

Accu.Target 12,068.54 L	Sales 8,514.72 L	Achieved % 70.55 %	HO Budget+ % 0.00 %	Total Com. 40.12 L
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Note : Sales Period is From :01-Sep-2026 To :08-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	513.92	425.75	82.84 %	0.00	0.00 %	0.00
CHENNAI-01	1,429.23	1,085.34	75.94 %	0.00	0.00 %	0.00
SOUTH-03	1,192.90	895.70	75.09 %	0.00	0.00 %	0.00
NORTH ARCOT	1,004.95	749.04	74.53 %	0.00	0.00 %	0.00
SOUTH ARCOT	845.02	627.53	74.26 %	0.00	0.00 %	0.00
TRICHY-01	1,246.07	922.28	74.01 %	0.00	0.00 %	0.00
KL-CENTRAL	59.87	43.19	72.14 %	0.00	0.00 %	0.00
WEST-02	770.91	527.25	68.39 %	0.00	0.00 %	0.00
WEST-01	598.04	403.70	67.50 %	0.00	0.00 %	0.00
CHENNAI-02	1,517.62	989.13	65.18 %	0.00	0.00 %	0.00
SOUTH-01	2,103.03	1,347.31	64.07 %	0.00	0.00 %	0.00
WEST-03	441.51	281.72	63.81 %	0.00	0.00 %	0.00
KL-SOUTH	305.01	167.01	54.76 %	0.00	0.00 %	0.00
HYDERABAD-01	40.47	10.75	26.56 %	0.00	0.00 %	0.00
OTHERS	0.00	39.02	0.00 %	0.00	0.00 %	0.00
Total	12,068.54	8,514.72	70.55 %		0.00 %	

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BSY1	75.09	80.40	-6.16	107.07 %	27,781.00	20.00 %	5,556.20	0.00 %	5,556.20
KZD1	363.30	281.08	-10.97	77.37 %	92,039.00	0.00 %		0.00 %	
VLC1	75.52	38.57	-8.12	51.07 %	12,732.00	0.00 %		0.00 %	
KNU1	0.00	25.70	-8.30	0.00 %	5,601.00	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)
CGL1	27.04	29.53	-8.87	109.21 %	9,784.00	20.00 %	1,956.80	0.00 %	1,956.80
MC09	7.19	7.55	-5.65	104.98 %	3,374.00	20.00 %	674.80	0.00 %	674.80
AVD1	52.83	49.50	-9.76	93.68 %	19,814.00	10.00 %	1,981.40	0.00 %	1,981.40
CH47	83.84	78.30	-6.15	93.40 %	29,547.00	10.00 %	2,954.70	0.00 %	2,954.70
CH08	41.09	37.92	-10.26	92.29 %	21,093.00	10.00 %	2,109.30	0.00 %	2,109.30
CH30	51.70	47.71	-5.59	92.28 %	26,384.00	10.00 %	2,638.40	0.00 %	2,638.40
CH25	47.52	42.89	-10.90	90.26 %	14,857.00	10.00 %	1,485.70	0.00 %	1,485.70
CH45	52.21	45.28	-7.55	86.73 %	18,398.00	0.00 %		0.00 %	
KNR1	32.19	27.59	-4.42	85.73 %	17,675.00	0.00 %		0.00 %	
CH28	53.50	45.32	-2.25	84.72 %	38,254.00	0.00 %		0.00 %	
CH49	67.14	55.39	-7.07	82.50 %	25,816.00	0.00 %		0.00 %	
GUD1	46.17	38.06	-5.70	82.45 %	27,075.00	0.00 %		0.00 %	
SKL1	31.17	24.91	-5.22	79.90 %	12,280.00	0.00 %		0.00 %	
TKM1	26.72	21.30	-2.31	79.69 %	11,740.00	0.00 %		0.00 %	
CH16	94.31	74.88	-5.77	79.40 %	37,361.00	0.00 %		0.00 %	
CH48	61.59	46.39	-3.17	75.33 %	29,022.00	0.00 %		0.00 %	
CH07	67.49	50.38	-8.17	74.64 %	13,511.00	0.00 %		0.00 %	
CH38	39.62	29.41	-2.88	74.23 %	15,949.00	0.00 %		0.00 %	
CH05	72.47	51.63	-8.75	71.25 %	26,218.00	0.00 %		0.00 %	
CH26	12.36	8.70	-8.06	70.38 %	4,611.00	0.00 %		0.00 %	
CH14	107.44	70.46	-7.89	65.58 %	30,724.00	0.00 %		0.00 %	
CH42	78.07	49.80	-5.87	63.79 %	24,444.00	0.00 %		0.00 %	
CH19	74.49	45.79	-8.15	61.48 %	26,970.00	0.00 %		0.00 %	
CH22	38.47	22.53	-8.51	58.55 %	7,939.00	0.00 %		0.00 %	
GUD2	41.42	23.81	-5.47	57.49 %	14,743.00	0.00 %		0.00 %	
CH39	29.85	17.01	-8.20	56.98 %	10,692.00	0.00 %		0.00 %	
MRM1	55.24	29.52	-4.68	53.44 %	12,483.00	0.00 %		0.00 %	
CH29	8.13	3.71	-4.51	45.68 %	2,090.00	0.00 %		0.00 %	
CH40	27.97	10.06	-2.89	35.97 %	1,099.00	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)
KRR1	18.65	22.30	-5.37	119.55 %	19,219.00	20.00 %	3,843.80	0.00 %	3,843.80
SGP1	14.12	14.80	-3.43	104.79 %	11,967.00	20.00 %	2,393.40	0.00 %	2,393.40
MDU6	44.77	46.58	-8.56	104.03 %	21,816.00	20.00 %	4,363.20	0.00 %	4,363.20
BNR1	21.01	21.01	-8.52	100.01 %	9,797.00	20.00 %	1,959.40	0.00 %	1,959.40
PKM1	14.81	14.13	-5.49	95.42 %	8,571.00	15.00 %	1,285.65	0.00 %	1,285.65
BTU1	15.07	14.12	-10.09	93.64 %	4,319.00	10.00 %	431.90	0.00 %	431.90
DGL1	64.57	60.04	-12.43	92.99 %	25,867.00	10.00 %	2,586.70	0.00 %	2,586.70
TEN1	28.75	26.66	-7.08	92.73 %	9,356.00	10.00 %	935.60	0.00 %	935.60
DGL2	24.41	21.37	-10.00	87.58 %	7,510.00	0.00 %		0.00 %	
TMM1	36.39	30.92	-9.26	84.96 %	11,270.00	0.00 %		0.00 %	
MDU5	20.39	17.30	-5.10	84.86 %	11,121.00	0.00 %		0.00 %	
SVG1	25.04	21.06	-9.86	84.08 %	10,463.00	0.00 %		0.00 %	
TDI1	21.06	17.66	-7.20	83.87 %	7,084.00	0.00 %		0.00 %	
MDU2	64.94	53.52	-9.66	82.41 %	22,603.00	0.00 %		0.00 %	
MDU1	126.95	104.09	-14.72	81.99 %	24,122.00	0.00 %		0.00 %	
MNM1	13.99	11.11	-2.14	79.41 %	10,639.00	0.00 %		0.00 %	
PNV2	20.09	15.48	-11.51	77.03 %	5,446.00	0.00 %		0.00 %	
CBM1	30.09	22.16	-7.88	73.63 %	8,924.00	0.00 %		0.00 %	
DKI1	34.52	24.61	-3.36	71.30 %	19,720.00	0.00 %		0.00 %	
NKI1	24.96	17.60	-7.94	70.51 %	6,049.00	0.00 %		0.00 %	
MDU4	26.32	18.38	-11.16	69.83 %	7,435.00	0.00 %		0.00 %	
MLR1	22.07	15.10	-5.11	68.42 %	10,625.00	0.00 %		0.00 %	
MPA1	34.27	23.10	-2.18	67.39 %	15,495.00	0.00 %		0.00 %	
CMR1	16.86	11.31	-5.28	67.05 %	6,257.00	0.00 %		0.00 %	
KPT1	20.87	13.78	-3.65	66.06 %	6,318.00	0.00 %		0.00 %	
TEN2	31.99	20.69	-6.78	64.66 %	4,986.00	0.00 %		0.00 %	
TPT1	30.24	19.37	-8.66	64.06 %	13,008.00	0.00 %		0.00 %	
USL1	23.89	15.22	-8.71	63.69 %	9,786.00	0.00 %		0.00 %	
MDU3	32.03	20.35	-11.18	63.52 %	6,644.00	0.00 %		0.00 %	
ADP1	23.32	14.81	-5.79	63.50 %	7,589.00	0.00 %		0.00 %	
KKD3	56.47	35.77	-7.26	63.35 %	26,936.00	0.00 %		0.00 %	
NTM1	21.11	13.28	-7.36	62.89 %	6,209.00	0.00 %		0.00 %	
ODM1	19.87	11.64	-12.24	58.59 %	4,079.00	0.00 %		0.00 %	
PNI1	14.57	8.36	-4.51	57.37 %	2,625.00	0.00 %		0.00 %	
PVI1	39.66	21.57	-5.76	54.39 %	11,757.00	0.00 %		0.00 %	
ATG1	43.91	22.72	-11.56	51.74 %	11,033.00	0.00 %		0.00 %	
MDU7	45.30	22.52	-7.89	49.72 %	7,472.00	0.00 %		0.00 %	
KYK1	25.56	11.24	-5.13	43.99 %	4,134.00	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)
VEL4	53.34	55.75	-7.70	104.51 %	16,918.00	20.00 %	3,383.60	0.00 %	3,383.60
CYR1	21.14	21.71	-3.76	102.71 %	12,277.00	20.00 %	2,455.40	0.00 %	2,455.40
VNB1	32.93	33.14	-3.31	100.62 %	17,015.00	20.00 %	3,403.00	0.00 %	3,403.00
SLG1	19.64	18.36	-4.68	93.47 %	8,903.00	10.00 %	890.30	0.00 %	890.30
ABR1	38.51	35.61	-7.35	92.46 %	15,955.00	10.00 %	1,595.50	0.00 %	1,595.50
AKM1	38.29	34.89	-5.44	91.14 %	14,622.00	10.00 %	1,462.20	0.00 %	1,462.20
CPT1	16.19	14.65	-2.39	90.53 %	9,493.00	10.00 %	949.30	0.00 %	949.30
UGI1	19.87	17.72	-5.29	89.14 %	6,078.00	0.00 %		0.00 %	
ANI1	20.28	15.98	-5.56	78.81 %	7,062.00	0.00 %		0.00 %	
TRR1	51.92	40.09	-9.94	77.21 %	15,206.00	0.00 %		0.00 %	
VEL1	27.47	20.77	-6.87	75.62 %	9,408.00	0.00 %		0.00 %	
SBR1	51.81	38.83	-5.96	74.94 %	28,114.00	0.00 %		0.00 %	
GDM1	28.50	20.78	-7.07	72.91 %	7,095.00	0.00 %		0.00 %	
KPM1	33.80	24.42	-7.32	72.24 %	6,068.00	0.00 %		0.00 %	
BGR1	24.70	17.78	-4.94	71.96 %	11,092.00	0.00 %		0.00 %	
VEL2	57.39	40.96	-6.24	71.37 %	22,226.00	0.00 %		0.00 %	
PLR1	26.37	18.73	-4.74	71.03 %	6,823.00	0.00 %		0.00 %	
KPM2	108.16	76.82	-5.77	71.03 %	30,697.00	0.00 %		0.00 %	
VEL3	51.62	36.62	-7.16	70.95 %	20,417.00	0.00 %		0.00 %	
WJP1	30.42	21.30	-5.27	70.00 %	10,336.00	0.00 %		0.00 %	
VSI1	34.90	24.22	-6.76	69.39 %	12,415.00	0.00 %		0.00 %	
ARC2	33.49	22.29	-3.42	66.55 %	11,547.00	0.00 %		0.00 %	
TRL1	55.62	33.18	-8.58	59.65 %	20,212.00	0.00 %		0.00 %	
TRT1	22.24	12.69	-9.61	57.06 %	4,664.00	0.00 %		0.00 %	
WJD1	40.92	23.17	-4.21	56.63 %	11,480.00	0.00 %		0.00 %	
PTU1	13.76	7.75	-6.75	56.31 %	1,463.00	0.00 %		0.00 %	
CGM1	51.67	20.83	-5.96	40.32 %	9,357.00	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)
VCM1	8.01	9.70	-4.65	121.07 %	5,149.00	20.00 %	1,029.80	0.00 %	1,029.80
PRT1	28.77	33.89	-8.96	117.78 %	7,391.00	20.00 %	1,478.20	0.00 %	1,478.20
MKM1	16.74	18.53	-3.89	110.68 %	11,321.00	20.00 %	2,264.20	0.00 %	2,264.20
KML1	21.87	22.04	-4.41	100.79 %	10,880.00	20.00 %	2,176.00	0.00 %	2,176.00
KLM1	48.38	43.17	-5.84	89.23 %	28,202.00	0.00 %		0.00 %	
CDM1	47.49	42.29	-8.29	89.06 %	15,921.00	0.00 %		0.00 %	
TVM1	20.71	17.72	-7.17	85.56 %	5,486.00	0.00 %		0.00 %	
CUD1	91.20	74.35	-4.93	81.52 %	34,184.00	0.00 %		0.00 %	
VPM2	44.20	35.24	-5.78	79.73 %	15,972.00	0.00 %		0.00 %	
NVL2	37.79	29.86	-7.31	79.03 %	12,085.00	0.00 %		0.00 %	
STP1	14.73	11.46	-6.06	77.78 %	4,115.00	0.00 %		0.00 %	
TVM2	29.47	22.84	-9.22	77.50 %	4,713.00	0.00 %		0.00 %	
SJI2	53.13	34.95	-9.08	65.78 %	15,511.00	0.00 %		0.00 %	
ULP1	50.92	31.77	-10.12	62.39 %	9,458.00	0.00 %		0.00 %	
POY2	59.46	37.02	-7.45	62.27 %	14,270.00	0.00 %		0.00 %	
POY1	73.37	45.54	-8.64	62.08 %	24,237.00	0.00 %		0.00 %	
VPM1	16.01	9.92	-3.32	61.95 %	4,261.00	0.00 %		0.00 %	
TRK1	73.67	45.06	-7.25	61.16 %	24,034.00	0.00 %		0.00 %	
VCM2	25.62	15.66	-7.64	61.13 %	6,172.00	0.00 %		0.00 %	
KKI2	40.62	24.82	-6.39	61.12 %	13,043.00	0.00 %		0.00 %	
TDM1	42.87	21.70	-8.80	50.61 %	7,242.00	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)
TVR1	23.32	25.13	-4.19	107.77 %	15,026.00	20.00 %	3,005.20	0.00 %	3,005.20
JKM1	32.05	32.94	-3.81	102.75 %	16,681.00	20.00 %	3,336.20	0.00 %	3,336.20
MVM1	58.31	56.32	-3.05	96.58 %	35,052.00	15.00 %	5,257.80	0.00 %	5,257.80
TVR2	51.98	48.66	-6.76	93.62 %	21,240.00	10.00 %	2,124.00	0.00 %	2,124.00
TRY3	29.53	26.90	-10.95	91.09 %	7,307.00	10.00 %	730.70	0.00 %	730.70
PBR1	18.87	16.84	-5.64	89.23 %	5,156.00	0.00 %		0.00 %	
TTP1	33.57	29.52	-2.67	87.95 %	12,839.00	0.00 %		0.00 %	
KUM1	62.35	53.24	-11.46	85.38 %	20,917.00	0.00 %		0.00 %	
AYR1	27.65	23.58	-6.86	85.27 %	7,038.00	0.00 %		0.00 %	
PDK2	39.39	32.30	-4.47	82.01 %	17,541.00	0.00 %		0.00 %	
KRN1	23.61	18.94	-3.56	80.21 %	6,768.00	0.00 %		0.00 %	
NCK1	17.54	13.84	-4.88	78.93 %	8,000.00	0.00 %		0.00 %	
PBR2	65.69	50.48	-5.64	76.85 %	21,794.00	0.00 %		0.00 %	
TRY4	45.98	35.00	-8.63	76.12 %	15,190.00	0.00 %		0.00 %	
KIK1	32.31	23.76	-3.62	73.52 %	12,472.00	0.00 %		0.00 %	
KUM2	34.65	25.44	-4.01	73.41 %	18,733.00	0.00 %		0.00 %	
MDI1	33.13	23.72	-8.66	71.60 %	7,856.00	0.00 %		0.00 %	
NGT1	46.46	33.27	-3.38	71.59 %	24,885.00	0.00 %		0.00 %	
PTK1	51.54	36.70	-4.80	71.20 %	21,961.00	0.00 %		0.00 %	
TNJ2	53.01	36.83	-6.78	69.48 %	16,696.00	0.00 %		0.00 %	
MSI1	30.27	20.94	-2.37	69.16 %	13,209.00	0.00 %		0.00 %	
TNJ1	63.75	44.08	-6.52	69.15 %	16,457.00	0.00 %		0.00 %	
TYR1	44.60	28.94	-5.07	64.89 %	11,751.00	0.00 %		0.00 %	
APM1	13.41	8.65	-1.60	64.56 %	5,910.00	0.00 %		0.00 %	
TRY1	224.97	132.84	-10.59	59.05 %	49,262.00	0.00 %		0.00 %	
NMM1	23.22	12.72	-3.34	54.77 %	6,401.00	0.00 %		0.00 %	
ORU1	24.24	12.68	-4.26	52.32 %	6,964.00	0.00 %		0.00 %	
PDK1	22.82	11.66	-3.06	51.08 %	8,600.00	0.00 %		0.00 %	
TRY2	17.84	6.35	-6.06	35.60 %	5,479.00	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	59.87	43.19	-9.10	72.14 %	17,367.00	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	19.89	26.05	-4.74	130.94 %	11,185.00	20.00 %	2,237.00	0.00 %	2,237.00
ATU1	32.95	31.78	-5.41	96.46 %	14,774.00	15.00 %	2,216.10	0.00 %	2,216.10
SLM2	27.34	23.96	-11.70	87.61 %	9,035.00	0.00 %		0.00 %	
DPR1	16.49	14.24	-2.66	86.34 %	7,127.00	0.00 %		0.00 %	
PMP1	29.63	24.55	-4.29	82.84 %	7,084.00	0.00 %		0.00 %	
PLC1	18.59	14.58	-1.71	78.42 %	9,634.00	0.00 %		0.00 %	
KAM1	20.27	15.79	-3.89	77.93 %	9,090.00	0.00 %		0.00 %	
SLM3	38.89	29.86	-3.28	76.80 %	15,184.00	0.00 %		0.00 %	
MTR1	30.02	21.57	-3.77	71.85 %	14,780.00	0.00 %		0.00 %	
APN1	22.99	16.10	-1.94	70.05 %	11,302.00	0.00 %		0.00 %	
DPR2	18.14	12.55	-3.87	69.18 %	3,956.00	0.00 %		0.00 %	
OML1	35.70	24.33	-2.33	68.14 %	9,618.00	0.00 %		0.00 %	
KVP1	21.54	14.32	-4.50	66.45 %	4,982.00	0.00 %		0.00 %	
BMD1	21.13	13.98	-3.02	66.16 %	6,432.00	0.00 %		0.00 %	
HRR1	24.90	16.43	-5.38	65.99 %	6,228.00	0.00 %		0.00 %	
EPI1	28.62	18.19	-3.21	63.56 %	12,308.00	0.00 %		0.00 %	
HSR1	39.17	24.64	-2.51	62.90 %	15,475.00	0.00 %		0.00 %	
PNG1	19.52	12.14	-2.11	62.18 %	6,282.00	0.00 %		0.00 %	
SGI1	26.06	15.64	-1.47	60.01 %	10,061.00	0.00 %		0.00 %	
SLM1	75.57	44.14	-4.75	58.41 %	17,349.00	0.00 %		0.00 %	
HSR2	66.49	38.45	-2.10	57.82 %	21,945.00	0.00 %		0.00 %	
VPD1	37.65	21.59	-2.25	57.35 %	12,997.00	0.00 %		0.00 %	
TRM1	49.22	26.65	-3.55	54.14 %	11,812.00	0.00 %		0.00 %	
MCR1	35.22	18.59	-2.06	52.78 %	11,041.00	0.00 %		0.00 %	
EDP1	14.90	7.14	-1.20	47.93 %	4,611.00	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)
CBE1	19.27	21.14	-4.24	109.72 %	9,202.00	20.00 %	1,840.40	0.00 %	1,840.40
CBE6	27.97	30.32	-4.16	108.41 %	16,331.00	20.00 %	3,266.20	0.00 %	3,266.20
UMP1	18.87	16.91	-4.79	89.63 %	8,164.00	0.00 %		0.00 %	
MPM1	25.11	21.30	-1.44	84.81 %	7,855.00	0.00 %		0.00 %	
GDR1	18.03	15.02	-2.95	83.29 %	4,398.00	0.00 %		0.00 %	
KGI1	26.84	21.71	-2.96	80.90 %	4,881.00	0.00 %		0.00 %	
SUL1	17.44	12.57	-5.41	72.11 %	8,726.00	0.00 %		0.00 %	
KMR1	46.92	33.35	-3.45	71.08 %	17,186.00	0.00 %		0.00 %	
PLI1	28.58	18.89	-4.45	66.10 %	11,274.00	0.00 %		0.00 %	
ANR1	7.86	5.02	-3.95	63.89 %	1,179.00	0.00 %		0.00 %	
CBE4	35.01	22.15	-2.48	63.26 %	14,328.00	0.00 %		0.00 %	
SNR1	27.36	17.27	-7.03	63.12 %	8,876.00	0.00 %		0.00 %	
CNR1	25.47	15.61	-3.19	61.30 %	5,433.00	0.00 %		0.00 %	
CBE2	122.09	73.65	-4.65	60.33 %	30,946.00	0.00 %		0.00 %	
DPM2	23.66	13.39	-1.23	56.59 %	8,519.00	0.00 %		0.00 %	
CBE5	13.55	7.54	-1.74	55.61 %	7,555.00	0.00 %		0.00 %	
UAM1	47.48	25.85	-2.52	54.44 %	10,666.00	0.00 %		0.00 %	
CBE3	12.07	6.30	-4.62	52.20 %	5,362.00	0.00 %		0.00 %	
PDM1	13.79	6.86	-2.44	49.75 %	5,986.00	0.00 %		0.00 %	
PPI1	20.29	9.96	-4.63	49.08 %	3,609.00	0.00 %		0.00 %	
KMD1	20.39	8.89	-2.23	43.59 %	2,641.00	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	1.43	2.12	-10.16	148.25 %	597.00	20.00 %	119.40	0.00 %	119.40
CH37	16.00	15.07	-6.18	94.19 %	7,269.00	10.00 %	726.90	0.00 %	726.90
CH15	125.44	96.43	-5.12	76.88 %	43,185.00	0.00 %		0.00 %	
CH20	64.95	49.67	-6.18	76.48 %	20,777.00	0.00 %		0.00 %	
CH34	70.48	53.83	-6.45	76.37 %	13,591.00	0.00 %		0.00 %	
CH24	53.91	40.07	-9.23	74.34 %	18,271.00	0.00 %		0.00 %	
CH03	124.81	92.54	-5.14	74.14 %	55,311.00	0.00 %		0.00 %	
CH44	43.02	31.07	-8.18	72.23 %	12,856.00	0.00 %		0.00 %	
CH18	66.22	47.38	-3.60	71.56 %	24,698.00	0.00 %		0.00 %	
CH12	78.53	56.10	-6.97	71.43 %	24,901.00	0.00 %		0.00 %	
CH21	92.12	64.73	-6.58	70.26 %	27,915.00	0.00 %		0.00 %	
CH33	53.11	37.12	-4.66	69.88 %	14,665.00	0.00 %		0.00 %	
CH36	23.30	15.95	-6.40	68.45 %	5,861.00	0.00 %		0.00 %	
CH06	48.98	32.85	-7.65	67.05 %	12,696.00	0.00 %		0.00 %	
PON1	35.14	22.98	-6.05	65.40 %	12,779.00	0.00 %		0.00 %	
CH32	7.17	4.64	-8.92	64.82 %	1,063.00	0.00 %		0.00 %	
GPD1	40.58	25.73	-5.87	63.40 %	7,844.00	0.00 %		0.00 %	
CH27	18.69	11.83	-2.62	63.28 %	8,552.00	0.00 %		0.00 %	
CH46	26.62	16.84	-6.62	63.24 %	7,454.00	0.00 %		0.00 %	
CH23	25.01	15.69	-4.77	62.71 %	6,545.00	0.00 %		0.00 %	
CH17	48.33	29.62	-4.73	61.28 %	20,359.00	0.00 %		0.00 %	
CH41	43.18	24.89	-4.78	57.64 %	9,355.00	0.00 %		0.00 %	
UKI1	41.11	23.56	-5.54	57.31 %	7,631.00	0.00 %		0.00 %	
CH43	39.42	22.49	-7.30	57.05 %	9,723.00	0.00 %		0.00 %	
CH35	42.23	22.78	-3.58	53.95 %	11,291.00	0.00 %		0.00 %	
CH50	90.80	46.01	-5.19	50.68 %	18,683.00	0.00 %		0.00 %	
CH51	79.14	38.41	-11.13	48.53 %	14,163.00	0.00 %		0.00 %	
MJR1	57.39	27.54	-3.84	47.99 %	11,211.00	0.00 %		0.00 %	
MC05	16.26	6.78	-2.42	41.68 %	1,506.00	0.00 %		0.00 %	
CH31	25.30	8.81	-7.39	34.81 %	3,888.00	0.00 %		0.00 %	
MC06	18.95	5.61	-11.00	29.62 %	1,600.00	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)
STU2	18.70	16.18	-6.01	86.52 %	6,604.00	0.00 %		0.00 %	
MMT1	30.92	26.75	-4.74	86.51 %	7,287.00	0.00 %		0.00 %	
COL1	10.56	8.94	-5.05	84.70 %	5,388.00	0.00 %		0.00 %	
RND2	53.18	44.50	-5.81	83.69 %	29,863.00	0.00 %		0.00 %	
VNR2	90.39	73.19	-5.39	80.97 %	26,609.00	0.00 %		0.00 %	
TKS2	73.38	59.06	-8.03	80.48 %	23,139.00	0.00 %		0.00 %	
PKD1	37.31	29.54	-1.87	79.19 %	25,384.00	0.00 %		0.00 %	
VLY1	62.86	48.25	-5.40	76.77 %	29,830.00	0.00 %		0.00 %	
APK1	29.89	22.71	-8.35	75.98 %	12,429.00	0.00 %		0.00 %	
SKD1	25.17	18.73	-7.49	74.41 %	8,874.00	0.00 %		0.00 %	
TUT1	211.09	156.06	-5.22	73.93 %	89,756.00	0.00 %		0.00 %	
APK2	30.72	22.20	-8.40	72.27 %	7,436.00	0.00 %		0.00 %	
SVK1	47.43	34.23	-7.38	72.17 %	21,545.00	0.00 %		0.00 %	
KYR1	22.38	15.82	-3.60	70.71 %	9,358.00	0.00 %		0.00 %	
ARM1	19.21	13.37	-5.34	69.60 %	8,124.00	0.00 %		0.00 %	
TKY1	31.12	21.12	-4.34	67.89 %	9,420.00	0.00 %		0.00 %	
TKS1	52.37	35.52	-7.45	67.84 %	14,324.00	0.00 %		0.00 %	
NGR1	135.29	90.51	-8.61	66.90 %	30,548.00	0.00 %		0.00 %	
ASM1	26.08	17.38	-6.40	66.66 %	9,728.00	0.00 %		0.00 %	
MAR1	73.28	48.40	-7.61	66.05 %	19,173.00	0.00 %		0.00 %	
TCN1	43.96	29.01	-5.52	66.00 %	14,424.00	0.00 %		0.00 %	
RND1	63.24	41.37	-6.35	65.41 %	27,215.00	0.00 %		0.00 %	
VKM1	23.85	15.15	-3.00	63.53 %	9,249.00	0.00 %		0.00 %	
KSM1	34.34	21.60	-3.82	62.91 %	9,128.00	0.00 %		0.00 %	
ERL2	43.64	27.00	-3.86	61.86 %	24,356.00	0.00 %		0.00 %	
PDI1	26.63	16.19	-7.68	60.80 %	9,008.00	0.00 %		0.00 %	
TUT2	90.39	54.62	-6.99	60.43 %	32,619.00	0.00 %		0.00 %	
SNL1	33.83	20.02	-9.72	59.16 %	9,551.00	0.00 %		0.00 %	
UDN1	33.29	19.16	-6.67	57.55 %	9,446.00	0.00 %		0.00 %	
TYI1	40.60	22.48	-5.57	55.36 %	14,166.00	0.00 %		0.00 %	
VNR1	30.51	16.27	-4.67	53.32 %	6,949.00	0.00 %		0.00 %	
KGL1	24.67	12.97	-2.92	52.55 %	9,298.00	0.00 %		0.00 %	
TVL1	249.93	125.36	-6.81	50.16 %	60,849.00	0.00 %		0.00 %	
KVT1	122.21	60.72	-5.50	49.69 %	34,230.00	0.00 %		0.00 %	
RPM1	85.91	33.88	-8.25	39.43 %	19,484.00	0.00 %		0.00 %	
SDI1	45.19	17.57	-8.59	38.88 %	5,440.00	0.00 %		0.00 %	
SGT1	29.50	11.45	-6.31	38.83 %	3,693.00	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)
AVI1	17.17	20.12	-5.04	117.16 %	5,914.00	20.00 %	1,182.80	0.00 %	1,182.80
SGG1	7.79	7.72	-3.65	99.10 %	2,396.00	15.00 %	359.40	0.00 %	359.40
CMI1	12.37	12.02	-4.01	97.15 %	6,847.00	15.00 %	1,027.05	0.00 %	1,027.05
ERD1	37.23	30.38	-4.75	81.61 %	17,663.00	0.00 %		0.00 %	
KGM1	16.53	13.27	-3.82	80.29 %	4,556.00	0.00 %		0.00 %	
ERD2	46.34	36.93	-5.77	79.69 %	27,552.00	0.00 %		0.00 %	
PDR1	13.22	9.42	-1.13	71.27 %	8,117.00	0.00 %		0.00 %	
KMM1	13.31	8.68	-4.16	65.24 %	5,004.00	0.00 %		0.00 %	
TCG1	19.51	12.59	-4.29	64.54 %	12,868.00	0.00 %		0.00 %	
TPR1	36.78	22.79	-5.74	61.97 %	11,766.00	0.00 %		0.00 %	
RSP1	20.69	12.46	-3.32	60.23 %	11,496.00	0.00 %		0.00 %	
GBM1	26.46	15.60	-3.02	58.95 %	7,978.00	0.00 %		0.00 %	
SYM2	20.46	11.55	-5.52	56.47 %	5,685.00	0.00 %		0.00 %	
NKL2	60.51	30.23	-4.42	49.96 %	19,797.00	0.00 %		0.00 %	
TPR2	41.27	19.78	-6.59	47.93 %	5,532.00	0.00 %		0.00 %	
VKL1	15.37	7.07	-2.17	46.00 %	4,042.00	0.00 %		0.00 %	
TPR4	14.05	5.92	-4.75	42.18 %	1,685.00	0.00 %		0.00 %	
TPR3	22.45	5.17	-7.42	23.03 %	1,975.00	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)
KLR1	30.07	23.26	-3.10	77.36 %	14,766.00	0.00 %		0.00 %	
TVP1	97.47	63.58	-9.38	65.23 %	36,310.00	0.00 %		0.00 %	
PAS1	43.90	24.18	-3.89	55.07 %	13,543.00	0.00 %		0.00 %	
PNL1	36.82	17.68	-5.61	48.01 %	8,898.00	0.00 %		0.00 %	
KOM1	96.75	38.32	-3.70	39.60 %	22,399.00	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	40.47	10.75	-15.60	26.56 %	1,760.00	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	24.81	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	63.53	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	(3.07)	-38.79	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.23	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	2.25	15.75	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	(3.26)	-11.10	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.31	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(1.74)	-23.17	0.00 %	0.00	0.00 %		0.00 %	
W3SD	0.00	0.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(18.87)	-18.57	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	5.79	26.20	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(5.42)	-11.58	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(1.21)	-16.06	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(6.20)	-12.47	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(3.01)	-18.07	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(2.20)	-12.06	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(3.96)	-7.74	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(3.46)	-22.42	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(5.51)	-19.23	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.86)	-21.64	0.00 %	0.00	0.00 %		0.00 %	
WKOC	0.00	(0.25)	-6.73	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(8.92)	-12.05	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	4.71	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	3.83	0.00	0.00 %	0.00	0.00 %		0.00 %	