

Accu.Target 5,901.22 L	Sales 4,156.90 L	Achieved % 70.44 %	HO Budget+ % 0.00 %	Total Com. 25.16 L
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Note : Sales Period is From :01-Oct-2026 To :03-Oct-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-CENTRAL	21.10	26.62	126.20 %	0.00	0.00 %	0.00
KL-SOUTH	68.77	83.03	120.74 %	0.00	0.00 %	0.00
KL-NORTH	209.27	243.24	116.23 %	0.00	0.00 %	0.00
HYDERABAD-01	13.00	12.51	96.18 %	0.00	0.00 %	0.00
CHENNAI-02	615.39	515.07	83.70 %	0.00	0.00 %	0.00
CHENNAI-01	644.76	532.64	82.61 %	0.00	0.00 %	0.00
WEST-01	329.75	230.13	69.79 %	0.00	0.00 %	0.00
SOUTH-03	728.98	495.30	67.94 %	0.00	0.00 %	0.00
SOUTH-01	937.61	628.70	67.05 %	0.00	0.00 %	0.00
NORTH ARCOT	525.06	343.27	65.38 %	0.00	0.00 %	0.00
SOUTH ARCOT	416.12	264.68	63.61 %	0.00	0.00 %	0.00
TRICHY-01	672.09	404.26	60.15 %	0.00	0.00 %	0.00
WEST-03	275.04	162.29	59.01 %	0.00	0.00 %	0.00
WEST-02	444.30	243.36	54.77 %	0.00	0.00 %	0.00
OTHERS	0.00	(28.19)	0.00 %	0.00	0.00 %	0.00
Total	5,901.22	4,156.90	70.44 %		0.00 %	

KL-CENTRAL

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KOC1	21.10	26.62	-2.99	126.20 %	13,070.00	20.00 %	2,614.00	0.00 %	2,614.00

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNL1	6.98	13.48	-0.47	193.05 %	9,400.00	20.00 %	1,880.00	0.00 %	1,880.00
TVP1	23.02	32.58	-0.14	141.53 %	24,960.00	20.00 %	4,992.00	0.00 %	4,992.00
KLR1	7.03	7.62	-0.11	108.33 %	5,440.00	20.00 %	1,088.00	0.00 %	1,088.00
PAS1	9.96	9.71	-0.13	97.47 %	8,790.00	15.00 %	1,318.50	0.00 %	1,318.50
KOM1	21.77	19.65	-3.58	90.24 %	11,400.00	10.00 %	1,140.00	0.00 %	1,140.00

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	92.21	122.06	-9.87	132.38 %	63,870.00	20.00 %	12,774.00	0.00 %	12,774.00
KNU1	79.81	86.65	-10.96	108.56 %	40,470.00	20.00 %	8,094.00	0.00 %	8,094.00
BSY1	22.20	22.45	-2.36	101.10 %	17,620.00	20.00 %	3,524.00	0.00 %	3,524.00
VLC1	15.04	12.08	-5.63	80.33 %	6,980.00	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	13.00	12.51	-16.75	96.18 %	1,870.00	15.00 %	280.50	0.00 %	280.50

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH01	0.73	2.10	-20.46	286.30 %	640.00	20.00 %	128.00	0.00 %	128.00
CH17	16.51	25.27	-6.88	153.04 %	16,120.00	20.00 %	3,224.00	0.00 %	3,224.00
CH36	8.22	11.79	-6.66	143.42 %	4,470.00	20.00 %	894.00	0.00 %	894.00
CH32	3.41	4.76	-4.47	139.51 %	2,970.00	20.00 %	594.00	0.00 %	594.00
CH35	17.39	19.70	-5.23	113.34 %	12,915.00	20.00 %	2,583.00	0.00 %	2,583.00
CH50	27.23	29.31	-4.38	107.66 %	23,225.00	20.00 %	4,645.00	0.00 %	4,645.00
CH18	28.83	28.96	-5.22	100.46 %	17,030.00	20.00 %	3,406.00	0.00 %	3,406.00
UKI1	14.71	14.54	-3.30	98.84 %	7,240.00	15.00 %	1,086.00	0.00 %	1,086.00
CH51	25.46	24.12	-10.15	94.77 %	6,990.00	10.00 %	699.00	0.00 %	699.00
CH21	33.70	30.59	-6.49	90.75 %	13,870.00	10.00 %	1,387.00	0.00 %	1,387.00
CH24	24.27	21.94	-8.02	90.41 %	13,118.00	10.00 %	1,311.80	0.00 %	1,311.80
CH46	14.07	12.35	-11.70	87.79 %	7,640.00	0.00 %		0.00 %	
CH12	32.75	28.48	-4.49	86.98 %	22,270.00	0.00 %		0.00 %	
CH31	8.21	7.00	-11.24	85.23 %	2,650.00	0.00 %		0.00 %	
CH41	18.84	15.77	-5.08	83.71 %	7,378.00	0.00 %		0.00 %	
CH15	57.08	47.66	-4.18	83.50 %	32,170.00	0.00 %		0.00 %	
CH27	7.40	6.18	-0.51	83.47 %	3,850.00	0.00 %		0.00 %	
CH20	24.63	20.34	-7.64	82.56 %	12,150.00	0.00 %		0.00 %	
GPD1	14.25	11.57	-3.49	81.18 %	9,150.00	0.00 %		0.00 %	
CH37	11.97	9.37	-6.34	78.31 %	4,320.00	0.00 %		0.00 %	
CH03	53.01	41.40	-3.90	78.10 %	30,410.00	0.00 %		0.00 %	
CH34	28.84	20.27	-5.36	70.30 %	9,890.00	0.00 %		0.00 %	
CH44	21.80	14.70	-5.12	67.46 %	7,950.00	0.00 %		0.00 %	
CH06	20.34	12.96	-5.33	63.73 %	8,150.00	0.00 %		0.00 %	
CH33	21.84	13.88	-2.95	63.53 %	10,660.00	0.00 %		0.00 %	
CH43	19.92	11.26	-6.03	56.52 %	5,980.00	0.00 %		0.00 %	
MC05	6.37	3.42	-1.99	53.67 %	3,000.00	0.00 %		0.00 %	
MJR1	21.70	11.24	-2.71	51.82 %	8,960.00	0.00 %		0.00 %	
PON1	13.55	6.87	-1.01	50.72 %	5,790.00	0.00 %		0.00 %	
MC06	6.96	3.37	-7.47	48.35 %	1,540.00	0.00 %		0.00 %	
CH23	11.42	3.89	-7.71	34.06 %	1,860.00	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	23.09	31.19	-14.58	135.07 %	16,789.00	20.00 %	3,357.80	0.00 %	3,357.80
CH05	34.01	40.95	-11.63	120.41 %	19,550.00	20.00 %	3,910.00	0.00 %	3,910.00
CH48	25.57	29.55	-5.25	115.54 %	17,690.00	20.00 %	3,538.00	0.00 %	3,538.00
CH49	30.89	34.10	-8.95	110.40 %	22,840.00	20.00 %	4,568.00	0.00 %	4,568.00
CH30	20.03	21.18	-9.62	105.74 %	14,640.00	20.00 %	2,928.00	0.00 %	2,928.00
CH07	25.49	25.65	-6.66	100.66 %	12,840.00	20.00 %	2,568.00	0.00 %	2,568.00
CH14	41.70	39.70	-14.17	95.21 %	15,080.00	15.00 %	2,262.00	0.00 %	2,262.00
GUD2	17.59	16.32	-4.63	92.79 %	9,500.00	10.00 %	950.00	0.00 %	950.00
GUD1	19.61	18.13	-4.94	92.47 %	13,580.00	10.00 %	1,358.00	0.00 %	1,358.00
CH45	22.01	18.35	-9.10	83.37 %	12,955.00	0.00 %		0.00 %	
CH22	18.61	15.17	-7.72	81.54 %	7,610.00	0.00 %		0.00 %	
CGL1	14.08	11.46	-7.42	81.36 %	6,390.00	0.00 %		0.00 %	
AVD1	32.81	25.43	-9.59	77.49 %	11,730.00	0.00 %		0.00 %	
CH16	46.43	34.61	-8.09	74.55 %	20,685.00	0.00 %		0.00 %	
CH28	36.30	26.32	-2.53	72.50 %	26,710.00	0.00 %		0.00 %	
KNR1	19.27	13.91	-2.92	72.17 %	11,460.00	0.00 %		0.00 %	
CH47	37.95	26.86	-6.07	70.78 %	17,610.00	0.00 %		0.00 %	
CH19	31.50	21.63	-8.91	68.66 %	12,795.00	0.00 %		0.00 %	
TKM1	14.45	9.52	-1.42	65.88 %	10,420.00	0.00 %		0.00 %	
CH42	38.29	24.74	-7.78	64.61 %	19,718.00	0.00 %		0.00 %	
SKL1	16.26	9.71	-8.05	59.71 %	5,510.00	0.00 %		0.00 %	
CH40	9.60	5.46	-2.01	56.89 %	420.00	0.00 %		0.00 %	
CH38	19.01	10.10	-1.00	53.12 %	10,040.00	0.00 %		0.00 %	
MRM1	22.30	11.32	-6.94	50.78 %	7,390.00	0.00 %		0.00 %	
CH26	6.11	2.97	-1.20	48.67 %	2,460.00	0.00 %		0.00 %	
CH39	13.36	6.03	-4.21	45.12 %	4,120.00	0.00 %		0.00 %	
MC09	4.09	1.60	-0.33	39.06 %	1,200.00	0.00 %		0.00 %	
CH29	4.36	1.00	0.00	23.04 %	1,355.00	0.00 %		0.00 %	
CH08	0.00	(0.32)	-33.33	0.00 %	0.00	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	9.54	11.07	-4.97	116.02 %	4,490.00	20.00 %	898.00	0.00 %	898.00
CBE4	17.25	19.61	-5.46	113.65 %	14,120.00	20.00 %	2,824.00	0.00 %	2,824.00
KMR1	27.65	28.29	-6.15	102.31 %	16,840.00	20.00 %	3,368.00	0.00 %	3,368.00
CNR1	9.31	9.36	-1.61	100.53 %	8,577.00	20.00 %	1,715.40	0.00 %	1,715.40
UAM1	21.00	17.35	-1.40	82.62 %	10,340.00	0.00 %		0.00 %	
GDR1	11.75	9.34	-5.33	79.50 %	3,300.00	0.00 %		0.00 %	
SNR1	13.76	10.17	-2.84	73.88 %	8,890.00	0.00 %		0.00 %	
CBE2	66.95	46.22	-8.40	69.03 %	21,280.00	0.00 %		0.00 %	
MPM1	14.18	9.35	-2.11	65.89 %	6,510.00	0.00 %		0.00 %	
CBE6	15.57	10.14	-4.15	65.10 %	6,850.00	0.00 %		0.00 %	
SUL1	13.27	8.62	-1.34	64.92 %	6,400.00	0.00 %		0.00 %	
KGI1	12.62	7.87	-1.39	62.35 %	5,320.00	0.00 %		0.00 %	
CBE1	11.60	6.60	-7.51	56.87 %	5,560.00	0.00 %		0.00 %	
PLI1	17.96	9.76	-3.51	54.34 %	5,660.00	0.00 %		0.00 %	
PDM1	9.65	4.47	-1.32	46.30 %	3,570.00	0.00 %		0.00 %	
CBE3	7.54	3.47	-1.14	45.96 %	4,120.00	0.00 %		0.00 %	
PPI1	14.29	6.14	-1.51	42.99 %	4,965.00	0.00 %		0.00 %	
CBE5	8.71	3.41	-3.73	39.14 %	3,290.00	0.00 %		0.00 %	
KMD1	9.97	3.64	-0.07	36.51 %	3,790.00	0.00 %		0.00 %	
ANR1	3.95	1.35	-3.92	34.22 %	1,410.00	0.00 %		0.00 %	
DPM2	13.21	3.93	-1.42	29.75 %	3,350.00	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	16.71	139.09	-25.23	832.23 %	18,820.00	20.00 %	3,764.00	0.00 %	3,764.00
PNI1	9.66	7.68	-11.95	79.52 %	1,930.00	0.00 %		0.00 %	
MDU1	60.23	45.57	-13.10	75.66 %	18,490.00	0.00 %		0.00 %	
KPT1	13.83	10.39	-3.98	75.14 %	9,500.00	0.00 %		0.00 %	
KRR1	18.09	12.67	-2.89	70.03 %	10,120.00	0.00 %		0.00 %	
MPA1	20.06	13.07	-4.14	65.17 %	9,718.00	0.00 %		0.00 %	
MDU7	16.14	10.34	-9.38	64.04 %	6,140.00	0.00 %		0.00 %	
PNV2	8.43	5.38	-10.77	63.80 %	3,460.00	0.00 %		0.00 %	
BTU1	10.02	6.28	-15.57	62.62 %	2,650.00	0.00 %		0.00 %	
TDI1	13.90	8.04	-1.17	57.80 %	7,220.00	0.00 %		0.00 %	
TPT1	16.21	9.22	-8.70	56.92 %	6,320.00	0.00 %		0.00 %	
PVI1	16.74	9.28	-3.35	55.44 %	10,440.00	0.00 %		0.00 %	
NTM1	12.32	6.65	-6.90	54.00 %	4,790.00	0.00 %		0.00 %	
ATG1	19.61	10.54	-9.30	53.74 %	4,290.00	0.00 %		0.00 %	
TEN2	18.20	9.69	-7.15	53.24 %	5,350.00	0.00 %		0.00 %	
USL1	15.26	7.96	-9.84	52.14 %	6,110.00	0.00 %		0.00 %	
TMM1	26.80	13.50	-7.32	50.38 %	10,120.00	0.00 %		0.00 %	
KKD3	27.78	13.27	-6.35	47.79 %	8,760.00	0.00 %		0.00 %	
PKM1	10.75	5.13	-11.41	47.68 %	3,540.00	0.00 %		0.00 %	
ADP1	16.34	7.65	-6.32	46.82 %	4,920.00	0.00 %		0.00 %	
BNR1	16.05	7.41	-11.38	46.14 %	3,560.00	0.00 %		0.00 %	
MDU3	24.48	11.27	-15.42	46.03 %	3,300.00	0.00 %		0.00 %	
KYK1	10.80	4.93	-3.44	45.64 %	3,340.00	0.00 %		0.00 %	
TEN1	22.90	10.13	-10.39	44.23 %	3,200.00	0.00 %		0.00 %	
DGL1	50.29	21.98	-11.74	43.70 %	6,840.00	0.00 %		0.00 %	
CMR1	11.50	4.95	-6.67	43.09 %	2,730.00	0.00 %		0.00 %	
CBM1	21.38	9.12	-5.71	42.68 %	5,360.00	0.00 %		0.00 %	
SVG1	17.08	7.09	-8.84	41.52 %	4,730.00	0.00 %		0.00 %	
MDU5	14.76	6.09	-9.96	41.28 %	3,540.00	0.00 %		0.00 %	
DGL2	15.48	6.12	-8.44	39.55 %	4,110.00	0.00 %		0.00 %	
MDU2	41.46	16.03	-9.99	38.67 %	8,900.00	0.00 %		0.00 %	
NKI1	14.64	5.52	-5.70	37.67 %	4,050.00	0.00 %		0.00 %	
MDU6	35.21	12.52	-12.13	35.56 %	7,590.00	0.00 %		0.00 %	
MLR1	12.48	4.41	-7.84	35.38 %	3,580.00	0.00 %		0.00 %	
SGP1	10.23	3.59	-1.05	35.08 %	4,040.00	0.00 %		0.00 %	
DKI1	20.45	7.17	-4.90	35.04 %	6,630.00	0.00 %		0.00 %	
ODM1	12.95	3.83	-10.38	29.61 %	1,390.00	0.00 %		0.00 %	
MNM1	9.76	2.31	-6.03	23.67 %	1,190.00	0.00 %		0.00 %	
MDU4	0.00	(0.57)	-15.14	0.00 %	(20.00)	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)
KSM1	7.14	10.13	-5.98	141.84 %	6,130.00	20.00 %	1,226.00	0.00 %	1,226.00
TUT1	99.40	108.55	-20.13	109.21 %	50,820.00	20.00 %	10,164.00	0.00 %	10,164.00
KGL1	10.87	11.60	-10.42	106.73 %	7,910.00	20.00 %	1,582.00	0.00 %	1,582.00
MAR1	22.11	20.91	-8.49	94.57 %	11,450.00	10.00 %	1,145.00	0.00 %	1,145.00
NGR1	56.37	45.43	-9.85	80.60 %	22,560.00	0.00 %		0.00 %	
MMT1	13.15	10.37	-0.77	78.86 %	7,680.00	0.00 %		0.00 %	
KVT1	42.76	33.62	-7.73	78.63 %	23,090.00	0.00 %		0.00 %	
UDN1	15.22	11.94	-4.67	78.45 %	6,980.00	0.00 %		0.00 %	
ASM1	13.06	9.72	-6.46	74.43 %	5,850.00	0.00 %		0.00 %	
RND2	22.59	16.75	-10.00	74.13 %	12,380.00	0.00 %		0.00 %	
PDI1	15.75	11.66	-14.18	74.03 %	4,510.00	0.00 %		0.00 %	
TVL1	75.49	55.47	-9.91	73.48 %	26,410.00	0.00 %		0.00 %	
TYI1	15.07	10.18	-2.59	67.52 %	10,690.00	0.00 %		0.00 %	
TKS2	49.29	32.85	-10.39	66.64 %	16,990.00	0.00 %		0.00 %	
APK2	16.77	11.14	-9.95	66.45 %	5,880.00	0.00 %		0.00 %	
TKS1	29.85	19.73	-11.02	66.10 %	7,200.00	0.00 %		0.00 %	
ERL2	19.04	12.45	-3.83	65.40 %	10,690.00	0.00 %		0.00 %	
VLY1	23.48	14.66	-7.01	62.45 %	10,840.00	0.00 %		0.00 %	
VNR1	15.02	9.07	-6.75	60.39 %	5,480.00	0.00 %		0.00 %	
SKD1	13.73	8.18	-6.70	59.61 %	5,110.00	0.00 %		0.00 %	
APK1	16.54	9.83	-10.22	59.45 %	5,340.00	0.00 %		0.00 %	
VKM1	11.29	6.67	-14.16	59.07 %	3,250.00	0.00 %		0.00 %	
SDI1	14.64	8.50	-5.78	58.04 %	4,740.00	0.00 %		0.00 %	
VNR2	45.14	23.07	-4.35	51.11 %	12,640.00	0.00 %		0.00 %	
KYR1	14.31	7.19	-1.21	50.27 %	6,950.00	0.00 %		0.00 %	
STU2	9.78	4.90	-8.95	50.17 %	930.00	0.00 %		0.00 %	
SVK1	27.90	13.56	-11.49	48.59 %	8,358.00	0.00 %		0.00 %	
RND1	29.68	14.42	-6.64	48.58 %	9,360.00	0.00 %		0.00 %	
TUT2	38.09	17.63	-7.75	46.27 %	10,500.00	0.00 %		0.00 %	
TCN1	24.30	10.97	-5.80	45.14 %	9,090.00	0.00 %		0.00 %	
PKD1	26.93	11.78	-1.38	43.75 %	11,680.00	0.00 %		0.00 %	
SNL1	18.41	7.41	-9.33	40.23 %	4,040.00	0.00 %		0.00 %	
COL1	4.75	1.88	-6.19	39.65 %	1,640.00	0.00 %		0.00 %	
TKY1	17.18	6.34	-0.80	36.92 %	5,880.00	0.00 %		0.00 %	
ARM1	15.52	5.60	-4.62	36.08 %	4,850.00	0.00 %		0.00 %	
RPM1	36.32	12.78	-8.67	35.20 %	7,880.00	0.00 %		0.00 %	
SGT1	10.67	1.74	-2.34	16.26 %	2,460.00	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)
VNB1	12.17	12.01	-2.50	98.70 %	7,110.00	15.00 %	1,066.50	0.00 %	1,066.50
VEL3	23.35	22.34	-9.91	95.69 %	13,200.00	15.00 %	1,980.00	0.00 %	1,980.00
VEL4	30.11	27.88	-5.35	92.59 %	13,890.00	10.00 %	1,389.00	0.00 %	1,389.00
TRR1	27.47	23.40	-8.63	85.21 %	12,830.00	0.00 %		0.00 %	
KPM2	39.51	33.13	-2.92	83.84 %	19,260.00	0.00 %		0.00 %	
BGR1	11.36	9.50	-7.98	83.65 %	7,850.00	0.00 %		0.00 %	
CYR1	10.59	8.22	-3.31	77.62 %	6,540.00	0.00 %		0.00 %	
ANI1	9.26	7.10	-1.73	76.59 %	5,340.00	0.00 %		0.00 %	
UGI1	11.82	8.27	-4.71	69.95 %	3,380.00	0.00 %		0.00 %	
KPM1	13.91	9.33	-4.98	67.10 %	5,290.00	0.00 %		0.00 %	
TRL1	26.44	17.28	-7.12	65.35 %	10,720.00	0.00 %		0.00 %	
CGM1	16.64	10.54	-4.28	63.35 %	5,450.00	0.00 %		0.00 %	
VEL2	36.08	22.73	-7.87	63.01 %	13,570.00	0.00 %		0.00 %	
PLR1	11.28	7.11	-3.21	63.00 %	5,620.00	0.00 %		0.00 %	
GDM1	16.86	10.58	-4.87	62.72 %	9,670.00	0.00 %		0.00 %	
WJP1	18.27	11.22	-2.67	61.41 %	8,830.00	0.00 %		0.00 %	
AKM1	26.98	16.44	-5.71	60.93 %	9,130.00	0.00 %		0.00 %	
ABR1	17.00	9.71	-5.10	57.10 %	6,210.00	0.00 %		0.00 %	
VSI1	18.13	10.28	-5.78	56.71 %	4,740.00	0.00 %		0.00 %	
PTU1	6.89	3.84	-6.87	55.71 %	2,790.00	0.00 %		0.00 %	
WJD1	21.84	11.97	-5.14	54.82 %	8,660.00	0.00 %		0.00 %	
CPT1	11.34	5.84	-1.80	51.53 %	6,580.00	0.00 %		0.00 %	
SLG1	14.93	6.81	-5.41	45.62 %	4,070.00	0.00 %		0.00 %	
VEL1	20.88	8.89	-7.24	42.58 %	4,850.00	0.00 %		0.00 %	
SBR1	29.64	12.40	-6.07	41.83 %	10,210.00	0.00 %		0.00 %	
ARC2	24.96	9.93	-4.22	39.78 %	8,030.00	0.00 %		0.00 %	
TRT1	17.35	6.53	-7.53	37.62 %	5,100.00	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	27.53	31.30	-9.71	113.72 %	15,560.00	20.00 %	3,112.00	0.00 %	3,112.00
VPM1	7.10	8.05	-1.75	113.34 %	3,720.00	20.00 %	744.00	0.00 %	744.00
VCM1	2.91	3.07	-4.02	105.53 %	2,340.00	20.00 %	468.00	0.00 %	468.00
VCM2	10.04	10.47	-10.19	104.29 %	3,530.00	20.00 %	706.00	0.00 %	706.00
POY1	29.88	23.64	-8.16	79.13 %	13,345.00	0.00 %		0.00 %	
TVM1	10.47	8.17	-8.29	78.05 %	5,290.00	0.00 %		0.00 %	
KLM1	21.81	16.32	-3.75	74.80 %	12,520.00	0.00 %		0.00 %	
STP1	9.55	6.76	-4.85	70.81 %	3,109.00	0.00 %		0.00 %	
PRT1	17.56	12.28	-10.40	69.90 %	6,180.00	0.00 %		0.00 %	
MKM1	9.72	6.01	-8.38	61.79 %	4,830.00	0.00 %		0.00 %	
SJI2	25.06	15.22	-6.86	60.74 %	12,230.00	0.00 %		0.00 %	
ULP1	24.86	14.13	-9.45	56.83 %	6,480.00	0.00 %		0.00 %	
TRK1	30.14	17.01	-7.91	56.45 %	11,590.00	0.00 %		0.00 %	
CDM1	27.98	14.87	-4.87	53.15 %	7,640.00	0.00 %		0.00 %	
CUD1	46.03	24.19	-6.09	52.56 %	15,860.00	0.00 %		0.00 %	
TVM2	15.09	7.78	-8.69	51.58 %	4,540.00	0.00 %		0.00 %	
VPM2	21.53	10.97	-3.63	50.97 %	6,070.00	0.00 %		0.00 %	
KKI2	22.47	11.36	-6.05	50.57 %	7,870.00	0.00 %		0.00 %	
NVL2	24.88	11.18	-9.95	44.94 %	7,930.00	0.00 %		0.00 %	
KML1	12.85	5.46	-2.06	42.47 %	4,670.00	0.00 %		0.00 %	
TDM1	18.67	6.43	-8.12	34.45 %	5,160.00	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)
PDK2	17.10	14.76	-9.44	86.27 %	7,555.00	0.00 %		0.00 %	
PBR2	35.88	29.54	-8.63	82.35 %	17,225.00	0.00 %		0.00 %	
PBR1	13.13	9.82	-5.54	74.76 %	4,650.00	0.00 %		0.00 %	
TRY1	85.40	63.69	-10.08	74.58 %	27,280.00	0.00 %		0.00 %	
TVR1	12.96	9.46	-1.40	73.02 %	7,690.00	0.00 %		0.00 %	
KIK1	13.88	9.85	-1.76	70.94 %	9,220.00	0.00 %		0.00 %	
TRY4	23.12	16.27	-7.33	70.38 %	12,470.00	0.00 %		0.00 %	
TYR1	26.22	18.31	-6.66	69.81 %	11,790.00	0.00 %		0.00 %	
KUM1	33.37	23.27	-13.71	69.74 %	9,980.00	0.00 %		0.00 %	
PTK1	22.45	15.14	-5.56	67.44 %	11,830.00	0.00 %		0.00 %	
KUM2	14.39	9.51	-3.85	66.07 %	10,910.00	0.00 %		0.00 %	
TNJ1	42.52	27.60	-11.32	64.92 %	11,740.00	0.00 %		0.00 %	
JKM1	22.54	14.29	-0.89	63.41 %	8,850.00	0.00 %		0.00 %	
MVM1	31.53	19.67	-1.21	62.40 %	15,570.00	0.00 %		0.00 %	
MDI1	20.99	11.52	-6.29	54.89 %	7,070.00	0.00 %		0.00 %	
ORU1	13.01	6.88	-2.16	52.84 %	6,090.00	0.00 %		0.00 %	
TRY3	23.11	12.09	-14.15	52.33 %	5,940.00	0.00 %		0.00 %	
NGT1	23.37	12.15	-1.95	51.99 %	9,920.00	0.00 %		0.00 %	
AYR1	17.47	8.71	-4.74	49.87 %	6,680.00	0.00 %		0.00 %	
TNJ2	30.39	15.13	-4.00	49.79 %	10,330.00	0.00 %		0.00 %	
PDK1	14.35	6.28	-5.63	43.79 %	5,520.00	0.00 %		0.00 %	
NCK1	9.61	4.11	-4.28	42.80 %	3,230.00	0.00 %		0.00 %	
MSI1	17.14	7.22	-3.43	42.14 %	4,930.00	0.00 %		0.00 %	
NMM1	17.08	6.95	-1.00	40.67 %	6,240.00	0.00 %		0.00 %	
TVR2	30.98	12.55	-7.39	40.53 %	6,910.00	0.00 %		0.00 %	
KRN1	16.60	5.94	-0.99	35.80 %	5,710.00	0.00 %		0.00 %	
TTP1	22.11	7.83	-2.01	35.41 %	5,630.00	0.00 %		0.00 %	
APM1	8.92	2.97	-0.09	33.35 %	3,560.00	0.00 %		0.00 %	
TRY2	12.48	2.73	-9.19	21.91 %	1,430.00	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	22.44	18.69	-9.65	83.28 %	11,230.00	0.00 %		0.00 %	
AVI1	13.93	10.97	-8.39	78.74 %	5,100.00	0.00 %		0.00 %	
ERD2	28.41	21.64	-5.48	76.18 %	18,170.00	0.00 %		0.00 %	
KGM1	9.96	7.44	-4.43	74.65 %	5,670.00	0.00 %		0.00 %	
ERD1	26.51	18.87	-8.11	71.17 %	10,140.00	0.00 %		0.00 %	
SGG1	7.88	5.24	-1.88	66.52 %	3,590.00	0.00 %		0.00 %	
CMI1	10.28	6.42	-8.25	62.42 %	4,020.00	0.00 %		0.00 %	
PDR1	8.02	4.75	-4.75	59.22 %	3,460.00	0.00 %		0.00 %	
SYM2	13.66	7.83	-5.44	57.31 %	3,800.00	0.00 %		0.00 %	
TCG1	11.42	6.32	-2.65	55.37 %	2,690.00	0.00 %		0.00 %	
TPR1	20.37	10.27	-9.49	50.42 %	6,430.00	0.00 %		0.00 %	
GBM1	14.21	6.86	-2.39	48.27 %	5,110.00	0.00 %		0.00 %	
NKL2	30.08	14.09	-3.55	46.84 %	9,170.00	0.00 %		0.00 %	
KMM1	9.71	4.27	-0.78	43.98 %	3,140.00	0.00 %		0.00 %	
VKL1	8.98	3.88	-1.28	43.21 %	3,150.00	0.00 %		0.00 %	
TPR3	15.32	6.54	-8.17	42.69 %	2,850.00	0.00 %		0.00 %	
RSP1	14.38	6.00	-7.57	41.70 %	2,350.00	0.00 %		0.00 %	
TPR4	9.44	2.20	-2.91	23.25 %	1,890.00	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	11.65	17.21	-2.00	147.76 %	9,398.00	20.00 %	1,879.60	0.00 %	1,879.60
HSR1	13.46	15.92	-1.26	118.28 %	10,280.00	20.00 %	2,056.00	0.00 %	2,056.00
DPR2	9.41	8.04	-1.09	85.48 %	6,960.00	0.00 %		0.00 %	
PNG1	7.11	5.96	-0.92	83.84 %	3,780.00	0.00 %		0.00 %	
ATU1	21.87	18.31	-2.72	83.75 %	14,740.00	0.00 %		0.00 %	
MTR1	16.63	11.88	-2.05	71.45 %	9,450.00	0.00 %		0.00 %	
KVP1	10.20	6.73	-3.50	65.91 %	4,780.00	0.00 %		0.00 %	
KAM1	8.19	5.29	-0.60	64.56 %	6,015.00	0.00 %		0.00 %	
HSR2	28.59	17.93	-1.36	62.72 %	12,720.00	0.00 %		0.00 %	
APN1	14.76	9.22	-0.09	62.48 %	10,000.00	0.00 %		0.00 %	
SLM1	47.49	28.62	-5.64	60.28 %	16,610.00	0.00 %		0.00 %	
SLM2	22.74	12.14	-0.63	53.41 %	10,070.00	0.00 %		0.00 %	
DPR1	9.93	4.69	-0.74	47.22 %	2,560.00	0.00 %		0.00 %	
PMP1	15.79	7.39	-1.79	46.78 %	7,610.00	0.00 %		0.00 %	
TRM1	24.56	11.48	-1.38	46.75 %	8,910.00	0.00 %		0.00 %	
OML1	21.53	9.50	-2.53	44.11 %	5,540.00	0.00 %		0.00 %	
EDP1	9.70	4.09	-4.05	42.20 %	2,400.00	0.00 %		0.00 %	
PLC1	13.64	5.58	-1.97	40.92 %	4,800.00	0.00 %		0.00 %	
VPD1	23.00	8.48	-1.54	36.88 %	5,570.00	0.00 %		0.00 %	
BMD1	13.55	4.95	-1.48	36.51 %	4,820.00	0.00 %		0.00 %	
MCR1	17.42	5.84	-1.62	33.53 %	4,740.00	0.00 %		0.00 %	
SLM3	29.57	9.17	-2.14	31.02 %	6,740.00	0.00 %		0.00 %	
HRR1	15.26	4.57	-3.66	29.94 %	2,960.00	0.00 %		0.00 %	
SGI1	17.44	4.72	-2.60	27.08 %	3,370.00	0.00 %		0.00 %	
EPI1	20.80	5.61	-2.01	27.00 %	4,990.00	0.00 %		0.00 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	1.87	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	5.47	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	0.49	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	3.60	6.83	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	5.71	2.28	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	1.25	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(3.36)	-8.34	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	(15.50)	-18.69	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	(6.48)	-20.47	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(5.62)	-18.79	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(2.24)	-31.88	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(1.18)	-20.51	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	(1.10)	-16.02	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	(1.81)	-20.66	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	(2.58)	-22.10	0.00 %	0.00	0.00 %		0.00 %	
WKNR	0.00	(1.67)	-32.12	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(3.61)	-23.85	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	0.83	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	(2.35)	-8.22	0.00 %	0.00	0.00 %		0.00 %	