

Accu.Target 1,967.07 L	Sales 1,277.54 L	Achieved % 64.95 %	HO Budget+ % 0.00 %	Total Com. 7.10 L
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Note : Sales Period is From :01-Oct-2026 To :01-Oct-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	69.76	91.10	130.60 %	0.00	0.00 %	0.00
CHENNAI-02	205.13	162.48	79.21 %	0.00	0.00 %	0.00
CHENNAI-01	214.92	169.85	79.03 %	0.00	0.00 %	0.00
KL-CENTRAL	7.03	5.40	76.77 %	0.00	0.00 %	0.00
WEST-03	91.68	65.82	71.79 %	0.00	0.00 %	0.00
KL-SOUTH	22.92	16.19	70.61 %	0.00	0.00 %	0.00
SOUTH-01	312.54	211.23	67.59 %	0.00	0.00 %	0.00
NORTH ARCOT	175.02	112.49	64.27 %	0.00	0.00 %	0.00
SOUTH ARCOT	138.71	87.27	62.92 %	0.00	0.00 %	0.00
WEST-01	109.92	66.18	60.21 %	0.00	0.00 %	0.00
TRICHY-01	224.03	126.51	56.47 %	0.00	0.00 %	0.00
SOUTH-03	242.99	111.48	45.88 %	0.00	0.00 %	0.00
WEST-02	148.10	65.73	44.38 %	0.00	0.00 %	0.00
HYDERABAD-01	4.33	1.66	38.21 %	0.00	0.00 %	0.00
OTHERS	0.00	(15.83)	0.00 %	0.00	0.00 %	0.00
Total	1,967.07	1,277.54	64.95 %		0.00 %	

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	30.74	48.09	-12.97	156.47 %	21,740.00	20.00 %	4,348.00	0.00 %	4,348.00
BSY1	7.40	9.55	-1.32	129.09 %	7,680.00	20.00 %	1,536.00	0.00 %	1,536.00
KNU1	26.60	30.76	-13.71	115.63 %	13,480.00	20.00 %	2,696.00	0.00 %	2,696.00
VLC1	5.01	2.69	-1.48	53.61 %	3,140.00	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)
CH01	0.24	1.51	-24.43	618.91 %	190.00	20.00 %	38.00	0.00 %	38.00
CH36	2.74	4.42	-7.95	161.41 %	1,240.00	20.00 %	248.00	0.00 %	248.00
CH31	2.74	3.75	-5.68	136.99 %	1,630.00	20.00 %	326.00	0.00 %	326.00
CH17	5.50	7.10	-7.33	128.90 %	4,370.00	20.00 %	874.00	0.00 %	874.00
CH35	5.80	7.32	-7.80	126.25 %	3,470.00	20.00 %	694.00	0.00 %	694.00
CH50	9.08	10.82	-4.08	119.25 %	8,190.00	20.00 %	1,638.00	0.00 %	1,638.00
CH32	1.14	1.24	0.00	109.21 %	1,080.00	20.00 %	216.00	0.00 %	216.00
CH12	10.92	11.31	-5.20	103.66 %	8,600.00	20.00 %	1,720.00	0.00 %	1,720.00
CH51	8.49	8.56	-9.24	100.89 %	2,220.00	20.00 %	444.00	0.00 %	444.00
CH46	4.69	4.63	-21.62	98.70 %	2,250.00	15.00 %	337.50	0.00 %	337.50
GPD1	4.75	4.62	-1.22	97.30 %	2,770.00	15.00 %	415.50	0.00 %	415.50
CH21	11.23	10.44	-8.88	92.94 %	5,170.00	10.00 %	517.00	0.00 %	517.00
CH27	2.47	2.27	-0.75	92.11 %	2,160.00	10.00 %	216.00	0.00 %	216.00
CH18	9.61	8.83	-4.48	91.92 %	5,330.00	10.00 %	533.00	0.00 %	533.00
MC05	2.12	1.82	-2.65	85.55 %	800.00	0.00 %		0.00 %	
CH34	9.61	8.19	-7.94	85.15 %	4,130.00	0.00 %		0.00 %	
CH37	3.99	3.34	-8.85	83.64 %	1,040.00	0.00 %		0.00 %	
CH24	8.09	6.60	-7.96	81.60 %	5,338.00	0.00 %		0.00 %	
CH43	6.64	4.15	-3.97	62.48 %	1,270.00	0.00 %		0.00 %	
CH03	17.67	10.91	-6.89	61.74 %	8,880.00	0.00 %		0.00 %	
CH44	7.27	4.48	-9.31	61.67 %	1,980.00	0.00 %		0.00 %	
CH41	6.28	3.87	-7.66	61.60 %	700.00	0.00 %		0.00 %	
MJR1	7.23	4.45	-1.94	61.56 %	3,330.00	0.00 %		0.00 %	
MC06	2.32	1.41	-6.56	60.90 %	700.00	0.00 %		0.00 %	
CH15	19.03	11.08	-5.97	58.24 %	8,210.00	0.00 %		0.00 %	
CH33	7.28	4.04	-4.19	55.53 %	2,890.00	0.00 %		0.00 %	
CH23	3.81	1.98	-8.08	51.99 %	1,290.00	0.00 %		0.00 %	
UKI1	4.90	2.20	-9.81	44.79 %	400.00	0.00 %		0.00 %	
CH06	6.78	2.91	-10.36	42.88 %	1,270.00	0.00 %		0.00 %	
CH20	8.21	2.97	-16.56	36.20 %	1,150.00	0.00 %		0.00 %	
PON1	4.52	1.25	-1.19	27.77 %	1,350.00	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)
CH25	7.70	22.70	-19.45	294.87 %	9,379.00	20.00 %	1,875.80	0.00 %	1,875.80
CH14	13.90	16.27	-18.21	117.07 %	4,830.00	20.00 %	966.00	0.00 %	966.00
GUD1	6.54	7.50	-3.18	114.80 %	5,390.00	20.00 %	1,078.00	0.00 %	1,078.00
CH05	11.34	11.98	-12.54	105.67 %	4,540.00	20.00 %	908.00	0.00 %	908.00
CH07	8.50	8.88	-7.40	104.57 %	3,670.00	20.00 %	734.00	0.00 %	734.00
CH49	10.30	9.48	-12.35	92.07 %	5,580.00	10.00 %	558.00	0.00 %	558.00
AVD1	10.94	9.55	-11.45	87.29 %	4,610.00	0.00 %		0.00 %	
CH30	6.68	5.32	-5.72	79.66 %	4,690.00	0.00 %		0.00 %	
CH28	12.10	9.22	-1.54	76.19 %	9,580.00	0.00 %		0.00 %	
CGL1	4.69	3.52	-11.65	74.98 %	1,530.00	0.00 %		0.00 %	
CH48	8.52	6.17	-2.53	72.37 %	4,000.00	0.00 %		0.00 %	
CH16	15.48	11.06	-14.77	71.45 %	3,975.00	0.00 %		0.00 %	
CH45	7.34	4.96	-4.12	67.55 %	4,425.00	0.00 %		0.00 %	
CH22	6.20	4.07	-12.09	65.63 %	1,000.00	0.00 %		0.00 %	
CH47	12.65	7.99	-10.58	63.19 %	3,370.00	0.00 %		0.00 %	
CH42	12.76	7.98	-11.20	62.49 %	4,110.00	0.00 %		0.00 %	
GUD2	5.86	3.60	-10.80	61.48 %	240.00	0.00 %		0.00 %	
CH19	10.50	4.73	-11.03	45.07 %	3,290.00	0.00 %		0.00 %	
KNR1	6.42	2.84	-5.00	44.18 %	2,290.00	0.00 %		0.00 %	
CH38	6.34	2.70	-0.46	42.65 %	3,420.00	0.00 %		0.00 %	
TKM1	4.82	1.89	0.00	39.25 %	2,130.00	0.00 %		0.00 %	
MRM1	7.43	2.63	-7.95	35.32 %	1,200.00	0.00 %		0.00 %	
CH40	3.20	1.04	0.00	32.60 %	0.00	0.00 %		0.00 %	
CH39	4.45	1.45	-17.41	32.46 %	660.00	0.00 %		0.00 %	
CH29	1.45	0.40	0.00	27.21 %	535.00	0.00 %		0.00 %	
SKL1	5.42	1.43	-13.47	26.40 %	590.00	0.00 %		0.00 %	
CH26	2.04	0.33	-0.62	16.36 %	350.00	0.00 %		0.00 %	
MC09	1.36	0.17	-0.15	12.48 %	20.00	0.00 %		0.00 %	
KL-CENTRAL									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KOC1	7.03	5.40	-3.26	76.77 %	2,810.00	0.00 %		0.00 %	

WEST-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TPR2	7.48	9.72	-12.66	129.96 %	3,720.00	20.00 %	744.00	0.00 %	744.00
KGM1	3.32	3.76	-6.55	113.30 %	2,250.00	20.00 %	450.00	0.00 %	450.00
AVI1	4.64	4.83	-9.70	103.88 %	1,850.00	20.00 %	370.00	0.00 %	370.00
CMI1	3.43	3.40	-10.08	99.23 %	1,460.00	15.00 %	219.00	0.00 %	219.00
TPR3	5.11	4.34	-10.43	84.89 %	1,240.00	0.00 %		0.00 %	
TPR1	6.79	5.47	-9.81	80.48 %	3,730.00	0.00 %		0.00 %	
ERD1	8.84	7.09	-10.65	80.25 %	4,480.00	0.00 %		0.00 %	
GBM1	4.74	3.72	-0.42	78.50 %	3,250.00	0.00 %		0.00 %	
ERD2	9.47	7.04	-4.34	74.31 %	5,940.00	0.00 %		0.00 %	
KMM1	3.24	1.89	-0.19	58.32 %	480.00	0.00 %		0.00 %	
PDR1	2.67	1.49	-2.30	55.83 %	1,200.00	0.00 %		0.00 %	
NKL2	10.03	5.24	-2.98	52.22 %	3,120.00	0.00 %		0.00 %	
TCG1	3.81	1.62	-5.61	42.47 %	720.00	0.00 %		0.00 %	
SGG1	2.63	1.08	-7.75	41.06 %	450.00	0.00 %		0.00 %	
TPR4	3.15	1.18	0.00	37.34 %	1,170.00	0.00 %		0.00 %	
SYM2	4.55	1.69	-4.39	37.10 %	1,280.00	0.00 %		0.00 %	
VKL1	2.99	1.08	-4.58	36.24 %	840.00	0.00 %		0.00 %	
RSP1	4.79	1.19	-9.32	24.90 %	620.00	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)
PNL1	2.33	3.71	-1.70	159.43 %	4,110.00	20.00 %	822.00	0.00 %	822.00
TVP1	7.67	6.36	-0.04	82.88 %	5,440.00	0.00 %		0.00 %	
KLR1	2.34	1.54	-0.09	65.55 %	1,460.00	0.00 %		0.00 %	
PAS1	3.32	1.51	0.00	45.50 %	1,800.00	0.00 %		0.00 %	
KOM1	7.26	3.07	-0.78	42.30 %	2,280.00	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)
TUT1	33.13	63.23	-31.40	190.85 %	13,050.00	20.00 %	2,610.00	0.00 %	2,610.00
KGL1	3.62	5.08	-21.11	140.36 %	2,330.00	20.00 %	466.00	0.00 %	466.00
KSM1	2.38	2.55	-6.85	107.23 %	1,220.00	20.00 %	244.00	0.00 %	244.00
VKM1	3.76	3.38	-19.42	89.91 %	900.00	0.00 %		0.00 %	
MAR1	7.37	6.14	-8.03	83.30 %	3,360.00	0.00 %		0.00 %	
KVT1	14.25	11.04	-9.95	77.48 %	7,380.00	0.00 %		0.00 %	
SDI1	4.88	3.62	-6.60	74.20 %	1,610.00	0.00 %		0.00 %	
TKS1	9.95	7.02	-10.81	70.51 %	2,450.00	0.00 %		0.00 %	
PDI1	5.25	3.69	-7.60	70.29 %	2,200.00	0.00 %		0.00 %	
MMT1	4.38	2.95	-1.36	67.36 %	2,350.00	0.00 %		0.00 %	
TVL1	25.16	16.75	-10.33	66.58 %	7,870.00	0.00 %		0.00 %	
APK2	5.59	3.60	-7.86	64.35 %	1,830.00	0.00 %		0.00 %	
RND2	7.53	4.77	-10.86	63.39 %	4,200.00	0.00 %		0.00 %	
APK1	5.51	3.48	-10.73	63.11 %	1,390.00	0.00 %		0.00 %	
STU2	3.26	2.01	-11.24	61.77 %	330.00	0.00 %		0.00 %	
UDN1	5.07	2.95	-1.80	58.09 %	2,440.00	0.00 %		0.00 %	
ASM1	4.35	2.51	-11.53	57.68 %	1,350.00	0.00 %		0.00 %	
VNR1	5.01	2.88	-7.67	57.56 %	1,000.00	0.00 %		0.00 %	
SKD1	4.58	2.62	-10.39	57.36 %	1,210.00	0.00 %		0.00 %	
NGR1	18.79	9.02	-10.14	47.99 %	5,790.00	0.00 %		0.00 %	
VLY1	7.83	3.71	-11.03	47.47 %	1,750.00	0.00 %		0.00 %	
RND1	9.89	4.53	-8.18	45.83 %	3,900.00	0.00 %		0.00 %	
TKS2	16.43	6.97	-11.81	42.41 %	2,900.00	0.00 %		0.00 %	
PKD1	8.98	3.67	-1.99	40.85 %	4,260.00	0.00 %		0.00 %	
VNR2	15.05	6.05	-6.71	40.20 %	3,960.00	0.00 %		0.00 %	
COL1	1.58	0.62	0.00	39.23 %	940.00	0.00 %		0.00 %	
ERL2	6.35	2.49	-5.70	39.18 %	860.00	0.00 %		0.00 %	
SVK1	9.30	3.53	-14.61	37.96 %	1,630.00	0.00 %		0.00 %	
ARM1	5.17	1.92	-6.51	37.17 %	680.00	0.00 %		0.00 %	
TUT2	12.70	4.66	-8.88	36.68 %	3,280.00	0.00 %		0.00 %	
RPM1	12.11	4.28	-9.26	35.35 %	1,875.00	0.00 %		0.00 %	
SNL1	6.14	2.15	-7.40	35.04 %	1,020.00	0.00 %		0.00 %	
TKY1	5.73	1.76	0.00	30.71 %	1,480.00	0.00 %		0.00 %	
KYR1	4.77	1.42	-2.08	29.88 %	1,760.00	0.00 %		0.00 %	
TYI1	5.02	1.47	-2.81	29.23 %	2,010.00	0.00 %		0.00 %	
TCN1	8.10	2.31	-3.13	28.51 %	2,190.00	0.00 %		0.00 %	
SGT1	3.56	0.38	-10.61	10.58 %	500.00	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VEL3	7.78	14.03	-12.82	180.30 %	6,500.00	20.00 %	1,300.00	0.00 %	1,300.00
VEL4	10.04	13.84	-6.64	137.91 %	7,680.00	20.00 %	1,536.00	0.00 %	1,536.00
VNB1	4.06	5.36	-1.48	132.11 %	3,130.00	20.00 %	626.00	0.00 %	626.00
TRR1	9.16	9.73	-12.17	106.32 %	5,100.00	20.00 %	1,020.00	0.00 %	1,020.00
BGR1	3.79	3.99	-4.31	105.44 %	2,960.00	20.00 %	592.00	0.00 %	592.00
KPM2	13.17	11.42	-3.76	86.68 %	5,190.00	0.00 %		0.00 %	
VEL2	12.03	9.29	-12.91	77.27 %	5,400.00	0.00 %		0.00 %	
ANI1	3.09	2.37	-1.72	76.67 %	1,200.00	0.00 %		0.00 %	
PLR1	3.76	2.45	-5.74	65.27 %	2,220.00	0.00 %		0.00 %	
CYR1	3.53	2.10	-11.68	59.41 %	1,180.00	0.00 %		0.00 %	
UGI1	3.94	2.33	-10.74	59.01 %	1,050.00	0.00 %		0.00 %	
CPT1	3.78	2.08	-2.12	54.96 %	1,680.00	0.00 %		0.00 %	
WJD1	7.28	3.86	-5.74	53.00 %	1,560.00	0.00 %		0.00 %	
WJP1	6.09	2.84	-3.02	46.65 %	2,160.00	0.00 %		0.00 %	
GDM1	5.62	2.47	-3.56	44.02 %	2,310.00	0.00 %		0.00 %	
VSI1	6.04	2.38	-6.74	39.41 %	1,160.00	0.00 %		0.00 %	
SBR1	9.88	3.87	-3.60	39.20 %	2,510.00	0.00 %		0.00 %	
ABR1	5.67	2.16	-7.18	38.16 %	1,020.00	0.00 %		0.00 %	
CGM1	5.55	2.05	-7.78	36.95 %	980.00	0.00 %		0.00 %	
KPM1	4.64	1.63	-11.25	35.06 %	440.00	0.00 %		0.00 %	
VEL1	6.96	2.38	-15.49	34.20 %	1,020.00	0.00 %		0.00 %	
ARC2	8.32	2.50	-9.55	30.05 %	1,090.00	0.00 %		0.00 %	
PTU1	2.30	0.67	-16.45	29.05 %	150.00	0.00 %		0.00 %	
TRL1	8.81	2.47	-12.28	27.97 %	830.00	0.00 %		0.00 %	
TRT1	5.78	1.57	-2.74	27.15 %	2,790.00	0.00 %		0.00 %	
SLG1	4.98	1.17	-6.48	23.54 %	410.00	0.00 %		0.00 %	
AKM1	8.99	1.48	-11.10	16.46 %	710.00	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)
POY2	9.18	14.33	-14.11	156.21 %	5,010.00	20.00 %	1,002.00	0.00 %	1,002.00
PRT1	5.85	6.63	-11.49	113.22 %	2,390.00	20.00 %	478.00	0.00 %	478.00
VCM2	3.35	3.38	-14.88	101.06 %	1,600.00	20.00 %	320.00	0.00 %	320.00
POY1	9.96	9.27	-10.38	93.10 %	4,140.00	10.00 %	414.00	0.00 %	414.00
ULP1	8.29	5.73	-9.01	69.22 %	1,000.00	0.00 %		0.00 %	
KLM1	7.27	4.96	-5.23	68.16 %	3,010.00	0.00 %		0.00 %	
TVM1	3.49	2.15	-6.82	61.66 %	1,650.00	0.00 %		0.00 %	
VCM1	0.97	0.60	-5.99	61.49 %	970.00	0.00 %		0.00 %	
CDM1	9.33	5.70	-6.29	61.17 %	2,330.00	0.00 %		0.00 %	
TVM2	5.03	2.94	-12.83	58.37 %	2,580.00	0.00 %		0.00 %	
TRK1	10.05	5.24	-11.51	52.16 %	4,040.00	0.00 %		0.00 %	
CUD1	15.34	7.67	-8.45	49.99 %	5,530.00	0.00 %		0.00 %	
NVL2	8.29	3.74	-7.69	45.13 %	3,030.00	0.00 %		0.00 %	
VPM1	2.37	1.05	-1.09	44.17 %	560.00	0.00 %		0.00 %	
MKM1	3.24	1.30	0.00	39.99 %	1,080.00	0.00 %		0.00 %	
SJI2	8.35	3.24	-4.95	38.74 %	3,670.00	0.00 %		0.00 %	
STP1	3.18	1.21	-8.76	37.93 %	680.00	0.00 %		0.00 %	
VPM2	7.18	2.54	-2.91	35.34 %	1,100.00	0.00 %		0.00 %	
KML1	4.28	1.40	-5.01	32.72 %	1,250.00	0.00 %		0.00 %	
TDM1	6.22	1.95	-13.55	31.42 %	1,330.00	0.00 %		0.00 %	
KKI2	7.49	2.24	-9.18	29.95 %	2,110.00	0.00 %		0.00 %	
WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UMP1	3.18	5.05	-8.44	158.85 %	1,560.00	20.00 %	312.00	0.00 %	312.00
CNR1	3.10	3.97	-2.34	127.88 %	3,987.00	20.00 %	797.40	0.00 %	797.40
KMR1	9.22	11.01	-6.86	119.41 %	5,210.00	20.00 %	1,042.00	0.00 %	1,042.00
CBE4	5.75	6.51	-5.77	113.16 %	3,330.00	20.00 %	666.00	0.00 %	666.00
CBE1	3.87	3.00	-14.15	77.67 %	1,790.00	0.00 %		0.00 %	
KGI1	4.21	2.75	-3.10	65.43 %	2,570.00	0.00 %		0.00 %	
GDR1	3.92	2.53	-10.01	64.68 %	320.00	0.00 %		0.00 %	
CBE6	5.19	3.20	-7.15	61.73 %	1,720.00	0.00 %		0.00 %	
PPI1	4.76	2.56	-2.02	53.82 %	2,505.00	0.00 %		0.00 %	
PDM1	3.22	1.55	-0.02	48.31 %	1,490.00	0.00 %		0.00 %	
UAM1	7.00	3.33	-2.30	47.53 %	2,990.00	0.00 %		0.00 %	
SNR1	4.59	2.13	-1.41	46.45 %	1,560.00	0.00 %		0.00 %	
KMD1	3.32	1.50	-0.04	45.14 %	2,040.00	0.00 %		0.00 %	
MPM1	4.73	1.99	-5.78	42.03 %	930.00	0.00 %		0.00 %	
CBE2	22.32	9.30	-11.18	41.68 %	2,730.00	0.00 %		0.00 %	
SUL1	4.42	1.61	-3.64	36.28 %	840.00	0.00 %		0.00 %	
ANR1	1.32	0.42	-12.45	31.68 %	80.00	0.00 %		0.00 %	
CBE3	2.51	0.75	0.00	30.03 %	880.00	0.00 %		0.00 %	
DPM2	4.40	1.11	-0.92	25.19 %	1,000.00	0.00 %		0.00 %	
PLI1	5.99	1.31	-0.96	21.91 %	560.00	0.00 %		0.00 %	
CBE5	2.90	0.60	-6.13	20.49 %	720.00	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)
PBR2	11.96	13.25	-12.19	110.77 %	4,620.00	20.00 %	924.00	0.00 %	924.00
KUM1	11.12	12.10	-21.53	108.78 %	3,390.00	20.00 %	678.00	0.00 %	678.00
PDK1	4.78	3.97	-3.70	83.05 %	3,690.00	0.00 %		0.00 %	
TRY3	7.70	6.09	-18.08	79.11 %	2,170.00	0.00 %		0.00 %	
TRY4	7.71	5.91	-9.52	76.64 %	3,710.00	0.00 %		0.00 %	
TRY1	28.47	21.05	-11.09	73.93 %	7,620.00	0.00 %		0.00 %	
TYR1	8.74	5.91	-5.12	67.56 %	4,230.00	0.00 %		0.00 %	
PTK1	7.48	4.94	-6.58	66.00 %	3,130.00	0.00 %		0.00 %	
TNJ1	14.17	8.90	-17.32	62.80 %	2,010.00	0.00 %		0.00 %	
MVM1	10.51	5.68	-1.83	54.07 %	5,650.00	0.00 %		0.00 %	
TVR1	4.32	2.28	-2.96	52.69 %	2,340.00	0.00 %		0.00 %	
PDK2	5.70	2.95	-12.59	51.78 %	2,410.00	0.00 %		0.00 %	
KIK1	4.63	2.32	0.00	50.20 %	2,100.00	0.00 %		0.00 %	
ORU1	4.34	2.16	-5.22	49.73 %	1,040.00	0.00 %		0.00 %	
NGT1	7.79	3.86	-0.92	49.59 %	3,250.00	0.00 %		0.00 %	
JKM1	7.51	3.25	-1.26	43.23 %	1,180.00	0.00 %		0.00 %	
NCK1	3.20	1.27	-8.83	39.66 %	930.00	0.00 %		0.00 %	
MDI1	7.00	2.69	-6.36	38.39 %	2,090.00	0.00 %		0.00 %	
AYR1	5.82	2.19	-6.77	37.66 %	1,980.00	0.00 %		0.00 %	
KUM2	4.80	1.80	-5.28	37.61 %	1,630.00	0.00 %		0.00 %	
PBR1	4.38	1.60	-5.89	36.58 %	880.00	0.00 %		0.00 %	
APM1	2.97	1.00	0.00	33.67 %	1,510.00	0.00 %		0.00 %	
TNJ2	10.13	3.06	-3.61	30.20 %	2,620.00	0.00 %		0.00 %	
TTP1	7.37	2.05	-2.54	27.78 %	1,630.00	0.00 %		0.00 %	
KRN1	5.53	1.29	-2.17	23.33 %	1,690.00	0.00 %		0.00 %	
TVR2	10.33	2.23	-9.75	21.58 %	1,070.00	0.00 %		0.00 %	
TRY2	4.16	0.86	-6.03	20.65 %	370.00	0.00 %		0.00 %	
NMM1	5.69	1.01	-5.16	17.78 %	210.00	0.00 %		0.00 %	
MSI1	5.71	0.85	-6.02	14.82 %	240.00	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)
PNI1	3.22	3.68	-20.78	114.27 %	170.00	20.00 %	34.00	0.00 %	34.00
TDI1	4.63	5.10	-0.99	110.00 %	4,010.00	20.00 %	802.00	0.00 %	802.00
PNV2	2.81	2.75	-10.45	97.80 %	1,260.00	15.00 %	189.00	0.00 %	189.00
KYK1	3.60	2.87	-4.02	79.79 %	1,470.00	0.00 %		0.00 %	
KRR1	6.03	4.53	-2.91	75.07 %	3,300.00	0.00 %		0.00 %	
MDU7	5.38	3.99	-10.19	74.14 %	1,700.00	0.00 %		0.00 %	
MDU1	20.08	14.33	-10.93	71.35 %	6,680.00	0.00 %		0.00 %	
TPT1	5.40	3.76	-13.67	69.54 %	2,380.00	0.00 %		0.00 %	
PVI1	5.58	3.85	-2.26	69.00 %	5,220.00	0.00 %		0.00 %	
MPA1	6.69	4.32	-8.40	64.66 %	2,260.00	0.00 %		0.00 %	
NTM1	4.11	2.51	-4.21	61.04 %	2,040.00	0.00 %		0.00 %	
MDU3	8.16	4.75	-13.58	58.19 %	1,400.00	0.00 %		0.00 %	
KKD3	9.26	5.03	-6.37	54.33 %	2,780.00	0.00 %		0.00 %	
ADP1	5.45	2.81	-11.27	51.64 %	1,740.00	0.00 %		0.00 %	
TEN1	7.63	3.91	-12.90	51.28 %	640.00	0.00 %		0.00 %	
ATG1	6.54	3.33	-15.34	50.96 %	840.00	0.00 %		0.00 %	
DGL2	5.16	2.41	-13.99	46.65 %	1,560.00	0.00 %		0.00 %	
SVG1	5.69	2.60	-10.61	45.67 %	1,780.00	0.00 %		0.00 %	
MDU2	13.82	6.18	-9.02	44.75 %	2,950.00	0.00 %		0.00 %	
USL1	5.09	2.19	-13.23	43.07 %	1,460.00	0.00 %		0.00 %	
BTU1	3.34	1.35	-10.33	40.29 %	540.00	0.00 %		0.00 %	
TEN2	6.07	2.31	-8.71	38.07 %	1,280.00	0.00 %		0.00 %	
KPT1	4.61	1.68	-1.26	36.55 %	2,520.00	0.00 %		0.00 %	
MDU5	4.92	1.54	-18.49	31.31 %	560.00	0.00 %		0.00 %	
BNR1	5.35	1.66	-10.22	31.03 %	380.00	0.00 %		0.00 %	
ODM1	4.32	1.33	-21.39	30.75 %	130.00	0.00 %		0.00 %	
CBM1	7.13	1.98	-4.72	27.76 %	1,340.00	0.00 %		0.00 %	
MLR1	4.16	1.13	-11.59	27.07 %	730.00	0.00 %		0.00 %	
PKM1	3.58	0.91	-11.83	25.35 %	580.00	0.00 %		0.00 %	
DKI1	6.82	1.72	-3.50	25.16 %	2,040.00	0.00 %		0.00 %	
NKI1	4.88	1.16	-4.96	23.68 %	1,200.00	0.00 %		0.00 %	
TMM1	8.93	2.01	-6.10	22.50 %	1,070.00	0.00 %		0.00 %	
DGL1	16.76	3.76	-10.25	22.40 %	1,230.00	0.00 %		0.00 %	
MDU6	11.74	2.01	-9.43	17.16 %	1,540.00	0.00 %		0.00 %	
MNM1	3.25	0.55	-0.54	16.93 %	90.00	0.00 %		0.00 %	
SGP1	3.41	0.54	-0.82	15.97 %	670.00	0.00 %		0.00 %	
MDU8	5.57	0.83	-21.57	14.92 %	40.00	0.00 %		0.00 %	
CMR1	3.83	0.13	-9.48	3.38 %	100.00	0.00 %		0.00 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	3.88	5.56	-2.68	143.21 %	2,748.00	20.00 %	549.60	0.00 %	549.60
MTR1	5.54	5.65	-1.79	101.91 %	4,460.00	20.00 %	892.00	0.00 %	892.00
ATU1	7.29	6.57	-3.31	90.20 %	4,300.00	10.00 %	430.00	0.00 %	430.00
KVP1	3.40	2.65	-3.51	77.81 %	450.00	0.00 %		0.00 %	
DPR2	3.14	2.33	-2.21	74.16 %	1,790.00	0.00 %		0.00 %	
APN1	4.92	3.29	-0.01	66.86 %	3,420.00	0.00 %		0.00 %	
KAM1	2.73	1.72	-1.57	63.00 %	2,220.00	0.00 %		0.00 %	
HSR1	4.49	2.68	-4.45	59.73 %	1,400.00	0.00 %		0.00 %	
PLC1	4.55	2.19	-2.27	48.19 %	2,350.00	0.00 %		0.00 %	
SLM1	15.83	7.01	-10.78	44.29 %	1,860.00	0.00 %		0.00 %	
TRM1	8.19	3.33	-1.22	40.71 %	2,140.00	0.00 %		0.00 %	
SLM3	9.86	3.67	-4.16	37.20 %	3,490.00	0.00 %		0.00 %	
PMP1	5.26	1.84	-0.74	34.92 %	1,100.00	0.00 %		0.00 %	
EDP1	3.23	1.06	-16.68	32.64 %	80.00	0.00 %		0.00 %	
SLM2	7.58	2.46	-0.28	32.44 %	2,570.00	0.00 %		0.00 %	
DPR1	3.31	1.01	-1.57	30.51 %	830.00	0.00 %		0.00 %	
HSR2	9.53	2.90	-2.98	30.39 %	890.00	0.00 %		0.00 %	
BMD1	4.52	1.34	-1.14	29.67 %	1,150.00	0.00 %		0.00 %	
PNG1	2.37	0.67	-1.86	28.43 %	940.00	0.00 %		0.00 %	
SGI1	5.81	1.62	0.00	27.95 %	1,450.00	0.00 %		0.00 %	
OML1	7.18	1.66	-1.33	23.11 %	960.00	0.00 %		0.00 %	
VPD1	7.67	1.56	-0.27	20.33 %	1,350.00	0.00 %		0.00 %	
EPI1	6.93	1.39	-2.20	20.02 %	1,810.00	0.00 %		0.00 %	
MCR1	5.81	1.03	-4.88	17.79 %	880.00	0.00 %		0.00 %	
HRR1	5.09	0.54	-2.00	10.61 %	370.00	0.00 %		0.00 %	
HYDERABAD-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
HYD1	4.33	1.66	-20.12	38.21 %	200.00	0.00 %		0.00 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZSD	0.00	(0.34)	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	(1.50)	-13.55	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	0.27	48.23	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.95	0.00	0.00 %	0.00	0.00 %		0.00 %	
W3SD	0.00	1.26	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(4.79)	-19.71	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	(7.11)	-10.11	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.18)	-6.00	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(0.85)	-28.90	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.01)	-11.11	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	(0.34)	-15.46	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(0.34)	-31.03	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(0.32)	-37.03	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.38)	-18.51	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(2.53)	-23.45	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	0.38	0.00	0.00 %	0.00	0.00 %		0.00 %	