

Accu.Target 18,102.85 L	Sales 13,526.78 L	Achieved % 74.72 %	HO Budget+ % 0.00 %	Total Com. 66.11 L
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Note : Sales Period is From :01-Sep-2026 To :12-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	770.88	635.71	82.47 %	0.00	0.00 %	0.00
TRICHY-01	1,869.10	1,527.34	81.71 %	0.00	0.00 %	0.00
SOUTH-03	1,789.35	1,443.84	80.69 %	0.00	0.00 %	0.00
NORTH ARCOT	1,507.44	1,204.79	79.92 %	0.00	0.00 %	0.00
CHENNAI-01	2,143.85	1,684.66	78.58 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,267.54	961.78	75.88 %	0.00	0.00 %	0.00
WEST-02	1,156.36	847.78	73.31 %	0.00	0.00 %	0.00
WEST-03	662.26	468.38	70.72 %	0.00	0.00 %	0.00
CHENNAI-02	2,276.44	1,558.06	68.44 %	0.00	0.00 %	0.00
WEST-01	897.06	599.65	66.85 %	0.00	0.00 %	0.00
KL-CENTRAL	89.80	60.02	66.83 %	0.00	0.00 %	0.00
SOUTH-01	3,154.55	2,106.38	66.77 %	0.00	0.00 %	0.00
KL-SOUTH	457.52	280.51	61.31 %	0.00	0.00 %	0.00
HYDERABAD-01	60.70	18.85	31.06 %	0.00	0.00 %	0.00
OTHERS	0.00	129.04	0.00 %	0.00	0.00 %	0.00
Total	18,102.85	13,526.78	74.72 %		0.00 %	

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BSY1	112.64	107.50	-5.16	95.44 %	53,547.00	15.00 %	8,032.05	0.00 %	8,032.05
KZD1	544.95	419.34	-9.51	76.95 %	157,811.00	0.00 %		0.00 %	
VLC1	113.28	56.49	-6.50	49.87 %	23,200.00	0.00 %		0.00 %	
KNU1	0.00	52.37	-7.53	0.00 %	17,302.00	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	34.98	42.42	-3.51	121.27 %	28,816.00	20.00 %	5,763.20	0.00 %	5,763.20
MVM1	87.47	90.47	-3.01	103.43 %	66,256.00	20.00 %	13,251.20	0.00 %	13,251.20
KIK1	48.47	49.21	-4.86	101.53 %	26,811.00	20.00 %	5,362.20	0.00 %	5,362.20
JKM1	48.08	47.53	-3.32	98.85 %	27,733.00	15.00 %	4,159.95	0.00 %	4,159.95
TTP1	50.35	49.67	-2.07	98.65 %	22,819.00	15.00 %	3,422.85	0.00 %	3,422.85
TVR2	77.97	76.23	-6.48	97.77 %	37,732.00	15.00 %	5,659.80	0.00 %	5,659.80
TRY3	44.30	43.12	-9.54	97.34 %	17,158.00	15.00 %	2,573.70	0.00 %	2,573.70
AYR1	41.47	40.03	-6.61	96.52 %	14,252.00	15.00 %	2,137.80	0.00 %	2,137.80
MDI1	49.70	45.03	-10.41	90.61 %	16,021.00	10.00 %	1,602.10	0.00 %	1,602.10
KUM1	93.53	83.66	-9.71	89.44 %	42,920.00	0.00 %		0.00 %	
KRN1	35.42	30.97	-3.60	87.45 %	11,703.00	0.00 %		0.00 %	
PBR1	28.30	24.65	-6.65	87.09 %	8,722.00	0.00 %		0.00 %	
TRY4	68.97	59.52	-7.81	86.30 %	34,364.00	0.00 %		0.00 %	
NGT1	69.70	58.92	-2.97	84.54 %	45,540.00	0.00 %		0.00 %	
TNJ1	95.62	80.18	-7.03	83.85 %	34,573.00	0.00 %		0.00 %	
PDK2	59.08	49.15	-4.97	83.19 %	26,573.00	0.00 %		0.00 %	
PBR2	98.53	78.75	-5.26	79.92 %	35,301.00	0.00 %		0.00 %	
PTK1	77.32	61.53	-5.15	79.59 %	39,035.00	0.00 %		0.00 %	
KUM2	51.98	40.66	-3.62	78.24 %	33,128.00	0.00 %		0.00 %	
NCK1	26.30	20.11	-4.80	76.47 %	9,521.00	0.00 %		0.00 %	
NMM1	34.82	25.50	-2.66	73.24 %	18,590.00	0.00 %		0.00 %	
TYR1	66.90	48.85	-4.54	73.02 %	22,772.00	0.00 %		0.00 %	
MSI1	45.41	32.62	-2.05	71.84 %	21,413.00	0.00 %		0.00 %	
TNJ2	79.52	56.09	-5.74	70.54 %	30,299.00	0.00 %		0.00 %	
TRY1	337.46	223.48	-11.72	66.22 %	86,564.00	0.00 %		0.00 %	
APM1	20.11	13.32	-1.31	66.22 %	11,533.00	0.00 %		0.00 %	
PDK1	34.22	21.23	-6.05	62.02 %	12,963.00	0.00 %		0.00 %	
ORU1	36.36	20.09	-4.18	55.26 %	11,114.00	0.00 %		0.00 %	
TRY2	26.76	14.34	-7.89	53.59 %	9,460.00	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	27.98	38.26	-5.59	136.77 %	28,666.00	20.00 %	5,733.20	0.00 %	5,733.20
PVI1	59.49	79.98	-9.48	134.45 %	35,897.00	20.00 %	7,179.40	0.00 %	7,179.40
PKM1	22.22	23.10	-5.57	103.98 %	14,182.00	20.00 %	2,836.40	0.00 %	2,836.40
BTU1	22.61	22.43	-8.63	99.20 %	9,423.00	15.00 %	1,413.45	0.00 %	1,413.45
DGL1	96.85	94.78	-11.53	97.87 %	37,545.00	15.00 %	5,631.75	0.00 %	5,631.75
BNR1	31.51	29.93	-8.16	94.99 %	12,109.00	10.00 %	1,210.90	0.00 %	1,210.90
SGP1	21.18	19.98	-4.09	94.31 %	17,611.00	10.00 %	1,761.10	0.00 %	1,761.10
MDU6	67.16	63.14	-7.82	94.02 %	30,240.00	10.00 %	3,024.00	0.00 %	3,024.00
MDU5	30.58	28.54	-4.32	93.34 %	16,915.00	10.00 %	1,691.50	0.00 %	1,691.50
TDI1	31.58	28.83	-6.02	91.27 %	15,681.00	10.00 %	1,568.10	0.00 %	1,568.10
SVG1	37.56	33.39	-7.65	88.90 %	15,208.00	0.00 %		0.00 %	
MDU1	190.42	161.46	-13.42	84.79 %	44,825.00	0.00 %		0.00 %	
TEN1	43.12	35.73	-6.92	82.84 %	12,530.00	0.00 %		0.00 %	
DGL2	36.61	30.07	-8.67	82.13 %	13,363.00	0.00 %		0.00 %	
CBM1	45.14	37.03	-6.76	82.03 %	19,664.00	0.00 %		0.00 %	
MDU2	97.42	78.79	-8.67	80.88 %	34,875.00	0.00 %		0.00 %	
TMM1	54.58	43.75	-8.64	80.17 %	20,274.00	0.00 %		0.00 %	
MDU3	48.05	38.28	-10.31	79.68 %	12,877.00	0.00 %		0.00 %	
MNM1	20.99	16.64	-2.24	79.30 %	12,744.00	0.00 %		0.00 %	
MLR1	33.11	25.92	-4.25	78.27 %	18,662.00	0.00 %		0.00 %	
DKI1	51.78	39.56	-3.21	76.39 %	33,111.00	0.00 %		0.00 %	
TPT1	45.36	34.40	-7.72	75.84 %	21,918.00	0.00 %		0.00 %	
NKI1	37.44	27.33	-7.60	73.01 %	11,617.00	0.00 %		0.00 %	
KPT1	31.30	22.83	-3.09	72.95 %	11,727.00	0.00 %		0.00 %	
PNV2	30.14	21.92	-10.74	72.72 %	7,384.00	0.00 %		0.00 %	
CMR1	25.30	18.37	-5.50	72.64 %	9,507.00	0.00 %		0.00 %	
USL1	35.84	25.95	-8.53	72.42 %	13,592.00	0.00 %		0.00 %	
MDU4	39.48	27.39	-9.76	69.39 %	11,402.00	0.00 %		0.00 %	
MPA1	51.40	35.56	-2.23	69.18 %	24,764.00	0.00 %		0.00 %	
ADP1	34.98	24.06	-5.75	68.79 %	13,901.00	0.00 %		0.00 %	
TEN2	47.99	32.80	-6.06	68.34 %	10,514.00	0.00 %		0.00 %	
NTM1	31.67	21.08	-6.02	66.58 %	11,768.00	0.00 %		0.00 %	
PNI1	21.85	14.32	-4.88	65.53 %	5,333.00	0.00 %		0.00 %	
ATG1	65.87	42.54	-10.47	64.57 %	21,342.00	0.00 %		0.00 %	
KKD3	84.70	53.44	-6.40	63.09 %	42,190.00	0.00 %		0.00 %	
ODM1	29.80	18.16	-11.65	60.93 %	5,704.00	0.00 %		0.00 %	
MDU7	67.94	36.68	-7.28	53.99 %	12,995.00	0.00 %		0.00 %	
KYK1	38.34	17.38	-4.30	45.35 %	9,313.00	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	80.02	92.97	-8.55	116.18 %	28,714.00	20.00 %	5,742.80	0.00 %	5,742.80
CPT1	24.28	25.65	-2.32	105.64 %	19,070.00	20.00 %	3,814.00	0.00 %	3,814.00
SBR1	77.71	80.19	-5.30	103.19 %	51,875.00	20.00 %	10,375.00	0.00 %	10,375.00
ABR1	57.77	56.45	-7.36	97.71 %	22,500.00	15.00 %	3,375.00	0.00 %	3,375.00
CYR1	31.71	30.43	-3.96	95.96 %	17,926.00	15.00 %	2,688.90	0.00 %	2,688.90
VNB1	49.40	47.31	-2.71	95.77 %	23,353.00	15.00 %	3,502.95	0.00 %	3,502.95
AKM1	57.43	54.98	-5.65	95.74 %	25,300.00	15.00 %	3,795.00	0.00 %	3,795.00
SLG1	29.46	26.96	-3.68	91.52 %	14,178.00	10.00 %	1,417.80	0.00 %	1,417.80
UGI1	29.81	25.28	-4.50	84.78 %	8,414.00	0.00 %		0.00 %	
TRR1	77.88	64.04	-8.75	82.24 %	23,956.00	0.00 %		0.00 %	
ANI1	30.42	24.80	-5.22	81.52 %	11,544.00	0.00 %		0.00 %	
GDM1	42.76	34.63	-7.38	80.98 %	13,252.00	0.00 %		0.00 %	
VEL2	86.09	69.02	-6.58	80.17 %	35,774.00	0.00 %		0.00 %	
VEL1	41.21	32.86	-6.75	79.75 %	13,465.00	0.00 %		0.00 %	
KPM1	50.70	39.38	-7.20	77.66 %	11,974.00	0.00 %		0.00 %	
KPM2	162.24	122.48	-5.64	75.49 %	53,074.00	0.00 %		0.00 %	
VEL3	77.43	58.30	-8.13	75.29 %	32,332.00	0.00 %		0.00 %	
BGR1	37.06	27.54	-4.24	74.31 %	15,413.00	0.00 %		0.00 %	
PTU1	20.64	14.89	-6.95	72.14 %	4,876.00	0.00 %		0.00 %	
VSI1	52.35	36.59	-6.55	69.89 %	17,008.00	0.00 %		0.00 %	
TRL1	83.42	57.96	-7.92	69.48 %	30,046.00	0.00 %		0.00 %	
PLR1	39.55	26.97	-5.17	68.19 %	9,409.00	0.00 %		0.00 %	
TRT1	33.36	21.96	-9.63	65.83 %	6,705.00	0.00 %		0.00 %	
WJD1	61.38	40.22	-4.18	65.53 %	21,572.00	0.00 %		0.00 %	
ARC2	50.24	32.65	-3.87	64.99 %	19,974.00	0.00 %		0.00 %	
WJP1	45.64	29.63	-4.71	64.92 %	14,196.00	0.00 %		0.00 %	
CGM1	77.51	30.69	-5.93	39.59 %	13,099.00	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	10.79	13.33	-7.43	123.55 %	4,880.00	20.00 %	976.00	0.00 %	976.00
CGL1	40.56	42.44	-7.97	104.65 %	14,929.00	20.00 %	2,985.80	0.00 %	2,985.80
CH22	57.70	58.05	-6.34	100.60 %	16,581.00	20.00 %	3,316.20	0.00 %	3,316.20
AVD1	79.25	76.37	-8.23	96.37 %	28,870.00	15.00 %	4,330.50	0.00 %	4,330.50
CH25	71.28	67.81	-8.24	95.13 %	25,636.00	15.00 %	3,845.40	0.00 %	3,845.40
KNR1	48.28	44.58	-4.46	92.33 %	25,318.00	10.00 %	2,531.80	0.00 %	2,531.80
CH28	80.24	73.64	-1.92	91.76 %	59,712.00	10.00 %	5,971.20	0.00 %	5,971.20
CH47	125.76	115.40	-5.90	91.76 %	45,645.00	10.00 %	4,564.50	0.00 %	4,564.50
CH30	77.55	70.50	-5.29	90.91 %	39,096.00	10.00 %	3,909.60	0.00 %	3,909.60
CH08	61.63	55.87	-9.00	90.64 %	34,984.00	10.00 %	3,498.40	0.00 %	3,498.40
GUD1	69.25	61.18	-5.05	88.35 %	42,163.00	0.00 %		0.00 %	
CH45	78.31	66.40	-7.19	84.79 %	23,301.00	0.00 %		0.00 %	
CH05	108.70	90.64	-8.96	83.38 %	44,036.00	0.00 %		0.00 %	
CH49	100.70	83.86	-6.58	83.27 %	41,569.00	0.00 %		0.00 %	
CH16	141.47	114.73	-6.10	81.10 %	59,022.00	0.00 %		0.00 %	
CH07	101.24	78.55	-7.39	77.59 %	28,345.00	0.00 %		0.00 %	
CH48	92.38	70.48	-2.77	76.29 %	44,842.00	0.00 %		0.00 %	
TKM1	40.08	30.38	-2.30	75.80 %	18,893.00	0.00 %		0.00 %	
SKL1	46.76	35.33	-5.22	75.57 %	22,351.00	0.00 %		0.00 %	
CH26	18.54	13.66	-5.44	73.69 %	6,838.00	0.00 %		0.00 %	
CH38	59.43	42.94	-3.97	72.25 %	22,851.00	0.00 %		0.00 %	
CH14	161.16	103.91	-6.93	64.47 %	46,820.00	0.00 %		0.00 %	
CH19	111.74	72.04	-7.73	64.47 %	38,868.00	0.00 %		0.00 %	
GUD2	62.13	39.05	-4.94	62.85 %	21,820.00	0.00 %		0.00 %	
CH42	117.11	72.91	-5.74	62.26 %	37,372.00	0.00 %		0.00 %	
CH39	44.78	26.31	-7.66	58.76 %	16,141.00	0.00 %		0.00 %	
MRM1	82.86	41.24	-4.68	49.77 %	18,666.00	0.00 %		0.00 %	
CH40	41.96	18.10	-1.89	43.14 %	1,868.00	0.00 %		0.00 %	
CH29	12.19	4.96	-3.63	40.70 %	3,053.00	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	43.16	52.90	-9.02	122.56 %	15,787.00	20.00 %	3,157.40	0.00 %	3,157.40
MKM1	25.11	28.08	-4.69	111.83 %	16,082.00	20.00 %	3,216.40	0.00 %	3,216.40
VCM1	12.02	12.20	-5.40	101.57 %	5,874.00	20.00 %	1,174.80	0.00 %	1,174.80
CDM1	71.23	64.31	-7.78	90.28 %	26,005.00	10.00 %	2,600.50	0.00 %	2,600.50
KML1	32.80	29.36	-3.80	89.51 %	16,768.00	0.00 %		0.00 %	
CUD1	136.80	116.61	-4.46	85.24 %	55,369.00	0.00 %		0.00 %	
NVL2	56.68	47.88	-6.80	84.46 %	20,739.00	0.00 %		0.00 %	
VPM2	66.30	54.71	-5.13	82.51 %	22,328.00	0.00 %		0.00 %	
KLM1	72.57	59.82	-5.45	82.43 %	35,706.00	0.00 %		0.00 %	
TVM2	44.20	35.92	-8.36	81.26 %	9,030.00	0.00 %		0.00 %	
STP1	22.10	17.92	-6.01	81.10 %	6,745.00	0.00 %		0.00 %	
TVM1	31.07	24.58	-7.73	79.12 %	8,164.00	0.00 %		0.00 %	
POY1	110.05	76.13	-8.13	69.18 %	37,457.00	0.00 %		0.00 %	
KKI2	60.92	41.75	-7.07	68.53 %	18,505.00	0.00 %		0.00 %	
SJI2	79.69	53.63	-7.95	67.30 %	25,945.00	0.00 %		0.00 %	
VCM2	38.43	25.51	-8.13	66.37 %	11,730.00	0.00 %		0.00 %	
ULP1	76.38	48.92	-10.28	64.05 %	15,550.00	0.00 %		0.00 %	
POY2	89.19	56.47	-7.06	63.31 %	23,627.00	0.00 %		0.00 %	
VPM1	24.02	15.12	-4.32	62.94 %	6,842.00	0.00 %		0.00 %	
TRK1	110.51	68.61	-5.93	62.09 %	34,849.00	0.00 %		0.00 %	
TDM1	64.31	31.36	-9.06	48.76 %	9,784.00	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	29.84	37.24	-4.59	124.79 %	16,887.00	20.00 %	3,377.40	0.00 %	3,377.40
ATU1	49.43	52.30	-5.01	105.81 %	26,215.00	20.00 %	5,243.00	0.00 %	5,243.00
SLM2	41.02	33.63	-10.24	82.00 %	15,116.00	0.00 %		0.00 %	
PMP1	44.45	36.32	-3.99	81.72 %	11,120.00	0.00 %		0.00 %	
DPR1	24.74	19.76	-2.37	79.88 %	12,063.00	0.00 %		0.00 %	
MTR1	45.04	35.68	-3.44	79.24 %	22,538.00	0.00 %		0.00 %	
TRM1	73.83	57.91	-4.05	78.44 %	29,357.00	0.00 %		0.00 %	
SLM3	58.33	45.51	-2.88	78.01 %	25,986.00	0.00 %		0.00 %	
PLC1	27.88	21.41	-1.78	76.80 %	13,734.00	0.00 %		0.00 %	
KAM1	30.40	22.75	-3.82	74.85 %	13,839.00	0.00 %		0.00 %	
PNG1	29.28	20.86	-1.41	71.25 %	11,646.00	0.00 %		0.00 %	
SLM1	113.36	79.79	-4.04	70.39 %	37,924.00	0.00 %		0.00 %	
OML1	53.55	37.37	-2.10	69.78 %	18,334.00	0.00 %		0.00 %	
MCR1	52.84	36.86	-2.60	69.77 %	25,454.00	0.00 %		0.00 %	
KVP1	32.32	22.43	-4.00	69.40 %	8,406.00	0.00 %		0.00 %	
BMD1	31.69	21.77	-2.81	68.69 %	12,552.00	0.00 %		0.00 %	
DPR2	27.20	18.42	-3.16	67.71 %	8,135.00	0.00 %		0.00 %	
HSR1	58.75	39.62	-1.77	67.43 %	25,843.00	0.00 %		0.00 %	
EPI1	42.93	28.25	-3.00	65.80 %	21,190.00	0.00 %		0.00 %	
APN1	34.48	22.62	-1.83	65.59 %	15,281.00	0.00 %		0.00 %	
HSR2	99.74	62.43	-2.24	62.59 %	32,068.00	0.00 %		0.00 %	
VPD1	56.48	35.33	-2.90	62.56 %	20,563.00	0.00 %		0.00 %	
HRR1	37.36	23.01	-4.62	61.60 %	8,804.00	0.00 %		0.00 %	
SGI1	39.09	23.92	-1.84	61.18 %	12,777.00	0.00 %		0.00 %	
EDP1	22.35	12.59	-1.11	56.31 %	7,187.00	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)
SGG1	11.69	13.15	-3.61	112.43 %	5,988.00	20.00 %	1,197.60	0.00 %	1,197.60
AVI1	25.76	28.79	-4.74	111.77 %	10,202.00	20.00 %	2,040.40	0.00 %	2,040.40
CMI1	18.55	18.43	-3.50	99.36 %	9,013.00	15.00 %	1,351.95	0.00 %	1,351.95
KGM1	24.80	22.22	-3.37	89.62 %	8,462.00	0.00 %		0.00 %	
ERD1	55.84	48.89	-4.45	87.55 %	29,961.00	0.00 %		0.00 %	
ERD2	69.51	58.16	-5.31	83.67 %	47,524.00	0.00 %		0.00 %	
RSP1	31.03	24.83	-3.04	80.01 %	22,136.00	0.00 %		0.00 %	
GBM1	39.68	31.62	-2.79	79.69 %	11,781.00	0.00 %		0.00 %	
PDR1	19.83	14.73	-1.43	74.26 %	12,100.00	0.00 %		0.00 %	
SYM2	30.68	22.22	-4.62	72.40 %	10,176.00	0.00 %		0.00 %	
TCG1	29.26	21.12	-3.11	72.16 %	20,819.00	0.00 %		0.00 %	
KMM1	19.97	13.87	-4.29	69.45 %	7,676.00	0.00 %		0.00 %	
TPR2	61.91	37.64	-7.23	60.79 %	9,326.00	0.00 %		0.00 %	
TPR1	55.17	31.05	-6.33	56.28 %	14,624.00	0.00 %		0.00 %	
NKL2	90.77	49.09	-4.14	54.08 %	32,416.00	0.00 %		0.00 %	
TPR4	21.07	10.63	-4.26	50.45 %	2,609.00	0.00 %		0.00 %	
VKL1	23.06	11.18	-1.15	48.47 %	8,560.00	0.00 %		0.00 %	
TPR3	33.67	10.78	-4.32	32.01 %	2,860.00	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	2.15	3.54	-7.41	164.88 %	1,296.00	20.00 %	259.20	0.00 %	259.20
CH37	24.00	23.95	-5.93	99.77 %	11,885.00	15.00 %	1,782.75	0.00 %	1,782.75
GPD1	60.87	49.40	-8.85	81.15 %	10,834.00	0.00 %		0.00 %	
CH15	188.16	149.27	-4.57	79.33 %	67,302.00	0.00 %		0.00 %	
CH03	187.22	148.17	-5.09	79.14 %	86,627.00	0.00 %		0.00 %	
CH20	97.43	75.81	-7.31	77.82 %	28,545.00	0.00 %		0.00 %	
CH34	105.72	82.01	-5.67	77.58 %	21,313.00	0.00 %		0.00 %	
CH24	80.86	62.48	-8.77	77.27 %	31,258.00	0.00 %		0.00 %	
CH27	28.04	21.65	-3.59	77.22 %	13,522.00	0.00 %		0.00 %	
CH32	10.75	8.03	-9.14	74.75 %	1,769.00	0.00 %		0.00 %	
CH18	99.32	74.00	-3.22	74.50 %	42,191.00	0.00 %		0.00 %	
CH41	64.78	47.64	-4.95	73.54 %	13,797.00	0.00 %		0.00 %	
CH33	79.66	57.43	-4.67	72.09 %	25,065.00	0.00 %		0.00 %	
CH12	117.80	83.58	-6.59	70.95 %	36,972.00	0.00 %		0.00 %	
CH44	64.53	44.98	-7.11	69.71 %	21,637.00	0.00 %		0.00 %	
CH17	72.50	48.95	-4.93	67.52 %	31,406.00	0.00 %		0.00 %	
CH21	138.18	91.62	-8.06	66.30 %	36,006.00	0.00 %		0.00 %	
CH46	39.93	26.31	-5.04	65.89 %	13,669.00	0.00 %		0.00 %	
CH06	73.48	48.14	-7.42	65.51 %	19,818.00	0.00 %		0.00 %	
CH35	63.34	41.21	-3.02	65.05 %	20,096.00	0.00 %		0.00 %	
CH36	34.95	22.52	-6.26	64.44 %	7,810.00	0.00 %		0.00 %	
PON1	52.71	33.94	-5.20	64.38 %	16,113.00	0.00 %		0.00 %	
UKI1	61.67	37.54	-6.50	60.87 %	13,177.00	0.00 %		0.00 %	
CH23	37.52	22.60	-4.28	60.24 %	11,415.00	0.00 %		0.00 %	
MJR1	86.08	48.01	-3.40	55.77 %	19,258.00	0.00 %		0.00 %	
CH51	118.71	65.88	-10.06	55.50 %	19,877.00	0.00 %		0.00 %	
CH43	59.12	31.26	-7.14	52.88 %	13,281.00	0.00 %		0.00 %	
CH50	136.20	69.89	-5.46	51.32 %	28,856.00	0.00 %		0.00 %	
MC05	24.38	11.09	-1.89	45.47 %	2,166.00	0.00 %		0.00 %	
MC06	28.42	12.19	-4.88	42.91 %	3,455.00	0.00 %		0.00 %	
CH31	37.94	14.97	-7.24	39.45 %	7,560.00	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)
CBE6	41.96	41.21	-3.28	98.21 %	23,607.00	15.00 %	3,541.05	0.00 %	3,541.05
CBE1	28.90	26.39	-3.92	91.33 %	13,740.00	10.00 %	1,374.00	0.00 %	1,374.00
GDR1	27.04	24.20	-4.15	89.48 %	5,657.00	0.00 %		0.00 %	
UMP1	28.30	23.28	-4.29	82.24 %	11,586.00	0.00 %		0.00 %	
KMR1	70.38	56.22	-2.93	79.88 %	31,172.00	0.00 %		0.00 %	
MPM1	37.67	29.02	-1.15	77.05 %	13,081.00	0.00 %		0.00 %	
KGI1	40.26	30.59	-2.73	75.97 %	6,444.00	0.00 %		0.00 %	
CBE4	52.51	36.60	-3.44	69.70 %	19,922.00	0.00 %		0.00 %	
PLI1	42.86	26.94	-3.79	62.86 %	16,120.00	0.00 %		0.00 %	
CNR1	38.21	23.76	-2.30	62.19 %	7,453.00	0.00 %		0.00 %	
SUL1	26.16	16.18	-4.57	61.84 %	11,484.00	0.00 %		0.00 %	
ANR1	11.78	7.26	-3.89	61.62 %	2,901.00	0.00 %		0.00 %	
SNR1	41.04	25.12	-6.43	61.21 %	13,467.00	0.00 %		0.00 %	
CBE5	20.32	12.21	-1.50	60.10 %	12,693.00	0.00 %		0.00 %	
CBE2	183.13	108.94	-4.27	59.49 %	43,014.00	0.00 %		0.00 %	
DPM2	35.49	20.58	-1.06	58.00 %	13,898.00	0.00 %		0.00 %	
UAM1	71.22	41.25	-3.10	57.92 %	15,745.00	0.00 %		0.00 %	
PDM1	20.69	11.29	-1.95	54.58 %	11,491.00	0.00 %		0.00 %	
CBE3	18.10	9.42	-4.36	52.05 %	7,583.00	0.00 %		0.00 %	
PPI1	30.44	14.60	-3.63	47.97 %	5,648.00	0.00 %		0.00 %	
KMD1	30.59	14.57	-2.44	47.64 %	5,237.00	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	89.80	60.02	-7.61	66.83 %	27,223.00	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	15.84	14.73	-5.88	92.97 %	7,263.00	10.00 %	726.30	0.00 %	726.30
TKS2	110.07	97.47	-7.29	88.55 %	37,573.00	0.00 %		0.00 %	
RND2	79.76	69.09	-5.20	86.62 %	48,625.00	0.00 %		0.00 %	
SDI1	67.79	55.15	-9.52	81.36 %	16,954.00	0.00 %		0.00 %	
MMT1	46.38	37.70	-4.85	81.27 %	11,137.00	0.00 %		0.00 %	
PKD1	55.96	44.70	-1.86	79.88 %	38,153.00	0.00 %		0.00 %	
STU2	28.05	22.07	-6.69	78.68 %	10,145.00	0.00 %		0.00 %	
VLY1	94.28	73.83	-5.93	78.30 %	45,303.00	0.00 %		0.00 %	
TKS1	78.55	61.41	-7.84	78.18 %	30,198.00	0.00 %		0.00 %	
ASM1	39.12	30.52	-5.76	78.02 %	21,033.00	0.00 %		0.00 %	
SVK1	71.14	55.41	-6.93	77.89 %	32,360.00	0.00 %		0.00 %	
KYR1	33.57	25.11	-2.94	74.79 %	16,082.00	0.00 %		0.00 %	
APK1	44.83	33.33	-7.34	74.33 %	18,013.00	0.00 %		0.00 %	
SKD1	37.76	27.37	-6.38	72.50 %	13,765.00	0.00 %		0.00 %	
APK2	46.08	33.35	-7.94	72.38 %	11,727.00	0.00 %		0.00 %	
TUT1	316.64	228.84	-4.88	72.27 %	136,719.00	0.00 %		0.00 %	
TCN1	65.94	46.81	-6.04	70.98 %	24,306.00	0.00 %		0.00 %	
VNR2	135.58	95.94	-4.71	70.76 %	39,048.00	0.00 %		0.00 %	
VKM1	35.78	25.19	-2.70	70.39 %	16,175.00	0.00 %		0.00 %	
PDI1	39.94	27.91	-6.70	69.87 %	18,345.00	0.00 %		0.00 %	
SNL1	50.75	34.68	-9.30	68.33 %	14,510.00	0.00 %		0.00 %	
TKY1	46.68	31.54	-4.16	67.58 %	16,685.00	0.00 %		0.00 %	
KGL1	37.01	24.80	-3.15	67.01 %	17,695.00	0.00 %		0.00 %	
RND1	94.86	62.07	-5.63	65.43 %	41,056.00	0.00 %		0.00 %	
NGR1	202.93	128.80	-9.84	63.47 %	48,471.00	0.00 %		0.00 %	
ERL2	65.46	41.08	-3.09	62.76 %	40,210.00	0.00 %		0.00 %	
VNR1	45.77	28.65	-3.78	62.60 %	12,344.00	0.00 %		0.00 %	
ARM1	28.81	17.94	-5.25	62.28 %	11,141.00	0.00 %		0.00 %	
MAR1	109.92	68.13	-6.95	61.98 %	30,277.00	0.00 %		0.00 %	
TYI1	60.90	36.63	-5.44	60.14 %	23,954.00	0.00 %		0.00 %	
TUT2	135.59	79.96	-6.59	58.97 %	47,379.00	0.00 %		0.00 %	
RPM1	128.86	75.89	-10.05	58.89 %	34,430.00	0.00 %		0.00 %	
UDN1	49.94	29.12	-6.84	58.32 %	15,625.00	0.00 %		0.00 %	
KVT1	183.32	102.64	-5.45	55.99 %	59,882.00	0.00 %		0.00 %	
TVL1	374.90	194.90	-6.43	51.99 %	109,845.00	0.00 %		0.00 %	
KSM1	51.52	26.03	-4.14	50.54 %	11,233.00	0.00 %		0.00 %	
SGT1	44.25	17.59	-6.00	39.76 %	6,258.00	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	45.10	35.08	-2.10	77.78 %	22,232.00	0.00 %		0.00 %	
TVP1	146.21	109.09	-6.37	74.61 %	72,892.00	0.00 %		0.00 %	
PAS1	65.85	41.42	-2.82	62.91 %	29,109.00	0.00 %		0.00 %	
PNL1	55.22	27.58	-3.77	49.94 %	17,778.00	0.00 %		0.00 %	
KOM1	145.13	67.33	-2.81	46.39 %	43,257.00	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	60.70	18.85	-12.19	31.06 %	2,560.00	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	29.36	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	(2.34)	-58.90	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.42	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	9.13	5.41	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	3.02	18.66	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	2.77	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(0.68)	-69.50	0.00 %	0.00	0.00 %		0.00 %	
W3SD	0.00	2.94	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(28.27)	-17.66	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	5.39	41.29	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(8.51)	-12.66	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	(10.32)	-15.63	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	(1.24)	-17.23	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(2.37)	-13.67	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	(4.49)	-21.30	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(7.04)	-19.01	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(1.63)	-16.70	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	(9.78)	-11.71	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	7.41	1.37	0.00 %	0.00	0.00 %		0.00 %	