

Accu.Target 7,868.29 L	Sales 5,897.89 L	Achieved % 74.96 %	HO Budget+ % 0.00 %	Total Com. 36.08 L
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Note : Sales Period is From :01-Oct-2026 To :04-Oct-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	91.69	127.46	139.01 %	0.00	0.00 %	0.00
KL-CENTRAL	28.13	36.29	129.02 %	0.00	0.00 %	0.00
KL-NORTH	279.02	320.30	114.79 %	0.00	0.00 %	0.00
CHENNAI-02	820.52	762.15	92.89 %	21,000.00	0.00 %	21,000.00
CHENNAI-01	859.68	786.01	91.43 %	21,000.00	0.00 %	21,000.00
HYDERABAD-01	17.34	15.40	88.84 %	0.00	0.00 %	0.00
WEST-01	439.66	329.39	74.92 %	0.00	0.00 %	0.00
NORTH ARCOT	700.07	497.00	70.99 %	0.00	0.00 %	0.00
SOUTH-03	971.97	668.98	68.83 %	0.00	0.00 %	0.00
SOUTH-01	1,250.14	853.72	68.29 %	0.00	0.00 %	0.00
SOUTH ARCOT	554.83	377.35	68.01 %	0.00	0.00 %	0.00
TRICHY-01	896.11	566.38	63.20 %	0.00	0.00 %	0.00
WEST-03	366.72	231.48	63.12 %	0.00	0.00 %	0.00
WEST-02	592.40	356.97	60.26 %	0.00	0.00 %	0.00
OTHERS	0.00	(30.99)	0.00 %	0.00	0.00 %	0.00
Total	7,868.29	5,897.89	74.96 %		0.00 %	

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNL1	9.31	16.73	-0.38	179.72 %	11,720.00	20.00 %	2,344.00	0.00 %	2,344.00
TVP1	30.69	51.20	-0.27	166.81 %	40,310.00	20.00 %	8,062.00	0.00 %	8,062.00
KLR1	9.38	13.92	-0.06	148.46 %	8,030.00	20.00 %	1,606.00	0.00 %	1,606.00
PAS1	13.29	14.96	-0.08	112.61 %	13,330.00	20.00 %	2,666.00	0.00 %	2,666.00
KOM1	29.03	30.66	-2.91	105.60 %	17,660.00	20.00 %	3,532.00	0.00 %	3,532.00

KL-CENTRAL

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KOC1	28.13	36.29	-3.15	129.02 %	17,380.00	20.00 %	3,476.00	0.00 %	3,476.00

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	122.95	162.62	-8.90	132.27 %	87,150.00	20.00 %	17,430.00	0.00 %	17,430.00
KNU1	106.42	112.27	-10.72	105.50 %	56,410.00	20.00 %	11,282.00	0.00 %	11,282.00
BSY1	29.60	29.07	-2.54	98.19 %	21,840.00	15.00 %	3,276.00	0.00 %	3,276.00
VLC1	20.06	16.34	-5.89	81.47 %	10,340.00	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	0.98	2.25	-19.98	230.19 %	640.00	20.00 %	128.00	0.00 %	128.00
CH17	22.02	39.45	-6.35	179.17 %	24,770.00	20.00 %	4,954.00	0.00 %	4,954.00
CH36	10.96	14.98	-5.74	136.70 %	6,050.00	20.00 %	1,210.00	0.00 %	1,210.00
CH46	18.76	24.49	-8.23	130.54 %	17,120.00	20.00 %	3,424.00	0.00 %	3,424.00
CH32	4.54	5.81	-4.85	127.87 %	3,320.00	20.00 %	664.00	0.00 %	664.00
UKI1	19.62	22.83	-2.90	116.39 %	12,090.00	20.00 %	2,418.00	0.00 %	2,418.00
CH50	36.30	41.65	-3.94	114.74 %	32,925.00	20.00 %	6,585.00	0.00 %	6,585.00
CH18	38.43	43.53	-3.81	113.26 %	25,720.00	20.00 %	5,144.00	0.00 %	5,144.00
CH35	23.18	26.17	-4.28	112.91 %	17,965.00	20.00 %	3,593.00	0.00 %	3,593.00
CH37	15.95	16.24	-7.52	101.81 %	7,350.00	20.00 %	1,470.00	0.00 %	1,470.00
CH51	33.94	33.77	-11.44	99.49 %	11,980.00	15.00 %	1,797.00	0.00 %	1,797.00
CH20	32.84	31.41	-7.63	95.62 %	16,460.00	15.00 %	2,469.00	0.00 %	2,469.00
CH12	43.66	41.45	-4.21	94.94 %	33,440.00	10.00 %	3,344.00	0.00 %	3,344.00
CH41	25.12	23.73	-5.78	94.46 %	10,808.00	10.00 %	1,080.80	0.00 %	1,080.80
CH21	44.94	41.72	-6.03	92.84 %	20,010.00	10.00 %	2,001.00	0.00 %	2,001.00
CH27	9.87	9.14	-0.55	92.61 %	5,360.00	10.00 %	536.00	0.00 %	536.00
CH15	76.11	69.79	-3.68	91.70 %	44,820.00	10.00 %	4,482.00	0.00 %	4,482.00
CH24	32.35	29.66	-6.88	91.69 %	20,358.00	10.00 %	2,035.80	0.00 %	2,035.80
CH03	70.67	62.23	-3.59	88.06 %	45,960.00	0.00 %		0.00 %	
CH31	10.95	9.52	-10.14	86.96 %	4,020.00	0.00 %		0.00 %	
GPD1	19.00	16.29	-2.57	85.73 %	11,910.00	0.00 %		0.00 %	
CH06	27.12	21.82	-3.86	80.45 %	12,730.00	0.00 %		0.00 %	
CH43	26.56	20.56	-6.49	77.41 %	10,830.00	0.00 %		0.00 %	
CH44	29.06	21.62	-4.66	74.40 %	13,370.00	0.00 %		0.00 %	
CH34	38.45	27.70	-5.06	72.04 %	16,580.00	0.00 %		0.00 %	
PON1	18.06	11.84	-1.89	65.54 %	9,650.00	0.00 %		0.00 %	
CH33	29.13	19.06	-2.69	65.43 %	14,510.00	0.00 %		0.00 %	
MJR1	28.93	16.78	-3.13	57.99 %	12,020.00	0.00 %		0.00 %	
MC06	9.29	5.01	-5.05	53.98 %	2,410.00	0.00 %		0.00 %	
MC05	8.49	4.35	-1.57	51.20 %	4,430.00	0.00 %		0.00 %	
CH23	15.23	7.29	-4.70	47.87 %	3,860.00	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	30.79	42.65	-14.59	138.53 %	21,909.00	20.00 %	4,381.80	0.00 %	4,381.80
CH48	34.10	43.03	-5.31	126.20 %	28,159.00	20.00 %	5,631.80	0.00 %	5,631.80
CH05	45.34	56.93	-11.60	125.55 %	26,930.00	20.00 %	5,386.00	0.00 %	5,386.00
CH49	41.19	50.34	-7.80	122.23 %	31,230.00	20.00 %	6,246.00	0.00 %	6,246.00
CH14	55.60	61.93	-11.57	111.39 %	23,050.00	20.00 %	4,610.00	0.00 %	4,610.00
CH30	26.71	29.15	-8.56	109.14 %	18,530.00	20.00 %	3,706.00	0.00 %	3,706.00
CH07	33.98	36.48	-6.29	107.35 %	20,070.00	20.00 %	4,014.00	0.00 %	4,014.00
MC09	5.45	5.71	-0.17	104.66 %	4,120.00	20.00 %	824.00	0.00 %	824.00
GUD2	23.45	22.55	-3.95	96.14 %	12,800.00	15.00 %	1,920.00	0.00 %	1,920.00
GUD1	26.14	24.32	-4.21	93.02 %	20,020.00	10.00 %	2,002.00	0.00 %	2,002.00
CH45	29.34	27.05	-10.64	92.19 %	15,695.00	10.00 %	1,569.50	0.00 %	1,569.50
KNR1	25.70	23.48	-1.91	91.37 %	20,400.00	10.00 %	2,040.00	0.00 %	2,040.00
AVD1	43.75	39.92	-8.60	91.26 %	19,360.00	10.00 %	1,936.00	0.00 %	1,936.00
CH22	24.81	22.41	-7.12	90.32 %	10,750.00	10.00 %	1,075.00	0.00 %	1,075.00
CGL1	18.78	16.73	-6.38	89.09 %	9,320.00	0.00 %		0.00 %	
CH47	50.60	43.14	-5.40	85.26 %	24,388.00	0.00 %		0.00 %	
CH16	61.91	50.72	-7.26	81.94 %	31,045.00	0.00 %		0.00 %	
CH28	48.41	38.45	-2.08	79.42 %	39,350.00	0.00 %		0.00 %	
CH19	42.00	32.79	-6.10	78.09 %	23,755.00	0.00 %		0.00 %	
CH42	51.05	36.28	-7.92	71.06 %	25,748.00	0.00 %		0.00 %	
MRM1	29.73	20.66	-8.56	69.49 %	13,180.00	0.00 %		0.00 %	
TKM1	19.26	12.17	-2.05	63.19 %	12,860.00	0.00 %		0.00 %	
SKL1	21.68	13.38	-6.61	61.72 %	6,980.00	0.00 %		0.00 %	
CH38	25.35	14.99	-0.89	59.13 %	15,190.00	0.00 %		0.00 %	
CH39	17.81	9.78	-2.63	54.89 %	6,730.00	0.00 %		0.00 %	
CH40	12.80	6.07	-2.22	47.40 %	570.00	0.00 %		0.00 %	
CH26	8.14	3.80	-0.98	46.71 %	2,820.00	0.00 %		0.00 %	
CH29	5.82	1.43	-0.34	24.60 %	2,065.00	0.00 %		0.00 %	
CH08	0.00	(0.32)	-33.33	0.00 %	0.00	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	17.34	15.40	-14.91	88.84 %	2,560.00	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)
CBE4	23.00	30.03	-5.13	130.57 %	19,870.00	20.00 %	3,974.00	0.00 %	3,974.00
CNR1	12.41	14.09	-1.78	113.51 %	10,757.00	20.00 %	2,151.40	0.00 %	2,151.40
UMP1	12.72	13.20	-4.77	103.78 %	5,600.00	20.00 %	1,120.00	0.00 %	1,120.00
KMR1	36.87	35.13	-6.36	95.30 %	20,390.00	15.00 %	3,058.50	0.00 %	3,058.50
SUL1	17.70	15.63	-3.52	88.32 %	11,379.00	0.00 %		0.00 %	
KGI1	16.83	14.55	-0.85	86.46 %	7,810.00	0.00 %		0.00 %	
CBE2	89.27	69.91	-7.41	78.31 %	30,600.00	0.00 %		0.00 %	
UAM1	28.00	20.68	-2.00	73.86 %	11,880.00	0.00 %		0.00 %	
MPM1	18.91	13.88	-1.88	73.40 %	9,730.00	0.00 %		0.00 %	
GDR1	15.66	10.66	-4.82	68.07 %	3,810.00	0.00 %		0.00 %	
CBE6	20.76	14.07	-2.47	67.77 %	9,240.00	0.00 %		0.00 %	
CBE1	15.46	10.32	-7.36	66.75 %	8,110.00	0.00 %		0.00 %	
CBE5	11.62	7.30	-2.31	62.83 %	6,870.00	0.00 %		0.00 %	
SNR1	18.35	11.22	-3.46	61.15 %	9,680.00	0.00 %		0.00 %	
PLI1	23.95	14.02	-3.48	58.56 %	8,870.00	0.00 %		0.00 %	
CBE3	10.06	5.57	-0.94	55.38 %	6,260.00	0.00 %		0.00 %	
PDM1	12.87	6.62	-2.31	51.46 %	4,970.00	0.00 %		0.00 %	
ANR1	5.27	2.63	-2.51	49.98 %	1,510.00	0.00 %		0.00 %	
PPI1	19.05	9.10	-2.69	47.77 %	7,475.00	0.00 %		0.00 %	
KMD1	13.29	4.96	-0.07	37.31 %	4,840.00	0.00 %		0.00 %	
DPM2	17.61	5.80	-1.25	32.91 %	4,260.00	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	16.22	17.90	-3.26	110.38 %	10,440.00	20.00 %	2,088.00	0.00 %	2,088.00
ANI1	12.35	12.92	-2.38	104.58 %	8,890.00	20.00 %	1,778.00	0.00 %	1,778.00
VEL3	31.13	30.13	-8.09	96.80 %	16,180.00	15.00 %	2,427.00	0.00 %	2,427.00
VEL4	40.15	37.80	-4.70	94.15 %	17,950.00	10.00 %	1,795.00	0.00 %	1,795.00
KPM2	52.69	46.36	-2.37	87.99 %	28,805.00	0.00 %		0.00 %	
CYR1	14.12	12.37	-2.54	87.60 %	10,040.00	0.00 %		0.00 %	
TRR1	36.62	31.96	-8.34	87.28 %	18,330.00	0.00 %		0.00 %	
KPM1	18.55	15.68	-3.51	84.57 %	9,540.00	0.00 %		0.00 %	
UGI1	15.76	13.07	-3.72	82.96 %	8,900.00	0.00 %		0.00 %	
TRL1	35.25	28.75	-5.33	81.55 %	15,740.00	0.00 %		0.00 %	
ABR1	22.66	18.13	-4.38	80.01 %	9,190.00	0.00 %		0.00 %	
BGR1	15.15	11.78	-6.61	77.77 %	10,500.00	0.00 %		0.00 %	
GDM1	22.48	16.55	-3.32	73.59 %	12,210.00	0.00 %		0.00 %	
WJP1	24.36	16.56	-4.54	67.97 %	13,020.00	0.00 %		0.00 %	
VSI1	24.17	16.06	-4.38	66.44 %	7,410.00	0.00 %		0.00 %	
PLR1	15.04	9.98	-2.52	66.37 %	6,820.00	0.00 %		0.00 %	
CGM1	22.18	14.53	-3.36	65.49 %	8,590.00	0.00 %		0.00 %	
VEL2	48.10	29.74	-6.92	61.83 %	19,450.00	0.00 %		0.00 %	
AKM1	35.98	21.38	-5.33	59.43 %	13,300.00	0.00 %		0.00 %	
SLG1	19.91	11.80	-5.13	59.27 %	8,940.00	0.00 %		0.00 %	
CPT1	15.12	8.49	-1.58	56.19 %	8,850.00	0.00 %		0.00 %	
PTU1	9.19	5.12	-6.91	55.77 %	3,730.00	0.00 %		0.00 %	
WJD1	29.11	14.89	-4.84	51.14 %	10,850.00	0.00 %		0.00 %	
SBR1	39.52	19.80	-4.33	50.10 %	16,310.00	0.00 %		0.00 %	
TRT1	23.13	10.67	-8.55	46.13 %	7,740.00	0.00 %		0.00 %	
VEL1	27.84	12.35	-7.76	44.36 %	7,340.00	0.00 %		0.00 %	
ARC2	33.29	12.20	-4.48	36.66 %	10,550.00	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	22.28	157.60	-23.94	707.25 %	26,490.00	20.00 %	5,298.00	0.00 %	5,298.00
MDU1	80.31	75.52	-17.47	94.04 %	23,400.00	10.00 %	2,340.00	0.00 %	2,340.00
PNI1	12.88	9.97	-11.94	77.43 %	2,820.00	0.00 %		0.00 %	
KRR1	24.12	18.61	-2.06	77.17 %	13,220.00	0.00 %		0.00 %	
KPT1	18.44	13.16	-3.18	71.40 %	12,420.00	0.00 %		0.00 %	
MDU7	21.52	14.20	-8.95	65.99 %	8,230.00	0.00 %		0.00 %	
NTM1	16.42	10.25	-5.13	62.41 %	7,850.00	0.00 %		0.00 %	
PKM1	14.33	8.74	-8.76	61.00 %	6,620.00	0.00 %		0.00 %	
MPA1	26.75	16.25	-3.33	60.74 %	11,868.00	0.00 %		0.00 %	
PNV2	11.25	6.67	-10.63	59.30 %	3,680.00	0.00 %		0.00 %	
TPT1	21.61	12.25	-8.25	56.70 %	7,650.00	0.00 %		0.00 %	
BTU1	13.36	7.47	-15.41	55.87 %	3,470.00	0.00 %		0.00 %	
USL1	20.35	11.34	-9.41	55.72 %	8,270.00	0.00 %		0.00 %	
MDU3	32.64	17.87	-14.62	54.76 %	5,940.00	0.00 %		0.00 %	
ATG1	26.14	14.28	-9.58	54.62 %	6,800.00	0.00 %		0.00 %	
KKD3	37.04	19.97	-10.15	53.91 %	11,340.00	0.00 %		0.00 %	
SVG1	22.78	12.08	-9.96	53.03 %	6,280.00	0.00 %		0.00 %	
TDI1	18.54	9.57	-3.77	51.61 %	7,900.00	0.00 %		0.00 %	
DGL1	67.06	34.50	-12.09	51.45 %	12,960.00	0.00 %		0.00 %	
TEN2	24.27	12.43	-6.97	51.22 %	7,340.00	0.00 %		0.00 %	
CBM1	28.50	14.18	-5.56	49.74 %	10,020.00	0.00 %		0.00 %	
PVI1	22.32	11.08	-3.29	49.63 %	12,790.00	0.00 %		0.00 %	
TEN1	30.53	15.06	-8.45	49.31 %	6,735.00	0.00 %		0.00 %	
TMM1	35.74	17.60	-6.30	49.25 %	13,060.00	0.00 %		0.00 %	
MDU5	19.67	9.13	-7.31	46.40 %	7,940.00	0.00 %		0.00 %	
CMR1	15.33	7.11	-8.49	46.37 %	2,950.00	0.00 %		0.00 %	
MDU2	55.28	25.56	-11.24	46.23 %	11,870.00	0.00 %		0.00 %	
ADP1	21.78	9.50	-5.90	43.61 %	6,660.00	0.00 %		0.00 %	
KYK1	14.41	6.18	-2.74	42.93 %	4,460.00	0.00 %		0.00 %	
MLR1	16.63	7.09	-5.77	42.61 %	4,650.00	0.00 %		0.00 %	
BNR1	21.41	9.09	-10.70	42.45 %	4,530.00	0.00 %		0.00 %	
DGL2	20.64	8.59	-6.64	41.61 %	6,190.00	0.00 %		0.00 %	
SGP1	13.64	5.50	-1.82	40.32 %	6,010.00	0.00 %		0.00 %	
DKI1	27.26	10.09	-3.92	37.00 %	9,540.00	0.00 %		0.00 %	
NKI1	19.52	7.21	-6.28	36.91 %	5,890.00	0.00 %		0.00 %	
MDU6	46.95	15.96	-12.38	34.00 %	9,420.00	0.00 %		0.00 %	
ODM1	17.27	4.72	-9.43	27.32 %	1,840.00	0.00 %		0.00 %	
MNM1	13.02	3.21	-4.41	24.63 %	1,790.00	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	9.52	11.50	-6.20	120.80 %	7,550.00	20.00 %	1,510.00	0.00 %	1,510.00
MAR1	29.49	31.27	-8.76	106.05 %	16,370.00	20.00 %	3,274.00	0.00 %	3,274.00
TUT1	132.53	129.30	-17.77	97.56 %	67,270.00	15.00 %	10,090.50	0.00 %	10,090.50
KGL1	14.49	13.97	-8.95	96.46 %	9,770.00	15.00 %	1,465.50	0.00 %	1,465.50
MMT1	17.54	15.54	-1.02	88.58 %	11,570.00	0.00 %		0.00 %	
NGR1	75.16	59.52	-9.69	79.18 %	29,590.00	0.00 %		0.00 %	
TVL1	100.66	78.66	-9.69	78.15 %	40,270.00	0.00 %		0.00 %	
VLY1	31.30	24.24	-12.03	77.42 %	15,010.00	0.00 %		0.00 %	
UDN1	20.29	15.04	-4.96	74.13 %	9,010.00	0.00 %		0.00 %	
TKS1	39.80	29.47	-9.75	74.06 %	14,510.00	0.00 %		0.00 %	
ASM1	17.41	12.61	-6.17	72.39 %	8,520.00	0.00 %		0.00 %	
RND2	30.12	21.57	-9.09	71.61 %	16,570.00	0.00 %		0.00 %	
PDI1	21.00	14.84	-12.74	70.64 %	7,310.00	0.00 %		0.00 %	
KVT1	57.01	39.67	-7.06	69.58 %	28,860.00	0.00 %		0.00 %	
VKM1	15.06	10.00	-10.13	66.44 %	5,950.00	0.00 %		0.00 %	
COL1	6.33	4.20	-4.16	66.28 %	3,720.00	0.00 %		0.00 %	
ERL2	25.39	16.48	-4.03	64.92 %	14,210.00	0.00 %		0.00 %	
TYI1	20.10	13.03	-2.91	64.82 %	14,210.00	0.00 %		0.00 %	
APK2	22.36	14.15	-10.67	63.27 %	8,930.00	0.00 %		0.00 %	
TKS2	65.72	41.48	-10.12	63.11 %	20,130.00	0.00 %		0.00 %	
VNR1	20.02	12.28	-5.93	61.33 %	7,450.00	0.00 %		0.00 %	
SDI1	19.53	11.96	-7.10	61.25 %	5,950.00	0.00 %		0.00 %	
APK1	22.05	13.17	-9.76	59.74 %	7,300.00	0.00 %		0.00 %	
SVK1	37.20	21.32	-9.03	57.32 %	13,478.00	0.00 %		0.00 %	
RND1	39.57	22.40	-6.93	56.60 %	14,170.00	0.00 %		0.00 %	
SKD1	18.30	10.04	-5.48	54.88 %	5,720.00	0.00 %		0.00 %	
TUT2	50.79	27.59	-6.76	54.32 %	17,050.00	0.00 %		0.00 %	
SNL1	24.54	13.18	-8.42	53.70 %	8,310.00	0.00 %		0.00 %	
VNR2	60.19	32.04	-3.47	53.23 %	17,730.00	0.00 %		0.00 %	
KYR1	19.07	9.99	-1.13	52.38 %	9,810.00	0.00 %		0.00 %	
STU2	13.03	6.79	-8.07	52.06 %	2,880.00	0.00 %		0.00 %	
TCN1	32.41	16.52	-5.29	50.99 %	14,050.00	0.00 %		0.00 %	
ARM1	20.69	10.18	-7.25	49.21 %	9,130.00	0.00 %		0.00 %	
PKD1	35.90	16.11	-1.43	44.87 %	14,550.00	0.00 %		0.00 %	
RPM1	48.43	20.19	-7.10	41.68 %	13,020.00	0.00 %		0.00 %	
TKY1	22.90	8.80	-0.28	38.41 %	8,718.00	0.00 %		0.00 %	
SGT1	14.23	4.63	-4.15	32.56 %	4,500.00	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	36.70	47.14	-9.35	128.44 %	22,270.00	20.00 %	4,454.00	0.00 %	4,454.00
VCM2	13.38	13.83	-9.87	103.36 %	5,230.00	20.00 %	1,046.00	0.00 %	1,046.00
VPM1	9.46	9.77	-1.45	103.21 %	3,800.00	20.00 %	760.00	0.00 %	760.00
VCM1	3.88	3.39	-4.92	87.28 %	2,460.00	0.00 %		0.00 %	
POY1	39.83	33.30	-6.74	83.60 %	19,825.00	0.00 %		0.00 %	
KLM1	29.09	23.93	-4.82	82.27 %	17,240.00	0.00 %		0.00 %	
TVM1	13.96	11.28	-6.68	80.82 %	5,560.00	0.00 %		0.00 %	
PRT1	23.42	16.66	-9.61	71.15 %	9,100.00	0.00 %		0.00 %	
VPM2	28.71	19.57	-6.23	68.17 %	10,290.00	0.00 %		0.00 %	
MKM1	12.96	8.60	-7.75	66.35 %	7,050.00	0.00 %		0.00 %	
SJI2	33.41	21.23	-6.61	63.54 %	16,930.00	0.00 %		0.00 %	
CUD1	61.37	37.93	-6.26	61.81 %	23,790.00	0.00 %		0.00 %	
TRK1	40.18	24.12	-7.88	60.02 %	16,890.00	0.00 %		0.00 %	
STP1	12.73	7.57	-5.44	59.47 %	3,179.00	0.00 %		0.00 %	
KML1	17.13	9.98	-5.56	58.27 %	7,720.00	0.00 %		0.00 %	
KKI2	29.97	16.46	-5.56	54.93 %	11,060.00	0.00 %		0.00 %	
ULP1	33.14	18.15	-8.66	54.76 %	8,510.00	0.00 %		0.00 %	
TVM2	20.12	10.94	-7.13	54.40 %	6,490.00	0.00 %		0.00 %	
CDM1	37.30	18.87	-3.52	50.58 %	11,050.00	0.00 %		0.00 %	
NVL2	33.18	15.09	-9.43	45.48 %	10,400.00	0.00 %		0.00 %	
TDM1	24.89	9.52	-7.14	38.27 %	6,440.00	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	22.81	23.28	-10.07	102.10 %	11,285.00	20.00 %	2,257.00	0.00 %	2,257.00
TRY1	113.87	102.29	-11.17	89.83 %	40,380.00	0.00 %		0.00 %	
PBR2	47.84	37.99	-7.42	79.42 %	23,620.00	0.00 %		0.00 %	
KIK1	18.51	14.29	-2.88	77.20 %	12,200.00	0.00 %		0.00 %	
TVR1	17.27	13.23	-1.13	76.56 %	9,880.00	0.00 %		0.00 %	
TRY4	30.82	23.55	-5.78	76.40 %	17,620.00	0.00 %		0.00 %	
KUM2	19.19	13.74	-3.23	71.62 %	13,900.00	0.00 %		0.00 %	
PBR1	17.51	12.43	-5.68	71.01 %	5,930.00	0.00 %		0.00 %	
KUM1	44.49	30.26	-11.19	68.01 %	13,220.00	0.00 %		0.00 %	
MVM1	42.04	28.57	-1.84	67.95 %	21,830.00	0.00 %		0.00 %	
JKM1	30.05	20.34	-1.01	67.67 %	15,140.00	0.00 %		0.00 %	
TYR1	34.97	22.64	-5.39	64.76 %	13,950.00	0.00 %		0.00 %	
TNJ1	56.69	36.37	-10.60	64.15 %	15,830.00	0.00 %		0.00 %	
AYR1	23.29	14.82	-5.94	63.63 %	9,760.00	0.00 %		0.00 %	
PTK1	29.93	18.70	-4.91	62.47 %	13,730.00	0.00 %		0.00 %	
MDI1	27.98	14.64	-6.69	52.31 %	9,020.00	0.00 %		0.00 %	
TNJ2	40.52	21.12	-4.37	52.11 %	14,090.00	0.00 %		0.00 %	
NGT1	31.15	15.51	-1.78	49.77 %	13,090.00	0.00 %		0.00 %	
MSI1	22.85	11.23	-3.72	49.16 %	6,800.00	0.00 %		0.00 %	
NCK1	12.81	6.14	-3.69	47.88 %	4,710.00	0.00 %		0.00 %	
TRY3	30.81	14.30	-12.18	46.42 %	7,260.00	0.00 %		0.00 %	
ORU1	17.35	8.05	-2.34	46.38 %	7,270.00	0.00 %		0.00 %	
PDK1	19.13	8.72	-4.85	45.58 %	7,340.00	0.00 %		0.00 %	
TVR2	41.31	17.84	-6.07	43.20 %	11,510.00	0.00 %		0.00 %	
KRN1	22.13	8.96	-1.12	40.49 %	9,190.00	0.00 %		0.00 %	
NMM1	22.77	8.59	-0.91	37.74 %	7,620.00	0.00 %		0.00 %	
TTP1	29.48	10.35	-1.54	35.11 %	7,470.00	0.00 %		0.00 %	
APM1	11.89	3.65	-0.10	30.69 %	4,520.00	0.00 %		0.00 %	
TRY2	16.65	4.79	-7.94	28.75 %	4,270.00	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)
CMI1	13.71	11.05	-5.94	80.61 %	7,690.00	0.00 %		0.00 %	
AVI1	18.58	14.72	-7.17	79.25 %	7,760.00	0.00 %		0.00 %	
ERD1	35.35	27.72	-6.72	78.42 %	15,920.00	0.00 %		0.00 %	
TPR2	29.93	23.36	-9.33	78.05 %	14,900.00	0.00 %		0.00 %	
ERD2	37.88	29.03	-5.64	76.64 %	24,050.00	0.00 %		0.00 %	
KGM1	13.28	9.93	-4.44	74.78 %	7,610.00	0.00 %		0.00 %	
PDR1	10.69	7.77	-3.96	72.71 %	5,950.00	0.00 %		0.00 %	
TCG1	15.23	10.04	-2.84	65.91 %	4,900.00	0.00 %		0.00 %	
SGG1	10.51	6.73	-1.49	63.99 %	5,330.00	0.00 %		0.00 %	
TPR1	27.16	17.25	-8.06	63.50 %	11,360.00	0.00 %		0.00 %	
NKL2	40.11	21.99	-4.27	54.82 %	14,520.00	0.00 %		0.00 %	
SYM2	18.22	9.67	-5.32	53.09 %	4,610.00	0.00 %		0.00 %	
KMM1	12.95	6.65	-1.63	51.38 %	5,220.00	0.00 %		0.00 %	
RSP1	19.18	9.70	-6.02	50.57 %	4,430.00	0.00 %		0.00 %	
GBM1	18.95	9.16	-2.06	48.35 %	6,700.00	0.00 %		0.00 %	
TPR3	20.43	8.56	-8.35	41.90 %	3,490.00	0.00 %		0.00 %	
VKL1	11.97	4.76	-1.67	39.76 %	3,900.00	0.00 %		0.00 %	
TPR4	12.59	3.38	-3.93	26.83 %	2,850.00	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	15.53	23.42	-2.75	150.78 %	13,628.00	20.00 %	2,725.60	0.00 %	2,725.60
HSR1	17.95	22.74	-0.94	126.70 %	15,140.00	20.00 %	3,028.00	0.00 %	3,028.00
DPR2	12.55	10.53	-0.83	83.95 %	8,750.00	0.00 %		0.00 %	
ATU1	29.16	23.21	-2.86	79.60 %	18,390.00	0.00 %		0.00 %	
PNG1	9.48	7.45	-0.74	78.54 %	5,380.00	0.00 %		0.00 %	
MTR1	22.18	16.14	-1.80	72.78 %	11,330.00	0.00 %		0.00 %	
HSR2	38.12	27.39	-0.94	71.87 %	19,280.00	0.00 %		0.00 %	
KVP1	13.60	9.44	-2.50	69.39 %	5,950.00	0.00 %		0.00 %	
KAM1	10.93	7.53	-1.23	68.89 %	8,055.00	0.00 %		0.00 %	
SLM2	30.32	20.71	-6.89	68.31 %	14,690.00	0.00 %		0.00 %	
APN1	19.68	12.95	-0.10	65.80 %	13,590.00	0.00 %		0.00 %	
SLM1	63.31	40.50	-4.58	63.97 %	24,760.00	0.00 %		0.00 %	
PMP1	21.05	12.83	-1.70	60.97 %	12,400.00	0.00 %		0.00 %	
DPR1	13.25	7.35	-1.80	55.47 %	2,910.00	0.00 %		0.00 %	
TRM1	32.75	17.82	-1.47	54.42 %	13,010.00	0.00 %		0.00 %	
PLC1	18.19	9.11	-1.59	50.06 %	9,040.00	0.00 %		0.00 %	
MCR1	23.22	11.18	-1.51	48.13 %	7,180.00	0.00 %		0.00 %	
EDP1	12.94	5.99	-2.82	46.32 %	4,300.00	0.00 %		0.00 %	
HRR1	20.35	9.30	-2.94	45.73 %	7,550.00	0.00 %		0.00 %	
VPD1	30.66	13.26	-1.46	43.24 %	9,800.00	0.00 %		0.00 %	
OML1	28.71	12.09	-1.98	42.10 %	8,240.00	0.00 %		0.00 %	
BMD1	18.07	7.19	-1.15	39.79 %	6,580.00	0.00 %		0.00 %	
SGI1	23.25	7.50	-1.64	32.26 %	7,020.00	0.00 %		0.00 %	
SLM3	39.42	12.53	-1.60	31.78 %	9,460.00	0.00 %		0.00 %	
EPI1	27.73	8.81	-1.48	31.77 %	7,710.00	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	(16.04)	-18.65	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	(5.84)	-18.50	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	(1.69)	-19.86	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	(0.84)	-37.89	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	(2.73)	-21.59	0.00 %	0.00	0.00 %		0.00 %	
WKNR	0.00	(1.67)	-32.12	0.00 %	0.00	0.00 %		0.00 %	
WKOC	0.00	(0.40)	-28.30	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(4.09)	-23.15	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 %	