

Accu.Target 48,094.02 L **Sales** 42,054.65 L **Achieved %** 87.44 % **HO Budget+ %** 2.56 % **Total Com.** 375.47 L

Note : Sales Period is From :01-Mar-2026 To :31-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	532.12	668.78	125.68 %	0.00	2.56 %	0.00
KL-SOUTH	452.00	444.44	98.33 %	0.00	2.56 %	0.00
NORTH ARCOT	3,532.75	3,325.93	94.15 %	99,000.00	2.56 %	99,000.00
TRICHY-01	4,947.04	4,567.07	92.32 %	0.00	2.56 %	0.00
SOUTH-01	7,619.93	7,014.19	92.05 %	0.00	2.56 %	0.00
SOUTH-03	5,155.74	4,633.36	89.87 %	0.00	2.56 %	138,000.00
SOUTH ARCOT	3,196.32	2,808.95	87.88 %	0.00	2.56 %	84,000.00
WEST-02	4,652.35	3,841.54	82.57 %	0.00	2.56 %	0.00
CHENNAI-02	6,573.04	5,375.15	81.78 %	0.00	2.56 %	0.00
WEST-01	4,217.43	3,355.63	79.57 %	0.00	2.56 %	0.00
CHENNAI-01	7,215.30	5,444.04	75.45 %	0.00	2.56 %	0.00
OTHERS	0.00	575.58	0.00 %	0.00	0.00 %	0.00
Total	48,094.02	42,054.65	87.44 %		2.56 %	

Region	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KL-NORTH	TVP1	532.12	668.78	125.68%	180,000.00	2.56 %
KL-SOUTH	TVP1	452.00	444.44	98.33%	30,000.00	2.56 %	60,000.00
NORTH ARCOT	NA02	1,177.95	1,137.09	96.53%	82,500.00	2.56 %	82,500.00
	NA01	1,214.13	1,141.65	94.03%	82,500.00	2.56 %	82,500.00
	NA03	1,140.67	1,047.20	91.81%	75,000.00	2.56 %	75,000.00
TRICHY-01	TRY1	1,518.23	1,545.61	101.80%	225,000.00	2.56 %	225,000.00
	KUM1	1,106.65	988.44	89.32%	0.00	2.56 %	67,500.00
	PBR1	1,193.54	1,057.82	88.63%	0.00	2.56 %	75,000.00
	TNJ1	1,128.62	975.20	86.41%	0.00	2.56 %	0.00
SOUTH-01	TKS1	1,028.29	1,032.42	100.40%	150,000.00	2.56 %	150,000.00
	TVL1	1,079.20	1,066.10	98.79%	75,000.00	2.56 %	150,000.00
	TUT1	1,982.00	1,860.10	93.85%	135,000.00	2.56 %	135,000.00
	VNR1	952.79	855.25	89.76%	0.00	2.56 %	60,000.00
	KVT1	1,220.60	1,095.41	89.74%	0.00	2.56 %	75,000.00
	NGR1	1,357.05	1,104.90	81.42%	0.00	2.56 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	731.76	684.13	93.49%	45,000.00	2.56 %	45,000.00
	KKD2	1,026.89	927.52	90.32%	67,500.00	2.56 %	67,500.00
	KRR1	463.73	415.27	89.55%	0.00	2.56 %	30,000.00
	SVG1	948.35	845.47	89.15%	0.00	2.56 %	60,000.00
	MDU1	1,985.01	1,760.97	88.71%	0.00	2.56 %	127,500.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	910.22	837.88	92.05%	60,000.00	2.56 %	60,000.00
	SA01	1,159.95	1,013.21	87.35%	0.00	2.56 %	0.00
	SA02	1,126.15	957.86	85.06%	0.00	2.56 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SLM1	1,318.32	1,156.59	87.73%	0.00	2.56 %	82,500.00
	HSR1	940.35	819.99	87.20%	0.00	2.56 %	0.00
	MTR1	930.04	799.61	85.98%	0.00	2.56 %	0.00
	ERD1	1,463.64	1,065.35	72.79%	0.00	2.56 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,667.93	1,483.64	88.95%	0.00	2.56 %	105,000.00
	CH09	1,362.84	1,156.01	84.82%	0.00	2.56 %	0.00
	CH04	1,902.92	1,516.71	79.70%	0.00	2.56 %	0.00
	CH07	1,639.35	1,218.79	74.35%	0.00	2.56 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	550.81	476.50	86.51%	0.00	2.56 %	0.00
	TPR1	558.56	451.56	80.84%	0.00	2.56 %	0.00
	CBE1	2,062.57	1,650.08	80.00%	0.00	2.56 %	0.00
	TPR4	470.50	374.42	79.58%	0.00	2.56 %	0.00
	PLI1	574.99	403.07	70.10%	0.00	2.56 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,778.08	1,553.58	87.37%	0.00	2.56 %	0.00
	CH03	1,341.42	985.32	73.45%	0.00	2.56 %	0.00
	CH06	2,430.34	1,726.06	71.02%	0.00	2.56 %	0.00
	CH08	1,665.46	1,179.09	70.80%	0.00	2.56 %	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	250.56	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	159.66	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.06)	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	30.86	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	21.54	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	65.08	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	532.12	668.78	0.18	125.68 %	619,280.10	40.00 %	247,712.04	2.56 %	247,712.04

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	97.94	110.07	0.08	112.39 %	71,035.25	30.00 %	21,310.58	2.56 %	21,310.58
PNL1	61.45	66.38	0.08	108.01 %	46,540.20	25.00 %	11,635.05	2.56 %	13,962.06
TVP1	217.11	203.45	0.22	93.71 %	135,625.70	15.00 %	20,343.86	2.56 %	27,125.14
KLR1	75.50	64.53	0.03	85.48 %	52,121.90	10.00 %	5,212.19	2.56 %	5,212.19

NORTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	89.86	115.01	0.02	127.99 %	100,270.30	40.00 %	40,108.12	2.56 %	40,108.12
SLG1	82.61	91.96	0.12	111.32 %	77,971.05	30.00 %	23,391.32	2.56 %	23,391.32
GDM1	108.71	120.69	0.02	111.02 %	89,040.55	30.00 %	26,712.17	2.56 %	26,712.17
PLR1	68.38	72.74	0.00	106.38 %	69,315.50	25.00 %	17,328.88	2.56 %	17,328.88
ANI1	63.06	66.46	0.08	105.39 %	60,059.20	25.00 %	15,014.80	2.56 %	15,014.80
PTU1	54.21	56.25	0.09	103.77 %	49,051.65	25.00 %	12,262.91	2.56 %	12,262.91
TRT1	112.35	114.90	0.15	102.27 %	81,416.90	25.00 %	20,354.23	2.56 %	20,354.23
AKM1	163.31	166.55	0.22	101.99 %	143,091.90	25.00 %	35,772.98	2.56 %	35,772.98
UGI1	60.13	61.19	0.46	101.76 %	43,193.80	25.00 %	10,798.45	2.56 %	10,798.45
ARC2	104.46	105.42	0.42	100.92 %	78,324.35	25.00 %	19,581.09	2.56 %	19,581.09
BGR1	76.94	77.33	0.05	100.51 %	70,467.15	25.00 %	17,616.79	2.56 %	17,616.79
VSI1	114.01	113.87	0.13	99.88 %	147,779.25	20.00 %	29,555.85	2.56 %	36,944.81
KPM2	380.14	378.05	0.08	99.45 %	333,325.55	20.00 %	66,665.11	2.56 %	83,331.39
VEL2	246.55	242.26	0.18	98.26 %	252,736.75	20.00 %	50,547.35	2.56 %	63,184.19
CGM1	96.59	94.49	0.09	97.83 %	67,268.15	20.00 %	13,453.63	2.56 %	16,817.04
CYR1	85.77	80.56	0.16	93.92 %	92,797.35	15.00 %	13,919.60	2.56 %	18,559.47
SBR1	221.20	205.22	0.00	92.78 %	247,959.30	15.00 %	37,193.90	2.56 %	49,591.86
WJP1	114.75	106.28	0.22	92.62 %	118,688.40	15.00 %	17,803.26	2.56 %	17,803.26
TRR1	202.17	185.34	0.26	91.67 %	128,074.75	15.00 %	19,211.21	2.56 %	19,211.21
VEL1	206.37	184.54	0.12	89.42 %	199,570.50	10.00 %	19,957.05	2.56 %	29,935.58
CPT1	71.40	63.35	0.11	88.73 %	63,276.75	10.00 %	6,327.68	2.56 %	9,491.51
WJD1	143.32	125.83	0.33	87.80 %	167,905.10	10.00 %	16,790.51	2.56 %	25,185.77
ABR1	159.32	122.01	0.28	76.58 %	105,484.80	0.00 %		2.56 %	
TRL1	347.82	263.13	0.12	75.65 %	279,206.30	0.00 %		2.56 %	
KPM1	159.32	112.48	0.17	70.60 %	117,364.40	0.00 %		2.56 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	50.05	62.00	0.00	123.88 %	41,549.40	40.00 %	16,619.76	2.56 %	16,619.76
TVR1	83.88	94.71	0.00	112.92 %	72,696.10	30.00 %	21,808.83	2.56 %	21,808.83
KRN1	86.78	95.76	0.00	110.35 %	81,262.70	30.00 %	24,378.81	2.56 %	24,378.81
MVM1	202.89	217.27	0.06	107.09 %	256,961.65	25.00 %	64,240.41	2.56 %	64,240.41
TRY1	900.32	957.35	0.32	106.33 %	581,314.20	25.00 %	145,328.55	2.56 %	145,328.55
PDK1	74.16	78.79	0.16	106.25 %	69,491.15	25.00 %	17,372.79	2.56 %	17,372.79
NMM1	83.28	85.40	0.27	102.55 %	88,508.65	25.00 %	22,127.16	2.56 %	22,127.16
TRY4	209.47	207.98	0.00	99.29 %	222,304.50	20.00 %	44,460.90	2.56 %	55,576.13
TRY2	86.83	84.64	0.34	97.48 %	66,280.95	20.00 %	13,256.19	2.56 %	13,256.19
TTP1	134.59	127.89	0.00	95.02 %	97,614.30	15.00 %	14,642.15	2.56 %	19,522.86
TNJ2	227.25	215.79	0.08	94.95 %	168,523.85	15.00 %	25,278.58	2.56 %	33,704.77
TYR1	168.61	157.91	0.09	93.65 %	114,017.65	15.00 %	17,102.65	2.56 %	22,803.53
TVR2	239.11	221.11	0.04	92.47 %	161,529.95	15.00 %	24,229.49	2.56 %	24,229.49
MSI1	122.94	108.90	0.06	88.58 %	85,158.30	10.00 %	8,515.83	2.56 %	12,773.75
ORU1	84.57	74.09	0.18	87.61 %	91,943.00	10.00 %	9,194.30	2.56 %	9,194.30
MDI1	151.07	129.40	0.34	85.66 %	95,775.00	10.00 %	9,577.50	2.56 %	9,577.50
NGT1	156.57	133.63	0.08	85.35 %	111,307.65	10.00 %	11,130.77	2.56 %	11,130.77
AYR1	112.52	94.42	0.12	83.92 %	77,987.95	10.00 %	7,798.80	2.56 %	7,798.80
APM1	55.80	46.78	0.09	83.83 %	56,190.75	10.00 %	5,619.08	2.56 %	5,619.08
JKM1	142.38	118.64	0.03	83.32 %	88,750.30	10.00 %	8,875.03	2.56 %	8,875.03
PBR1	111.01	91.02	0.14	81.99 %	59,426.90	10.00 %	5,942.69	2.56 %	5,942.69
PTK1	216.99	177.07	0.07	81.60 %	98,613.05	10.00 %	9,861.31	2.56 %	9,861.31
PBR2	333.19	269.67	0.20	80.93 %	217,217.30	10.00 %	21,721.73	2.56 %	21,721.73
TNJ1	309.66	246.67	0.26	79.66 %	142,300.60	0.00 %		2.56 %	14,230.06
KUM1	324.19	256.11	0.04	79.00 %	177,964.35	0.00 %		2.56 %	17,796.44
KIK1	118.26	92.98	0.03	78.62 %	88,637.60	0.00 %		2.56 %	8,863.76
TRY3	160.67	121.09	0.00	75.36 %	115,298.35	0.00 %		2.56 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	100.60	123.75	0.17	123.01 %	156,355.95	40.00 %	62,542.38	2.56 %	62,542.38
KGL1	87.42	101.34	0.03	115.92 %	94,811.75	30.00 %	28,443.53	2.56 %	28,443.53
KYR1	74.39	85.45	0.11	114.87 %	97,433.80	30.00 %	29,230.14	2.56 %	29,230.14
ARM1	68.99	78.18	0.44	113.32 %	53,185.65	30.00 %	15,955.70	2.56 %	15,955.70
TKS1	211.29	232.26	0.14	109.92 %	183,820.20	25.00 %	45,955.05	2.56 %	55,146.06
TCN1	138.33	146.62	0.09	105.99 %	135,917.30	25.00 %	33,979.33	2.56 %	33,979.33
TKS2	289.26	305.24	0.28	105.52 %	194,665.05	25.00 %	48,666.26	2.56 %	48,666.26
PDI1	118.41	124.38	0.19	105.04 %	80,721.20	25.00 %	20,180.30	2.56 %	20,180.30
SVK1	197.85	207.80	0.26	105.03 %	147,075.70	25.00 %	36,768.93	2.56 %	36,768.93
VNR1	102.28	107.34	1.40	104.94 %	99,597.00	25.00 %	24,899.25	2.56 %	24,899.25
SDI1	114.43	118.56	0.16	103.61 %	82,151.10	25.00 %	20,537.78	2.56 %	20,537.78
TVL1	692.41	692.20	0.14	99.97 %	660,966.55	20.00 %	132,193.31	2.56 %	165,241.64
KSM1	63.25	62.40	0.03	98.66 %	35,304.45	20.00 %	7,060.89	2.56 %	8,826.11
PKD1	147.60	145.09	0.15	98.30 %	132,073.65	20.00 %	26,414.73	2.56 %	33,018.41
ASM1	97.22	93.66	0.05	96.34 %	86,892.40	20.00 %	17,378.48	2.56 %	17,378.48
TYI1	113.85	109.26	0.20	95.97 %	99,822.55	20.00 %	19,964.51	2.56 %	19,964.51
UDN1	91.44	86.57	0.15	94.67 %	61,338.20	15.00 %	9,200.73	2.56 %	12,267.64
SKD1	85.69	79.69	0.13	93.00 %	94,882.20	15.00 %	14,232.33	2.56 %	18,976.44
STU2	87.26	80.51	0.23	92.26 %	51,603.80	15.00 %	7,740.57	2.56 %	7,740.57
TUT1	1,174.94	1,079.89	0.25	91.91 %	668,966.10	15.00 %	100,344.92	2.56 %	100,344.92
VLY1	220.58	202.05	0.18	91.60 %	131,369.35	15.00 %	19,705.40	2.56 %	19,705.40
SGT1	73.82	65.94	0.14	89.32 %	45,763.10	10.00 %	4,576.31	2.56 %	6,864.47
RND1	220.70	194.41	0.18	88.09 %	239,937.25	10.00 %	23,993.73	2.56 %	35,990.59
MMT1	131.44	114.27	0.14	86.94 %	71,031.05	10.00 %	7,103.11	2.56 %	7,103.11
VKM1	93.35	80.85	0.22	86.61 %	102,368.55	10.00 %	10,236.86	2.56 %	10,236.86
TUT2	362.84	314.02	0.11	86.54 %	204,044.35	10.00 %	20,404.44	2.56 %	20,404.44
APK1	151.70	130.26	0.12	85.87 %	144,023.25	10.00 %	14,402.33	2.56 %	14,402.33
KVT1	383.90	329.27	0.09	85.77 %	335,760.30	10.00 %	33,576.03	2.56 %	33,576.03
APK2	133.85	112.79	0.30	84.27 %	84,115.50	10.00 %	8,411.55	2.56 %	8,411.55
RPM1	221.08	186.05	0.19	84.15 %	136,708.55	10.00 %	13,670.86	2.56 %	13,670.86
NGR1	585.04	486.41	0.27	83.14 %	289,108.50	10.00 %	28,910.85	2.56 %	28,910.85
VNR2	367.11	297.06	0.17	80.92 %	255,645.35	10.00 %	25,564.54	2.56 %	25,564.54
SNL1	127.71	100.14	0.13	78.41 %	61,837.20	0.00 %		2.56 %	6,183.72
TKY1	118.25	91.24	0.02	77.16 %	70,036.05	0.00 %		2.56 %	
MAR1	301.96	202.99	0.19	67.22 %	116,159.70	0.00 %		2.56 %	
COL1	69.69	46.25	0.53	66.37 %	33,884.25	0.00 %		2.56 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	149.72	181.13	0.11	120.98 %	222,941.15	40.00 %	89,176.46	2.56 %	89,176.46
CMR1	62.99	74.11	0.35	117.65 %	50,464.80	30.00 %	15,139.44	2.56 %	20,185.92
KRR1	115.00	132.81	0.27	115.49 %	189,121.75	30.00 %	56,736.53	2.56 %	56,736.53
KPT1	74.17	80.02	0.13	107.89 %	84,859.15	25.00 %	21,214.79	2.56 %	25,457.75
MPA1	104.35	108.85	0.26	104.32 %	106,707.40	25.00 %	26,676.85	2.56 %	26,676.85
TDI1	92.69	95.93	0.19	103.49 %	123,456.90	25.00 %	30,864.23	2.56 %	30,864.23
MDU1	489.50	502.23	0.19	102.60 %	329,249.35	25.00 %	82,312.34	2.56 %	82,312.34
PKM1	58.77	59.39	0.07	101.06 %	56,739.25	25.00 %	14,184.81	2.56 %	14,184.81
ADP1	87.48	87.00	0.12	99.45 %	83,725.25	20.00 %	16,745.05	2.56 %	20,931.31
DGL2	136.50	134.84	0.71	98.78 %	106,919.15	20.00 %	21,383.83	2.56 %	26,729.79
MDU7	166.37	162.68	0.35	97.78 %	111,216.60	20.00 %	22,243.32	2.56 %	27,804.15
DGL1	320.91	311.10	0.16	96.94 %	252,232.85	20.00 %	50,446.57	2.56 %	50,446.57
USL1	89.78	86.68	0.01	96.55 %	57,428.30	20.00 %	11,485.66	2.56 %	11,485.66
TPT1	124.22	119.50	0.38	96.20 %	162,067.90	20.00 %	32,413.58	2.56 %	32,413.58
TEN1	136.49	129.12	0.16	94.60 %	103,859.20	15.00 %	15,578.88	2.56 %	20,771.84
TMM1	166.45	157.33	0.20	94.52 %	105,293.35	15.00 %	15,794.00	2.56 %	21,058.67
PVI1	102.31	94.40	0.27	92.27 %	74,246.60	15.00 %	11,136.99	2.56 %	11,136.99
MDU5	95.12	86.81	0.08	91.27 %	94,123.65	15.00 %	14,118.55	2.56 %	14,118.55
BNR1	89.11	81.33	0.11	91.26 %	70,192.40	15.00 %	10,528.86	2.56 %	10,528.86
NTM1	66.95	58.88	0.13	87.95 %	55,627.05	10.00 %	5,562.71	2.56 %	8,344.06
NKI1	74.55	65.18	0.06	87.44 %	62,489.15	10.00 %	6,248.92	2.56 %	6,248.92
CBM1	133.44	114.81	0.15	86.03 %	123,944.95	10.00 %	12,394.50	2.56 %	12,394.50
SGP1	66.44	56.71	0.08	85.36 %	56,122.90	10.00 %	5,612.29	2.56 %	5,612.29
TEN2	163.48	138.38	0.19	84.65 %	86,260.40	10.00 %	8,626.04	2.56 %	8,626.04
ODM1	66.99	56.63	0.21	84.53 %	35,977.25	10.00 %	3,597.73	2.56 %	3,597.73
PNV2	73.68	62.18	0.24	84.39 %	37,630.55	10.00 %	3,763.06	2.56 %	3,763.06
BTU1	61.94	52.12	0.34	84.15 %	44,984.40	10.00 %	4,498.44	2.56 %	4,498.44
DKI1	148.69	121.99	0.12	82.05 %	193,914.50	10.00 %	19,391.45	2.56 %	19,391.45
MDU3	196.11	160.66	0.19	81.92 %	100,936.80	10.00 %	10,093.68	2.56 %	10,093.68
SVG1	136.11	110.81	0.07	81.41 %	85,314.15	10.00 %	8,531.42	2.56 %	8,531.42
MDU2	336.89	271.98	0.20	80.73 %	229,235.05	10.00 %	22,923.51	2.56 %	22,923.51
MNM1	76.06	58.34	0.13	76.70 %	48,542.45	0.00 %		2.56 %	
MLR1	96.09	73.33	0.13	76.32 %	64,780.10	0.00 %		2.56 %	
MDU4	139.79	103.15	0.38	73.79 %	76,295.30	0.00 %		2.56 %	
ATG1	193.08	137.34	0.38	71.13 %	140,468.50	0.00 %		2.56 %	
MDU6	270.19	190.19	0.08	70.39 %	150,382.95	0.00 %		2.56 %	
KYK1	82.89	57.31	0.06	69.14 %	52,938.30	0.00 %		2.56 %	
PNI1	110.44	58.09	0.00	52.60 %	39,621.50	0.00 %		2.56 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PRT1	100.55	131.12	0.43	130.41 %	124,137.65	40.00 %	49,655.06	2.56 %	49,655.06
MKM1	64.71	81.56	0.11	126.04 %	108,210.80	40.00 %	43,284.32	2.56 %	43,284.32
SJI2	145.82	159.82	0.27	109.60 %	132,534.05	25.00 %	33,133.51	2.56 %	39,760.22
STP1	64.69	69.24	0.29	107.03 %	36,935.30	25.00 %	9,233.83	2.56 %	9,233.83
TDM1	114.73	116.68	0.37	101.70 %	84,724.10	25.00 %	21,181.03	2.56 %	21,181.03
KML1	86.45	87.48	0.09	101.19 %	82,189.20	25.00 %	20,547.30	2.56 %	20,547.30
TVM2	113.23	107.15	0.18	94.63 %	55,440.85	15.00 %	8,316.13	2.56 %	11,088.17
TVM1	85.97	80.86	0.20	94.06 %	56,020.55	15.00 %	8,403.08	2.56 %	11,204.11
CUD1	325.77	306.17	0.13	93.98 %	276,146.00	15.00 %	41,421.90	2.56 %	55,229.20
TRK1	200.98	184.22	0.08	91.66 %	184,321.50	15.00 %	27,648.23	2.56 %	27,648.23
KLM1	169.80	152.02	0.25	89.53 %	197,788.85	10.00 %	19,778.89	2.56 %	29,668.33
ULP1	162.25	137.58	0.06	84.79 %	95,177.60	10.00 %	9,517.76	2.56 %	9,517.76
VPM2	172.17	145.11	0.19	84.28 %	108,720.35	10.00 %	10,872.04	2.56 %	10,872.04
KKI2	181.06	144.88	0.14	80.02 %	154,398.85	0.00 %		2.56 %	15,439.89
POY1	339.36	269.15	0.08	79.31 %	313,901.65	0.00 %		2.56 %	31,390.17
POY2	260.31	204.31	0.18	78.49 %	207,340.35	0.00 %		2.56 %	20,734.04
NVL2	202.13	156.35	0.11	77.35 %	126,993.20	0.00 %		2.56 %	
VCM1	112.98	84.69	0.03	74.96 %	48,580.90	0.00 %		2.56 %	
CDM1	216.04	146.53	0.39	67.82 %	136,764.90	0.00 %		2.56 %	
VPM1	77.32	44.05	0.09	56.97 %	33,812.40	0.00 %		2.56 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	125.85	141.22	0.06	112.22 %	100,775.95	30.00 %	30,232.79	2.56 %	30,232.79
EDP1	56.97	60.04	0.11	105.38 %	31,412.40	25.00 %	7,853.10	2.56 %	7,853.10
BMD1	83.30	84.77	0.00	101.77 %	73,483.65	25.00 %	18,370.91	2.56 %	18,370.91
DPR1	69.98	70.63	0.36	100.93 %	52,503.40	25.00 %	13,125.85	2.56 %	13,125.85
HRR1	81.90	81.80	0.17	99.87 %	70,681.75	20.00 %	14,136.35	2.56 %	17,670.44
PMP1	88.10	87.13	0.37	98.90 %	53,376.10	20.00 %	10,675.22	2.56 %	13,344.03
APN1	95.53	91.06	0.12	95.32 %	106,453.00	20.00 %	21,290.60	2.56 %	21,290.60
SLM2	144.25	136.53	0.04	94.65 %	81,591.30	15.00 %	12,238.70	2.56 %	16,318.26
OML1	130.73	121.07	0.13	92.61 %	112,255.90	15.00 %	16,838.39	2.56 %	16,838.39
EPI1	106.88	98.38	0.13	92.04 %	87,543.05	15.00 %	13,131.46	2.56 %	13,131.46
ATU1	161.39	148.05	0.13	91.74 %	119,003.05	15.00 %	17,850.46	2.56 %	17,850.46
MCR1	134.90	121.27	0.06	89.89 %	90,150.05	10.00 %	9,015.01	2.56 %	13,522.51
SLM1	400.52	349.36	0.12	87.23 %	226,823.80	10.00 %	22,682.38	2.56 %	22,682.38
DPR2	74.70	64.13	0.09	85.85 %	47,275.05	10.00 %	4,727.51	2.56 %	4,727.51
CMI1	67.62	57.48	0.03	85.00 %	69,059.90	10.00 %	6,905.99	2.56 %	6,905.99
SGI1	85.71	72.76	0.04	84.90 %	57,960.50	10.00 %	5,796.05	2.56 %	5,796.05
KAM1	69.40	57.99	0.15	83.56 %	53,837.55	10.00 %	5,383.76	2.56 %	5,383.76
PLC1	85.61	70.80	0.07	82.71 %	79,428.15	10.00 %	7,942.82	2.56 %	7,942.82
ERD2	318.96	263.15	0.17	82.50 %	438,433.55	10.00 %	43,843.36	2.56 %	43,843.36
TCG1	104.79	85.73	0.10	81.81 %	89,403.80	10.00 %	8,940.38	2.56 %	8,940.38
KVP1	75.47	61.32	0.00	81.26 %	42,127.70	10.00 %	4,212.77	2.56 %	4,212.77
SLM3	205.08	166.23	0.12	81.05 %	144,627.20	10.00 %	14,462.72	2.56 %	14,462.72
HSR1	155.78	125.49	0.13	80.56 %	101,201.90	10.00 %	10,120.19	2.56 %	10,120.19
HSR2	254.43	203.25	0.15	79.88 %	180,835.25	0.00 %		2.56 %	18,083.53
NKL2	210.92	168.27	0.21	79.78 %	181,115.95	0.00 %		2.56 %	18,111.60
TRM1	172.98	133.88	0.11	77.39 %	107,924.10	0.00 %		2.56 %	
PDR1	74.85	57.57	0.23	76.91 %	89,508.85	0.00 %		2.56 %	
VPD1	147.70	106.96	0.18	72.41 %	112,569.35	0.00 %		2.56 %	
ERD1	300.23	204.52	0.24	68.12 %	202,888.35	0.00 %		2.56 %	
MTR1	181.55	122.07	0.17	67.24 %	80,573.60	0.00 %		2.56 %	
RSP1	133.20	89.52	0.16	67.21 %	97,483.95	0.00 %		2.56 %	
KMM1	90.42	56.51	0.00	62.50 %	62,902.10	0.00 %		2.56 %	
VKL1	94.93	49.08	0.00	51.70 %	60,227.45	0.00 %		2.56 %	
SGG1	67.72	33.52	0.31	49.50 %	26,057.55	0.00 %		2.56 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	124.02	150.77	1.14	121.57 %	103,668.15	40.00 %	41,467.26	2.56 %	41,467.26
CH23	89.49	105.07	0.18	117.41 %	120,837.55	30.00 %	36,251.27	2.56 %	48,335.02
CH24	193.70	225.34	0.32	116.33 %	215,371.15	30.00 %	64,611.35	2.56 %	64,611.35
CH17	177.15	190.60	0.28	107.59 %	239,537.85	25.00 %	59,884.46	2.56 %	71,861.36
MC05	51.96	54.60	0.23	105.08 %	22,763.65	25.00 %	5,690.91	2.56 %	5,690.91
CH50	230.96	230.39	0.18	99.75 %	245,061.20	20.00 %	49,012.24	2.56 %	61,265.30
UKI1	145.62	131.62	0.13	90.38 %	114,060.00	15.00 %	17,109.00	2.56 %	17,109.00
CH46	108.44	96.64	0.24	89.12 %	99,111.25	10.00 %	9,911.13	2.56 %	14,866.69
CH32	39.05	34.12	0.10	87.37 %	41,313.25	10.00 %	4,131.33	2.56 %	4,131.33
CH12	373.47	326.19	0.24	87.34 %	299,577.40	10.00 %	29,957.74	2.56 %	29,957.74
CH03	690.88	592.29	0.24	85.73 %	513,857.20	10.00 %	51,385.72	2.56 %	51,385.72
CH31	111.80	95.61	0.47	85.52 %	96,938.40	10.00 %	9,693.84	2.56 %	9,693.84
PON1	141.61	120.56	0.09	85.14 %	125,756.80	10.00 %	12,575.68	2.56 %	12,575.68
CH33	223.73	190.19	0.06	85.01 %	187,322.75	10.00 %	18,732.28	2.56 %	18,732.28
CH27	69.28	58.77	0.58	84.82 %	63,314.60	10.00 %	6,331.46	2.56 %	6,331.46
CH51	295.94	243.96	0.63	82.44 %	219,513.10	10.00 %	21,951.31	2.56 %	21,951.31
CH20	304.49	246.41	0.30	80.93 %	212,618.20	10.00 %	21,261.82	2.56 %	21,261.82
MC06	59.65	48.13	0.25	80.69 %	21,824.95	10.00 %	2,182.50	2.56 %	2,182.50
CH41	232.94	182.49	0.15	78.34 %	250,894.40	0.00 %		2.56 %	25,089.44
CH15	642.05	480.06	0.32	74.77 %	379,469.95	0.00 %		2.56 %	
CH44	210.32	155.30	0.20	73.84 %	153,727.45	0.00 %		2.56 %	
CH34	261.94	193.41	0.17	73.84 %	162,501.15	0.00 %		2.56 %	
MJR1	258.37	187.42	0.27	72.54 %	172,738.50	0.00 %		2.56 %	
CH06	260.74	186.63	0.44	71.58 %	199,914.35	0.00 %		2.56 %	
CH43	202.02	142.84	0.20	70.71 %	151,993.15	0.00 %		2.56 %	
CH21	563.62	393.36	0.25	69.79 %	243,888.20	0.00 %		2.56 %	
CH18	386.10	244.69	0.64	63.37 %	232,921.20	0.00 %		2.56 %	
CH36	113.45	66.20	0.07	58.35 %	53,095.80	0.00 %		2.56 %	
CH01	10.25	1.51	0.50	14.73 %	2,323.15	0.00 %		2.56 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AVI1	86.74	93.25	0.25	107.51 %	102,797.75	25.00 %	25,699.44	2.56 %	30,839.33
CNR1	68.62	66.07	0.01	96.28 %	57,717.10	20.00 %	11,543.42	2.56 %	11,543.42
SUL1	105.24	101.12	0.06	96.09 %	126,061.80	20.00 %	25,212.36	2.56 %	25,212.36
CBE4	194.85	185.33	0.08	95.11 %	210,065.05	20.00 %	42,013.01	2.56 %	42,013.01
KGM1	73.04	66.75	0.02	91.39 %	83,966.70	15.00 %	12,595.01	2.56 %	12,595.01
MPM1	127.63	115.70	0.11	90.65 %	149,791.75	15.00 %	22,468.76	2.56 %	22,468.76
GDR1	72.43	63.20	0.09	87.26 %	44,860.15	10.00 %	4,486.02	2.56 %	4,486.02
KMD1	60.94	53.05	0.08	87.06 %	68,517.20	10.00 %	6,851.72	2.56 %	6,851.72
TPR2	238.47	203.54	0.24	85.35 %	147,025.50	10.00 %	14,702.55	2.56 %	14,702.55
CBE1	139.93	118.93	0.01	84.99 %	119,616.60	10.00 %	11,961.66	2.56 %	11,961.66
TPR4	62.11	52.67	0.03	84.80 %	51,058.70	10.00 %	5,105.87	2.56 %	5,105.87
TPR3	115.94	95.63	0.09	82.48 %	88,902.80	10.00 %	8,890.28	2.56 %	8,890.28
PDM1	84.19	68.82	0.02	81.74 %	78,526.50	10.00 %	7,852.65	2.56 %	7,852.65
CBE3	49.86	40.69	0.19	81.60 %	51,794.20	10.00 %	5,179.42	2.56 %	5,179.42
KMR1	236.03	192.34	0.24	81.49 %	205,304.80	10.00 %	20,530.48	2.56 %	20,530.48
KGI1	80.75	65.75	0.05	81.42 %	45,849.55	10.00 %	4,584.96	2.56 %	4,584.96
DPM2	94.53	76.82	0.24	81.27 %	109,081.40	10.00 %	10,908.14	2.56 %	10,908.14
CBE2	907.55	729.94	0.08	80.43 %	496,894.35	10.00 %	49,689.44	2.56 %	49,689.44
UAM1	140.44	112.73	0.00	80.27 %	77,014.25	10.00 %	7,701.43	2.56 %	7,701.43
PPI1	80.48	64.35	0.14	79.96 %	81,049.30	0.00 %		2.56 %	8,104.93
UMP1	98.33	75.84	0.29	77.13 %	65,503.80	0.00 %		2.56 %	
CBE5	61.13	46.63	0.18	76.28 %	72,274.45	0.00 %		2.56 %	
TPR1	204.15	152.39	0.37	74.65 %	142,988.40	0.00 %		2.56 %	
CBE6	156.46	112.12	0.22	71.66 %	117,003.60	0.00 %		2.56 %	
SYM2	93.75	66.58	0.00	71.02 %	66,286.40	0.00 %		2.56 %	
ANR1	34.60	23.31	0.31	67.36 %	19,669.85	0.00 %		2.56 %	
GBM1	112.82	74.27	0.28	65.83 %	62,314.90	0.00 %		2.56 %	
SNR1	211.52	122.98	0.13	58.14 %	143,040.80	0.00 %		2.56 %	
PLI1	224.90	114.85	0.21	51.07 %	104,031.50	0.00 %		2.56 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	92.21	134.99	0.12	146.39 %	164,540.15	40.00 %	65,816.06	2.56 %	65,816.06
CH30	233.62	262.68	0.07	112.44 %	170,688.15	30.00 %	51,206.45	2.56 %	51,206.45
CH37	104.47	112.89	0.06	108.06 %	174,318.40	25.00 %	43,579.60	2.56 %	52,295.52
CH19	323.62	298.92	0.14	92.37 %	296,966.35	15.00 %	44,544.95	2.56 %	44,544.95
CH48	244.18	214.06	0.26	87.66 %	297,109.15	10.00 %	29,710.92	2.56 %	29,710.92
AVD1	251.33	216.05	0.22	85.96 %	216,736.05	10.00 %	21,673.61	2.56 %	21,673.61
CH45	212.59	181.72	0.23	85.48 %	187,862.95	10.00 %	18,786.30	2.56 %	18,786.30
TKM1	94.82	79.05	0.11	83.37 %	84,977.70	10.00 %	8,497.77	2.56 %	8,497.77
CH05	453.90	373.82	0.30	82.36 %	306,847.70	10.00 %	30,684.77	2.56 %	30,684.77
CH35	218.96	180.02	0.10	82.22 %	217,521.55	10.00 %	21,752.16	2.56 %	21,752.16
CH14	445.21	364.85	0.20	81.95 %	366,012.85	10.00 %	36,601.29	2.56 %	36,601.29
CH39	132.41	108.32	0.22	81.80 %	127,107.70	10.00 %	12,710.77	2.56 %	12,710.77
MRM1	181.44	148.10	0.03	81.63 %	139,145.50	10.00 %	13,914.55	2.56 %	13,914.55
GUD1	270.77	219.34	0.13	81.01 %	225,976.55	10.00 %	22,597.66	2.56 %	22,597.66
CH49	309.57	243.32	0.13	78.60 %	306,642.75	0.00 %		2.56 %	30,664.28
CGL1	146.24	111.92	0.34	76.53 %	104,898.65	0.00 %		2.56 %	
CH38	154.45	114.31	0.03	74.01 %	125,298.80	0.00 %		2.56 %	
CH40	103.59	75.04	0.12	72.44 %	33,304.65	0.00 %		2.56 %	
CH42	319.95	220.69	0.12	68.98 %	296,846.75	0.00 %		2.56 %	
CH25	269.59	184.64	0.60	68.49 %	225,908.05	0.00 %		2.56 %	
CH28	303.10	201.42	0.12	66.45 %	361,052.65	0.00 %		2.56 %	
CH16	473.33	304.91	0.16	64.42 %	359,983.05	0.00 %		2.56 %	
CH07	360.53	228.54	0.25	63.39 %	227,680.90	0.00 %		2.56 %	
SKL1	177.39	110.86	0.44	62.49 %	103,730.85	0.00 %		2.56 %	
CH22	276.55	169.77	0.23	61.39 %	145,158.00	0.00 %		2.56 %	
CH26	70.59	43.26	0.01	61.28 %	44,094.55	0.00 %		2.56 %	
CH08	447.40	268.14	0.10	59.93 %	344,456.80	0.00 %		2.56 %	
KNR1	176.14	101.14	0.07	57.42 %	121,014.95	0.00 %		2.56 %	
GUD2	210.56	119.79	0.46	56.89 %	116,713.60	0.00 %		2.56 %	
CH29	50.88	22.08	0.00	43.40 %	29,344.35	0.00 %		2.56 %	
MC10	47.61	14.53	0.12	30.52 %	8,634.55	0.00 %		2.56 %	
MC09	58.30	14.85	0.00	25.48 %	8,480.75	0.00 %		2.56 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	185.56	0.17	0.00 %	131,190.05	0.00 %		0.00 %	
GHUB	0.00	154.43	0.76	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	5.23	1.85	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	65.12	1.59	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	21.73	5.94	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.32)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	65.31	1.09	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	(0.06)	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	(0.05)	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	(0.19)	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	30.86	0.00	0.00 %	0.00	0.00 %		0.00 %	