

Accu.Target 41,888.30 L **Sales** 34,647.24 L **Achieved %** 82.71 % **HO Budget+ %** 7.29 % **Total Com.** 300.89 L

Note : Sales Period is From :01-Mar-2026 To :27-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	463.46	542.48	117.05 %	0.00	7.29 %	0.00
KL-SOUTH	393.68	370.57	94.13 %	0.00	7.29 %	0.00
NORTH ARCOT	3,076.91	2,761.75	89.76 %	0.00	7.29 %	81,000.00
TRICHY-01	4,308.71	3,849.01	89.33 %	0.00	7.29 %	0.00
SOUTH-03	4,490.48	3,871.86	86.22 %	0.00	7.29 %	114,000.00
SOUTH-01	6,636.71	5,675.18	85.51 %	0.00	7.29 %	0.00
SOUTH ARCOT	2,783.89	2,365.54	84.97 %	0.00	7.29 %	69,000.00
WEST-02	4,052.04	3,255.30	80.34 %	0.00	7.29 %	0.00
CHENNAI-02	5,724.90	4,330.68	75.65 %	0.00	7.29 %	0.00
WEST-01	3,673.24	2,746.18	74.76 %	0.00	7.29 %	0.00
CHENNAI-01	6,284.29	4,417.02	70.29 %	0.00	7.29 %	0.00
OTHERS	0.00	461.65	0.00 %	0.00	0.00 %	0.00
Total	41,888.30	34,647.24	82.71 %		7.29 %	

Region	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KL-NORTH	TVP1	463.46	542.48	117.05%	100,000.00	7.29 %
KL-SOUTH	TVP1	393.68	370.57	94.13%	22,500.00	7.29 %	45,000.00
NORTH ARCOT	NA01	1,057.47	962.76	91.04%	67,500.00	7.29 %	67,500.00
	NA02	1,025.96	925.47	90.21%	67,500.00	7.29 %	67,500.00
	NA03	993.49	873.53	87.93%	0.00	7.29 %	60,000.00
TRICHY-01	TRY1	1,322.33	1,259.30	95.23%	90,000.00	7.29 %	180,000.00
	KUM1	963.86	854.70	88.67%	0.00	7.29 %	60,000.00
	PBR1	1,039.53	902.31	86.80%	0.00	7.29 %	67,500.00
	TNJ1	982.99	832.71	84.71%	0.00	7.29 %	60,000.00
SOUTH-03	KRR1	403.89	363.07	89.89%	0.00	7.29 %	22,500.00
	TEN1	637.34	568.26	89.16%	0.00	7.29 %	37,500.00
	KKD2	894.39	793.91	88.77%	0.00	7.29 %	52,500.00
	SVG1	825.98	704.79	85.33%	0.00	7.29 %	52,500.00
	MDU1	1,728.88	1,441.84	83.40%	0.00	7.29 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,726.26	1,591.26	92.18%	112,500.00	7.29 %	112,500.00
	TVL1	939.95	848.10	90.23%	60,000.00	7.29 %	60,000.00
	TKS1	895.61	805.97	89.99%	0.00	7.29 %	60,000.00
	VNR1	829.85	693.18	83.53%	0.00	7.29 %	45,000.00
	KVT1	1,063.10	886.29	83.37%	0.00	7.29 %	0.00
	NGR1	1,181.95	850.39	71.95%	0.00	7.29 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	792.77	709.95	89.55%	0.00	7.29 %	52,500.00
	SA01	1,010.28	856.90	84.82%	0.00	7.29 %	60,000.00
	SA02	980.84	798.70	81.43%	0.00	7.29 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	819.01	715.51	87.36%	0.00	7.29 %	52,500.00
	SLM1	1,148.21	975.99	85.00%	0.00	7.29 %	67,500.00
	MTR1	810.03	683.03	84.32%	0.00	7.29 %	45,000.00
	ERD1	1,274.78	880.77	69.09%	0.00	7.29 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,452.71	1,181.07	81.30%	0.00	7.29 %	0.00
	CH09	1,186.99	931.26	78.46%	0.00	7.29 %	0.00
	CH04	1,657.38	1,197.81	72.27%	0.00	7.29 %	0.00
	CH07	1,427.82	1,020.54	71.48%	0.00	7.29 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	479.74	409.15	85.29%	0.00	7.29 %	30,000.00
	CBE1	1,796.43	1,358.02	75.60%	0.00	7.29 %	0.00
	TPR4	409.79	304.75	74.37%	0.00	7.29 %	0.00
	TPR1	486.49	356.63	73.31%	0.00	7.29 %	0.00
	PLI1	500.80	317.62	63.42%	0.00	7.29 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,548.65	1,250.68	80.76%	0.00	7.29 %	0.00
	CH08	1,450.56	995.40	68.62%	0.00	7.29 %	0.00
	CH03	1,168.33	784.47	67.14%	0.00	7.29 %	0.00
	CH06	2,116.75	1,386.47	65.50%	0.00	7.29 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	15.41	0.00%	0.00	0.00 %	0.00
	CH02	0.00	195.21	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	127.67	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	29.10	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.07)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	12.31	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	20.85	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	58.49	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	463.46	542.48	0.19	117.05 %	496,275.05	30.00 %	148,882.52	7.29 %	198,510.02

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	85.30	94.23	0.03	110.47 %	60,740.65	30.00 %	18,222.20	7.29 %	18,222.20
PNL1	53.52	57.49	0.09	107.41 %	38,434.45	25.00 %	9,608.61	7.29 %	11,530.34
TVP1	189.10	166.91	0.24	88.26 %	112,622.65	10.00 %	11,262.27	7.29 %	22,524.53
KLR1	65.76	51.95	0.04	79.00 %	40,892.95	0.00 %		7.29 %	4,089.30

NORTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	78.27	100.24	0.02	128.07 %	84,436.90	40.00 %	33,774.76	7.29 %	33,774.76
SLG1	71.95	79.74	0.10	110.83 %	63,974.40	30.00 %	19,192.32	7.29 %	19,192.32
GDM1	94.68	98.80	0.02	104.35 %	78,153.30	25.00 %	19,538.33	7.29 %	23,445.99
ANI1	54.92	56.66	0.09	103.15 %	50,140.45	25.00 %	12,535.11	7.29 %	15,042.14
PLR1	59.56	61.06	0.00	102.53 %	57,105.25	25.00 %	14,276.31	7.29 %	17,131.58
TRT1	97.85	99.63	0.17	101.82 %	65,035.20	25.00 %	16,258.80	7.29 %	16,258.80
PTU1	47.22	47.51	0.10	100.62 %	39,716.45	25.00 %	9,929.11	7.29 %	9,929.11
KPM2	331.09	328.19	0.06	99.12 %	267,251.70	20.00 %	53,450.34	7.29 %	66,812.93
AKM1	142.24	138.26	0.27	97.20 %	114,423.65	20.00 %	22,884.73	7.29 %	28,605.91
VSI1	99.30	94.97	0.16	95.64 %	115,820.65	20.00 %	23,164.13	7.29 %	28,955.16
UGI1	52.37	49.83	0.50	95.14 %	36,357.85	20.00 %	7,271.57	7.29 %	9,089.46
BGR1	67.01	63.75	0.06	95.14 %	55,471.60	20.00 %	11,094.32	7.29 %	13,867.90
ARC2	90.98	85.56	0.51	94.04 %	66,173.70	15.00 %	9,926.06	7.29 %	16,543.43
CGM1	84.13	76.13	0.11	90.49 %	55,276.80	15.00 %	8,291.52	7.29 %	11,055.36
VEL2	214.74	190.10	0.19	88.53 %	198,380.00	10.00 %	19,838.00	7.29 %	39,676.00
WJP1	99.94	87.82	0.24	87.87 %	93,690.15	10.00 %	9,369.02	7.29 %	14,053.52
TRR1	176.08	154.31	0.27	87.63 %	108,223.20	10.00 %	10,822.32	7.29 %	16,233.48
SBR1	192.66	167.94	0.00	87.17 %	196,064.95	10.00 %	19,606.50	7.29 %	29,409.74
CYR1	74.70	64.29	0.20	86.06 %	69,179.90	10.00 %	6,917.99	7.29 %	10,376.99
WJD1	124.83	105.92	0.04	84.85 %	135,519.05	10.00 %	13,551.91	7.29 %	20,327.86
CPT1	62.19	51.88	0.10	83.43 %	49,513.90	10.00 %	4,951.39	7.29 %	4,951.39
VEL1	179.74	146.92	0.05	81.74 %	153,220.90	10.00 %	15,322.09	7.29 %	15,322.09
TRL1	302.94	218.28	0.13	72.05 %	217,961.10	0.00 %		7.29 %	
ABR1	138.76	97.90	0.35	70.55 %	83,602.70	0.00 %		7.29 %	
KPM1	138.76	96.07	0.18	69.23 %	98,744.05	0.00 %		7.29 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	43.59	56.78	0.00	130.26 %	37,619.40	40.00 %	15,047.76	7.29 %	15,047.76
TVR1	73.06	84.23	0.00	115.30 %	62,771.75	30.00 %	18,831.53	7.29 %	25,108.70
KRN1	75.58	83.87	0.00	110.97 %	69,461.35	30.00 %	20,838.41	7.29 %	20,838.41
PDK1	64.59	70.41	0.00	109.02 %	57,962.50	25.00 %	14,490.63	7.29 %	17,388.75
NMM1	72.53	76.61	0.30	105.61 %	76,824.35	25.00 %	19,206.09	7.29 %	23,047.31
MVM1	176.71	184.60	0.07	104.47 %	207,482.30	25.00 %	51,870.58	7.29 %	62,244.69
TRY1	784.15	756.46	0.41	96.47 %	448,155.90	20.00 %	89,631.18	7.29 %	112,038.98
TYR1	146.85	139.55	0.09	95.03 %	96,613.75	15.00 %	14,492.06	7.29 %	24,153.44
TTP1	117.22	111.25	0.00	94.90 %	85,747.10	15.00 %	12,862.07	7.29 %	21,436.78
TVR2	208.26	195.55	0.03	93.90 %	136,331.15	15.00 %	20,449.67	7.29 %	34,082.79
TRY2	75.63	70.81	0.05	93.64 %	49,403.30	15.00 %	7,410.50	7.29 %	12,350.83
TRY4	182.44	170.70	0.00	93.56 %	172,925.10	15.00 %	25,938.77	7.29 %	43,231.28
ORU1	73.66	67.24	0.09	91.28 %	83,217.30	15.00 %	12,482.60	7.29 %	16,643.46
MSI1	107.08	97.25	0.07	90.82 %	68,960.25	15.00 %	10,344.04	7.29 %	13,792.05
TNJ2	197.93	173.53	0.08	87.67 %	120,792.15	10.00 %	12,079.22	7.29 %	18,118.82
MDI1	131.58	114.63	0.38	87.12 %	83,309.25	10.00 %	8,330.93	7.29 %	12,496.39
APM1	48.60	42.09	0.10	86.60 %	48,950.00	10.00 %	4,895.00	7.29 %	7,342.50
PTK1	188.99	160.77	0.02	85.07 %	84,960.35	10.00 %	8,496.04	7.29 %	12,744.05
JKM1	124.01	101.80	0.04	82.09 %	72,316.45	10.00 %	7,231.65	7.29 %	7,231.65
NGT1	136.37	110.80	0.06	81.25 %	93,560.10	10.00 %	9,356.01	7.29 %	9,356.01
PBR1	96.69	76.85	0.08	79.48 %	49,981.90	0.00 %		7.29 %	4,998.19
KUM1	282.36	221.59	0.05	78.48 %	153,237.30	0.00 %		7.29 %	15,323.73
AYR1	98.00	76.66	0.09	78.22 %	64,486.30	0.00 %		7.29 %	6,448.63
PBR2	290.20	225.61	0.24	77.74 %	173,925.30	0.00 %		7.29 %	17,392.53
TRY3	139.94	107.04	0.00	76.49 %	96,048.95	0.00 %		7.29 %	9,604.90
TNJ1	269.70	197.85	0.28	73.36 %	118,943.10	0.00 %		7.29 %	
KIK1	103.00	74.50	0.03	72.33 %	68,211.00	0.00 %		7.29 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	130.40	155.69	0.13	119.40 %	187,312.95	30.00 %	56,193.89	7.29 %	74,925.18
MPA1	90.89	104.51	0.27	115.00 %	102,242.65	30.00 %	30,672.80	7.29 %	40,897.06
CMR1	54.86	61.88	0.40	112.78 %	41,140.75	30.00 %	12,342.23	7.29 %	16,456.30
KRR1	100.16	103.86	0.27	103.69 %	133,722.40	25.00 %	33,430.60	7.29 %	40,116.72
KPT1	64.60	66.15	0.16	102.40 %	70,061.65	25.00 %	17,515.41	7.29 %	21,018.50
TDI1	80.73	82.60	0.22	102.32 %	109,457.80	25.00 %	27,364.45	7.29 %	32,837.34
PKM1	51.19	51.90	0.08	101.40 %	51,387.40	25.00 %	12,846.85	7.29 %	12,846.85
TPT1	108.19	107.24	0.25	99.12 %	136,485.95	20.00 %	27,297.19	7.29 %	34,121.49
DGL2	118.89	115.83	0.72	97.43 %	92,910.55	20.00 %	18,582.11	7.29 %	23,227.64
MDU1	426.34	410.58	0.20	96.30 %	251,018.50	20.00 %	50,203.70	7.29 %	62,754.63
MDU7	144.90	136.30	0.41	94.06 %	95,794.35	15.00 %	14,369.15	7.29 %	23,948.59
ADP1	76.19	70.83	0.15	92.96 %	69,392.85	15.00 %	10,408.93	7.29 %	17,348.21
NTM1	58.31	53.77	0.10	92.21 %	49,987.75	15.00 %	7,498.16	7.29 %	9,997.55
TEN1	118.88	108.26	0.19	91.07 %	87,289.90	15.00 %	13,093.49	7.29 %	17,457.98
USL1	78.20	70.64	0.02	90.34 %	46,794.00	15.00 %	7,019.10	7.29 %	9,358.80
DGL1	279.50	250.43	0.20	89.60 %	207,141.70	10.00 %	20,714.17	7.29 %	41,428.34
PNV2	64.17	56.90	0.00	88.66 %	33,361.80	10.00 %	3,336.18	7.29 %	6,672.36
NKI1	64.93	57.37	0.07	88.35 %	56,289.70	10.00 %	5,628.97	7.29 %	11,257.94
PVI1	89.11	76.92	0.33	86.33 %	64,185.35	10.00 %	6,418.54	7.29 %	9,627.80
TMM1	144.97	125.04	0.13	86.25 %	86,833.40	10.00 %	8,683.34	7.29 %	13,025.01
BNR1	77.61	66.40	0.10	85.55 %	59,970.70	10.00 %	5,997.07	7.29 %	8,995.61
ODM1	58.35	49.62	0.24	85.04 %	30,329.25	10.00 %	3,032.93	7.29 %	4,549.39
SGP1	57.87	48.68	0.04	84.13 %	50,055.95	10.00 %	5,005.60	7.29 %	7,508.39
CBM1	116.22	96.95	0.03	83.41 %	105,859.55	10.00 %	10,585.96	7.29 %	10,585.96
MDU5	82.85	68.97	0.10	83.25 %	77,857.50	10.00 %	7,785.75	7.29 %	7,785.75
BTU1	53.95	44.39	0.40	82.27 %	38,769.65	10.00 %	3,876.97	7.29 %	3,876.97
DKI1	129.50	104.10	0.10	80.38 %	161,749.50	10.00 %	16,174.95	7.29 %	16,174.95
MDU3	170.81	135.45	0.13	79.30 %	76,414.60	0.00 %		7.29 %	7,641.46
TEN2	142.39	112.05	0.23	78.69 %	73,469.80	0.00 %		7.29 %	7,346.98
SVG1	118.55	92.29	0.09	77.85 %	72,756.05	0.00 %		7.29 %	7,275.61
MLR1	83.69	62.38	0.08	74.53 %	53,138.10	0.00 %		7.29 %	5,313.81
MDU2	293.42	212.09	0.24	72.28 %	178,984.60	0.00 %		7.29 %	
MDU6	235.33	167.37	0.08	71.12 %	134,191.95	0.00 %		7.29 %	
ATG1	168.17	118.42	0.38	70.42 %	125,250.40	0.00 %		7.29 %	
KYK1	72.19	50.24	0.06	69.59 %	44,291.20	0.00 %		7.29 %	
MDU4	121.75	81.12	0.46	66.63 %	60,363.85	0.00 %		7.29 %	
MNM1	66.25	43.35	0.17	65.44 %	41,193.30	0.00 %		7.29 %	
PNI1	96.19	51.31	0.00	53.34 %	33,978.40	0.00 %		7.29 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	87.62	101.48	0.11	115.82 %	124,000.50	30.00 %	37,200.15	7.29 %	49,600.20
KYR1	64.79	71.45	0.08	110.28 %	82,416.55	30.00 %	24,724.97	7.29 %	24,724.97
ARM1	60.09	64.84	0.53	107.91 %	42,660.65	25.00 %	10,665.16	7.29 %	12,798.20
KGL1	76.14	79.12	0.04	103.91 %	65,948.05	25.00 %	16,487.01	7.29 %	19,784.42
TKS2	251.94	254.23	0.23	100.91 %	160,635.55	25.00 %	40,158.89	7.29 %	40,158.89
TCN1	120.48	121.30	0.08	100.68 %	105,429.20	25.00 %	26,357.30	7.29 %	26,357.30
KSM1	55.09	54.57	0.03	99.05 %	31,137.00	20.00 %	6,227.40	7.29 %	7,784.25
TKS1	184.03	178.82	0.15	97.17 %	158,110.55	20.00 %	31,622.11	7.29 %	39,527.64
PKD1	128.55	124.61	0.09	96.93 %	112,514.10	20.00 %	22,502.82	7.29 %	28,128.53
SDI1	99.66	96.15	0.14	96.47 %	68,311.90	20.00 %	13,662.38	7.29 %	17,077.98
VNR1	89.08	83.42	0.25	93.65 %	73,269.55	15.00 %	10,990.43	7.29 %	18,317.39
TUT1	1,023.33	952.51	0.23	93.08 %	546,827.35	15.00 %	82,024.10	7.29 %	136,706.84
SVK1	172.32	159.86	0.17	92.77 %	112,191.70	15.00 %	16,828.76	7.29 %	22,438.34
ASM1	84.68	78.18	0.06	92.33 %	69,435.20	15.00 %	10,415.28	7.29 %	13,887.04
TYI1	99.16	89.96	0.16	90.72 %	79,466.65	15.00 %	11,920.00	7.29 %	15,893.33
TVL1	603.07	545.84	0.14	90.51 %	483,119.90	15.00 %	72,467.99	7.29 %	96,623.98
SKD1	74.63	65.94	0.16	88.35 %	81,086.75	10.00 %	8,108.68	7.29 %	16,217.35
UDN1	79.64	70.29	0.18	88.26 %	47,860.20	10.00 %	4,786.02	7.29 %	9,572.04
SGT1	64.29	55.01	0.16	85.56 %	38,618.80	10.00 %	3,861.88	7.29 %	5,792.82
APK2	116.58	98.93	0.18	84.86 %	69,965.35	10.00 %	6,996.54	7.29 %	10,494.80
VLY1	192.12	159.23	0.15	82.88 %	98,256.25	10.00 %	9,825.63	7.29 %	9,825.63
MMT1	114.48	94.54	0.15	82.58 %	53,670.50	10.00 %	5,367.05	7.29 %	5,367.05
RND1	192.22	155.94	0.07	81.13 %	178,906.50	10.00 %	17,890.65	7.29 %	17,890.65
APK1	132.13	107.04	0.09	81.02 %	119,111.25	10.00 %	11,911.13	7.29 %	11,911.13
TUT2	316.02	255.72	0.06	80.92 %	164,401.60	10.00 %	16,440.16	7.29 %	16,440.16
RPM1	192.55	152.09	0.23	78.98 %	110,526.00	0.00 %		7.29 %	11,052.60
VKM1	81.30	64.15	0.28	78.90 %	79,462.00	0.00 %		7.29 %	7,946.20
KVT1	334.36	262.44	0.10	78.49 %	249,653.15	0.00 %		7.29 %	24,965.32
STU2	76.00	58.88	0.31	77.47 %	38,280.45	0.00 %		7.29 %	3,828.05
VNR2	319.74	243.92	0.18	76.29 %	204,566.35	0.00 %		7.29 %	20,456.64
SNL1	111.23	82.88	0.15	74.51 %	49,257.90	0.00 %		7.29 %	4,925.79
NGR1	509.55	368.29	0.34	72.28 %	217,512.25	0.00 %		7.29 %	
TKY1	102.99	74.17	0.02	72.02 %	57,394.45	0.00 %		7.29 %	
PDI1	103.13	69.68	0.31	67.56 %	55,262.35	0.00 %		7.29 %	
MAR1	263.00	148.59	0.17	56.50 %	89,646.65	0.00 %		7.29 %	
COL1	60.70	31.11	0.34	51.25 %	24,914.15	0.00 %		7.29 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MKM1	56.36	74.59	0.13	132.34 %	95,473.85	40.00 %	38,189.54	7.29 %	38,189.54
PRT1	87.58	110.12	0.34	125.74 %	101,545.50	40.00 %	40,618.20	7.29 %	40,618.20
STP1	56.34	61.22	0.31	108.66 %	31,089.90	25.00 %	7,772.48	7.29 %	9,326.97
SJI2	127.00	136.29	0.27	107.31 %	106,999.15	25.00 %	26,749.79	7.29 %	32,099.75
TDM1	99.93	98.15	0.38	98.22 %	67,291.00	20.00 %	13,458.20	7.29 %	16,822.75
KML1	75.30	71.10	0.06	94.43 %	61,414.85	15.00 %	9,212.23	7.29 %	15,353.71
TVM2	98.62	91.23	0.21	92.51 %	46,733.15	15.00 %	7,009.97	7.29 %	9,346.63
TVM1	74.88	68.69	0.24	91.74 %	45,870.45	15.00 %	6,880.57	7.29 %	9,174.09
CUD1	283.73	260.22	0.12	91.71 %	233,337.35	15.00 %	35,000.60	7.29 %	46,667.47
TRK1	175.05	154.19	0.05	88.09 %	151,591.40	10.00 %	15,159.14	7.29 %	22,738.71
KLM1	147.89	125.20	0.31	84.66 %	162,969.35	10.00 %	16,296.94	7.29 %	24,445.40
ULP1	141.31	118.11	0.07	83.58 %	77,352.15	10.00 %	7,735.22	7.29 %	11,602.82
VPM2	149.95	124.74	0.19	83.19 %	86,447.25	10.00 %	8,644.73	7.29 %	8,644.73
POY2	226.72	180.25	0.20	79.50 %	180,038.60	0.00 %		7.29 %	18,003.86
KKI2	157.70	118.55	0.09	75.18 %	126,579.60	0.00 %		7.29 %	12,657.96
POY1	295.57	216.64	0.08	73.30 %	228,862.65	0.00 %		7.29 %	
NVL2	176.05	123.51	0.14	70.16 %	102,687.70	0.00 %		7.29 %	
VCM1	98.40	68.73	0.04	69.85 %	40,872.65	0.00 %		7.29 %	
CDM1	188.16	127.35	0.39	67.68 %	116,721.10	0.00 %		7.29 %	
VPM1	67.34	36.65	0.09	54.43 %	28,294.30	0.00 %		7.29 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	109.61	125.58	0.06	114.57 %	84,889.35	30.00 %	25,466.81	7.29 %	33,955.74
EDP1	49.62	53.13	0.13	107.08 %	27,507.00	25.00 %	6,876.75	7.29 %	8,252.10
PMP1	76.73	79.29	0.40	103.34 %	48,137.50	25.00 %	12,034.38	7.29 %	14,441.25
HRR1	71.33	72.04	0.19	100.99 %	62,249.45	25.00 %	15,562.36	7.29 %	15,562.36
BMD1	72.55	72.53	0.00	99.97 %	62,996.40	20.00 %	12,599.28	7.29 %	15,749.10
DPR1	60.95	60.23	0.42	98.82 %	43,797.90	20.00 %	8,759.58	7.29 %	10,949.48
APN1	83.20	80.94	0.14	97.28 %	96,925.95	20.00 %	19,385.19	7.29 %	24,231.49
MCR1	117.49	110.51	0.06	94.06 %	77,558.10	15.00 %	11,633.72	7.29 %	19,389.53
SLM2	125.64	114.57	0.05	91.19 %	71,227.40	15.00 %	10,684.11	7.29 %	14,245.48
ATU1	140.57	127.39	0.15	90.63 %	99,178.00	15.00 %	14,876.70	7.29 %	19,835.60
EPI1	93.09	83.92	0.13	90.15 %	70,538.55	15.00 %	10,580.78	7.29 %	14,107.71
SGI1	74.65	66.32	0.04	88.83 %	53,054.70	10.00 %	5,305.47	7.29 %	10,610.94
OML1	113.86	98.81	0.11	86.78 %	88,752.10	10.00 %	8,875.21	7.29 %	13,312.82
DPR2	65.06	55.45	0.06	85.23 %	40,013.60	10.00 %	4,001.36	7.29 %	6,002.04
KAM1	60.45	51.40	0.17	85.04 %	45,017.40	10.00 %	4,501.74	7.29 %	6,752.61
KVP1	65.73	55.76	0.00	84.83 %	38,376.80	10.00 %	3,837.68	7.29 %	5,756.52
CMI1	58.89	49.25	0.03	83.62 %	57,015.65	10.00 %	5,701.57	7.29 %	8,552.35
PLC1	74.56	62.21	0.08	83.43 %	66,326.60	10.00 %	6,632.66	7.29 %	6,632.66
SLM1	348.84	285.82	0.13	81.93 %	183,375.45	10.00 %	18,337.55	7.29 %	18,337.55
HSR1	135.68	107.46	0.14	79.20 %	82,352.75	0.00 %		7.29 %	8,235.28
TCG1	91.27	71.69	0.00	78.54 %	69,593.15	0.00 %		7.29 %	6,959.32
NKL2	183.70	143.26	0.22	77.98 %	146,383.05	0.00 %		7.29 %	14,638.31
TRM1	150.66	115.93	0.08	76.95 %	94,608.35	0.00 %		7.29 %	9,460.84
SLM3	178.62	135.76	0.10	76.01 %	108,949.90	0.00 %		7.29 %	10,894.99
HSR2	221.60	167.49	0.18	75.58 %	154,104.65	0.00 %		7.29 %	15,410.47
ERD2	277.80	206.72	0.20	74.41 %	300,902.45	0.00 %		7.29 %	30,090.25
VPD1	128.64	94.46	0.20	73.43 %	98,434.15	0.00 %		7.29 %	
PDR1	65.19	45.11	0.29	69.19 %	61,127.20	0.00 %		7.29 %	
RSP1	116.01	75.98	0.13	65.49 %	84,745.45	0.00 %		7.29 %	
ERD1	261.49	170.39	0.23	65.16 %	159,522.05	0.00 %		7.29 %	
KMM1	78.75	48.83	0.00	62.00 %	49,971.10	0.00 %		7.29 %	
MTR1	158.12	97.53	0.19	61.68 %	60,327.75	0.00 %		7.29 %	
VKL1	82.68	41.44	0.00	50.13 %	48,431.50	0.00 %		7.29 %	
SGG1	58.98	28.11	0.35	47.66 %	20,190.90	0.00 %		7.29 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	108.02	132.91	1.30	123.04 %	92,921.05	40.00 %	37,168.42	7.29 %	37,168.42
MC05	45.26	47.64	0.26	105.27 %	20,095.05	25.00 %	5,023.76	7.29 %	6,028.52
CH24	168.71	173.35	0.24	102.75 %	165,703.75	25.00 %	41,425.94	7.29 %	49,711.13
CH23	77.94	77.49	0.25	99.42 %	87,373.80	20.00 %	17,474.76	7.29 %	21,843.45
CH17	154.29	149.65	0.35	96.99 %	189,424.55	20.00 %	37,884.91	7.29 %	47,356.14
CH50	201.16	193.19	0.16	96.04 %	197,931.50	20.00 %	39,586.30	7.29 %	49,482.88
CH32	34.01	29.26	0.12	86.04 %	34,159.85	10.00 %	3,415.99	7.29 %	5,123.98
UKI1	126.83	105.79	0.11	83.41 %	86,699.60	10.00 %	8,669.96	7.29 %	8,669.96
CH46	94.45	77.91	0.18	82.49 %	75,041.10	10.00 %	7,504.11	7.29 %	7,504.11
CH03	601.73	491.32	0.24	81.65 %	419,038.30	10.00 %	41,903.83	7.29 %	41,903.83
CH27	60.34	48.73	0.53	80.75 %	48,338.00	10.00 %	4,833.80	7.29 %	4,833.80
PON1	123.34	97.34	0.11	78.92 %	99,019.15	0.00 %		7.29 %	9,901.92
CH12	325.28	253.90	0.23	78.06 %	220,937.45	0.00 %		7.29 %	22,093.75
CH33	194.86	146.59	0.08	75.23 %	150,007.90	0.00 %		7.29 %	15,000.79
CH51	257.75	193.73	0.50	75.16 %	164,155.95	0.00 %		7.29 %	16,415.60
CH31	97.37	72.22	0.41	74.16 %	71,030.90	0.00 %		7.29 %	
CH34	228.14	168.48	0.19	73.85 %	139,222.40	0.00 %		7.29 %	
CH20	265.20	195.62	0.19	73.76 %	165,664.30	0.00 %		7.29 %	
CH41	202.88	149.04	0.14	73.46 %	197,563.15	0.00 %		7.29 %	
CH15	559.20	402.50	0.24	71.98 %	304,852.10	0.00 %		7.29 %	
MC06	51.95	37.02	0.09	71.26 %	18,246.40	0.00 %		7.29 %	
MJR1	225.03	155.38	0.17	69.05 %	141,344.90	0.00 %		7.29 %	
CH43	175.95	117.97	0.22	67.05 %	126,792.35	0.00 %		7.29 %	
CH44	183.18	121.27	0.17	66.20 %	123,790.40	0.00 %		7.29 %	
CH06	227.10	147.98	0.41	65.16 %	146,440.20	0.00 %		7.29 %	
CH18	336.28	215.09	0.64	63.96 %	184,546.00	0.00 %		7.29 %	
CH36	98.81	56.03	0.09	56.71 %	45,841.65	0.00 %		7.29 %	
CH21	490.89	271.98	0.22	55.41 %	164,477.60	0.00 %		7.29 %	
CH01	8.93	1.29	0.58	14.48 %	2,208.15	0.00 %		7.29 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	59.77	57.58	0.01	96.35 %	49,604.05	20.00 %	9,920.81	7.29 %	12,401.01
AVI1	75.55	72.39	0.28	95.82 %	80,451.70	20.00 %	16,090.34	7.29 %	20,112.93
CBE4	169.71	153.68	0.09	90.55 %	169,328.15	15.00 %	25,399.22	7.29 %	33,865.63
SUL1	91.66	82.92	0.08	90.47 %	104,731.20	15.00 %	15,709.68	7.29 %	20,946.24
KMD1	53.08	47.54	0.07	89.56 %	59,963.80	10.00 %	5,996.38	7.29 %	11,992.76
GDR1	63.08	54.39	0.11	86.21 %	38,510.90	10.00 %	3,851.09	7.29 %	5,776.64
MPM1	111.16	92.41	0.14	83.14 %	120,691.40	10.00 %	12,069.14	7.29 %	12,069.14
KGM1	63.62	52.74	0.02	82.91 %	61,961.00	10.00 %	6,196.10	7.29 %	6,196.10
UAM1	122.32	100.49	0.00	82.15 %	69,062.25	10.00 %	6,906.23	7.29 %	6,906.23
KGI1	70.33	56.74	0.05	80.68 %	39,454.85	10.00 %	3,945.49	7.29 %	3,945.49
PPI1	70.10	55.93	0.16	79.79 %	68,052.70	0.00 %		7.29 %	6,805.27
TPR4	54.10	42.51	0.03	78.58 %	44,505.75	0.00 %		7.29 %	4,450.58
KMR1	205.57	160.57	0.29	78.11 %	169,130.35	0.00 %		7.29 %	16,913.04
CBE2	790.45	609.21	0.05	77.07 %	403,372.05	0.00 %		7.29 %	40,337.21
TPR2	207.70	157.64	0.31	75.90 %	111,953.50	0.00 %		7.29 %	11,195.35
CBE1	121.87	92.32	0.00	75.75 %	98,745.00	0.00 %		7.29 %	9,874.50
TPR3	100.98	76.40	0.06	75.66 %	73,900.35	0.00 %		7.29 %	7,390.04
PDM1	73.33	55.23	0.03	75.32 %	60,762.65	0.00 %		7.29 %	6,076.27
UMP1	85.64	62.10	0.36	72.52 %	51,679.00	0.00 %		7.29 %	
CBE5	53.24	38.40	0.16	72.13 %	55,944.80	0.00 %		7.29 %	
DPM2	82.33	57.81	0.32	70.22 %	79,348.75	0.00 %		7.29 %	
TPR1	177.81	122.59	0.40	68.94 %	107,894.65	0.00 %		7.29 %	
CBE6	136.27	92.99	0.19	68.24 %	97,173.90	0.00 %		7.29 %	
CBE3	43.43	29.60	0.26	68.17 %	33,603.60	0.00 %		7.29 %	
SYM2	81.65	53.15	0.00	65.09 %	55,967.50	0.00 %		7.29 %	
GBM1	98.26	63.08	0.31	64.19 %	53,152.00	0.00 %		7.29 %	
ANR1	30.14	17.70	0.41	58.72 %	16,294.95	0.00 %		7.29 %	
SNR1	184.23	98.32	0.03	53.37 %	120,195.40	0.00 %		7.29 %	
PLI1	195.88	89.74	0.19	45.81 %	80,642.60	0.00 %		7.29 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	80.31	121.36	0.13	151.12 %	142,915.55	40.00 %	57,166.22	7.29 %	57,166.22
CH30	203.48	211.17	0.08	103.78 %	138,618.45	25.00 %	34,654.61	7.29 %	41,585.54
CH37	90.99	85.78	0.05	94.27 %	124,691.05	15.00 %	18,703.66	7.29 %	31,172.76
CH45	185.16	161.69	0.21	87.33 %	159,591.75	10.00 %	15,959.18	7.29 %	23,938.76
MRM1	158.03	132.47	0.04	83.82 %	117,842.30	10.00 %	11,784.23	7.29 %	17,676.35
TKM1	82.59	67.44	0.13	81.67 %	66,902.65	10.00 %	6,690.27	7.29 %	6,690.27
CH48	212.67	172.20	0.24	80.97 %	227,414.90	10.00 %	22,741.49	7.29 %	22,741.49
AVD1	218.90	172.66	0.20	78.88 %	162,020.05	0.00 %		7.29 %	16,202.01
CH05	395.33	309.87	0.23	78.38 %	239,517.85	0.00 %		7.29 %	23,951.79
CH49	269.63	207.81	0.14	77.07 %	253,754.70	0.00 %		7.29 %	25,375.47
CH35	190.71	145.13	0.11	76.10 %	160,872.65	0.00 %		7.29 %	16,087.27
CH39	115.32	87.72	0.19	76.06 %	103,003.85	0.00 %		7.29 %	10,300.39
CGL1	127.37	96.81	0.39	76.01 %	84,402.65	0.00 %		7.29 %	8,440.27
CH14	387.76	288.77	0.19	74.47 %	279,893.65	0.00 %		7.29 %	27,989.37
CH38	134.52	98.96	0.04	73.56 %	105,576.25	0.00 %		7.29 %	
CH40	90.22	64.31	0.14	71.28 %	27,567.75	0.00 %		7.29 %	
CH19	281.86	197.45	0.18	70.05 %	211,420.65	0.00 %		7.29 %	
CH42	278.67	182.72	0.06	65.57 %	228,323.50	0.00 %		7.29 %	
CH25	234.80	153.64	0.44	65.43 %	187,301.30	0.00 %		7.29 %	
SKL1	154.50	97.15	0.35	62.88 %	89,917.50	0.00 %		7.29 %	
CH22	240.87	150.17	0.24	62.34 %	118,018.05	0.00 %		7.29 %	
CH28	263.99	161.74	0.13	61.27 %	281,666.85	0.00 %		7.29 %	
CH26	61.48	37.30	0.00	60.66 %	38,185.40	0.00 %		7.29 %	
CH07	314.01	189.38	0.29	60.31 %	185,349.60	0.00 %		7.29 %	
CH16	412.25	244.24	0.17	59.24 %	300,083.55	0.00 %		7.29 %	
CH08	389.67	230.32	0.12	59.11 %	277,428.50	0.00 %		7.29 %	
KNR1	153.41	87.84	0.08	57.25 %	98,582.30	0.00 %		7.29 %	
GUD2	183.39	100.16	0.41	54.62 %	96,591.75	0.00 %		7.29 %	
GUD1	235.83	116.42	0.17	49.37 %	134,437.35	0.00 %		7.29 %	
CH29	44.31	18.26	0.00	41.20 %	24,243.35	0.00 %		7.29 %	
MC10	41.47	12.32	0.00	29.70 %	7,644.25	0.00 %		7.29 %	
MC09	50.78	13.76	0.00	27.10 %	7,851.75	0.00 %		7.29 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	139.99	0.22	0.00 %	79,338.00	0.00 %		0.00 %	
GHUB	0.00	122.79	0.96	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	4.88	1.98	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	58.53	1.77	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	29.11	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	20.90	6.14	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.09)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	55.30	1.28	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.03)	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 %	
WHMD	0.00	(0.01)	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	(0.07)	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	15.43	6.60	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	12.31	0.00	0.00 %	0.00	0.00 %		0.00 %	