

Accu.Target	Sales	Achieved %	HO Budget+%	Total Com.
44,991.14 L	38,144.25 L	84.78 %	5.22 %	336.00 L

Note : Sales Period is From :01-Mar-2026 To :29-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	497.79	601.68	120.87 %	0.00	5.22 %	0.00
KL-SOUTH	422.84	408.76	96.67 %	0.00	5.22 %	0.00
NORTH ARCOT	3,304.83	3,030.76	91.71 %	90,000.00	5.22 %	90,000.00
TRICHY-01	4,627.87	4,152.86	89.74 %	0.00	5.22 %	0.00
SOUTH-01	7,128.31	6,264.55	87.88 %	0.00	5.22 %	0.00
SOUTH-03	4,823.11	4,209.50	87.28 %	0.00	5.22 %	126,000.00
SOUTH ARCOT	2,990.10	2,567.78	85.88 %	0.00	5.22 %	75,000.00
WEST-02	4,352.19	3,518.72	80.85 %	0.00	5.22 %	0.00
CHENNAI-02	6,148.97	4,925.71	80.11 %	0.00	5.22 %	0.00
WEST-01	3,945.33	3,043.84	77.15 %	0.00	5.22 %	0.00
CHENNAI-01	6,749.79	4,946.57	73.28 %	0.00	5.22 %	0.00
OTHERS	0.00	473.51	0.00 %	0.00	0.00 %	0.00
Total	44,991.14	38,144.25	84.78 %		5.22 %	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	497.79	601.68	120.87%	180,000.00	5.22 %	180,000.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	422.84	408.76	96.67%	30,000.00	5.22 %	60,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,101.95	1,019.98	92.56%	75,000.00	5.22 %	75,000.00
	NA01	1,135.80	1,050.98	92.53%	75,000.00	5.22 %	75,000.00
	NA03	1,067.08	959.80	89.95%	0.00	5.22 %	67,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	1,420.28	1,380.15	97.17%	97,500.00	5.22 %	195,000.00
	KUM1	1,035.25	911.66	88.06%	0.00	5.22 %	67,500.00
	PBR1	1,116.54	969.21	86.80%	0.00	5.22 %	67,500.00
	TNJ1	1,055.80	891.84	84.47%	0.00	5.22 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	961.95	913.43	94.96%	67,500.00	5.22 %	135,000.00
	TVL1	1,009.57	933.28	92.44%	67,500.00	5.22 %	67,500.00
	TUT1	1,854.13	1,706.64	92.05%	127,500.00	5.22 %	127,500.00
	VNR1	891.32	763.51	85.66%	0.00	5.22 %	52,500.00
	KVT1	1,141.85	975.28	85.41%	0.00	5.22 %	67,500.00
	NGR1	1,269.50	972.41	76.60%	0.00	5.22 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	684.55	625.75	91.41%	45,000.00	5.22 %	45,000.00
	KRR1	433.81	386.15	89.01%	0.00	5.22 %	22,500.00
	KKD2	960.64	854.24	88.92%	0.00	5.22 %	60,000.00
	SVG1	887.17	768.94	86.67%	0.00	5.22 %	52,500.00
	MDU1	1,856.94	1,574.42	84.79%	0.00	5.22 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	851.50	759.00	89.14%	0.00	5.22 %	52,500.00
	SA01	1,085.11	927.60	85.48%	0.00	5.22 %	67,500.00
	SA02	1,053.49	881.18	83.64%	0.00	5.22 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	879.68	769.06	87.42%	0.00	5.22 %	52,500.00
	SLM1	1,233.27	1,053.57	85.43%	0.00	5.22 %	75,000.00
	MTR1	870.04	737.49	84.76%	0.00	5.22 %	0.00
	ERD1	1,369.21	958.60	70.01%	0.00	5.22 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,560.32	1,338.49	85.78%	0.00	5.22 %	97,500.00
	CH09	1,274.91	1,057.16	82.92%	0.00	5.22 %	0.00
	CH04	1,780.15	1,393.64	78.29%	0.00	5.22 %	0.00
	CH07	1,533.58	1,136.42	74.10%	0.00	5.22 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	515.27	447.05	86.76%	0.00	5.22 %	30,000.00
	CBE1	1,929.50	1,502.28	77.86%	0.00	5.22 %	0.00
	TPR1	522.52	401.42	76.82%	0.00	5.22 %	0.00
	TPR4	440.14	335.89	76.31%	0.00	5.22 %	0.00
	PLI1	537.89	357.21	66.41%	0.00	5.22 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,663.36	1,382.51	83.12%	0.00	5.22 %	0.00
	CH03	1,254.88	908.16	72.37%	0.00	5.22 %	0.00
	CH08	1,558.01	1,092.37	70.11%	0.00	5.22 %	0.00
	CH06	2,273.54	1,563.53	68.77%	0.00	5.22 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	15.39	0.00%	0.00	0.00 %	0.00
	CH02	0.00	204.22	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.04)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	127.90	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	(0.08)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	12.31	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	21.64	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	59.54	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	3.62	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	497.79	601.68	0.19	120.87 %	551,409.85	40.00 %	220,563.94	5.22 %	220,563.94

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	91.62	103.95	0.04	113.45 %	66,687.80	30.00 %	20,006.34	5.22 %	20,006.34
PNL1	57.49	62.05	0.08	107.95 %	43,734.60	25.00 %	10,933.65	5.22 %	13,120.38
TVP1	203.10	184.31	0.24	90.75 %	126,614.20	15.00 %	18,992.13	5.22 %	25,322.84
KLR1	70.63	58.45	0.04	82.76 %	46,980.60	10.00 %	4,698.06	5.22 %	4,698.06

NORTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	84.06	110.12	0.02	131.00 %	95,346.15	40.00 %	38,138.46	5.22 %	38,138.46
SLG1	77.28	86.33	0.09	111.71 %	73,366.85	30.00 %	22,010.06	5.22 %	22,010.06
GDM1	101.70	110.16	0.02	108.32 %	84,734.85	25.00 %	21,183.71	5.22 %	25,420.46
PLR1	63.97	68.08	0.00	106.43 %	64,050.00	25.00 %	16,012.50	5.22 %	19,215.00
ANI1	58.99	62.52	0.08	105.98 %	56,718.65	25.00 %	14,179.66	5.22 %	17,015.60
PTU1	50.71	53.51	0.09	105.51 %	47,252.70	25.00 %	11,813.18	5.22 %	14,175.81
TRT1	105.10	109.22	0.16	103.91 %	76,578.70	25.00 %	19,144.68	5.22 %	19,144.68
AKM1	152.77	153.60	0.24	100.54 %	127,224.00	25.00 %	31,806.00	5.22 %	31,806.00
KPM2	355.61	354.54	0.06	99.70 %	297,684.70	20.00 %	59,536.94	5.22 %	74,421.18
VSI1	106.65	105.55	0.14	98.96 %	134,536.60	20.00 %	26,907.32	5.22 %	33,634.15
UGI1	56.25	55.32	0.51	98.35 %	39,642.00	20.00 %	7,928.40	5.22 %	9,910.50
BGR1	71.98	69.31	0.06	96.30 %	61,059.45	20.00 %	12,211.89	5.22 %	15,264.86
ARC2	97.72	91.86	0.48	94.01 %	70,843.75	15.00 %	10,626.56	5.22 %	14,168.75
CGM1	90.36	83.75	0.10	92.69 %	61,629.60	15.00 %	9,244.44	5.22 %	12,325.92
CYR1	80.24	71.82	0.18	89.51 %	81,112.05	10.00 %	8,111.21	5.22 %	12,166.81
SBR1	206.93	185.01	0.00	89.41 %	222,396.30	10.00 %	22,239.63	5.22 %	33,359.45
VEL2	230.64	206.02	0.17	89.33 %	212,859.45	10.00 %	21,285.95	5.22 %	31,928.92
TRR1	189.13	168.11	0.29	88.89 %	115,974.35	10.00 %	11,597.44	5.22 %	17,396.15
WJP1	107.35	94.80	0.22	88.31 %	103,742.20	10.00 %	10,374.22	5.22 %	15,561.33
WJD1	134.07	115.26	0.06	85.97 %	150,448.50	10.00 %	15,044.85	5.22 %	22,567.28
CPT1	66.79	57.18	0.09	85.60 %	55,355.55	10.00 %	5,535.56	5.22 %	8,303.33
VEL1	193.06	163.75	0.09	84.82 %	173,733.25	10.00 %	17,373.33	5.22 %	17,373.33
ABR1	149.04	109.98	0.31	73.79 %	94,417.70	0.00 %		5.22 %	
TRL1	325.38	238.39	0.13	73.27 %	241,274.40	0.00 %		5.22 %	
KPM1	149.04	106.58	0.17	71.51 %	109,206.25	0.00 %		5.22 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	46.82	59.03	0.00	126.08 %	39,618.55	40.00 %	15,847.42	5.22 %	15,847.42
TVR1	78.47	88.82	0.00	113.19 %	67,060.15	30.00 %	20,118.05	5.22 %	20,118.05
KRN1	81.18	90.39	0.00	111.34 %	76,149.15	30.00 %	22,844.75	5.22 %	22,844.75
PDK1	69.38	74.35	0.00	107.16 %	61,580.30	25.00 %	15,395.08	5.22 %	18,474.09
NMM1	77.91	81.73	0.29	104.91 %	83,715.30	25.00 %	20,928.83	5.22 %	25,114.59
MVM1	189.80	198.49	0.06	104.58 %	228,255.05	25.00 %	57,063.76	5.22 %	68,476.52
TRY1	842.23	844.90	0.37	100.32 %	509,332.55	25.00 %	127,333.14	5.22 %	127,333.14
TTP1	125.91	118.77	0.00	94.33 %	90,397.75	15.00 %	13,559.66	5.22 %	18,079.55
TYR1	157.73	148.01	0.08	93.84 %	105,010.65	15.00 %	15,751.60	5.22 %	21,002.13
TRY4	195.96	182.96	0.00	93.37 %	187,599.35	15.00 %	28,139.90	5.22 %	37,519.87
TRY2	81.23	74.52	0.36	91.74 %	55,861.15	15.00 %	8,379.17	5.22 %	11,172.23
TVR2	223.68	203.27	0.03	90.87 %	141,635.05	15.00 %	21,245.26	5.22 %	28,327.01
TNJ2	212.59	190.19	0.07	89.47 %	142,585.60	10.00 %	14,258.56	5.22 %	21,387.84
MSI1	115.01	102.67	0.06	89.27 %	77,527.45	10.00 %	7,752.75	5.22 %	11,629.12
ORU1	79.11	69.55	0.12	87.91 %	85,982.20	10.00 %	8,598.22	5.22 %	12,897.33
MDI1	141.32	122.37	0.36	86.59 %	90,573.30	10.00 %	9,057.33	5.22 %	13,586.00
APM1	52.20	44.50	0.10	85.25 %	53,213.95	10.00 %	5,321.40	5.22 %	5,321.40
PTK1	202.99	170.31	0.05	83.90 %	93,640.50	10.00 %	9,364.05	5.22 %	9,364.05
NGT1	146.47	121.00	0.05	82.61 %	102,579.40	10.00 %	10,257.94	5.22 %	10,257.94
PBR1	103.85	84.59	0.15	81.45 %	56,154.80	10.00 %	5,615.48	5.22 %	5,615.48
JKM1	133.19	107.52	0.03	80.72 %	79,158.65	10.00 %	7,915.87	5.22 %	7,915.87
AYR1	105.26	84.93	0.14	80.69 %	70,061.40	10.00 %	7,006.14	5.22 %	7,006.14
KUM1	303.27	236.66	0.04	78.03 %	166,210.35	0.00 %		5.22 %	16,621.04
PBR2	311.69	243.00	0.22	77.96 %	190,872.30	0.00 %		5.22 %	19,087.23
KIK1	110.63	84.12	0.03	76.03 %	78,198.90	0.00 %		5.22 %	7,819.89
TRY3	150.30	113.04	0.00	75.21 %	103,703.95	0.00 %		5.22 %	
TNJ1	289.68	213.19	0.26	73.59 %	127,994.95	0.00 %		5.22 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	94.11	112.44	0.19	119.48 %	135,973.90	30.00 %	40,792.17	5.22 %	54,389.56
KYR1	69.59	78.75	0.08	113.17 %	90,180.05	30.00 %	27,054.02	5.22 %	27,054.02
KGL1	81.78	91.46	0.03	111.84 %	83,310.90	30.00 %	24,993.27	5.22 %	24,993.27
ARM1	64.54	69.48	0.50	107.66 %	46,704.85	25.00 %	11,676.21	5.22 %	14,011.46
PDI1	110.77	114.08	0.19	102.98 %	75,583.95	25.00 %	18,895.99	5.22 %	18,895.99
TKS2	270.60	275.61	0.22	101.85 %	176,118.05	25.00 %	44,029.51	5.22 %	44,029.51
TCN1	129.41	130.08	0.07	100.52 %	115,307.95	25.00 %	28,826.99	5.22 %	28,826.99
SDI1	107.05	107.20	0.12	100.14 %	75,312.00	25.00 %	18,828.00	5.22 %	18,828.00
VNR1	95.68	94.98	0.34	99.27 %	82,438.45	20.00 %	16,487.69	5.22 %	20,609.61
KSM1	59.17	57.76	0.03	97.62 %	33,674.20	20.00 %	6,734.84	5.22 %	8,418.55
TKS1	197.66	192.19	0.14	97.23 %	168,676.75	20.00 %	33,735.35	5.22 %	42,169.19
PKD1	138.08	133.97	0.08	97.03 %	121,787.10	20.00 %	24,357.42	5.22 %	30,446.78
SVK1	185.09	178.17	0.15	96.26 %	126,323.45	20.00 %	25,264.69	5.22 %	31,580.86
ASM1	90.95	85.83	0.06	94.37 %	77,624.40	15.00 %	11,643.66	5.22 %	15,524.88
TVL1	647.74	599.84	0.13	92.61 %	552,020.05	15.00 %	82,803.01	5.22 %	110,404.01
SKD1	80.16	73.92	0.14	92.21 %	86,789.35	15.00 %	13,018.40	5.22 %	17,357.87
TUT1	1,099.14	1,007.40	0.24	91.65 %	600,991.00	15.00 %	90,148.65	5.22 %	120,198.20
TYI1	106.50	95.94	0.15	90.08 %	84,633.45	10.00 %	8,463.35	5.22 %	12,695.02
UDN1	85.54	74.86	0.18	87.52 %	52,439.30	10.00 %	5,243.93	5.22 %	7,865.90
SGT1	69.06	60.25	0.15	87.25 %	42,039.30	10.00 %	4,203.93	5.22 %	6,305.90
VLY1	206.35	178.12	0.13	86.32 %	112,680.75	10.00 %	11,268.08	5.22 %	16,902.11
TUT2	339.43	285.92	0.06	84.23 %	188,328.05	10.00 %	18,832.81	5.22 %	18,832.81
MMT1	122.96	103.05	0.14	83.81 %	62,187.90	10.00 %	6,218.79	5.22 %	6,218.79
STU2	81.63	68.25	0.27	83.61 %	43,962.70	10.00 %	4,396.27	5.22 %	4,396.27
APK2	125.21	103.40	0.31	82.58 %	75,098.55	10.00 %	7,509.86	5.22 %	7,509.86
RND1	206.46	170.47	0.07	82.57 %	203,181.35	10.00 %	20,318.14	5.22 %	20,318.14
APK1	141.91	116.57	0.08	82.14 %	128,752.35	10.00 %	12,875.24	5.22 %	12,875.24
VKM1	87.33	70.27	0.25	80.46 %	92,120.90	10.00 %	9,212.09	5.22 %	9,212.09
KVT1	359.13	288.85	0.09	80.43 %	283,440.45	10.00 %	28,344.05	5.22 %	28,344.05
RPM1	206.82	164.10	0.21	79.34 %	120,685.80	0.00 %		5.22 %	12,068.58
VNR2	343.43	270.39	0.19	78.73 %	225,902.15	0.00 %		5.22 %	22,590.22
NGR1	547.29	423.00	0.30	77.29 %	246,637.85	0.00 %		5.22 %	24,663.79
SNL1	119.47	90.80	0.14	76.00 %	56,855.50	0.00 %		5.22 %	5,685.55
TKY1	110.62	83.09	0.02	75.11 %	64,140.30	0.00 %		5.22 %	
MAR1	282.48	176.09	0.15	62.34 %	99,598.60	0.00 %		5.22 %	
COL1	65.19	37.97	0.28	58.24 %	28,784.45	0.00 %		5.22 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	140.06	166.75	0.12	119.05 %	204,350.50	30.00 %	61,305.15	5.22 %	81,740.20
CMR1	58.93	69.30	0.36	117.60 %	46,949.25	30.00 %	14,084.78	5.22 %	18,779.70
MPA1	97.62	107.45	0.26	110.07 %	105,159.80	30.00 %	31,547.94	5.22 %	31,547.94
KRR1	107.58	115.62	0.31	107.47 %	150,927.30	25.00 %	37,731.83	5.22 %	45,278.19
KPT1	69.38	74.28	0.14	107.06 %	79,364.80	25.00 %	19,841.20	5.22 %	23,809.44
TDI1	86.71	87.99	0.20	101.47 %	115,468.85	25.00 %	28,867.21	5.22 %	28,867.21
MDU1	457.92	455.39	0.19	99.45 %	278,850.15	20.00 %	55,770.03	5.22 %	69,712.54
PKM1	54.98	54.61	0.08	99.33 %	53,013.05	20.00 %	10,602.61	5.22 %	13,253.26
TPT1	116.21	113.71	0.23	97.86 %	148,896.35	20.00 %	29,779.27	5.22 %	37,224.09
ADP1	81.84	77.67	0.14	94.90 %	76,064.45	15.00 %	11,409.67	5.22 %	19,016.11
DGL2	127.69	120.54	0.71	94.40 %	97,101.50	15.00 %	14,565.23	5.22 %	19,420.30
USL1	83.99	78.92	0.02	93.97 %	51,807.40	15.00 %	7,771.11	5.22 %	10,361.48
MDU7	155.64	145.22	0.39	93.31 %	102,141.55	15.00 %	15,321.23	5.22 %	20,428.31
TEN1	127.68	119.13	0.17	93.30 %	95,463.35	15.00 %	14,319.50	5.22 %	19,092.67
DGL1	300.21	274.33	0.19	91.38 %	227,259.50	15.00 %	34,088.93	5.22 %	45,451.90
NTM1	62.63	56.95	0.09	90.94 %	53,722.65	15.00 %	8,058.40	5.22 %	10,744.53
PVI1	95.71	86.32	0.29	90.19 %	70,472.40	15.00 %	10,570.86	5.22 %	14,094.48
TMM1	155.71	139.94	0.13	89.87 %	94,187.70	10.00 %	9,418.77	5.22 %	14,128.16
BNR1	83.36	73.91	0.12	88.66 %	65,176.20	10.00 %	6,517.62	5.22 %	9,776.43
NKI1	69.74	61.09	0.07	87.59 %	59,619.15	10.00 %	5,961.92	5.22 %	8,942.87
PNV2	68.93	59.39	0.00	86.16 %	35,449.30	10.00 %	3,544.93	5.22 %	5,317.40
MDU5	88.98	76.16	0.09	85.59 %	83,912.60	10.00 %	8,391.26	5.22 %	12,586.89
SGP1	62.15	53.19	0.08	85.58 %	53,158.45	10.00 %	5,315.85	5.22 %	7,973.77
CBM1	124.83	106.30	0.12	85.15 %	114,666.80	10.00 %	11,466.68	5.22 %	11,466.68
BTU1	57.94	48.97	0.36	84.51 %	42,186.60	10.00 %	4,218.66	5.22 %	4,218.66
ODM1	62.67	52.60	0.22	83.93 %	33,825.20	10.00 %	3,382.52	5.22 %	3,382.52
TEN2	152.93	124.84	0.20	81.63 %	78,945.05	10.00 %	7,894.51	5.22 %	7,894.51
DKI1	139.10	112.78	0.13	81.08 %	182,371.25	10.00 %	18,237.13	5.22 %	18,237.13
MDU3	183.46	148.51	0.20	80.95 %	88,756.10	10.00 %	8,875.61	5.22 %	8,875.61
SVG1	127.33	100.65	0.08	79.05 %	79,150.25	0.00 %		5.22 %	7,915.03
MLR1	89.89	65.84	0.07	73.25 %	57,950.50	0.00 %		5.22 %	
MDU2	315.15	230.29	0.23	73.07 %	197,660.05	0.00 %		5.22 %	
MDU6	252.76	179.09	0.07	70.85 %	143,327.30	0.00 %		5.22 %	
KYK1	77.54	54.04	0.06	69.70 %	48,259.85	0.00 %		5.22 %	
ATG1	180.62	125.00	0.39	69.21 %	129,381.70	0.00 %		5.22 %	
MNM1	71.15	49.11	0.15	69.02 %	43,639.25	0.00 %		5.22 %	
MDU4	130.77	90.11	0.43	68.90 %	67,075.10	0.00 %		5.22 %	
PNI1	103.31	53.53	0.00	51.81 %	35,704.35	0.00 %		5.22 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PRT1	94.06	122.90	0.43	130.66 %	114,638.90	40.00 %	45,855.56	5.22 %	45,855.56
MKM1	60.54	77.55	0.12	128.11 %	101,328.05	40.00 %	40,531.22	5.22 %	40,531.22
STP1	60.52	66.54	0.30	109.96 %	33,503.10	25.00 %	8,375.78	5.22 %	10,050.93
SJI2	136.41	146.79	0.29	107.60 %	118,039.50	25.00 %	29,509.88	5.22 %	35,411.85
TDM1	107.33	107.51	0.41	100.17 %	76,162.20	25.00 %	19,040.55	5.22 %	19,040.55
KML1	80.87	78.36	0.10	96.89 %	71,387.85	20.00 %	14,277.57	5.22 %	17,846.96
CUD1	304.75	279.94	0.12	91.86 %	254,430.80	15.00 %	38,164.62	5.22 %	50,886.16
TVM2	105.92	95.97	0.20	90.60 %	50,386.30	15.00 %	7,557.95	5.22 %	10,077.26
TVM1	80.42	72.83	0.23	90.55 %	48,452.85	15.00 %	7,267.93	5.22 %	9,690.57
TRK1	188.01	166.15	0.08	88.37 %	165,157.05	10.00 %	16,515.71	5.22 %	24,773.56
KLM1	158.85	138.83	0.28	87.40 %	182,158.50	10.00 %	18,215.85	5.22 %	27,323.78
ULP1	151.78	129.36	0.06	85.23 %	86,951.35	10.00 %	8,695.14	5.22 %	8,695.14
VPM2	161.06	130.75	0.21	81.18 %	93,582.00	10.00 %	9,358.20	5.22 %	9,358.20
POY2	243.52	192.90	0.19	79.22 %	195,349.90	0.00 %		5.22 %	19,534.99
KKI2	169.38	131.91	0.15	77.88 %	137,748.05	0.00 %		5.22 %	13,774.81
POY1	317.47	238.37	0.07	75.09 %	263,286.65	0.00 %		5.22 %	
VCM1	105.69	77.58	0.04	73.40 %	45,422.75	0.00 %		5.22 %	
NVL2	189.09	136.82	0.13	72.36 %	110,508.75	0.00 %		5.22 %	
CDM1	202.10	137.71	0.36	68.14 %	128,265.60	0.00 %		5.22 %	
VPM1	72.33	39.02	0.08	53.94 %	29,962.20	0.00 %		5.22 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	117.73	132.69	0.05	112.71 %	92,664.20	30.00 %	27,799.26	5.22 %	27,799.26
EDP1	53.29	57.77	0.12	108.39 %	30,510.90	25.00 %	7,627.73	5.22 %	9,153.27
PMP1	82.42	84.44	0.38	102.46 %	51,581.75	25.00 %	12,895.44	5.22 %	12,895.44
BMD1	77.93	79.30	0.00	101.76 %	68,703.70	25.00 %	17,175.93	5.22 %	17,175.93
HRR1	76.62	76.26	0.18	99.53 %	65,699.85	20.00 %	13,139.97	5.22 %	16,424.96
DPR1	65.47	64.74	0.39	98.89 %	48,648.25	20.00 %	9,729.65	5.22 %	12,162.06
APN1	89.37	85.69	0.13	95.89 %	101,403.10	20.00 %	20,280.62	5.22 %	25,350.78
SLM2	134.94	125.91	0.05	93.30 %	76,040.55	15.00 %	11,406.08	5.22 %	15,208.11
MCR1	126.20	117.61	0.05	93.20 %	86,694.55	15.00 %	13,004.18	5.22 %	17,338.91
EPI1	99.98	90.92	0.14	90.94 %	80,010.75	15.00 %	12,001.61	5.22 %	16,002.15
ATU1	150.98	134.91	0.15	89.36 %	106,759.25	10.00 %	10,675.93	5.22 %	16,013.89
OML1	122.30	108.29	0.14	88.55 %	99,593.65	10.00 %	9,959.37	5.22 %	14,939.05
SGI1	80.18	70.67	0.04	88.14 %	56,259.85	10.00 %	5,625.99	5.22 %	8,438.98
KAM1	64.92	55.47	0.16	85.43 %	49,336.50	10.00 %	4,933.65	5.22 %	7,400.48
KVP1	70.60	59.53	0.00	84.32 %	40,368.60	10.00 %	4,036.86	5.22 %	4,036.86
PLC1	80.09	67.34	0.08	84.09 %	74,403.20	10.00 %	7,440.32	5.22 %	7,440.32
DPR2	69.88	58.57	0.06	83.81 %	43,371.25	10.00 %	4,337.13	5.22 %	4,337.13
CMI1	63.26	52.89	0.03	83.61 %	63,538.55	10.00 %	6,353.86	5.22 %	6,353.86
SLM1	374.68	309.20	0.12	82.52 %	202,305.75	10.00 %	20,230.58	5.22 %	20,230.58
TCG1	98.03	77.46	0.01	79.02 %	76,426.30	0.00 %		5.22 %	7,642.63
HSR2	238.01	186.12	0.16	78.20 %	169,342.10	0.00 %		5.22 %	16,934.21
NKL2	197.31	153.06	0.20	77.57 %	158,306.90	0.00 %		5.22 %	15,830.69
HSR1	145.73	112.80	0.13	77.40 %	87,491.15	0.00 %		5.22 %	8,749.12
SLM3	191.85	147.76	0.14	77.02 %	125,273.85	0.00 %		5.22 %	12,527.39
TRM1	161.82	124.20	0.08	76.75 %	100,956.00	0.00 %		5.22 %	10,095.60
ERD2	298.38	228.74	0.20	76.66 %	352,335.00	0.00 %		5.22 %	35,233.50
VPD1	138.17	101.41	0.19	73.40 %	106,759.40	0.00 %		5.22 %	
PDR1	70.02	50.58	0.26	72.23 %	72,335.10	0.00 %		5.22 %	
ERD1	280.86	186.83	0.21	66.52 %	182,002.40	0.00 %		5.22 %	
RSP1	124.61	80.93	0.12	64.95 %	89,657.25	0.00 %		5.22 %	
MTR1	169.84	108.53	0.17	63.90 %	67,726.05	0.00 %		5.22 %	
KMM1	84.59	53.12	0.00	62.80 %	56,273.45	0.00 %		5.22 %	
VKL1	88.81	43.97	0.00	49.51 %	51,989.20	0.00 %		5.22 %	
SGG1	63.35	31.03	0.32	48.98 %	22,384.75	0.00 %		5.22 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	116.02	146.52	1.17	126.29 %	101,142.55	40.00 %	40,457.02	5.22 %	40,457.02
CH23	83.72	93.95	0.20	112.22 %	106,949.00	30.00 %	32,084.70	5.22 %	32,084.70
CH24	181.20	201.94	0.22	111.44 %	196,442.60	30.00 %	58,932.78	5.22 %	58,932.78
MC05	48.61	53.06	0.23	109.16 %	22,250.15	25.00 %	5,562.54	5.22 %	6,675.05
CH17	165.72	174.82	0.30	105.49 %	217,111.60	25.00 %	54,277.90	5.22 %	65,133.48
CH50	216.06	212.86	0.15	98.52 %	219,959.70	20.00 %	43,991.94	5.22 %	54,989.93
UKI1	136.23	119.37	0.10	87.62 %	101,445.25	10.00 %	10,144.53	5.22 %	15,216.79
CH46	101.44	88.30	0.24	87.05 %	89,920.00	10.00 %	8,992.00	5.22 %	13,488.00
CH32	36.53	31.02	0.11	84.91 %	37,988.40	10.00 %	3,798.84	5.22 %	3,798.84
CH12	349.37	295.95	0.25	84.71 %	260,180.55	10.00 %	26,018.06	5.22 %	26,018.06
CH27	64.81	54.05	0.47	83.40 %	56,370.60	10.00 %	5,637.06	5.22 %	5,637.06
CH03	646.31	532.73	0.23	82.43 %	457,828.55	10.00 %	45,782.86	5.22 %	45,782.86
PON1	132.47	108.39	0.10	81.82 %	112,489.65	10.00 %	11,248.97	5.22 %	11,248.97
CH33	209.30	167.94	0.07	80.24 %	166,224.05	10.00 %	16,622.41	5.22 %	16,622.41
CH51	276.85	220.42	0.50	79.62 %	199,068.70	0.00 %		5.22 %	19,906.87
MC06	55.80	44.36	0.27	79.50 %	21,005.90	0.00 %		5.22 %	2,100.59
CH31	104.59	83.09	0.35	79.44 %	85,464.35	0.00 %		5.22 %	8,546.44
CH20	284.85	224.60	0.17	78.85 %	196,067.95	0.00 %		5.22 %	19,606.80
CH41	217.91	167.39	0.16	76.82 %	224,756.10	0.00 %		5.22 %	22,475.61
CH34	245.04	182.53	0.18	74.49 %	151,385.75	0.00 %		5.22 %	
CH15	600.63	445.93	0.32	74.24 %	350,465.10	0.00 %		5.22 %	
CH44	196.75	143.01	0.16	72.68 %	141,051.10	0.00 %		5.22 %	
MJR1	241.70	173.30	0.17	71.70 %	161,080.00	0.00 %		5.22 %	
CH43	188.99	134.72	0.19	71.28 %	146,068.85	0.00 %		5.22 %	
CH06	243.92	169.55	0.35	69.51 %	170,180.00	0.00 %		5.22 %	
CH21	527.26	360.03	0.22	68.28 %	213,592.35	0.00 %		5.22 %	
CH18	361.19	229.94	0.60	63.66 %	209,333.35	0.00 %		5.22 %	
CH36	106.13	64.65	0.07	60.91 %	51,457.60	0.00 %		5.22 %	
CH01	9.59	1.29	0.58	13.48 %	2,208.15	0.00 %		5.22 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AVI1	81.14	82.32	0.28	101.45 %	90,740.80	25.00 %	22,685.20	5.22 %	22,685.20
CNR1	64.19	61.94	0.01	96.50 %	54,867.25	20.00 %	10,973.45	5.22 %	13,716.81
CBE4	182.28	166.75	0.09	91.48 %	185,211.55	15.00 %	27,781.73	5.22 %	37,042.31
SUL1	98.45	89.97	0.07	91.39 %	114,171.95	15.00 %	17,125.79	5.22 %	22,834.39
KMD1	57.01	51.82	0.08	90.89 %	66,258.95	15.00 %	9,938.84	5.22 %	13,251.79
GDR1	67.76	60.07	0.10	88.65 %	42,281.70	10.00 %	4,228.17	5.22 %	6,342.26
MPM1	119.40	103.88	0.12	87.00 %	136,890.05	10.00 %	13,689.01	5.22 %	20,533.51
KGM1	68.33	57.95	0.02	84.81 %	68,993.55	10.00 %	6,899.36	5.22 %	6,899.36
UAM1	131.38	107.82	0.00	82.07 %	74,121.60	10.00 %	7,412.16	5.22 %	7,412.16
PPI1	75.29	61.32	0.14	81.45 %	77,635.05	10.00 %	7,763.51	5.22 %	7,763.51
KGI1	75.54	61.52	0.05	81.44 %	43,929.40	10.00 %	4,392.94	5.22 %	4,392.94
CBE1	130.90	105.60	0.01	80.67 %	108,307.95	10.00 %	10,830.80	5.22 %	10,830.80
KMR1	220.80	177.69	0.26	80.47 %	191,436.95	10.00 %	19,143.70	5.22 %	19,143.70
TPR3	108.46	86.85	0.05	80.07 %	79,695.55	0.00 %		5.22 %	7,969.56
TPR4	58.10	46.35	0.03	79.78 %	49,220.20	0.00 %		5.22 %	4,922.02
TPR2	223.08	176.41	0.28	79.08 %	127,798.90	0.00 %		5.22 %	12,779.89
PDM1	78.76	62.23	0.03	79.01 %	71,229.15	0.00 %		5.22 %	7,122.92
CBE2	849.00	663.92	0.05	78.20 %	445,827.25	0.00 %		5.22 %	44,582.73
CBE5	57.19	44.27	0.19	77.42 %	67,037.95	0.00 %		5.22 %	6,703.80
UMP1	91.99	70.19	0.32	76.30 %	58,595.20	0.00 %		5.22 %	5,859.52
DPM2	88.43	67.43	0.28	76.25 %	91,639.40	0.00 %		5.22 %	9,163.94
CBE3	46.64	35.36	0.22	75.82 %	42,575.05	0.00 %		5.22 %	
TPR1	190.98	138.16	0.37	72.34 %	125,237.05	0.00 %		5.22 %	
CBE6	146.37	104.57	0.17	71.45 %	110,609.50	0.00 %		5.22 %	
SYM2	87.70	59.39	0.00	67.72 %	60,839.35	0.00 %		5.22 %	
GBM1	105.54	66.45	0.30	62.96 %	56,201.25	0.00 %		5.22 %	
ANR1	32.37	20.06	0.36	61.98 %	17,778.45	0.00 %		5.22 %	
SNR1	197.87	114.14	0.06	57.68 %	136,522.85	0.00 %		5.22 %	
PLI1	210.39	99.42	0.24	47.25 %	90,480.75	0.00 %		5.22 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	86.26	127.90	0.13	148.27 %	150,138.90	40.00 %	60,055.56	5.22 %	60,055.56
CH30	218.55	226.45	0.08	103.62 %	152,148.60	25.00 %	38,037.15	5.22 %	38,037.15
CH37	97.73	98.12	0.04	100.40 %	145,019.85	25.00 %	36,254.96	5.22 %	36,254.96
CH45	198.87	173.04	0.22	87.01 %	173,471.25	10.00 %	17,347.13	5.22 %	26,020.69
CH19	302.74	259.56	0.13	85.74 %	253,687.45	10.00 %	25,368.75	5.22 %	38,053.12
MRM1	169.73	142.93	0.03	84.21 %	133,367.10	10.00 %	13,336.71	5.22 %	13,336.71
CH48	228.43	190.85	0.27	83.55 %	260,779.45	10.00 %	26,077.95	5.22 %	26,077.95
TKM1	88.70	73.36	0.12	82.70 %	78,828.75	10.00 %	7,882.88	5.22 %	7,882.88
AVD1	235.11	193.61	0.17	82.35 %	186,781.15	10.00 %	18,678.12	5.22 %	18,678.12
CH35	204.83	166.35	0.10	81.21 %	195,286.70	10.00 %	19,528.67	5.22 %	19,528.67
CH05	424.62	340.50	0.25	80.19 %	273,323.90	10.00 %	27,332.39	5.22 %	27,332.39
CH39	123.87	97.29	0.20	78.54 %	113,085.00	0.00 %		5.22 %	11,308.50
CH49	289.60	223.03	0.13	77.01 %	275,618.35	0.00 %		5.22 %	27,561.84
CGL1	136.81	104.93	0.36	76.70 %	95,134.00	0.00 %		5.22 %	9,513.40
CH14	416.49	318.36	0.17	76.44 %	310,201.10	0.00 %		5.22 %	31,020.11
CH40	96.91	73.47	0.12	75.81 %	32,208.25	0.00 %		5.22 %	
CH38	144.49	107.72	0.04	74.55 %	119,491.25	0.00 %		5.22 %	
GUD1	253.30	185.20	0.13	73.11 %	183,116.45	0.00 %		5.22 %	
CH42	299.31	204.02	0.08	68.16 %	265,748.15	0.00 %		5.22 %	
CH25	252.20	169.28	0.46	67.12 %	208,234.65	0.00 %		5.22 %	
CH28	283.54	182.46	0.12	64.35 %	321,015.65	0.00 %		5.22 %	
SKL1	165.95	104.22	0.36	62.80 %	99,108.80	0.00 %		5.22 %	
CH22	258.71	162.37	0.22	62.76 %	132,644.30	0.00 %		5.22 %	
CH07	337.27	211.20	0.27	62.62 %	210,638.00	0.00 %		5.22 %	
CH08	418.54	252.38	0.11	60.30 %	310,967.25	0.00 %		5.22 %	
CH16	442.79	263.91	0.16	59.60 %	318,545.70	0.00 %		5.22 %	
CH26	66.04	39.13	0.00	59.26 %	39,704.45	0.00 %		5.22 %	
KNR1	164.78	95.25	0.07	57.80 %	109,119.15	0.00 %		5.22 %	
GUD2	196.98	111.02	0.37	56.36 %	108,018.95	0.00 %		5.22 %	
CH29	47.60	20.60	0.00	43.27 %	26,056.85	0.00 %		5.22 %	
MC10	44.54	13.46	0.13	30.22 %	8,316.55	0.00 %		5.22 %	
MC09	54.54	14.62	0.00	26.80 %	8,587.00	0.00 %		5.22 %	

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 %	
KZSD	0.00	0.83	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	5.11	1.89	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	59.58	1.74	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	21.70	5.95	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.10)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	64.32	1.10	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.04)	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	(0.04)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(0.04)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.03)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.08)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.06)	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 %	