

Accu.Target 3,934.14 L	Sales 2,644.41 L	Achieved % 67.22 %	HO Budget+ % 0.00 %	Total Com. 16.16 L
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Note : Sales Period is From :01-Oct-2026 To :02-Oct-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	139.51	144.17	103.34 %	0.00	0.00 %	0.00
HYDERABAD-01	8.67	7.94	91.56 %	0.00	0.00 %	0.00
KL-CENTRAL	14.07	12.62	89.72 %	0.00	0.00 %	0.00
KL-SOUTH	45.85	39.24	85.60 %	0.00	0.00 %	0.00
CHENNAI-01	429.84	362.12	84.25 %	0.00	0.00 %	0.00
CHENNAI-02	410.26	330.66	80.60 %	0.00	0.00 %	0.00
WEST-01	219.83	151.36	68.85 %	0.00	0.00 %	0.00
SOUTH-03	485.98	323.85	66.64 %	0.00	0.00 %	0.00
SOUTH-01	625.07	405.32	64.84 %	0.00	0.00 %	0.00
WEST-03	183.36	114.99	62.71 %	0.00	0.00 %	0.00
NORTH ARCOT	350.04	217.84	62.23 %	0.00	0.00 %	0.00
SOUTH ARCOT	277.41	170.32	61.40 %	0.00	0.00 %	0.00
TRICHY-01	448.06	251.85	56.21 %	0.00	0.00 %	0.00
WEST-02	296.20	141.63	47.82 %	0.00	0.00 %	0.00
OTHERS	0.00	(29.50)	0.00 %	0.00	0.00 %	0.00
Total	3,934.14	2,644.41	67.22 %		0.00 %	

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	61.47	78.62	-10.69	127.90 %	40,870.00	20.00 %	8,174.00	0.00 %	8,174.00
BSY1	14.80	13.50	-1.42	91.23 %	11,460.00	10.00 %	1,146.00	0.00 %	1,146.00
KNU1	53.21	47.35	-11.17	88.99 %	24,590.00	0.00 %		0.00 %	
VLC1	10.03	4.69	-2.35	46.81 %	4,450.00	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	8.67	7.94	-23.54	91.56 %	1,320.00	10.00 %	132.00	0.00 %	132.00

KL-CENTRAL

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KOC1	14.07	12.62	-4.45	89.72 %	7,820.00	0.00 %		0.00 %	

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	15.35	17.70	-0.16	115.34 %	15,970.00	20.00 %	3,194.00	0.00 %	3,194.00
PNL1	4.65	4.74	-1.33	101.95 %	5,430.00	20.00 %	1,086.00	0.00 %	1,086.00
KLR1	4.69	3.83	-0.16	81.60 %	3,630.00	0.00 %		0.00 %	
PAS1	6.64	4.32	0.00	65.09 %	4,530.00	0.00 %		0.00 %	
KOM1	14.52	8.65	-0.85	59.60 %	6,280.00	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	15.39	26.87	-16.67	174.56 %	13,499.00	20.00 %	2,699.80	0.00 %	2,699.80
CH05	22.67	28.45	-12.78	125.49 %	12,610.00	20.00 %	2,522.00	0.00 %	2,522.00
CH49	20.59	25.07	-11.26	121.74 %	16,000.00	20.00 %	3,200.00	0.00 %	3,200.00
CH48	17.05	19.64	-4.29	115.18 %	13,810.00	20.00 %	2,762.00	0.00 %	2,762.00
CH30	13.35	14.39	-12.78	107.76 %	10,500.00	20.00 %	2,100.00	0.00 %	2,100.00
CH14	27.80	29.70	-16.31	106.85 %	10,930.00	20.00 %	2,186.00	0.00 %	2,186.00
CH07	16.99	17.46	-6.82	102.79 %	8,320.00	20.00 %	1,664.00	0.00 %	1,664.00
GUD2	11.73	11.80	-5.58	100.62 %	6,840.00	20.00 %	1,368.00	0.00 %	1,368.00
CH45	14.67	14.37	-9.02	97.92 %	9,855.00	15.00 %	1,478.25	0.00 %	1,478.25
GUD1	13.07	11.09	-2.85	84.86 %	9,670.00	0.00 %		0.00 %	
CGL1	9.39	7.77	-9.48	82.77 %	3,990.00	0.00 %		0.00 %	
CH22	12.40	9.55	-10.02	77.01 %	4,640.00	0.00 %		0.00 %	
CH28	24.20	18.51	-2.55	76.46 %	19,620.00	0.00 %		0.00 %	
CH16	30.95	22.77	-11.01	73.55 %	12,535.00	0.00 %		0.00 %	
AVD1	21.87	15.99	-10.41	73.12 %	8,010.00	0.00 %		0.00 %	
CH47	25.30	16.97	-8.02	67.05 %	11,210.00	0.00 %		0.00 %	
CH42	25.53	16.60	-8.58	65.02 %	12,378.00	0.00 %		0.00 %	
CH38	12.68	7.78	-1.30	61.38 %	7,490.00	0.00 %		0.00 %	
KNR1	12.85	7.89	-3.34	61.37 %	6,640.00	0.00 %		0.00 %	
CH19	21.00	12.72	-10.11	60.56 %	7,175.00	0.00 %		0.00 %	
TKM1	9.63	5.43	-1.22	56.42 %	6,510.00	0.00 %		0.00 %	
SKL1	10.84	5.55	-10.22	51.24 %	3,350.00	0.00 %		0.00 %	
MRM1	14.87	7.45	-8.35	50.12 %	3,960.00	0.00 %		0.00 %	
CH39	8.91	4.21	-5.98	47.22 %	3,180.00	0.00 %		0.00 %	
CH40	6.40	2.04	-5.24	31.91 %	0.00	0.00 %		0.00 %	
CH26	4.07	1.20	0.67	29.43 %	1,000.00	0.00 %		0.00 %	
CH29	2.91	0.80	0.00	27.45 %	1,155.00	0.00 %		0.00 %	
MC09	2.73	0.38	-1.39	13.87 %	50.00	0.00 %		0.00 %	
CH08	0.00	(0.32)	-33.33	0.00 %	0.00	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	0.49	2.06	-20.85	421.29 %	570.00	20.00 %	114.00	0.00 %	114.00
CH32	2.27	3.78	-1.61	166.43 %	2,800.00	20.00 %	560.00	0.00 %	560.00
CH17	11.01	15.35	-4.53	139.42 %	11,150.00	20.00 %	2,230.00	0.00 %	2,230.00
CH36	5.48	6.84	-8.38	124.77 %	1,830.00	20.00 %	366.00	0.00 %	366.00
CH35	11.59	13.46	-6.28	116.14 %	9,575.00	20.00 %	1,915.00	0.00 %	1,915.00
CH50	18.15	20.86	-3.87	114.94 %	17,495.00	20.00 %	3,499.00	0.00 %	3,499.00
CH18	19.22	18.38	-5.43	95.65 %	12,160.00	15.00 %	1,824.00	0.00 %	1,824.00
CH41	12.56	11.99	-5.75	95.49 %	4,930.00	15.00 %	739.50	0.00 %	739.50
CH51	16.97	15.82	-12.17	93.19 %	5,420.00	10.00 %	542.00	0.00 %	542.00
CH21	22.47	20.58	-6.97	91.60 %	11,270.00	10.00 %	1,127.00	0.00 %	1,127.00
CH24	16.18	14.51	-8.61	89.73 %	8,058.00	0.00 %		0.00 %	
CH12	21.83	19.47	-5.82	89.19 %	15,080.00	0.00 %		0.00 %	
GPD1	9.50	8.16	-1.66	85.86 %	7,280.00	0.00 %		0.00 %	
CH37	7.98	6.78	-6.51	84.97 %	2,770.00	0.00 %		0.00 %	
CH27	4.93	4.14	-0.71	83.90 %	3,720.00	0.00 %		0.00 %	
CH31	5.47	4.55	-7.49	83.03 %	1,800.00	0.00 %		0.00 %	
CH46	9.38	7.16	-15.82	76.35 %	3,850.00	0.00 %		0.00 %	
CH06	13.56	10.01	-5.50	73.79 %	6,170.00	0.00 %		0.00 %	
UKI1	9.81	7.17	-3.14	73.11 %	3,030.00	0.00 %		0.00 %	
CH43	13.28	9.56	-6.96	71.96 %	4,120.00	0.00 %		0.00 %	
CH15	38.05	26.52	-4.29	69.68 %	20,070.00	0.00 %		0.00 %	
CH03	35.34	24.07	-4.69	68.12 %	19,210.00	0.00 %		0.00 %	
CH34	19.22	13.00	-6.77	67.63 %	6,150.00	0.00 %		0.00 %	
CH20	16.42	10.93	-11.95	66.55 %	5,100.00	0.00 %		0.00 %	
CH33	14.56	9.67	-2.91	66.41 %	7,610.00	0.00 %		0.00 %	
MJR1	14.47	8.63	-2.87	59.63 %	6,650.00	0.00 %		0.00 %	
MC05	4.25	2.42	-2.82	56.98 %	1,530.00	0.00 %		0.00 %	
MC06	4.64	2.30	-7.53	49.54 %	1,060.00	0.00 %		0.00 %	
CH44	14.53	6.83	-7.17	46.99 %	3,120.00	0.00 %		0.00 %	
CH23	7.61	2.86	-8.10	37.55 %	1,670.00	0.00 %		0.00 %	
PON1	9.03	2.81	-0.60	31.12 %	3,680.00	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	6.36	8.20	-7.05	128.91 %	3,570.00	20.00 %	714.00	0.00 %	714.00
CBE4	11.50	13.67	-5.75	118.86 %	8,630.00	20.00 %	1,726.00	0.00 %	1,726.00
KMR1	18.43	20.90	-5.92	113.41 %	10,990.00	20.00 %	2,198.00	0.00 %	2,198.00
CNR1	6.20	6.51	-2.06	104.97 %	7,147.00	20.00 %	1,429.40	0.00 %	1,429.40
GDR1	7.83	6.14	-8.11	78.41 %	1,400.00	0.00 %		0.00 %	
SNR1	9.17	7.18	-1.54	78.33 %	6,890.00	0.00 %		0.00 %	
UAM1	14.00	10.66	-1.56	76.15 %	6,160.00	0.00 %		0.00 %	
CBE2	44.64	30.03	-10.40	67.29 %	10,870.00	0.00 %		0.00 %	
CBE6	10.38	6.94	-5.54	66.89 %	4,720.00	0.00 %		0.00 %	
PDM1	6.44	4.21	-1.22	65.41 %	3,550.00	0.00 %		0.00 %	
CBE1	7.73	4.76	-9.05	61.61 %	4,050.00	0.00 %		0.00 %	
SUL1	8.85	5.37	-1.60	60.73 %	2,710.00	0.00 %		0.00 %	
MPM1	9.46	5.40	-3.66	57.07 %	3,030.00	0.00 %		0.00 %	
CBE5	5.81	2.85	-4.09	49.12 %	2,550.00	0.00 %		0.00 %	
KGI1	8.41	4.02	-2.53	47.72 %	2,920.00	0.00 %		0.00 %	
PPI1	9.53	4.00	-2.28	42.01 %	4,155.00	0.00 %		0.00 %	
CBE3	5.03	1.91	-3.77	38.04 %	2,230.00	0.00 %		0.00 %	
KMD1	6.64	2.50	-0.02	37.55 %	2,770.00	0.00 %		0.00 %	
PLI1	11.97	3.70	-2.52	30.91 %	3,140.00	0.00 %		0.00 %	
ANR1	2.63	0.62	-8.38	23.54 %	320.00	0.00 %		0.00 %	
DPM2	8.81	1.77	-1.34	20.10 %	1,660.00	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)
MDU8	11.14	101.93	-26.32	914.86 %	10,560.00	20.00 %	2,112.00	0.00 %	2,112.00
PNI1	6.44	5.36	-15.82	83.23 %	960.00	0.00 %		0.00 %	
MDU7	10.76	8.58	-9.94	79.75 %	4,790.00	0.00 %		0.00 %	
KPT1	9.22	6.70	-5.31	72.73 %	7,110.00	0.00 %		0.00 %	
PNV2	5.62	3.96	-10.63	70.49 %	2,430.00	0.00 %		0.00 %	
KRR1	12.06	8.39	-3.66	69.61 %	6,560.00	0.00 %		0.00 %	
TDI1	9.27	6.32	-1.44	68.14 %	5,200.00	0.00 %		0.00 %	
MDU1	40.15	27.27	-11.47	67.92 %	12,350.00	0.00 %		0.00 %	
MPA1	13.37	8.22	-5.24	61.50 %	4,958.00	0.00 %		0.00 %	
PVI1	11.16	6.61	-3.98	59.20 %	7,500.00	0.00 %		0.00 %	
TMM1	17.87	9.93	-9.23	55.57 %	7,700.00	0.00 %		0.00 %	
MDU3	16.32	8.76	-16.88	53.70 %	2,600.00	0.00 %		0.00 %	
TPT1	10.80	5.68	-12.68	52.54 %	3,440.00	0.00 %		0.00 %	
NTM1	8.21	4.06	-7.34	49.45 %	3,280.00	0.00 %		0.00 %	
KYK1	7.20	3.56	-4.03	49.43 %	2,110.00	0.00 %		0.00 %	
BTU1	6.68	3.12	-15.51	46.71 %	1,030.00	0.00 %		0.00 %	
TEN2	12.13	5.63	-8.13	46.44 %	3,000.00	0.00 %		0.00 %	
DGL2	10.32	4.68	-10.71	45.36 %	3,160.00	0.00 %		0.00 %	
KKD3	18.52	8.27	-7.41	44.65 %	5,390.00	0.00 %		0.00 %	
SVG1	11.39	4.75	-8.44	41.72 %	3,640.00	0.00 %		0.00 %	
USL1	10.17	4.23	-12.26	41.59 %	2,910.00	0.00 %		0.00 %	
TEN1	15.27	6.17	-13.90	40.41 %	1,530.00	0.00 %		0.00 %	
BNR1	10.70	4.24	-10.60	39.59 %	1,810.00	0.00 %		0.00 %	
ATG1	13.07	5.17	-14.00	39.56 %	1,340.00	0.00 %		0.00 %	
MDU5	9.84	3.73	-14.64	37.92 %	1,730.00	0.00 %		0.00 %	
DGL1	33.53	12.64	-11.62	37.69 %	5,560.00	0.00 %		0.00 %	
SGP1	6.82	2.45	-0.30	35.96 %	3,310.00	0.00 %		0.00 %	
ADP1	10.89	3.90	-9.49	35.77 %	2,690.00	0.00 %		0.00 %	
MDU2	27.64	9.82	-9.08	35.52 %	5,390.00	0.00 %		0.00 %	
MLR1	8.32	2.86	-12.01	34.43 %	1,860.00	0.00 %		0.00 %	
MDU6	23.47	7.97	-10.51	33.93 %	6,100.00	0.00 %		0.00 %	
ODM1	8.63	2.73	-14.33	31.67 %	640.00	0.00 %		0.00 %	
PKM1	7.17	2.24	-12.74	31.32 %	1,160.00	0.00 %		0.00 %	
NKI1	9.76	2.92	-5.37	29.92 %	2,050.00	0.00 %		0.00 %	
DKI1	13.63	3.89	-3.82	28.56 %	3,360.00	0.00 %		0.00 %	
CBM1	14.25	4.00	-7.85	28.06 %	2,080.00	0.00 %		0.00 %	
CMR1	7.66	1.98	-13.98	25.89 %	990.00	0.00 %		0.00 %	
MNM1	6.51	1.11	-0.40	17.04 %	650.00	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	66.26	85.64	-24.64	129.25 %	32,650.00	20.00 %	6,530.00	0.00 %	6,530.00
KGL1	7.24	8.89	-12.64	122.66 %	4,110.00	20.00 %	822.00	0.00 %	822.00
KSM1	4.76	4.12	-10.61	86.49 %	2,020.00	0.00 %		0.00 %	
MAR1	14.74	12.53	-11.67	84.98 %	6,420.00	0.00 %		0.00 %	
KVT1	28.51	22.92	-8.31	80.42 %	16,890.00	0.00 %		0.00 %	
TVL1	50.33	37.33	-9.66	74.17 %	18,010.00	0.00 %		0.00 %	
TKS1	19.90	14.55	-12.62	73.14 %	4,740.00	0.00 %		0.00 %	
NGR1	37.58	27.21	-11.91	72.40 %	13,840.00	0.00 %		0.00 %	
VKM1	7.53	5.43	-16.36	72.12 %	1,940.00	0.00 %		0.00 %	
TYI1	10.05	7.19	-2.41	71.54 %	7,420.00	0.00 %		0.00 %	
UDN1	10.15	7.24	-3.54	71.35 %	4,330.00	0.00 %		0.00 %	
SKD1	9.15	6.48	-7.52	70.80 %	3,970.00	0.00 %		0.00 %	
APK1	11.03	7.79	-11.43	70.62 %	3,030.00	0.00 %		0.00 %	
ASM1	8.71	5.83	-8.22	67.00 %	3,830.00	0.00 %		0.00 %	
VNR1	10.01	6.56	-5.13	65.50 %	4,260.00	0.00 %		0.00 %	
ERL2	12.69	8.14	-4.64	64.12 %	5,640.00	0.00 %		0.00 %	
SDI1	9.76	5.86	-6.30	59.99 %	3,220.00	0.00 %		0.00 %	
APK2	11.18	6.24	-11.26	55.81 %	3,070.00	0.00 %		0.00 %	
VLY1	15.65	7.87	-8.52	50.29 %	4,960.00	0.00 %		0.00 %	
PDI1	10.50	5.23	-8.15	49.77 %	3,110.00	0.00 %		0.00 %	
SVK1	18.60	9.21	-14.05	49.51 %	4,220.00	0.00 %		0.00 %	
KYR1	9.54	4.71	-0.63	49.40 %	3,720.00	0.00 %		0.00 %	
STU2	6.52	3.19	-13.70	49.00 %	680.00	0.00 %		0.00 %	
RND2	15.06	7.18	-10.67	47.70 %	6,280.00	0.00 %		0.00 %	
RND1	19.79	9.30	-9.30	47.00 %	7,370.00	0.00 %		0.00 %	
PKD1	17.95	8.34	-1.80	46.43 %	8,700.00	0.00 %		0.00 %	
MMT1	8.77	4.06	-1.11	46.29 %	3,320.00	0.00 %		0.00 %	
VNR2	30.10	13.86	-4.40	46.06 %	7,810.00	0.00 %		0.00 %	
TKS2	32.86	15.04	-13.84	45.77 %	5,630.00	0.00 %		0.00 %	
ARM1	10.34	4.63	-5.30	44.80 %	3,610.00	0.00 %		0.00 %	
TKY1	11.45	4.63	-1.06	40.44 %	4,680.00	0.00 %		0.00 %	
COL1	3.17	1.17	-5.09	37.06 %	1,230.00	0.00 %		0.00 %	
TUT2	25.39	9.08	-6.47	35.76 %	7,310.00	0.00 %		0.00 %	
TCN1	16.20	5.44	-5.74	33.56 %	4,370.00	0.00 %		0.00 %	
RPM1	24.21	7.92	-8.48	32.71 %	5,260.00	0.00 %		0.00 %	
SNL1	12.27	3.68	-7.83	30.01 %	1,900.00	0.00 %		0.00 %	
SGT1	7.11	0.82	-4.86	11.55 %	860.00	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	14.96	16.28	-10.94	108.78 %	7,720.00	20.00 %	1,544.00	0.00 %	1,544.00
AVI1	9.29	7.81	-8.11	84.12 %	3,290.00	0.00 %		0.00 %	
CMI1	6.85	5.60	-8.90	81.74 %	3,510.00	0.00 %		0.00 %	
ERD2	18.94	14.92	-4.24	78.76 %	13,840.00	0.00 %		0.00 %	
PDR1	5.35	4.06	-5.11	75.91 %	2,970.00	0.00 %		0.00 %	
KGM1	6.64	5.02	-4.90	75.62 %	3,500.00	0.00 %		0.00 %	
ERD1	17.68	11.54	-8.14	65.30 %	6,900.00	0.00 %		0.00 %	
NKL2	20.05	11.05	-4.48	55.08 %	7,140.00	0.00 %		0.00 %	
TPR1	13.58	7.44	-9.66	54.75 %	4,410.00	0.00 %		0.00 %	
TPR3	10.21	5.35	-9.51	52.41 %	1,720.00	0.00 %		0.00 %	
RSP1	9.59	4.79	-8.10	49.90 %	1,990.00	0.00 %		0.00 %	
SGG1	5.25	2.56	-3.27	48.64 %	1,610.00	0.00 %		0.00 %	
GBM1	9.48	4.60	-2.20	48.53 %	3,710.00	0.00 %		0.00 %	
SYM2	9.11	4.04	-8.25	44.35 %	1,930.00	0.00 %		0.00 %	
VKL1	5.98	2.61	-1.91	43.55 %	1,970.00	0.00 %		0.00 %	
TCG1	7.62	3.07	-5.28	40.25 %	1,220.00	0.00 %		0.00 %	
KMM1	6.47	2.41	-0.33	37.21 %	1,130.00	0.00 %		0.00 %	
TPR4	6.29	1.86	-0.40	29.51 %	1,890.00	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	15.56	18.87	-11.05	121.25 %	10,130.00	20.00 %	2,026.00	0.00 %	2,026.00
VNB1	8.11	8.68	-3.09	107.03 %	5,590.00	20.00 %	1,118.00	0.00 %	1,118.00
BGR1	7.57	7.08	-7.97	93.48 %	5,230.00	10.00 %	523.00	0.00 %	523.00
ANI1	6.18	5.32	-1.60	86.18 %	4,670.00	0.00 %		0.00 %	
VEL4	20.07	17.10	-6.57	85.18 %	9,670.00	0.00 %		0.00 %	
TRR1	18.31	15.17	-10.83	82.82 %	9,060.00	0.00 %		0.00 %	
CYR1	7.06	5.40	-5.16	76.57 %	4,450.00	0.00 %		0.00 %	
KPM2	26.34	18.73	-3.86	71.11 %	10,720.00	0.00 %		0.00 %	
PTU1	4.59	3.19	-8.27	69.37 %	1,860.00	0.00 %		0.00 %	
PLR1	7.52	4.88	-3.53	64.89 %	4,640.00	0.00 %		0.00 %	
WJP1	12.18	7.83	-3.81	64.25 %	6,850.00	0.00 %		0.00 %	
ABR1	11.33	6.73	-6.16	59.39 %	3,850.00	0.00 %		0.00 %	
GDM1	11.24	6.58	-5.18	58.56 %	6,380.00	0.00 %		0.00 %	
WJD1	14.56	8.52	-6.15	58.50 %	6,130.00	0.00 %		0.00 %	
UGI1	7.88	4.45	-7.61	56.52 %	1,880.00	0.00 %		0.00 %	
TRL1	17.63	9.61	-6.96	54.54 %	7,370.00	0.00 %		0.00 %	
CGM1	11.09	5.97	-6.02	53.83 %	2,690.00	0.00 %		0.00 %	
VSI1	12.08	6.17	-6.06	51.09 %	2,760.00	0.00 %		0.00 %	
AKM1	17.99	9.00	-7.29	50.05 %	5,270.00	0.00 %		0.00 %	
VEL2	24.05	12.01	-11.53	49.93 %	7,030.00	0.00 %		0.00 %	
CPT1	7.56	3.63	-2.76	48.00 %	2,910.00	0.00 %		0.00 %	
SBR1	19.76	9.46	-5.40	47.86 %	8,410.00	0.00 %		0.00 %	
KPM1	9.27	4.41	-7.22	47.57 %	2,520.00	0.00 %		0.00 %	
VEL1	13.92	6.01	-10.08	43.20 %	3,590.00	0.00 %		0.00 %	
SLG1	9.95	3.74	-6.40	37.54 %	1,890.00	0.00 %		0.00 %	
ARC2	16.64	5.73	-5.57	34.44 %	4,970.00	0.00 %		0.00 %	
TRT1	11.57	3.55	-8.65	30.71 %	3,700.00	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	18.35	21.30	-12.37	116.09 %	9,940.00	20.00 %	1,988.00	0.00 %	1,988.00
VCM2	6.69	7.30	-11.12	109.14 %	2,430.00	20.00 %	486.00	0.00 %	486.00
VCM1	1.94	1.67	-3.84	86.19 %	1,630.00	0.00 %		0.00 %	
STP1	6.36	5.47	-5.70	86.02 %	1,630.00	0.00 %		0.00 %	
VPM1	4.73	4.04	-3.38	85.32 %	2,720.00	0.00 %		0.00 %	
POY1	19.92	16.46	-9.83	82.64 %	9,870.00	0.00 %		0.00 %	
KLM1	14.54	11.59	-4.98	79.72 %	8,040.00	0.00 %		0.00 %	
MKM1	6.48	4.94	-8.68	76.24 %	3,630.00	0.00 %		0.00 %	
PRT1	11.71	8.41	-9.36	71.81 %	4,450.00	0.00 %		0.00 %	
TVM1	6.98	4.63	-7.98	66.30 %	3,470.00	0.00 %		0.00 %	
CDM1	18.65	11.84	-5.35	63.47 %	5,700.00	0.00 %		0.00 %	
TRK1	20.09	12.13	-8.94	60.36 %	9,020.00	0.00 %		0.00 %	
ULP1	16.57	9.76	-9.45	58.93 %	3,800.00	0.00 %		0.00 %	
NVL2	16.59	8.33	-10.03	50.23 %	5,380.00	0.00 %		0.00 %	
SJI2	16.71	8.09	-6.26	48.44 %	7,690.00	0.00 %		0.00 %	
TVM2	10.06	4.41	-11.98	43.89 %	3,180.00	0.00 %		0.00 %	
KML1	8.57	3.69	-2.02	43.09 %	3,160.00	0.00 %		0.00 %	
CUD1	30.69	12.69	-7.36	41.35 %	9,190.00	0.00 %		0.00 %	
VPM2	14.35	4.99	-5.31	34.73 %	2,730.00	0.00 %		0.00 %	
TDM1	12.44	4.30	-8.38	34.56 %	4,190.00	0.00 %		0.00 %	
KKI2	14.98	4.26	-8.34	28.45 %	4,080.00	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	23.92	21.92	-9.46	91.64 %	12,290.00	10.00 %	1,229.00	0.00 %	1,229.00
TRY4	15.41	13.68	-7.76	88.75 %	10,060.00	0.00 %		0.00 %	
KUM1	22.25	16.88	-17.11	75.88 %	6,520.00	0.00 %		0.00 %	
PTK1	14.97	11.18	-6.74	74.68 %	8,090.00	0.00 %		0.00 %	
TRY1	56.93	40.67	-11.75	71.44 %	16,630.00	0.00 %		0.00 %	
TYR1	17.48	12.09	-6.84	69.16 %	8,430.00	0.00 %		0.00 %	
TNJ1	28.35	19.16	-12.43	67.61 %	7,370.00	0.00 %		0.00 %	
PDK2	11.40	7.19	-7.72	63.04 %	5,435.00	0.00 %		0.00 %	
KIK1	9.25	5.53	-1.76	59.76 %	5,340.00	0.00 %		0.00 %	
MVM1	21.02	12.45	-1.15	59.22 %	11,840.00	0.00 %		0.00 %	
TRY3	15.40	8.44	-13.52	54.79 %	4,960.00	0.00 %		0.00 %	
PDK1	9.57	4.92	-3.17	51.38 %	4,980.00	0.00 %		0.00 %	
JKM1	15.03	7.54	-1.07	50.21 %	5,370.00	0.00 %		0.00 %	
KUM2	9.60	4.73	-2.91	49.31 %	6,060.00	0.00 %		0.00 %	
NGT1	15.58	7.19	-1.01	46.14 %	6,870.00	0.00 %		0.00 %	
NMM1	11.39	5.18	-1.01	45.46 %	4,260.00	0.00 %		0.00 %	
MDI1	13.99	6.32	-7.21	45.16 %	4,160.00	0.00 %		0.00 %	
TVR1	8.64	3.78	-2.66	43.81 %	3,670.00	0.00 %		0.00 %	
AYR1	11.64	5.06	-7.36	43.47 %	3,100.00	0.00 %		0.00 %	
ORU1	8.67	3.60	-3.13	41.45 %	2,860.00	0.00 %		0.00 %	
TNJ2	20.26	8.39	-6.25	41.39 %	6,080.00	0.00 %		0.00 %	
PBR1	8.75	3.59	-5.74	41.03 %	2,530.00	0.00 %		0.00 %	
NCK1	6.41	2.60	-5.50	40.51 %	1,970.00	0.00 %		0.00 %	
APM1	5.95	2.17	-0.13	36.44 %	3,090.00	0.00 %		0.00 %	
KRN1	11.07	3.33	-1.68	30.11 %	3,460.00	0.00 %		0.00 %	
TTP1	14.74	4.15	-2.30	28.17 %	4,170.00	0.00 %		0.00 %	
TRY2	8.32	2.16	-8.61	25.90 %	1,020.00	0.00 %		0.00 %	
TVR2	20.65	5.32	-6.84	25.76 %	3,540.00	0.00 %		0.00 %	
MSI1	11.43	2.65	-2.43	23.17 %	2,100.00	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	7.77	9.50	-1.80	122.31 %	5,038.00	20.00 %	1,007.60	0.00 %	1,007.60
HSR1	8.98	10.21	-1.82	113.77 %	7,140.00	20.00 %	1,428.00	0.00 %	1,428.00
DPR2	6.27	5.52	-1.57	87.97 %	4,980.00	0.00 %		0.00 %	
ATU1	14.58	11.40	-3.83	78.23 %	8,250.00	0.00 %		0.00 %	
MTR1	11.09	8.28	-2.25	74.68 %	6,870.00	0.00 %		0.00 %	
KVP1	6.80	5.03	-3.87	73.94 %	2,600.00	0.00 %		0.00 %	
KAM1	5.46	3.62	-0.74	66.32 %	4,500.00	0.00 %		0.00 %	
PLC1	9.09	5.37	-2.04	59.00 %	4,430.00	0.00 %		0.00 %	
SLM2	15.16	8.20	-0.82	54.08 %	7,370.00	0.00 %		0.00 %	
HSR2	19.06	10.08	-2.36	52.89 %	7,590.00	0.00 %		0.00 %	
APN1	9.84	4.95	-0.10	50.28 %	5,750.00	0.00 %		0.00 %	
SLM1	31.66	15.76	-7.18	49.80 %	9,930.00	0.00 %		0.00 %	
PNG1	4.74	1.97	-2.71	41.47 %	1,640.00	0.00 %		0.00 %	
BMD1	9.03	3.47	-1.26	38.38 %	3,510.00	0.00 %		0.00 %	
DPR1	6.62	2.44	-0.65	36.79 %	1,520.00	0.00 %		0.00 %	
TRM1	16.38	5.48	-1.66	33.45 %	3,750.00	0.00 %		0.00 %	
PMP1	10.53	3.51	-2.94	33.34 %	2,660.00	0.00 %		0.00 %	
VPD1	15.33	5.10	-1.21	33.29 %	2,800.00	0.00 %		0.00 %	
MCR1	11.61	3.67	-2.50	31.56 %	2,680.00	0.00 %		0.00 %	
EDP1	6.47	1.95	-6.31	30.21 %	1,370.00	0.00 %		0.00 %	
OML1	14.35	4.04	-2.34	28.13 %	2,890.00	0.00 %		0.00 %	
SLM3	19.71	5.00	-3.16	25.35 %	4,950.00	0.00 %		0.00 %	
SGI1	11.63	2.90	-0.39	24.98 %	2,820.00	0.00 %		0.00 %	
HRR1	10.17	1.90	-3.65	18.67 %	890.00	0.00 %		0.00 %	
EPI1	13.86	2.29	-3.60	16.54 %	2,180.00	0.00 %		0.00 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GHUB	0.00	5.47	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	0.41	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	(1.80)	-13.62	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 %	
TZSD	0.00	(3.41)	-8.23	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	(7.97)	-17.57	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	(10.92)	-12.15	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.64)	-11.78	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(1.47)	-31.21	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.40)	-24.63	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	(0.54)	-17.04	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.44)	-7.36	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	(1.13)	-19.83	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.38)	-18.51	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.84)	-18.36	0.00 %	0.00	0.00 %		0.00 %	
WKNR	0.00	(1.16)	-34.83	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(3.61)	-23.85	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	(2.81)	-6.88	0.00 %	0.00	0.00 %		0.00 %	