

Accu.Target 19,611.41 L	Sales 14,904.31 L	Achieved % 76.00 %	HO Budget+ % 0.00 %	Total Com. 75.32 L
-----------------------------------	-----------------------------	------------------------------	-------------------------------	------------------------------

Note : Sales Period is From :01-Sep-2026 To :13-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	2,024.86	1,684.86	83.21 %	0.00	0.00 %	0.00
NORTH ARCOT	1,633.05	1,351.45	82.76 %	0.00	0.00 %	0.00
SOUTH-03	1,938.46	1,590.40	82.04 %	0.00	0.00 %	0.00
CHENNAI-01	2,322.50	1,880.59	80.97 %	0.00	0.00 %	0.00
KL-NORTH	835.12	675.10	80.84 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,373.17	1,054.45	76.79 %	0.00	0.00 %	0.00
WEST-02	1,252.73	955.87	76.30 %	0.00	0.00 %	0.00
WEST-03	717.45	525.99	73.31 %	0.00	0.00 %	0.00
WEST-01	971.82	677.56	69.72 %	0.00	0.00 %	0.00
CHENNAI-02	2,466.14	1,706.07	69.18 %	0.00	0.00 %	0.00
SOUTH-01	3,417.42	2,283.26	66.81 %	0.00	0.00 %	0.00
KL-CENTRAL	97.29	64.42	66.21 %	0.00	0.00 %	0.00
KL-SOUTH	495.65	307.46	62.03 %	0.00	0.00 %	0.00
HYDERABAD-01	65.76	22.41	34.07 %	0.00	0.00 %	0.00
OTHERS	0.00	124.44	0.00 %	0.00	0.00 %	0.00
Total	19,611.41	14,904.31	76.00 %		0.00 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	37.89	47.27	-3.35	124.75 %	34,236.00	20.00 %	6,847.20	0.00 %	6,847.20
PBR1	30.66	32.57	-9.70	106.24 %	9,942.00	20.00 %	1,988.40	0.00 %	1,988.40
MVM1	94.76	98.83	-2.82	104.29 %	75,172.00	20.00 %	15,034.40	0.00 %	15,034.40
TVR2	84.47	85.78	-6.23	101.56 %	46,005.00	20.00 %	9,201.00	0.00 %	9,201.00
KIK1	52.51	53.24	-4.66	101.39 %	30,504.00	20.00 %	6,100.80	0.00 %	6,100.80
JKM1	52.09	51.28	-3.15	98.45 %	30,117.00	15.00 %	4,517.55	0.00 %	4,517.55
AYR1	44.93	43.38	-6.74	96.55 %	16,093.00	15.00 %	2,413.95	0.00 %	2,413.95
TTP1	54.55	52.62	-2.21	96.47 %	23,310.00	15.00 %	3,496.50	0.00 %	3,496.50
TRY3	47.99	46.00	-9.29	95.86 %	19,165.00	15.00 %	2,874.75	0.00 %	2,874.75
MDI1	53.84	50.22	-10.49	93.28 %	16,964.00	10.00 %	1,696.40	0.00 %	1,696.40
KUM1	101.32	91.07	-9.32	89.88 %	48,666.00	0.00 %		0.00 %	
TRY4	74.72	65.63	-7.44	87.83 %	38,178.00	0.00 %		0.00 %	
NGT1	75.50	64.54	-3.12	85.48 %	48,159.00	0.00 %		0.00 %	
KRN1	38.37	32.71	-3.57	85.24 %	13,277.00	0.00 %		0.00 %	
TNJ1	103.59	86.65	-7.13	83.64 %	37,856.00	0.00 %		0.00 %	
PBR2	106.74	87.30	-5.41	81.79 %	39,026.00	0.00 %		0.00 %	
PDK2	64.01	51.95	-4.92	81.17 %	28,823.00	0.00 %		0.00 %	
PTK1	83.76	67.12	-5.05	80.14 %	42,583.00	0.00 %		0.00 %	
KUM2	56.31	44.24	-3.45	78.58 %	37,134.00	0.00 %		0.00 %	
NCK1	28.50	22.31	-4.57	78.29 %	10,722.00	0.00 %		0.00 %	
NMM1	37.73	29.53	-2.34	78.27 %	21,094.00	0.00 %		0.00 %	
MSI1	49.19	37.74	-2.00	76.72 %	26,739.00	0.00 %		0.00 %	
TYR1	72.48	52.96	-4.22	73.07 %	26,054.00	0.00 %		0.00 %	
TNJ2	86.14	62.02	-5.81	72.00 %	33,694.00	0.00 %		0.00 %	
TRY1	365.58	250.14	-11.68	68.42 %	102,536.00	0.00 %		0.00 %	
APM1	21.78	14.76	-1.36	67.76 %	12,468.00	0.00 %		0.00 %	
PDK1	37.08	24.26	-5.59	65.44 %	15,755.00	0.00 %		0.00 %	
ORU1	39.39	23.32	-4.28	59.21 %	12,589.00	0.00 %		0.00 %	
TRY2	28.99	15.41	-7.34	53.14 %	10,930.00	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	86.68	108.16	-8.15	124.77 %	32,040.00	20.00 %	6,408.00	0.00 %	6,408.00
CPT1	26.30	28.24	-2.24	107.37 %	21,474.00	20.00 %	4,294.80	0.00 %	4,294.80
SBR1	84.19	88.29	-5.19	104.87 %	58,006.00	20.00 %	11,601.20	0.00 %	11,601.20
CYR1	34.35	35.72	-4.08	103.97 %	21,111.00	20.00 %	4,222.20	0.00 %	4,222.20
ABR1	62.59	62.66	-7.31	100.12 %	25,838.00	20.00 %	5,167.60	0.00 %	5,167.60
VNB1	53.52	52.45	-2.62	98.00 %	24,962.00	15.00 %	3,744.30	0.00 %	3,744.30
AKM1	62.21	60.36	-5.51	97.02 %	27,745.00	15.00 %	4,161.75	0.00 %	4,161.75
SLG1	31.91	29.03	-3.57	90.97 %	16,417.00	10.00 %	1,641.70	0.00 %	1,641.70
UGI1	32.30	28.09	-4.08	86.99 %	9,873.00	0.00 %		0.00 %	
TRR1	84.37	72.40	-8.46	85.81 %	29,264.00	0.00 %		0.00 %	
ANI1	32.95	28.16	-4.99	85.46 %	14,623.00	0.00 %		0.00 %	
VEL2	93.26	77.62	-6.31	83.22 %	42,840.00	0.00 %		0.00 %	
VEL1	44.64	36.19	-6.57	81.08 %	13,726.00	0.00 %		0.00 %	
GDM1	46.32	37.47	-7.18	80.90 %	15,083.00	0.00 %		0.00 %	
KPM1	54.92	44.25	-6.54	80.56 %	12,745.00	0.00 %		0.00 %	
VEL3	83.88	67.05	-7.37	79.93 %	37,837.00	0.00 %		0.00 %	
KPM2	175.76	133.58	-5.39	76.00 %	60,342.00	0.00 %		0.00 %	
PTU1	22.36	16.98	-6.41	75.94 %	5,927.00	0.00 %		0.00 %	
VSI1	56.71	42.51	-6.16	74.96 %	20,597.00	0.00 %		0.00 %	
BGR1	40.14	30.04	-3.94	74.82 %	17,453.00	0.00 %		0.00 %	
TRT1	36.14	26.34	-9.15	72.89 %	7,879.00	0.00 %		0.00 %	
TRL1	90.38	64.65	-7.60	71.53 %	34,303.00	0.00 %		0.00 %	
PLR1	42.84	30.26	-4.91	70.64 %	13,117.00	0.00 %		0.00 %	
WJD1	66.49	46.89	-4.02	70.52 %	25,561.00	0.00 %		0.00 %	
WJP1	49.44	34.56	-5.41	69.91 %	17,445.00	0.00 %		0.00 %	
ARC2	54.42	37.20	-3.90	68.36 %	21,905.00	0.00 %		0.00 %	
CGM1	83.97	32.31	-5.92	38.47 %	14,077.00	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)
PVI1	64.45	89.43	-8.75	138.77 %	40,914.00	20.00 %	8,182.80	0.00 %	8,182.80
KRR1	30.31	41.62	-5.55	137.32 %	30,928.00	20.00 %	6,185.60	0.00 %	6,185.60
PKM1	24.07	24.29	-5.36	100.92 %	15,888.00	20.00 %	3,177.60	0.00 %	3,177.60
DGL1	104.92	105.04	-11.53	100.11 %	41,602.00	20.00 %	8,320.40	0.00 %	8,320.40
BTU1	24.50	23.85	-8.29	97.35 %	10,368.00	15.00 %	1,555.20	0.00 %	1,555.20
MDU5	33.13	32.10	-4.92	96.91 %	18,876.00	15.00 %	2,831.40	0.00 %	2,831.40
MDU6	72.76	68.97	-7.54	94.79 %	36,520.00	10.00 %	3,652.00	0.00 %	3,652.00
SGP1	22.95	21.59	-4.05	94.08 %	19,115.00	10.00 %	1,911.50	0.00 %	1,911.50
BNR1	34.14	31.91	-7.87	93.46 %	14,138.00	10.00 %	1,413.80	0.00 %	1,413.80
TDI1	34.22	31.68	-5.74	92.60 %	17,685.00	10.00 %	1,768.50	0.00 %	1,768.50
CMR1	27.40	24.11	-7.25	87.96 %	10,499.00	0.00 %		0.00 %	
SVG1	40.69	35.71	-7.69	87.76 %	16,414.00	0.00 %		0.00 %	
MDU1	206.29	180.77	-13.52	87.63 %	54,555.00	0.00 %		0.00 %	
TEN1	46.72	40.70	-7.33	87.13 %	14,639.00	0.00 %		0.00 %	
MDU2	105.53	89.75	-8.46	85.04 %	41,226.00	0.00 %		0.00 %	
MDU3	52.05	43.69	-9.65	83.94 %	16,540.00	0.00 %		0.00 %	
TMM1	59.13	48.74	-8.96	82.43 %	23,364.00	0.00 %		0.00 %	
DGL2	39.66	32.41	-9.16	81.72 %	14,675.00	0.00 %		0.00 %	
CBM1	48.90	39.49	-6.73	80.76 %	21,384.00	0.00 %		0.00 %	
MNM1	22.74	18.09	-2.06	79.56 %	14,299.00	0.00 %		0.00 %	
MLR1	35.87	27.15	-4.32	75.69 %	19,805.00	0.00 %		0.00 %	
DKI1	56.09	41.93	-3.54	74.75 %	34,652.00	0.00 %		0.00 %	
TPT1	49.14	36.32	-7.69	73.91 %	22,892.00	0.00 %		0.00 %	
KPT1	33.91	25.01	-3.15	73.75 %	13,917.00	0.00 %		0.00 %	
NKI1	40.56	29.24	-7.59	72.08 %	12,838.00	0.00 %		0.00 %	
NTM1	34.31	24.58	-5.93	71.66 %	12,878.00	0.00 %		0.00 %	
PNV2	32.65	23.31	-10.68	71.39 %	8,088.00	0.00 %		0.00 %	
MPA1	55.69	39.73	-2.00	71.34 %	28,910.00	0.00 %		0.00 %	
MDU4	42.77	30.32	-9.82	70.90 %	12,906.00	0.00 %		0.00 %	
ADP1	37.89	26.25	-5.54	69.28 %	14,931.00	0.00 %		0.00 %	
USL1	38.82	26.83	-8.35	69.11 %	13,826.00	0.00 %		0.00 %	
TEN2	51.99	35.54	-6.53	68.37 %	11,533.00	0.00 %		0.00 %	
ATG1	71.36	47.50	-11.49	66.57 %	22,215.00	0.00 %		0.00 %	
PNI1	23.67	15.36	-5.02	64.92 %	5,953.00	0.00 %		0.00 %	
KKD3	91.76	57.69	-6.36	62.87 %	46,615.00	0.00 %		0.00 %	
ODM1	32.29	19.68	-10.93	60.96 %	6,437.00	0.00 %		0.00 %	
MDU7	73.61	41.67	-7.24	56.61 %	16,865.00	0.00 %		0.00 %	
KYK1	41.53	18.32	-4.14	44.11 %	10,899.00	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	11.69	14.93	-6.47	127.76 %	5,800.00	20.00 %	1,160.00	0.00 %	1,160.00
CGL1	43.94	48.14	-7.65	109.56 %	18,487.00	20.00 %	3,697.40	0.00 %	3,697.40
CH22	62.51	64.65	-6.35	103.42 %	19,763.00	20.00 %	3,952.60	0.00 %	3,952.60
CH25	77.22	77.08	-7.49	99.81 %	32,137.00	15.00 %	4,820.55	0.00 %	4,820.55
AVD1	85.86	85.60	-7.93	99.70 %	35,593.00	15.00 %	5,338.95	0.00 %	5,338.95
CH28	86.93	86.49	-1.76	99.49 %	71,198.00	15.00 %	10,679.70	0.00 %	10,679.70
KNR1	52.30	51.55	-4.93	98.57 %	29,382.00	15.00 %	4,407.30	0.00 %	4,407.30
GUD1	75.02	69.87	-4.66	93.14 %	51,788.00	10.00 %	5,178.80	0.00 %	5,178.80
CH08	66.77	61.22	-8.86	91.70 %	37,573.00	10.00 %	3,757.30	0.00 %	3,757.30
CH47	136.24	124.92	-5.69	91.69 %	53,625.00	10.00 %	5,362.50	0.00 %	5,362.50
CH30	84.01	75.89	-5.31	90.33 %	42,101.00	10.00 %	4,210.10	0.00 %	4,210.10
SKL1	50.66	44.45	-5.90	87.75 %	27,385.00	0.00 %		0.00 %	
CH45	84.84	73.96	-7.08	87.18 %	26,232.00	0.00 %		0.00 %	
CH05	117.76	100.65	-9.04	85.47 %	49,830.00	0.00 %		0.00 %	
CH48	100.08	83.82	-2.50	83.75 %	52,302.00	0.00 %		0.00 %	
CH49	109.10	90.30	-6.11	82.77 %	45,148.00	0.00 %		0.00 %	
CH16	153.26	123.36	-6.03	80.49 %	64,378.00	0.00 %		0.00 %	
CH07	109.68	87.57	-7.18	79.85 %	32,777.00	0.00 %		0.00 %	
TKM1	43.42	34.34	-2.48	79.09 %	22,125.00	0.00 %		0.00 %	
CH26	20.08	14.94	-5.07	74.38 %	8,192.00	0.00 %		0.00 %	
CH38	64.38	45.63	-3.94	70.88 %	25,517.00	0.00 %		0.00 %	
CH19	121.05	81.26	-7.30	67.13 %	44,471.00	0.00 %		0.00 %	
GUD2	67.31	45.03	-4.90	66.90 %	26,271.00	0.00 %		0.00 %	
CH14	174.59	114.80	-6.68	65.76 %	54,663.00	0.00 %		0.00 %	
CH42	126.87	81.82	-5.48	64.49 %	44,872.00	0.00 %		0.00 %	
CH39	48.51	27.79	-7.31	57.28 %	17,159.00	0.00 %		0.00 %	
MRM1	89.76	45.22	-5.16	50.38 %	21,025.00	0.00 %		0.00 %	
CH29	13.21	6.06	-2.97	45.88 %	3,553.00	0.00 %		0.00 %	
CH40	45.45	19.23	-1.80	42.31 %	1,928.00	0.00 %		0.00 %	
KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BSY1	122.03	115.14	-5.10	94.36 %	61,107.00	10.00 %	6,110.70	0.00 %	6,110.70
KZD1	590.36	444.72	-9.60	75.33 %	172,001.00	0.00 %		0.00 %	
VLC1	122.72	58.77	-6.28	47.89 %	24,790.00	0.00 %		0.00 %	
KNU1	0.00	56.47	-7.01	0.00 %	18,602.00	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	46.76	56.96	-8.67	121.83 %	19,060.00	20.00 %	3,812.00	0.00 %	3,812.00
MKM1	27.20	30.94	-5.08	113.74 %	17,351.00	20.00 %	3,470.20	0.00 %	3,470.20
VCM1	13.02	13.38	-5.50	102.82 %	7,143.00	20.00 %	1,428.60	0.00 %	1,428.60
KML1	35.53	33.58	-3.56	94.49 %	19,086.00	10.00 %	1,908.60	0.00 %	1,908.60
CDM1	77.16	71.31	-7.99	92.41 %	28,244.00	10.00 %	2,824.40	0.00 %	2,824.40
CUD1	148.20	131.51	-4.49	88.73 %	64,610.00	0.00 %		0.00 %	
VPM2	71.83	61.94	-5.36	86.24 %	27,152.00	0.00 %		0.00 %	
TVM2	47.88	40.53	-8.55	84.64 %	10,679.00	0.00 %		0.00 %	
KLM1	78.62	65.13	-5.36	82.85 %	40,568.00	0.00 %		0.00 %	
NVL2	61.41	50.40	-6.67	82.08 %	21,964.00	0.00 %		0.00 %	
STP1	23.94	19.33	-5.83	80.76 %	7,776.00	0.00 %		0.00 %	
TVM1	33.66	26.95	-7.27	80.06 %	9,008.00	0.00 %		0.00 %	
VCM2	41.63	29.19	-8.12	70.12 %	12,638.00	0.00 %		0.00 %	
SJI2	86.33	60.03	-7.78	69.53 %	30,846.00	0.00 %		0.00 %	
POY1	119.22	80.65	-8.28	67.65 %	39,973.00	0.00 %		0.00 %	
KKI2	66.00	43.67	-6.81	66.16 %	19,145.00	0.00 %		0.00 %	
POY2	96.62	62.30	-6.94	64.48 %	25,339.00	0.00 %		0.00 %	
ULP1	82.74	52.55	-9.97	63.51 %	17,487.00	0.00 %		0.00 %	
TRK1	119.72	74.56	-5.68	62.28 %	41,918.00	0.00 %		0.00 %	
VPM1	26.02	15.56	-4.26	59.82 %	7,235.00	0.00 %		0.00 %	
TDM1	69.67	33.95	-8.87	48.74 %	12,303.00	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	32.33	43.20	-4.42	133.62 %	19,400.00	20.00 %	3,880.00	0.00 %	3,880.00
ATU1	53.55	59.27	-4.85	110.68 %	31,449.00	20.00 %	6,289.80	0.00 %	6,289.80
PLC1	30.21	27.94	-1.93	92.48 %	18,437.00	10.00 %	1,843.70	0.00 %	1,843.70
MTR1	48.79	41.48	-3.39	85.01 %	28,061.00	0.00 %		0.00 %	
TRM1	79.98	67.93	-4.10	84.93 %	33,547.00	0.00 %		0.00 %	
SLM2	44.43	37.56	-9.26	84.52 %	18,984.00	0.00 %		0.00 %	
PMP1	48.15	39.67	-3.76	82.39 %	12,592.00	0.00 %		0.00 %	
DPR1	26.80	21.78	-2.52	81.26 %	12,936.00	0.00 %		0.00 %	
SLM3	63.19	50.89	-2.67	80.54 %	31,276.00	0.00 %		0.00 %	
PNG1	31.72	24.25	-1.52	76.45 %	13,498.00	0.00 %		0.00 %	
KAM1	32.93	24.47	-3.74	74.31 %	15,844.00	0.00 %		0.00 %	
MCR1	57.24	42.39	-2.39	74.06 %	32,340.00	0.00 %		0.00 %	
HSR1	63.64	46.24	-1.69	72.66 %	30,332.00	0.00 %		0.00 %	
SLM1	122.80	88.76	-4.14	72.28 %	42,686.00	0.00 %		0.00 %	
OML1	58.01	40.36	-2.07	69.56 %	21,393.00	0.00 %		0.00 %	
KVP1	35.01	23.85	-4.10	68.11 %	10,264.00	0.00 %		0.00 %	
BMD1	34.33	23.36	-2.68	68.03 %	13,820.00	0.00 %		0.00 %	
DPR2	29.47	20.00	-2.97	67.86 %	9,799.00	0.00 %		0.00 %	
APN1	37.36	24.79	-1.75	66.37 %	16,652.00	0.00 %		0.00 %	
HSR2	108.05	71.32	-2.03	66.01 %	40,054.00	0.00 %		0.00 %	
SGI1	42.35	27.72	-1.90	65.46 %	14,936.00	0.00 %		0.00 %	
HRR1	40.47	26.06	-4.69	64.39 %	11,331.00	0.00 %		0.00 %	
EPI1	46.51	29.80	-2.91	64.07 %	22,319.00	0.00 %		0.00 %	
VPD1	61.18	38.11	-2.84	62.29 %	22,753.00	0.00 %		0.00 %	
EDP1	24.21	14.68	-1.30	60.64 %	9,303.00	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	27.90	32.14	-4.72	115.20 %	11,486.00	20.00 %	2,297.20	0.00 %	2,297.20
SGG1	12.67	14.37	-3.38	113.44 %	7,215.00	20.00 %	1,443.00	0.00 %	1,443.00
CMI1	20.10	20.07	-3.36	99.87 %	11,528.00	15.00 %	1,729.20	0.00 %	1,729.20
ERD1	60.49	54.87	-4.30	90.71 %	33,197.00	10.00 %	3,319.70	0.00 %	3,319.70
ERD2	75.30	66.72	-5.36	88.60 %	54,487.00	0.00 %		0.00 %	
KGM1	26.86	23.34	-3.31	86.89 %	9,589.00	0.00 %		0.00 %	
RSP1	33.62	28.40	-3.43	84.48 %	24,709.00	0.00 %		0.00 %	
GBM1	42.99	34.73	-2.76	80.78 %	13,183.00	0.00 %		0.00 %	
PDR1	21.48	17.27	-1.48	80.39 %	14,665.00	0.00 %		0.00 %	
KMM1	21.63	16.80	-4.14	77.68 %	11,974.00	0.00 %		0.00 %	
TCG1	31.70	23.67	-3.21	74.67 %	22,814.00	0.00 %		0.00 %	
SYM2	33.24	23.77	-4.63	71.52 %	11,466.00	0.00 %		0.00 %	
TPR2	67.07	42.40	-7.54	63.21 %	11,973.00	0.00 %		0.00 %	
TPR1	59.77	36.47	-5.65	61.02 %	17,907.00	0.00 %		0.00 %	
NKL2	98.33	53.92	-4.24	54.83 %	35,778.00	0.00 %		0.00 %	
VKL1	24.98	13.08	-1.46	52.35 %	10,244.00	0.00 %		0.00 %	
TPR4	22.83	11.68	-4.48	51.15 %	3,488.00	0.00 %		0.00 %	
TPR3	36.47	12.29	-4.60	33.70 %	3,914.00	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	31.31	31.52	-3.45	100.66 %	19,288.00	20.00 %	3,857.60	0.00 %	3,857.60
CBE6	45.45	45.31	-3.21	99.69 %	26,027.00	15.00 %	3,904.05	0.00 %	3,904.05
GDR1	29.30	26.02	-4.70	88.82 %	6,158.00	0.00 %		0.00 %	
UMP1	30.66	26.26	-3.94	85.64 %	13,984.00	0.00 %		0.00 %	
KMR1	76.25	64.53	-2.87	84.63 %	35,441.00	0.00 %		0.00 %	
KGI1	43.61	33.96	-2.80	77.85 %	7,906.00	0.00 %		0.00 %	
MPM1	40.81	30.37	-1.12	74.42 %	13,829.00	0.00 %		0.00 %	
CBE4	56.88	42.09	-3.29	73.99 %	25,174.00	0.00 %		0.00 %	
PLI1	46.44	33.87	-3.77	72.94 %	18,941.00	0.00 %		0.00 %	
SNR1	44.46	31.27	-5.52	70.33 %	19,198.00	0.00 %		0.00 %	
ANR1	12.77	8.89	-3.41	69.67 %	4,069.00	0.00 %		0.00 %	
SUL1	28.34	19.71	-5.00	69.56 %	14,153.00	0.00 %		0.00 %	
CNR1	41.39	26.78	-2.07	64.69 %	8,862.00	0.00 %		0.00 %	
CBE2	198.39	123.38	-4.25	62.19 %	53,875.00	0.00 %		0.00 %	
CBE5	22.02	13.60	-1.51	61.76 %	14,003.00	0.00 %		0.00 %	
DPM2	38.45	22.77	-1.26	59.22 %	16,936.00	0.00 %		0.00 %	
UAM1	77.15	42.86	-3.02	55.56 %	16,889.00	0.00 %		0.00 %	
PDM1	22.42	12.02	-1.83	53.63 %	11,920.00	0.00 %		0.00 %	
CBE3	19.61	10.21	-4.02	52.06 %	8,410.00	0.00 %		0.00 %	
PPI1	32.97	16.46	-3.43	49.93 %	7,248.00	0.00 %		0.00 %	
KMD1	33.14	15.69	-2.31	47.33 %	5,532.00	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	2.33	3.56	-7.36	153.18 %	1,306.00	20.00 %	261.20	0.00 %	261.20
CH37	26.00	26.92	-6.75	103.51 %	12,321.00	20.00 %	2,464.20	0.00 %	2,464.20
GPD1	65.94	55.55	-8.71	84.24 %	12,734.00	0.00 %		0.00 %	
CH15	203.84	166.45	-4.94	81.66 %	77,078.00	0.00 %		0.00 %	
CH41	70.17	56.98	-5.23	81.20 %	17,513.00	0.00 %		0.00 %	
CH20	105.55	84.65	-6.95	80.20 %	35,461.00	0.00 %		0.00 %	
CH24	87.60	69.12	-8.35	78.91 %	37,493.00	0.00 %		0.00 %	
CH03	202.82	157.89	-5.07	77.85 %	95,026.00	0.00 %		0.00 %	
CH27	30.37	23.31	-3.75	76.74 %	15,188.00	0.00 %		0.00 %	
CH34	114.53	87.36	-5.76	76.27 %	23,166.00	0.00 %		0.00 %	
CH18	107.60	80.82	-3.12	75.11 %	47,633.00	0.00 %		0.00 %	
CH35	68.62	50.41	-3.31	73.46 %	24,950.00	0.00 %		0.00 %	
CH12	127.62	93.51	-6.92	73.28 %	41,764.00	0.00 %		0.00 %	
CH33	86.30	63.21	-4.42	73.25 %	29,195.00	0.00 %		0.00 %	
CH32	11.64	8.08	-9.09	69.36 %	1,809.00	0.00 %		0.00 %	
CH06	79.60	54.27	-7.13	68.18 %	25,136.00	0.00 %		0.00 %	
PON1	57.10	38.72	-4.84	67.81 %	18,753.00	0.00 %		0.00 %	
CH46	43.26	29.00	-4.59	67.03 %	15,042.00	0.00 %		0.00 %	
CH44	69.91	46.52	-7.06	66.55 %	22,961.00	0.00 %		0.00 %	
UKI1	66.81	44.40	-6.10	66.46 %	15,686.00	0.00 %		0.00 %	
CH17	78.54	51.76	-4.68	65.91 %	32,976.00	0.00 %		0.00 %	
CH21	149.70	95.36	-7.87	63.70 %	37,644.00	0.00 %		0.00 %	
CH36	37.86	23.18	-6.57	61.22 %	7,996.00	0.00 %		0.00 %	
CH23	40.65	24.04	-4.30	59.15 %	12,737.00	0.00 %		0.00 %	
MJR1	93.26	53.50	-3.31	57.37 %	21,480.00	0.00 %		0.00 %	
CH43	64.05	35.36	-6.83	55.21 %	17,007.00	0.00 %		0.00 %	
CH51	128.60	70.00	-9.88	54.44 %	24,820.00	0.00 %		0.00 %	
CH50	147.55	71.59	-5.48	48.52 %	29,991.00	0.00 %		0.00 %	
MC05	26.42	12.17	-1.72	46.08 %	2,436.00	0.00 %		0.00 %	
MC06	30.79	12.38	-4.80	40.20 %	3,475.00	0.00 %		0.00 %	
CH31	41.11	15.97	-6.85	38.85 %	8,522.00	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	17.16	14.87	-5.84	86.63 %	7,391.00	0.00 %		0.00 %	
TKS2	119.24	102.87	-7.28	86.27 %	40,050.00	0.00 %		0.00 %	
RND2	86.41	73.27	-4.95	84.79 %	51,849.00	0.00 %		0.00 %	
STU2	30.39	25.58	-6.30	84.20 %	12,269.00	0.00 %		0.00 %	
ASM1	42.38	33.90	-5.40	80.00 %	24,959.00	0.00 %		0.00 %	
SVK1	77.07	61.55	-6.59	79.86 %	38,265.00	0.00 %		0.00 %	
SDI1	73.44	58.61	-9.49	79.80 %	18,339.00	0.00 %		0.00 %	
KYR1	36.37	28.90	-2.79	79.47 %	18,367.00	0.00 %		0.00 %	
MMT1	50.25	39.91	-5.04	79.42 %	12,323.00	0.00 %		0.00 %	
PKD1	60.63	48.13	-1.91	79.39 %	40,820.00	0.00 %		0.00 %	
VLY1	102.14	79.75	-5.94	78.08 %	50,042.00	0.00 %		0.00 %	
TKS1	85.10	65.97	-7.99	77.52 %	32,514.00	0.00 %		0.00 %	
VKM1	38.76	28.34	-3.04	73.11 %	17,476.00	0.00 %		0.00 %	
TUT1	343.03	244.18	-4.74	71.19 %	152,119.00	0.00 %		0.00 %	
APK2	49.92	35.52	-7.95	71.16 %	13,655.00	0.00 %		0.00 %	
TCN1	71.43	50.62	-5.66	70.86 %	26,970.00	0.00 %		0.00 %	
APK1	48.57	34.22	-7.24	70.46 %	18,332.00	0.00 %		0.00 %	
VNR2	146.88	101.99	-4.66	69.44 %	42,297.00	0.00 %		0.00 %	
SKD1	40.90	28.29	-6.46	69.16 %	14,105.00	0.00 %		0.00 %	
PDI1	43.27	29.77	-6.61	68.79 %	19,342.00	0.00 %		0.00 %	
SNL1	54.98	36.40	-9.37	66.21 %	15,353.00	0.00 %		0.00 %	
TKY1	50.57	33.47	-3.95	66.20 %	18,577.00	0.00 %		0.00 %	
ERL2	70.92	46.17	-2.79	65.11 %	45,640.00	0.00 %		0.00 %	
RPM1	139.60	90.44	-10.55	64.79 %	39,971.00	0.00 %		0.00 %	
KGL1	40.10	25.31	-3.10	63.13 %	18,323.00	0.00 %		0.00 %	
RND1	102.77	64.22	-5.59	62.49 %	42,312.00	0.00 %		0.00 %	
NGR1	219.84	137.33	-9.61	62.47 %	52,888.00	0.00 %		0.00 %	
ARM1	31.21	19.27	-4.89	61.72 %	12,872.00	0.00 %		0.00 %	
MAR1	119.08	73.48	-6.89	61.71 %	32,507.00	0.00 %		0.00 %	
VNR1	49.58	30.22	-3.68	60.95 %	13,128.00	0.00 %		0.00 %	
KVT1	198.60	120.83	-6.29	60.84 %	71,791.00	0.00 %		0.00 %	
UDN1	54.10	32.47	-6.85	60.02 %	18,704.00	0.00 %		0.00 %	
TYI1	65.98	39.22	-5.59	59.45 %	27,089.00	0.00 %		0.00 %	
TUT2	146.89	84.78	-6.30	57.72 %	52,397.00	0.00 %		0.00 %	
TVL1	406.14	217.39	-6.16	53.53 %	131,990.00	0.00 %		0.00 %	
KSM1	55.81	27.09	-4.20	48.54 %	12,716.00	0.00 %		0.00 %	
SGT1	47.94	18.92	-6.16	39.47 %	7,138.00	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	97.29	64.42	-7.24	66.21 %	29,723.00	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	48.86	37.44	-1.97	76.62 %	24,812.00	0.00 %		0.00 %	
TVP1	158.40	118.80	-5.86	75.00 %	82,952.00	0.00 %		0.00 %	
PAS1	71.34	47.12	-2.50	66.05 %	33,339.00	0.00 %		0.00 %	
PNL1	59.83	29.25	-3.56	48.90 %	20,378.00	0.00 %		0.00 %	
KOM1	157.23	74.85	-2.57	47.61 %	49,997.00	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	65.76	22.41	-13.84	34.07 %	3,916.00	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	(2.12)	-64.85	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	(28.97)	-17.67	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	(8.69)	-12.92	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(2.46)	-13.94	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	(4.96)	-16.54	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	(2.88)	-15.01	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(5.90)	-11.32	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(4.69)	-21.91	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(7.52)	-18.76	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(2.54)	-15.58	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 %	