

Accu.Target 16,594.25 L	Sales 11,903.54 L	Achieved % 71.73 %	HO Budget+ % 0.00 %	Total Com. 56.46 L
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Note : Sales Period is From :01-Sep-2026 To :11-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	706.64	558.25	79.00 %	0.00	0.00 %	0.00
TRICHY-01	1,713.34	1,335.23	77.93 %	0.00	0.00 %	0.00
NORTH ARCOT	1,381.81	1,058.66	76.61 %	0.00	0.00 %	0.00
CHENNAI-01	1,965.19	1,505.05	76.59 %	0.00	0.00 %	0.00
SOUTH-03	1,640.23	1,225.75	74.73 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,161.91	864.27	74.38 %	0.00	0.00 %	0.00
WEST-02	1,060.00	727.51	68.63 %	0.00	0.00 %	0.00
WEST-03	607.07	410.33	67.59 %	0.00	0.00 %	0.00
WEST-01	822.31	542.46	65.97 %	0.00	0.00 %	0.00
CHENNAI-02	2,086.73	1,373.58	65.82 %	0.00	0.00 %	0.00
SOUTH-01	2,891.66	1,866.34	64.54 %	0.00	0.00 %	0.00
KL-CENTRAL	82.32	51.03	61.99 %	0.00	0.00 %	0.00
KL-SOUTH	419.39	241.03	57.47 %	0.00	0.00 %	0.00
HYDERABAD-01	55.64	18.36	32.99 %	0.00	0.00 %	0.00
OTHERS	0.00	125.69	0.00 %	0.00	0.00 %	0.00
Total	16,594.25	11,903.54	71.73 %		0.00 %	

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BSY1	103.25	98.48	-5.53	95.38 %	49,237.00	15.00 %	7,385.55	0.00 %	7,385.55
KZD1	499.54	369.28	-9.82	73.92 %	143,225.00	0.00 %		0.00 %	
VLC1	103.84	50.38	-7.27	48.52 %	20,970.00	0.00 %		0.00 %	
KNU1	0.00	40.11	-8.34	0.00 %	14,312.00	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	32.06	36.20	-3.73	112.88 %	24,130.00	20.00 %	4,826.00	0.00 %	4,826.00
MVM1	80.18	80.47	-3.35	100.36 %	54,822.00	20.00 %	10,964.40	0.00 %	10,964.40
JKM1	44.07	43.08	-3.59	97.74 %	23,314.00	15.00 %	3,497.10	0.00 %	3,497.10
TTP1	46.16	44.33	-2.32	96.04 %	17,911.00	15.00 %	2,686.65	0.00 %	2,686.65
TVR2	71.47	68.62	-6.99	96.02 %	31,569.00	15.00 %	4,735.35	0.00 %	4,735.35
AYR1	38.02	36.32	-6.66	95.54 %	12,480.00	15.00 %	1,872.00	0.00 %	1,872.00
KIK1	44.43	42.24	-5.15	95.08 %	22,571.00	15.00 %	3,385.65	0.00 %	3,385.65
TRY3	40.60	38.19	-10.36	94.04 %	13,782.00	10.00 %	1,378.20	0.00 %	1,378.20
KRN1	32.47	28.07	-3.68	86.45 %	10,591.00	0.00 %		0.00 %	
MDI1	45.55	39.06	-10.53	85.75 %	13,316.00	0.00 %		0.00 %	
PBR1	25.94	21.87	-5.77	84.30 %	7,987.00	0.00 %		0.00 %	
KUM1	85.73	70.72	-10.20	82.49 %	32,071.00	0.00 %		0.00 %	
PDK2	54.16	44.35	-5.32	81.89 %	22,753.00	0.00 %		0.00 %	
PTK1	70.87	57.78	-5.19	81.53 %	36,356.00	0.00 %		0.00 %	
NGT1	63.89	50.89	-3.28	79.65 %	36,627.00	0.00 %		0.00 %	
KUM2	47.64	37.82	-3.82	79.38 %	30,261.00	0.00 %		0.00 %	
TRY4	63.22	49.86	-7.50	78.87 %	22,779.00	0.00 %		0.00 %	
PBR2	90.32	70.14	-5.53	77.66 %	31,212.00	0.00 %		0.00 %	
NCK1	24.11	18.22	-4.94	75.57 %	8,744.00	0.00 %		0.00 %	
TNJ1	87.66	65.30	-6.30	74.49 %	26,422.00	0.00 %		0.00 %	
MSI1	41.62	29.22	-2.20	70.20 %	18,716.00	0.00 %		0.00 %	
TNJ2	72.89	50.94	-5.54	69.89 %	26,141.00	0.00 %		0.00 %	
TYR1	61.33	41.80	-4.70	68.16 %	18,082.00	0.00 %		0.00 %	
APM1	18.43	11.94	-1.44	64.80 %	9,207.00	0.00 %		0.00 %	
TRY1	309.34	190.13	-10.53	61.46 %	75,709.00	0.00 %		0.00 %	
NMM1	31.92	19.47	-3.23	60.98 %	12,544.00	0.00 %		0.00 %	
ORU1	33.33	18.41	-4.30	55.24 %	9,192.00	0.00 %		0.00 %	
PDK1	31.37	16.77	-2.36	53.46 %	11,291.00	0.00 %		0.00 %	
TRY2	24.53	13.02	-8.69	53.08 %	8,090.00	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	73.35	76.63	-7.66	104.48 %	22,606.00	20.00 %	4,521.20	0.00 %	4,521.20
CYR1	29.07	28.02	-4.27	96.40 %	15,121.00	15.00 %	2,268.15	0.00 %	2,268.15
SLG1	27.00	25.43	-3.80	94.16 %	13,098.00	10.00 %	1,309.80	0.00 %	1,309.80
SBR1	71.24	66.26	-5.92	93.02 %	44,392.00	10.00 %	4,439.20	0.00 %	4,439.20
VNB1	45.28	41.79	-2.89	92.28 %	20,920.00	10.00 %	2,092.00	0.00 %	2,092.00
ABR1	52.96	48.66	-7.61	91.89 %	20,159.00	10.00 %	2,015.90	0.00 %	2,015.90
CPT1	22.26	20.41	-2.19	91.69 %	14,829.00	10.00 %	1,482.90	0.00 %	1,482.90
AKM1	52.64	48.23	-5.36	91.61 %	22,434.00	10.00 %	2,243.40	0.00 %	2,243.40
UGI1	27.33	23.79	-4.78	87.07 %	8,357.00	0.00 %		0.00 %	
ANI1	27.88	22.65	-5.25	81.22 %	10,839.00	0.00 %		0.00 %	
GDM1	39.19	30.88	-7.63	78.78 %	11,317.00	0.00 %		0.00 %	
KPM1	46.47	36.28	-7.33	78.07 %	10,532.00	0.00 %		0.00 %	
TRR1	71.39	55.68	-9.36	77.99 %	20,450.00	0.00 %		0.00 %	
VEL3	70.98	54.45	-8.43	76.72 %	27,346.00	0.00 %		0.00 %	
VEL2	78.91	60.33	-6.63	76.46 %	28,759.00	0.00 %		0.00 %	
BGR1	33.97	25.82	-4.48	76.01 %	14,401.00	0.00 %		0.00 %	
VEL1	37.77	28.28	-6.75	74.86 %	11,874.00	0.00 %		0.00 %	
KPM2	148.72	107.49	-5.87	72.28 %	43,629.00	0.00 %		0.00 %	
PLR1	36.25	24.80	-5.61	68.40 %	8,754.00	0.00 %		0.00 %	
PTU1	18.92	12.81	-7.78	67.69 %	3,544.00	0.00 %		0.00 %	
WJP1	41.83	27.88	-4.73	66.65 %	13,294.00	0.00 %		0.00 %	
WJD1	56.26	36.76	-4.41	65.34 %	17,681.00	0.00 %		0.00 %	
VSI1	47.99	31.33	-7.31	65.29 %	14,383.00	0.00 %		0.00 %	
TRT1	30.58	19.56	-9.07	63.96 %	5,997.00	0.00 %		0.00 %	
TRL1	76.47	47.74	-8.70	62.43 %	25,601.00	0.00 %		0.00 %	
ARC2	46.05	28.51	-3.66	61.91 %	16,714.00	0.00 %		0.00 %	
CGM1	71.05	28.21	-6.12	39.71 %	11,796.00	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)
MC09	9.89	11.99	-7.83	121.25 %	4,501.00	20.00 %	900.20	0.00 %	900.20
CGL1	37.18	38.36	-8.20	103.18 %	12,623.00	20.00 %	2,524.60	0.00 %	2,524.60
CH25	65.34	63.22	-8.34	96.76 %	22,933.00	15.00 %	3,439.95	0.00 %	3,439.95
AVD1	72.65	69.51	-8.24	95.68 %	25,983.00	15.00 %	3,897.45	0.00 %	3,897.45
CH08	56.50	52.84	-8.89	93.53 %	32,595.00	10.00 %	3,259.50	0.00 %	3,259.50
KNR1	44.26	41.25	-4.74	93.21 %	22,936.00	10.00 %	2,293.60	0.00 %	2,293.60
CH30	71.09	62.26	-5.12	87.58 %	33,715.00	0.00 %		0.00 %	
CH45	71.79	62.59	-6.95	87.19 %	22,752.00	0.00 %		0.00 %	
CH47	115.28	99.89	-6.10	86.65 %	37,699.00	0.00 %		0.00 %	
CH28	73.56	63.11	-1.93	85.80 %	50,654.00	0.00 %		0.00 %	
CH22	52.90	45.18	-6.81	85.42 %	12,943.00	0.00 %		0.00 %	
GUD1	63.48	51.45	-4.79	81.06 %	37,566.00	0.00 %		0.00 %	
CH49	92.31	73.93	-6.60	80.09 %	35,286.00	0.00 %		0.00 %	
CH16	129.68	102.29	-6.14	78.87 %	49,376.00	0.00 %		0.00 %	
CH05	99.65	78.43	-9.14	78.71 %	38,571.00	0.00 %		0.00 %	
CH07	92.80	71.74	-7.34	77.31 %	25,766.00	0.00 %		0.00 %	
SKL1	42.86	32.81	-5.11	76.55 %	19,180.00	0.00 %		0.00 %	
TKM1	36.74	27.80	-2.51	75.66 %	16,328.00	0.00 %		0.00 %	
CH48	84.69	64.07	-2.99	75.65 %	37,938.00	0.00 %		0.00 %	
CH38	54.48	38.68	-4.36	71.01 %	19,845.00	0.00 %		0.00 %	
CH26	16.99	11.86	-5.95	69.78 %	5,436.00	0.00 %		0.00 %	
CH19	102.43	65.31	-7.58	63.76 %	32,961.00	0.00 %		0.00 %	
CH14	147.73	92.84	-7.34	62.84 %	41,107.00	0.00 %		0.00 %	
GUD2	56.95	35.58	-5.02	62.48 %	20,299.00	0.00 %		0.00 %	
CH42	107.35	65.80	-5.93	61.29 %	31,266.00	0.00 %		0.00 %	
CH39	41.04	21.81	-7.17	53.15 %	13,342.00	0.00 %		0.00 %	
MRM1	75.95	38.08	-4.76	50.13 %	15,726.00	0.00 %		0.00 %	
CH40	38.46	17.76	-1.87	46.17 %	1,518.00	0.00 %		0.00 %	
CH29	11.18	4.58	-3.93	41.02 %	2,979.00	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	25.64	31.98	-6.35	124.69 %	23,355.00	20.00 %	4,671.00	0.00 %	4,671.00
DGL1	88.78	85.05	-12.07	95.80 %	33,105.00	15.00 %	4,965.75	0.00 %	4,965.75
SGP1	19.42	18.35	-4.31	94.48 %	15,382.00	10.00 %	1,538.20	0.00 %	1,538.20
PKM1	20.36	18.86	-5.68	92.61 %	11,491.00	10.00 %	1,149.10	0.00 %	1,149.10
MDU6	61.56	56.31	-8.10	91.46 %	24,820.00	10.00 %	2,482.00	0.00 %	2,482.00
BNR1	28.89	26.24	-8.37	90.84 %	10,927.00	10.00 %	1,092.70	0.00 %	1,092.70
TDI1	28.95	26.24	-5.90	90.64 %	14,106.00	10.00 %	1,410.60	0.00 %	1,410.60
MDU5	28.03	24.94	-4.60	88.98 %	15,222.00	0.00 %		0.00 %	
BTU1	20.73	18.42	-9.12	88.88 %	7,699.00	0.00 %		0.00 %	
SVG1	34.43	29.98	-8.31	87.06 %	13,818.00	0.00 %		0.00 %	
MDU1	174.55	145.10	-13.58	83.13 %	40,110.00	0.00 %		0.00 %	
DGL2	33.56	27.43	-9.44	81.73 %	11,160.00	0.00 %		0.00 %	
TEN1	39.53	31.78	-6.89	80.39 %	11,232.00	0.00 %		0.00 %	
TMM1	50.03	40.08	-8.43	80.11 %	18,029.00	0.00 %		0.00 %	
MDU2	89.30	69.17	-9.20	77.46 %	28,364.00	0.00 %		0.00 %	
DKI1	47.46	36.61	-3.33	77.14 %	30,208.00	0.00 %		0.00 %	
CBM1	41.38	31.63	-7.27	76.45 %	15,082.00	0.00 %		0.00 %	
MNM1	19.24	14.23	-2.40	73.98 %	11,933.00	0.00 %		0.00 %	
KPT1	28.69	20.94	-3.18	73.00 %	10,967.00	0.00 %		0.00 %	
MDU3	44.04	31.94	-10.65	72.51 %	10,543.00	0.00 %		0.00 %	
TPT1	41.58	29.99	-8.23	72.11 %	19,482.00	0.00 %		0.00 %	
MLR1	30.35	21.13	-4.44	69.61 %	14,689.00	0.00 %		0.00 %	
PNV2	27.63	19.08	-11.19	69.07 %	6,747.00	0.00 %		0.00 %	
MPA1	47.12	31.80	-2.26	67.48 %	20,616.00	0.00 %		0.00 %	
NKI1	34.32	23.10	-8.00	67.32 %	9,036.00	0.00 %		0.00 %	
NTM1	29.03	19.38	-6.04	66.75 %	10,452.00	0.00 %		0.00 %	
CMR1	23.19	15.22	-5.16	65.66 %	6,843.00	0.00 %		0.00 %	
USL1	32.85	21.43	-8.21	65.25 %	11,260.00	0.00 %		0.00 %	
MDU4	36.19	23.09	-11.03	63.80 %	9,467.00	0.00 %		0.00 %	
KKD3	77.65	48.82	-6.60	62.88 %	40,223.00	0.00 %		0.00 %	
ATG1	60.38	37.34	-11.15	61.84 %	17,275.00	0.00 %		0.00 %	
PNI1	20.03	12.31	-4.63	61.48 %	5,022.00	0.00 %		0.00 %	
TEN2	43.99	26.91	-6.00	61.17 %	6,818.00	0.00 %		0.00 %	
ADP1	32.06	18.85	-6.36	58.80 %	8,684.00	0.00 %		0.00 %	
ODM1	27.32	15.67	-10.54	57.35 %	5,324.00	0.00 %		0.00 %	
MDU7	62.28	32.56	-7.52	52.27 %	10,424.00	0.00 %		0.00 %	
PVI1	54.53	27.24	-6.45	49.96 %	15,367.00	0.00 %		0.00 %	
KYK1	35.14	16.54	-4.49	47.06 %	8,681.00	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)
PRT1	39.56	46.19	-9.11	116.74 %	11,517.00	20.00 %	2,303.40	0.00 %	2,303.40
MKM1	23.02	25.00	-4.55	108.59 %	13,182.00	20.00 %	2,636.40	0.00 %	2,636.40
VCM1	11.01	11.53	-5.50	104.65 %	5,740.00	20.00 %	1,148.00	0.00 %	1,148.00
CDM1	65.29	58.80	-8.23	90.06 %	23,154.00	10.00 %	2,315.40	0.00 %	2,315.40
KML1	30.07	26.18	-3.67	87.07 %	14,748.00	0.00 %		0.00 %	
CUD1	125.40	108.99	-4.68	86.91 %	49,782.00	0.00 %		0.00 %	
KLM1	66.52	55.20	-5.71	82.98 %	31,371.00	0.00 %		0.00 %	
NVL2	51.96	42.40	-7.39	81.61 %	17,488.00	0.00 %		0.00 %	
VPM2	60.78	48.54	-5.28	79.86 %	19,147.00	0.00 %		0.00 %	
TVM1	28.48	22.30	-7.10	78.31 %	7,545.00	0.00 %		0.00 %	
STP1	20.26	15.81	-5.94	78.02 %	6,013.00	0.00 %		0.00 %	
TVM2	40.52	30.87	-8.05	76.20 %	6,138.00	0.00 %		0.00 %	
POY1	100.88	69.14	-8.72	68.54 %	33,835.00	0.00 %		0.00 %	
SJI2	73.05	49.14	-8.54	67.27 %	23,170.00	0.00 %		0.00 %	
POY2	81.76	52.50	-7.39	64.21 %	21,306.00	0.00 %		0.00 %	
VCM2	35.23	22.46	-7.86	63.75 %	9,634.00	0.00 %		0.00 %	
VPM1	22.01	13.78	-4.40	62.57 %	6,317.00	0.00 %		0.00 %	
ULP1	70.01	43.75	-10.46	62.49 %	13,542.00	0.00 %		0.00 %	
KKI2	55.85	33.57	-6.54	60.12 %	14,972.00	0.00 %		0.00 %	
TRK1	101.30	58.87	-6.47	58.12 %	31,002.00	0.00 %		0.00 %	
TDM1	58.95	29.26	-9.26	49.63 %	9,049.00	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	27.35	32.49	-4.41	118.78 %	14,285.00	20.00 %	2,857.00	0.00 %	2,857.00
ATU1	45.31	45.73	-4.95	100.93 %	22,105.00	20.00 %	4,421.00	0.00 %	4,421.00
PMP1	40.74	32.42	-4.12	79.58 %	10,470.00	0.00 %		0.00 %	
SLM2	37.60	29.51	-9.89	78.49 %	12,208.00	0.00 %		0.00 %	
KAM1	27.87	21.32	-4.02	76.51 %	12,357.00	0.00 %		0.00 %	
DPR1	22.67	17.19	-2.61	75.82 %	9,510.00	0.00 %		0.00 %	
SLM3	53.47	40.00	-3.05	74.80 %	21,838.00	0.00 %		0.00 %	
PLC1	25.56	18.28	-1.97	71.50 %	10,768.00	0.00 %		0.00 %	
MTR1	41.28	29.22	-3.71	70.77 %	18,558.00	0.00 %		0.00 %	
HSR1	53.85	36.30	-1.77	67.41 %	22,509.00	0.00 %		0.00 %	
PNG1	26.84	18.04	-1.52	67.22 %	9,928.00	0.00 %		0.00 %	
OML1	49.09	32.99	-2.18	67.20 %	14,644.00	0.00 %		0.00 %	
BMD1	29.05	19.34	-2.85	66.58 %	9,632.00	0.00 %		0.00 %	
SLM1	103.91	67.10	-4.16	64.57 %	28,217.00	0.00 %		0.00 %	
APN1	31.61	20.27	-1.98	64.14 %	13,943.00	0.00 %		0.00 %	
HSR2	91.42	58.42	-2.21	63.90 %	29,026.00	0.00 %		0.00 %	
KVP1	29.62	18.63	-4.33	62.90 %	6,126.00	0.00 %		0.00 %	
DPR2	24.94	15.66	-3.55	62.79 %	5,242.00	0.00 %		0.00 %	
EPI1	39.35	24.60	-3.16	62.51 %	16,836.00	0.00 %		0.00 %	
VPD1	51.77	32.12	-3.10	62.04 %	17,630.00	0.00 %		0.00 %	
MCR1	48.43	29.12	-3.14	60.12 %	18,933.00	0.00 %		0.00 %	
HRR1	34.24	19.99	-5.08	58.38 %	7,162.00	0.00 %		0.00 %	
SGI1	35.83	20.77	-1.90	57.95 %	11,658.00	0.00 %		0.00 %	
TRM1	67.68	37.27	-3.81	55.08 %	14,379.00	0.00 %		0.00 %	
EDP1	20.49	10.72	-1.20	52.31 %	6,523.00	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	23.61	26.50	-4.86	112.23 %	7,474.00	20.00 %	1,494.80	0.00 %	1,494.80
SGG1	10.72	11.33	-3.22	105.73 %	4,552.00	20.00 %	910.40	0.00 %	910.40
CMI1	17.01	16.34	-3.90	96.11 %	7,992.00	15.00 %	1,198.80	0.00 %	1,198.80
KGM1	22.73	18.89	-3.20	83.10 %	6,347.00	0.00 %		0.00 %	
ERD1	51.19	40.45	-4.68	79.03 %	23,126.00	0.00 %		0.00 %	
ERD2	63.72	50.08	-5.72	78.60 %	41,314.00	0.00 %		0.00 %	
PDR1	18.18	13.84	-1.50	76.15 %	10,949.00	0.00 %		0.00 %	
GBM1	36.38	27.23	-2.69	74.87 %	11,097.00	0.00 %		0.00 %	
SYM2	28.13	19.90	-4.70	70.77 %	9,419.00	0.00 %		0.00 %	
KMM1	18.30	12.63	-4.61	69.00 %	7,053.00	0.00 %		0.00 %	
TCG1	26.83	18.47	-3.18	68.85 %	18,418.00	0.00 %		0.00 %	
RSP1	28.45	18.69	-3.08	65.70 %	17,297.00	0.00 %		0.00 %	
TPR2	56.75	34.02	-7.15	59.95 %	7,822.00	0.00 %		0.00 %	
TPR1	50.57	28.64	-6.11	56.63 %	13,616.00	0.00 %		0.00 %	
TPR4	19.32	10.00	-4.42	51.78 %	2,554.00	0.00 %		0.00 %	
NKL2	83.20	42.67	-4.14	51.28 %	26,965.00	0.00 %		0.00 %	
VKL1	21.14	10.38	-1.00	49.11 %	7,808.00	0.00 %		0.00 %	
TPR3	30.86	10.25	-4.54	33.22 %	2,756.00	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)
CBE6	38.46	37.01	-3.51	96.24 %	21,625.00	15.00 %	3,243.75	0.00 %	3,243.75
CBE1	26.49	24.72	-3.93	93.32 %	11,984.00	10.00 %	1,198.40	0.00 %	1,198.40
GDR1	24.79	21.95	-3.51	88.54 %	4,508.00	0.00 %		0.00 %	
UMP1	25.95	21.32	-4.06	82.15 %	11,080.00	0.00 %		0.00 %	
MPM1	34.53	27.18	-1.18	78.72 %	12,339.00	0.00 %		0.00 %	
KMR1	64.52	50.20	-3.16	77.81 %	26,640.00	0.00 %		0.00 %	
KGI1	36.90	27.77	-2.97	75.24 %	5,554.00	0.00 %		0.00 %	
ANR1	10.80	7.18	-3.94	66.49 %	2,810.00	0.00 %		0.00 %	
CBE4	48.13	31.70	-3.57	65.85 %	16,874.00	0.00 %		0.00 %	
PLI1	39.29	25.36	-3.89	64.53 %	14,325.00	0.00 %		0.00 %	
CNR1	35.02	20.94	-2.40	59.80 %	6,319.00	0.00 %		0.00 %	
SUL1	23.98	14.21	-4.81	59.27 %	10,004.00	0.00 %		0.00 %	
UAM1	65.28	38.52	-3.20	59.00 %	14,067.00	0.00 %		0.00 %	
CBE2	167.87	98.60	-4.28	58.73 %	40,274.00	0.00 %		0.00 %	
SNR1	37.62	21.78	-6.76	57.90 %	11,578.00	0.00 %		0.00 %	
CBE5	18.63	10.73	-1.52	57.59 %	11,307.00	0.00 %		0.00 %	
DPM2	32.53	18.43	-1.16	56.65 %	12,418.00	0.00 %		0.00 %	
PDM1	18.97	9.89	-1.75	52.15 %	10,583.00	0.00 %		0.00 %	
PPI1	27.90	14.13	-3.76	50.64 %	4,915.00	0.00 %		0.00 %	
KMD1	28.04	13.12	-2.28	46.77 %	4,617.00	0.00 %		0.00 %	
CBE3	16.59	7.73	-4.14	46.57 %	6,918.00	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	1.97	2.99	-8.84	151.96 %	992.00	20.00 %	198.40	0.00 %	198.40
CH37	22.00	22.10	-5.64	100.44 %	11,227.00	20.00 %	2,245.40	0.00 %	2,245.40
CH32	9.85	7.91	-8.94	80.30 %	1,769.00	0.00 %		0.00 %	
CH15	172.48	133.04	-4.91	77.13 %	58,151.00	0.00 %		0.00 %	
CH34	96.91	73.72	-5.96	76.07 %	18,049.00	0.00 %		0.00 %	
CH27	25.70	19.27	-3.64	74.99 %	12,374.00	0.00 %		0.00 %	
CH03	171.62	127.00	-5.51	74.00 %	75,494.00	0.00 %		0.00 %	
CH20	89.31	64.99	-6.10	72.77 %	27,343.00	0.00 %		0.00 %	
CH24	74.12	53.64	-8.88	72.37 %	22,948.00	0.00 %		0.00 %	
CH18	91.05	64.65	-3.59	71.01 %	33,666.00	0.00 %		0.00 %	
CH44	59.15	41.97	-7.35	70.95 %	19,890.00	0.00 %		0.00 %	
CH33	73.03	51.24	-5.19	70.16 %	20,814.00	0.00 %		0.00 %	
CH12	107.98	74.30	-6.50	68.81 %	32,265.00	0.00 %		0.00 %	
GPD1	55.80	37.78	-5.05	67.71 %	10,053.00	0.00 %		0.00 %	
CH46	36.60	24.44	-5.35	66.76 %	10,939.00	0.00 %		0.00 %	
PON1	48.32	32.07	-5.01	66.38 %	15,225.00	0.00 %		0.00 %	
CH21	126.67	82.46	-6.86	65.10 %	34,065.00	0.00 %		0.00 %	
CH17	66.45	43.14	-4.38	64.92 %	28,776.00	0.00 %		0.00 %	
CH41	59.38	38.53	-5.03	64.90 %	11,969.00	0.00 %		0.00 %	
CH36	32.04	20.00	-6.26	62.42 %	7,078.00	0.00 %		0.00 %	
CH35	58.07	35.78	-3.23	61.62 %	18,118.00	0.00 %		0.00 %	
CH06	67.35	41.31	-7.55	61.33 %	16,186.00	0.00 %		0.00 %	
CH23	34.39	20.96	-4.62	60.93 %	9,625.00	0.00 %		0.00 %	
UKI1	56.53	32.64	-6.21	57.73 %	11,145.00	0.00 %		0.00 %	
CH51	108.82	59.55	-10.81	54.72 %	17,361.00	0.00 %		0.00 %	
MJR1	78.91	42.11	-3.72	53.37 %	14,851.00	0.00 %		0.00 %	
CH43	54.20	28.34	-7.09	52.30 %	12,464.00	0.00 %		0.00 %	
CH50	124.85	63.91	-5.18	51.19 %	24,498.00	0.00 %		0.00 %	
MC05	22.35	10.17	-2.00	45.50 %	1,896.00	0.00 %		0.00 %	
CH31	34.78	14.45	-7.22	41.54 %	7,268.00	0.00 %		0.00 %	
MC06	26.05	9.13	-6.44	35.04 %	2,630.00	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)
COL1	14.52	13.99	-5.29	96.34 %	7,215.00	15.00 %	1,082.25	0.00 %	1,082.25
TKS2	100.90	86.00	-7.08	85.23 %	32,627.00	0.00 %		0.00 %	
RND2	73.12	61.95	-5.09	84.72 %	43,549.00	0.00 %		0.00 %	
MMT1	42.52	35.21	-4.92	82.81 %	10,170.00	0.00 %		0.00 %	
STU2	25.71	20.98	-6.57	81.60 %	9,449.00	0.00 %		0.00 %	
PKD1	51.30	39.24	-1.85	76.48 %	32,646.00	0.00 %		0.00 %	
VLY1	86.43	65.87	-6.04	76.21 %	38,705.00	0.00 %		0.00 %	
APK2	42.24	31.55	-8.23	74.69 %	11,075.00	0.00 %		0.00 %	
ASM1	35.86	26.56	-6.17	74.08 %	16,923.00	0.00 %		0.00 %	
VNR2	124.29	91.08	-4.84	73.28 %	34,489.00	0.00 %		0.00 %	
SVK1	65.21	47.25	-6.81	72.45 %	28,576.00	0.00 %		0.00 %	
TKS1	72.01	52.13	-8.00	72.40 %	24,261.00	0.00 %		0.00 %	
APK1	41.10	29.62	-7.96	72.08 %	16,490.00	0.00 %		0.00 %	
TUT1	290.25	207.74	-5.20	71.57 %	120,586.00	0.00 %		0.00 %	
SKD1	34.61	24.63	-6.46	71.16 %	12,803.00	0.00 %		0.00 %	
KYR1	30.77	21.86	-3.00	71.03 %	13,208.00	0.00 %		0.00 %	
TCN1	60.44	42.05	-6.12	69.56 %	21,797.00	0.00 %		0.00 %	
TKY1	42.79	28.98	-4.24	67.73 %	14,761.00	0.00 %		0.00 %	
VKM1	32.80	22.03	-2.79	67.16 %	13,782.00	0.00 %		0.00 %	
KGL1	33.93	22.75	-3.38	67.05 %	15,547.00	0.00 %		0.00 %	
PDI1	36.62	23.83	-7.31	65.09 %	14,085.00	0.00 %		0.00 %	
ARM1	26.41	17.18	-5.48	65.05 %	10,485.00	0.00 %		0.00 %	
NGR1	186.02	119.40	-9.57	64.19 %	42,779.00	0.00 %		0.00 %	
SDI1	62.14	39.86	-9.69	64.15 %	11,130.00	0.00 %		0.00 %	
RND1	86.96	55.47	-5.88	63.79 %	34,173.00	0.00 %		0.00 %	
MAR1	100.76	64.08	-7.23	63.60 %	26,543.00	0.00 %		0.00 %	
SNL1	46.52	29.22	-9.67	62.81 %	12,273.00	0.00 %		0.00 %	
ERL2	60.01	37.15	-3.19	61.91 %	35,329.00	0.00 %		0.00 %	
VNR1	41.95	24.98	-3.92	59.54 %	10,179.00	0.00 %		0.00 %	
TUT2	124.29	73.30	-6.68	58.98 %	42,394.00	0.00 %		0.00 %	
TYI1	55.83	32.04	-5.64	57.39 %	20,552.00	0.00 %		0.00 %	
UDN1	45.77	24.33	-6.96	53.16 %	13,459.00	0.00 %		0.00 %	
KSM1	47.22	24.88	-4.27	52.68 %	10,333.00	0.00 %		0.00 %	
RPM1	118.12	59.74	-9.54	50.58 %	29,035.00	0.00 %		0.00 %	
TVL1	343.65	171.77	-6.74	49.98 %	90,275.00	0.00 %		0.00 %	
KVT1	168.04	81.56	-5.07	48.54 %	46,722.00	0.00 %		0.00 %	
SGT1	40.56	16.10	-6.17	39.69 %	4,986.00	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	82.32	51.03	-8.09	61.99 %	25,163.00	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	41.35	29.85	-2.48	72.19 %	19,452.00	0.00 %		0.00 %	
TVP1	134.03	94.61	-6.90	70.59 %	59,012.00	0.00 %		0.00 %	
PAS1	60.36	34.81	-3.28	57.67 %	22,699.00	0.00 %		0.00 %	
PNL1	50.62	23.72	-4.38	46.85 %	14,788.00	0.00 %		0.00 %	
KOM1	133.04	58.05	-3.11	43.63 %	36,427.00	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	55.64	18.36	-11.83	32.99 %	2,440.00	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	28.10	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	147.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	(2.27)	-60.55	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.38	0.00	0.00 %	0.00	0.00 %		0.00 %	
NASD	0.00	(0.85)	-9.73	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	8.75	5.64	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	0.34	164.96	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	2.26	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(1.85)	-25.59	0.00 %	0.00	0.00 %		0.00 %	
W3SD	0.00	0.63	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(26.26)	-17.59	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	7.58	26.53	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(8.02)	-12.43	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(1.65)	-14.93	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(10.19)	-15.56	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(4.78)	-16.56	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	(0.72)	-15.93	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	(5.04)	-12.06	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(3.82)	-22.32	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(6.12)	-19.31	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(1.31)	-18.83	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	(9.62)	-11.72	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	7.34	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	4.76	2.13	0.00 %	0.00	0.00 %		0.00 %	