00 %	42,840.66
CH41	254.36	206.26	0.16	81.09 %	322,011.30	10.00 %	32,201.13	0.00 %	32,201.13
MJR1	256.21	205.40	0.15	80.17 %	236,669.95	10.00 %	23,667.00	0.00 %	23,667.00
CH44	233.66	173.87	0.15	74.41 %	234,733.85	0.00 %		0.00 %	
CH43	207.25	143.02	0.42	69.00 %	160,596.05	0.00 %		0.00 %	
CH51	315.63	211.22	0.80	66.92 %	245,969.55	0.00 %		0.00 %	
MC06	58.40	38.64	0.73	66.18 %	20,459.05	0.00 %		0.00 %	
CH01	20.57	3.43	0.00	16.66 %	3,891.00	0.00 %		0.00 %	
CH09	0.00	(0.38)	-1.01	0.00 %	0.00	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	246.86	459.13	0.31	185.99 %	599,312.80	40.00 %	239,725.12	0.00 %	239,725.12
CH30	259.66	360.44	0.42	138.81 %	380,543.20	40.00 %	152,217.28	0.00 %	152,217.28
CH40	74.80	87.73	0.02	117.29 %	37,387.80	30.00 %	11,216.34	0.00 %	11,216.34
GUD1	253.77	251.63	0.31	99.16 %	469,394.30	20.00 %	93,878.86	0.00 %	93,878.86
CH19	327.57	304.69	0.27	93.02 %	415,802.10	15.00 %	62,370.32	0.00 %	62,370.32
CH38	211.42	195.06	0.21	92.26 %	202,977.50	15.00 %	30,446.63	0.00 %	30,446.63
CH45	261.85	240.82	0.35	91.97 %	315,085.25	15.00 %	47,262.79	0.00 %	47,262.79
CH25	264.29	241.60	0.30	91.41 %	282,784.10	15.00 %	42,417.62	0.00 %	42,417.62
CH05	524.27	468.75	0.10	89.41 %	505,093.65	10.00 %	50,509.37	0.00 %	50,509.37
CH37	131.74	117.27	0.14	89.02 %	212,346.85	10.00 %	21,234.69	0.00 %	21,234.69
CH48	321.28	283.22	0.07	88.15 %	509,942.90	10.00 %	50,994.29	0.00 %	50,994.29
CH35	218.76	187.02	0.04	85.49 %	330,513.70	10.00 %	33,051.37	0.00 %	33,051.37
CH14	522.24	438.23	0.33	83.91 %	617,198.00	10.00 %	61,719.80	0.00 %	61,719.80
CGL1	175.95	142.63	0.37	81.06 %	201,617.55	10.00 %	20,161.76	0.00 %	20,161.76
MRM1	248.12	197.47	0.07	79.59 %	236,246.15	0.00 %		0.00 %	
CH39	144.16	112.16	0.38	77.80 %	177,079.70	0.00 %		0.00 %	
TKM1	128.29	98.46	0.13	76.75 %	143,931.80	0.00 %		0.00 %	
SKL1	226.63	168.71	0.27	74.44 %	167,178.25	0.00 %		0.00 %	
KNR1	172.46	121.20	0.08	70.28 %	174,436.20	0.00 %		0.00 %	
CH49	391.05	270.40	0.17	69.15 %	410,812.60	0.00 %		0.00 %	
CH42	383.78	260.65	0.24	67.92 %	445,885.55	0.00 %		0.00 %	
CH07	424.61	271.87	0.43	64.03 %	347,889.30	0.00 %		0.00 %	
CH16	599.40	378.18	0.23	63.09 %	586,346.95	0.00 %		0.00 %	
CH28	425.70	267.65	0.10	62.87 %	586,429.60	0.00 %		0.00 %	
AVD1	280.90	174.90	0.19	62.26 %	217,203.15	0.00 %		0.00 %	
GUD2	215.57	123.42	0.20	57.25 %	181,235.90	0.00 %		0.00 %	
CH22	350.77	188.60	0.09	53.77 %	195,728.55	0.00 %		0.00 %	
CH08	618.13	314.35	0.35	50.85 %	499,487.85	0.00 %		0.00 %	
CH26	104.88	50.57	0.06	48.22 %	56,666.90	0.00 %		0.00 %	
MC09	23.83	11.49	0.02	48.21 %	8,332.25	0.00 %		0.00 %	
MC10	38.11	15.09	0.00	39.60 %	8,559.05	0.00 %		0.00 %	
CH29	50.50	14.27	0.00	28.26 %	21,183.05	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	97.43	6.18	0.00 %	104,988.00	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	88.34	0.56	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	33.53	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	1.35	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	10.39	0.33	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.33)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	44.72	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.23)	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	(0.11)	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	(0.12)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.12)	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	(0.22)	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 %	