

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
21,119.96 L	17,466.24 L	82.70 %	0.00 %	91.81 L

Note : Sales Period is From :01-Sep-2026 To :14-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	1,758.67	1,609.86	91.54 %	48,000.00	0.00 %	48,000.00
CHENNAI-01	2,501.15	2,248.20	89.89 %	0.00	0.00 %	0.00
TRICHY-01	2,180.62	1,923.92	88.23 %	0.00	0.00 %	0.00
SOUTH-03	2,087.57	1,779.05	85.22 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,478.79	1,230.58	83.21 %	0.00	0.00 %	0.00
WEST-02	1,349.09	1,112.63	82.47 %	0.00	0.00 %	0.00
CHENNAI-02	2,655.84	2,148.61	80.90 %	0.00	0.00 %	0.00
KL-NORTH	899.35	715.23	79.53 %	0.00	0.00 %	0.00
WEST-03	772.64	604.81	78.28 %	0.00	0.00 %	0.00
SOUTH-01	3,680.30	2,785.01	75.67 %	0.00	0.00 %	0.00
WEST-01	1,046.57	773.56	73.91 %	0.00	0.00 %	0.00
KL-CENTRAL	104.77	69.48	66.32 %	0.00	0.00 %	0.00
KL-SOUTH	533.77	325.32	60.95 %	0.00	0.00 %	0.00
HYDERABAD-01	70.82	26.52	37.45 %	0.00	0.00 %	0.00
OTHERS	0.00	113.45	0.00 %	0.00	0.00 %	0.00
Total	21,119.96	17,466.24	82.70 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VEL4	93.35	120.29	-8.08	128.86 %	39,666.00	20.00 %	7,933.20	0.00 %	7,933.20
VNB1	57.63	68.77	-2.28	119.32 %	35,859.00	20.00 %	7,171.80	0.00 %	7,171.80
CPT1	28.33	33.58	-2.27	118.55 %	24,637.00	20.00 %	4,927.40	0.00 %	4,927.40
CYR1	37.00	40.97	-3.97	110.74 %	25,204.00	20.00 %	5,040.80	0.00 %	5,040.80
SBR1	90.66	99.08	-5.13	109.28 %	66,104.00	20.00 %	13,220.80	0.00 %	13,220.80
AKM1	67.00	72.40	-5.35	108.06 %	37,406.00	20.00 %	7,481.20	0.00 %	7,481.20
ABR1	67.40	70.15	-7.18	104.09 %	29,740.00	20.00 %	5,948.00	0.00 %	5,948.00
SLG1	34.37	35.36	-3.69	102.89 %	20,614.00	20.00 %	4,122.80	0.00 %	4,122.80
TRR1	90.86	89.06	-8.49	98.03 %	35,787.00	15.00 %	5,368.05	0.00 %	5,368.05
VEL1	48.08	46.39	-6.10	96.49 %	19,714.00	15.00 %	2,957.10	0.00 %	2,957.10
WJP1	53.24	50.37	-4.85	94.62 %	24,281.00	10.00 %	2,428.10	0.00 %	2,428.10
UGI1	34.78	32.23	-4.21	92.66 %	11,657.00	10.00 %	1,165.70	0.00 %	1,165.70
GDM1	49.88	46.15	-7.15	92.52 %	23,320.00	10.00 %	2,332.00	0.00 %	2,332.00
ANI1	35.49	32.83	-4.90	92.51 %	18,163.00	10.00 %	1,816.30	0.00 %	1,816.30
VEL2	100.44	91.75	-6.72	91.35 %	52,284.00	10.00 %	5,228.40	0.00 %	5,228.40
VEL3	90.33	81.87	-7.42	90.63 %	47,858.00	10.00 %	4,785.80	0.00 %	4,785.80
KPM2	189.28	163.05	-5.07	86.14 %	79,246.00	0.00 %		0.00 %	
KPM1	59.15	50.53	-6.24	85.43 %	16,108.00	0.00 %		0.00 %	
PTU1	24.08	20.52	-6.51	85.21 %	7,289.00	0.00 %		0.00 %	
TRT1	38.92	32.80	-8.71	84.29 %	11,764.00	0.00 %		0.00 %	
VSI1	61.07	50.44	-6.36	82.59 %	25,185.00	0.00 %		0.00 %	
BGR1	43.23	34.98	-3.68	80.92 %	21,442.00	0.00 %		0.00 %	
TRL1	97.33	76.88	-7.63	78.99 %	42,240.00	0.00 %		0.00 %	
WJD1	71.61	55.70	-3.85	77.79 %	32,863.00	0.00 %		0.00 %	
PLR1	46.14	34.96	-4.44	75.78 %	17,836.00	0.00 %		0.00 %	
ARC2	58.61	42.36	-3.65	72.27 %	23,891.00	0.00 %		0.00 %	
CGM1	90.43	36.38	-5.62	40.23 %	16,088.00	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	12.59	17.45	-5.54	138.63 %	7,888.00	20.00 %	1,577.60	0.00 %	1,577.60
AVD1	92.46	109.32	-6.85	118.24 %	45,497.00	20.00 %	9,099.40	0.00 %	9,099.40
CGL1	47.32	53.82	-7.85	113.74 %	21,148.00	20.00 %	4,229.60	0.00 %	4,229.60
CH28	93.62	103.91	-1.75	111.00 %	90,353.00	20.00 %	18,070.60	0.00 %	18,070.60
CH22	67.32	74.24	-6.95	110.28 %	22,479.00	20.00 %	4,495.80	0.00 %	4,495.80
KNR1	56.33	59.36	-4.48	105.39 %	35,002.00	20.00 %	7,000.40	0.00 %	7,000.40
CH25	83.16	86.85	-6.76	104.44 %	38,614.00	20.00 %	7,722.80	0.00 %	7,722.80
GUD1	80.79	82.86	-4.61	102.56 %	62,377.00	20.00 %	12,475.40	0.00 %	12,475.40
CH30	90.47	92.04	-6.13	101.73 %	53,314.00	20.00 %	10,662.80	0.00 %	10,662.80
CH45	91.36	90.97	-6.76	99.57 %	32,964.00	15.00 %	4,944.60	0.00 %	4,944.60
SKL1	54.55	53.56	-6.08	98.18 %	33,292.00	15.00 %	4,993.80	0.00 %	4,993.80
CH47	146.72	143.07	-5.46	97.52 %	65,925.00	15.00 %	9,888.75	0.00 %	9,888.75
CH16	165.05	159.15	-5.38	96.43 %	84,700.00	15.00 %	12,705.00	0.00 %	12,705.00
CH48	107.78	101.72	-2.58	94.37 %	63,262.00	10.00 %	6,326.20	0.00 %	6,326.20
CH05	126.82	119.00	-9.21	93.83 %	60,336.00	10.00 %	6,033.60	0.00 %	6,033.60
CH49	117.49	107.18	-5.82	91.23 %	56,883.00	10.00 %	5,688.30	0.00 %	5,688.30
CH08	71.90	63.24	-9.26	87.95 %	38,305.00	0.00 %		0.00 %	
TKM1	46.76	39.58	-2.44	84.64 %	26,232.00	0.00 %		0.00 %	
CH26	21.63	18.27	-4.89	84.47 %	10,215.00	0.00 %		0.00 %	
CH07	118.11	98.02	-6.87	82.99 %	39,364.00	0.00 %		0.00 %	
CH14	188.02	148.27	-6.91	78.86 %	69,328.00	0.00 %		0.00 %	
CH19	130.36	101.24	-7.45	77.66 %	59,963.00	0.00 %		0.00 %	
CH38	69.33	53.14	-3.46	76.65 %	33,782.00	0.00 %		0.00 %	
GUD2	72.49	52.39	-4.49	72.28 %	33,873.00	0.00 %		0.00 %	
CH42	136.63	96.48	-5.37	70.62 %	55,377.00	0.00 %		0.00 %	
CH39	52.24	34.52	-6.32	66.09 %	20,895.00	0.00 %		0.00 %	
MRM1	96.67	57.48	-5.56	59.46 %	27,210.00	0.00 %		0.00 %	
CH29	14.22	7.56	-2.42	53.17 %	4,970.00	0.00 %		0.00 %	
CH40	48.95	23.49	-1.53	48.00 %	2,308.00	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	40.81	53.05	-3.23	129.98 %	38,719.00	20.00 %	7,743.80	0.00 %	7,743.80
PBR1	33.02	36.20	-9.48	109.66 %	12,188.00	20.00 %	2,437.60	0.00 %	2,437.60
MVM1	102.05	111.78	-2.68	109.54 %	91,507.00	20.00 %	18,301.40	0.00 %	18,301.40
TVR2	90.96	96.86	-6.06	106.48 %	52,302.00	20.00 %	10,460.40	0.00 %	10,460.40
JKM1	56.09	59.27	-2.83	105.66 %	35,026.00	20.00 %	7,005.20	0.00 %	7,005.20
KIK1	56.55	59.66	-4.37	105.51 %	35,080.00	20.00 %	7,016.00	0.00 %	7,016.00
AYR1	48.38	50.58	-6.37	104.54 %	19,707.00	20.00 %	3,941.40	0.00 %	3,941.40
TTP1	58.74	60.51	-2.04	103.00 %	28,634.00	20.00 %	5,726.80	0.00 %	5,726.80
TRY3	51.68	52.23	-8.89	101.06 %	23,455.00	20.00 %	4,691.00	0.00 %	4,691.00
MDI1	57.98	58.21	-10.24	100.39 %	20,048.00	20.00 %	4,009.60	0.00 %	4,009.60
KUM1	109.12	102.92	-8.83	94.33 %	59,515.00	10.00 %	5,951.50	0.00 %	5,951.50
NGT1	81.31	76.00	-3.48	93.46 %	57,968.00	10.00 %	5,796.80	0.00 %	5,796.80
TRY4	80.47	74.27	-7.95	92.30 %	41,953.00	10.00 %	4,195.30	0.00 %	4,195.30
KRN1	41.32	37.95	-3.79	91.85 %	17,067.00	10.00 %	1,706.70	0.00 %	1,706.70
PBR2	114.95	103.11	-4.96	89.70 %	50,025.00	0.00 %		0.00 %	
TNJ1	111.56	99.36	-7.23	89.06 %	43,315.00	0.00 %		0.00 %	
PTK1	90.20	78.10	-4.79	86.58 %	51,861.00	0.00 %		0.00 %	
NMM1	40.63	35.11	-2.77	86.42 %	26,235.00	0.00 %		0.00 %	
PDK2	68.93	59.32	-5.25	86.06 %	36,414.00	0.00 %		0.00 %	
KUM2	60.64	51.36	-3.14	84.70 %	42,300.00	0.00 %		0.00 %	
TNJ2	92.77	74.95	-6.58	80.79 %	39,007.00	0.00 %		0.00 %	
MSI1	52.98	42.78	-2.53	80.76 %	30,969.00	0.00 %		0.00 %	
NCK1	30.69	24.53	-5.55	79.93 %	11,867.00	0.00 %		0.00 %	
TYR1	78.05	61.32	-4.31	78.56 %	32,967.00	0.00 %		0.00 %	
PDK1	39.93	28.46	-5.00	71.27 %	21,183.00	0.00 %		0.00 %	
APM1	23.46	16.67	-2.06	71.06 %	13,263.00	0.00 %		0.00 %	
TRY1	393.70	275.27	-11.32	69.92 %	115,871.00	0.00 %		0.00 %	
ORU1	42.42	27.29	-4.29	64.33 %	14,848.00	0.00 %		0.00 %	
TRY2	31.22	16.80	-6.98	53.79 %	11,580.00	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	32.64	47.60	-5.03	145.85 %	38,346.00	20.00 %	7,669.20	0.00 %	7,669.20
PVI1	69.40	94.81	-8.57	136.61 %	44,085.00	20.00 %	8,817.00	0.00 %	8,817.00
PKM1	25.92	28.02	-5.06	108.12 %	18,203.00	20.00 %	3,640.60	0.00 %	3,640.60
BTU1	26.38	26.50	-7.69	100.45 %	12,001.00	20.00 %	2,400.20	0.00 %	2,400.20
DGL1	112.99	113.48	-11.27	100.43 %	48,231.00	20.00 %	9,646.20	0.00 %	9,646.20
MDU5	35.68	35.72	-4.94	100.13 %	21,831.00	20.00 %	4,366.20	0.00 %	4,366.20
TDI1	36.85	36.28	-5.56	98.46 %	21,825.00	15.00 %	3,273.75	0.00 %	3,273.75
MDU6	78.35	76.21	-7.67	97.27 %	40,489.00	15.00 %	6,073.35	0.00 %	6,073.35
SGP1	24.71	23.19	-3.85	93.83 %	20,062.00	10.00 %	2,006.20	0.00 %	2,006.20
TEN1	50.31	47.20	-7.47	93.82 %	19,007.00	10.00 %	1,900.70	0.00 %	1,900.70
CMR1	29.51	27.39	-7.04	92.80 %	11,604.00	10.00 %	1,160.40	0.00 %	1,160.40
BNR1	36.76	33.76	-7.57	91.82 %	14,824.00	10.00 %	1,482.40	0.00 %	1,482.40
MDU1	222.16	203.15	-13.19	91.44 %	65,616.00	10.00 %	6,561.60	0.00 %	6,561.60
SVG1	43.82	39.63	-8.43	90.43 %	17,976.00	10.00 %	1,797.60	0.00 %	1,797.60
MDU2	113.65	102.77	-7.83	90.43 %	52,963.00	10.00 %	5,296.30	0.00 %	5,296.30
MDU3	56.06	48.63	-10.08	86.75 %	17,450.00	0.00 %		0.00 %	
TMM1	63.68	54.74	-8.93	85.96 %	25,681.00	0.00 %		0.00 %	
DGL2	42.71	36.13	-9.68	84.59 %	16,319.00	0.00 %		0.00 %	
MNM1	24.49	20.67	-1.89	84.41 %	15,380.00	0.00 %		0.00 %	
CBM1	52.66	43.18	-6.68	81.99 %	25,329.00	0.00 %		0.00 %	
KPT1	36.52	28.92	-3.24	79.21 %	16,902.00	0.00 %		0.00 %	
MLR1	38.63	30.14	-4.93	78.01 %	21,311.00	0.00 %		0.00 %	
MDU4	46.06	35.91	-9.32	77.95 %	17,351.00	0.00 %		0.00 %	
MPA1	59.97	46.63	-1.83	77.75 %	35,539.00	0.00 %		0.00 %	
NKI1	43.68	33.69	-7.44	77.13 %	15,390.00	0.00 %		0.00 %	
USL1	41.81	32.04	-8.51	76.65 %	16,453.00	0.00 %		0.00 %	
TPT1	52.92	39.84	-7.61	75.28 %	25,429.00	0.00 %		0.00 %	
ADP1	40.81	30.63	-5.25	75.04 %	18,822.00	0.00 %		0.00 %	
DKI1	60.41	45.27	-3.43	74.94 %	38,038.00	0.00 %		0.00 %	
NTM1	36.95	27.33	-5.77	73.98 %	14,687.00	0.00 %		0.00 %	
PNV2	35.16	25.80	-10.27	73.36 %	9,323.00	0.00 %		0.00 %	
TEN2	55.99	40.61	-6.66	72.54 %	15,519.00	0.00 %		0.00 %	
ATG1	76.85	52.12	-11.06	67.82 %	25,618.00	0.00 %		0.00 %	
PNI1	25.49	17.10	-5.00	67.08 %	6,731.00	0.00 %		0.00 %	
KKD3	98.82	63.22	-6.14	63.97 %	52,683.00	0.00 %		0.00 %	
ODM1	34.77	21.64	-10.46	62.24 %	8,030.00	0.00 %		0.00 %	
MDU7	79.27	46.39	-7.23	58.52 %	18,782.00	0.00 %		0.00 %	
KYK1	44.73	22.72	-3.66	50.80 %	14,456.00	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	50.35	68.00	-8.87	135.04 %	25,623.00	20.00 %	5,124.60	0.00 %	5,124.60
MKM1	29.30	34.74	-5.41	118.57 %	18,494.00	20.00 %	3,698.80	0.00 %	3,698.80
VCM1	14.02	15.00	-5.04	107.02 %	8,145.00	20.00 %	1,629.00	0.00 %	1,629.00
KML1	38.27	38.59	-3.22	100.86 %	22,406.00	20.00 %	4,481.20	0.00 %	4,481.20
CDM1	83.10	82.37	-7.92	99.12 %	31,801.00	15.00 %	4,770.15	0.00 %	4,770.15
CUD1	159.60	150.93	-4.38	94.56 %	76,266.00	10.00 %	7,626.60	0.00 %	7,626.60
VPM2	77.35	72.61	-5.63	93.87 %	32,196.00	10.00 %	3,219.60	0.00 %	3,219.60
TVM1	36.25	33.76	-7.29	93.14 %	13,541.00	10.00 %	1,354.10	0.00 %	1,354.10
TVM2	51.57	47.60	-8.20	92.31 %	13,702.00	10.00 %	1,370.20	0.00 %	1,370.20
KLM1	84.66	76.68	-4.97	90.57 %	51,558.00	10.00 %	5,155.80	0.00 %	5,155.80
NVL2	66.13	57.78	-6.25	87.37 %	27,279.00	0.00 %		0.00 %	
STP1	25.78	21.35	-6.01	82.79 %	9,139.00	0.00 %		0.00 %	
SJI2	92.97	75.57	-7.53	81.28 %	39,626.00	0.00 %		0.00 %	
POY1	128.39	95.69	-7.90	74.53 %	48,463.00	0.00 %		0.00 %	
VCM2	44.84	33.35	-8.01	74.38 %	16,086.00	0.00 %		0.00 %	
KKI2	71.08	49.39	-6.61	69.49 %	22,364.00	0.00 %		0.00 %	
ULP1	89.11	61.55	-9.39	69.08 %	23,839.00	0.00 %		0.00 %	
POY2	104.06	71.75	-7.00	68.96 %	30,168.00	0.00 %		0.00 %	
VPM1	28.02	19.11	-4.56	68.21 %	9,652.00	0.00 %		0.00 %	
TRK1	128.93	85.25	-5.65	66.13 %	48,610.00	0.00 %		0.00 %	
TDM1	75.03	39.51	-9.09	52.66 %	14,595.00	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	34.81	49.40	-4.19	141.89 %	26,471.00	20.00 %	5,294.20	0.00 %	5,294.20
ATU1	57.67	67.03	-4.95	116.24 %	35,989.00	20.00 %	7,197.80	0.00 %	7,197.80
PLC1	32.53	32.36	-1.72	99.48 %	22,644.00	15.00 %	3,396.60	0.00 %	3,396.60
MTR1	52.54	48.86	-3.27	93.00 %	33,673.00	10.00 %	3,367.30	0.00 %	3,367.30
SLM2	47.85	44.11	-8.19	92.18 %	27,218.00	10.00 %	2,721.80	0.00 %	2,721.80
TRM1	86.14	77.96	-4.16	90.50 %	39,011.00	10.00 %	3,901.10	0.00 %	3,901.10
DPR1	28.86	25.22	-2.66	87.37 %	15,569.00	0.00 %		0.00 %	
SLM3	68.05	59.26	-2.54	87.08 %	36,505.00	0.00 %		0.00 %	
PMP1	51.86	43.71	-3.79	84.29 %	14,586.00	0.00 %		0.00 %	
KAM1	35.47	29.66	-3.59	83.63 %	18,622.00	0.00 %		0.00 %	
PNG1	34.16	28.30	-1.61	82.83 %	15,662.00	0.00 %		0.00 %	
BMD1	36.97	30.43	-3.11	82.31 %	19,265.00	0.00 %		0.00 %	
APN1	40.23	31.29	-2.10	77.77 %	21,051.00	0.00 %		0.00 %	
SLM1	132.25	102.84	-4.33	77.76 %	54,071.00	0.00 %		0.00 %	
HSR1	68.54	52.75	-1.51	76.96 %	35,687.00	0.00 %		0.00 %	
MCR1	61.64	47.39	-2.43	76.88 %	37,099.00	0.00 %		0.00 %	
OML1	62.48	47.37	-1.99	75.82 %	26,272.00	0.00 %		0.00 %	
EPI1	50.09	37.39	-2.84	74.65 %	28,012.00	0.00 %		0.00 %	
HRR1	43.58	31.80	-4.83	72.97 %	15,059.00	0.00 %		0.00 %	
KVP1	37.70	27.41	-4.17	72.71 %	12,377.00	0.00 %		0.00 %	
SGI1	45.61	32.98	-1.75	72.32 %	19,224.00	0.00 %		0.00 %	
EDP1	26.07	18.82	-2.82	72.17 %	12,876.00	0.00 %		0.00 %	
HSR2	116.36	80.23	-2.04	68.95 %	46,392.00	0.00 %		0.00 %	
DPR2	31.74	21.88	-2.87	68.95 %	11,513.00	0.00 %		0.00 %	
VPD1	65.89	44.18	-2.77	67.06 %	25,802.00	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	2.51	3.87	-6.78	154.45 %	1,320.00	20.00 %	264.00	0.00 %	264.00
CH37	28.00	33.42	-7.70	119.33 %	14,377.00	20.00 %	2,875.40	0.00 %	2,875.40
CH15	219.52	204.17	-5.37	93.01 %	96,264.00	10.00 %	9,626.40	0.00 %	9,626.40
CH41	75.57	70.13	-4.68	92.81 %	23,929.00	10.00 %	2,392.90	0.00 %	2,392.90
CH34	123.34	113.97	-5.66	92.40 %	40,886.00	10.00 %	4,088.60	0.00 %	4,088.60
CH17	84.58	77.79	-4.77	91.98 %	42,526.00	10.00 %	4,252.60	0.00 %	4,252.60
CH03	218.42	199.15	-5.33	91.17 %	122,717.00	10.00 %	12,271.70	0.00 %	12,271.70
CH20	113.67	103.03	-6.24	90.64 %	40,931.00	10.00 %	4,093.10	0.00 %	4,093.10
CH35	73.90	65.44	-3.97	88.55 %	35,707.00	0.00 %		0.00 %	
CH18	115.88	101.72	-3.37	87.78 %	60,923.00	0.00 %		0.00 %	
GPD1	71.02	60.28	-8.34	84.89 %	13,985.00	0.00 %		0.00 %	
CH36	40.78	34.45	-6.11	84.48 %	12,220.00	0.00 %		0.00 %	
CH33	92.94	78.36	-4.74	84.31 %	35,572.00	0.00 %		0.00 %	
CH24	94.34	79.02	-8.06	83.76 %	43,622.00	0.00 %		0.00 %	
CH44	75.29	62.67	-6.67	83.25 %	32,371.00	0.00 %		0.00 %	
CH12	137.43	111.86	-6.76	81.39 %	52,718.00	0.00 %		0.00 %	
CH21	161.21	129.62	-6.99	80.40 %	57,424.00	0.00 %		0.00 %	
CH46	46.59	36.92	-4.46	79.25 %	19,344.00	0.00 %		0.00 %	
CH27	32.71	25.75	-4.38	78.72 %	16,620.00	0.00 %		0.00 %	
CH32	12.54	9.57	-7.68	76.29 %	2,629.00	0.00 %		0.00 %	
CH06	85.72	65.16	-6.94	76.01 %	30,619.00	0.00 %		0.00 %	
PON1	61.50	46.23	-4.96	75.17 %	21,400.00	0.00 %		0.00 %	
UKI1	71.95	53.70	-5.66	74.64 %	22,427.00	0.00 %		0.00 %	
MJR1	100.43	68.46	-3.35	68.17 %	28,767.00	0.00 %		0.00 %	
CH51	138.49	94.10	-9.63	67.95 %	35,971.00	0.00 %		0.00 %	
CH23	43.77	28.38	-3.98	64.83 %	17,014.00	0.00 %		0.00 %	
CH50	158.90	99.28	-4.81	62.48 %	48,960.00	0.00 %		0.00 %	
CH43	68.98	42.70	-7.13	61.90 %	21,309.00	0.00 %		0.00 %	
MC05	28.45	14.47	-1.63	50.87 %	3,836.00	0.00 %		0.00 %	
CH31	44.27	21.67	-6.04	48.95 %	9,429.00	0.00 %		0.00 %	
MC06	33.16	13.28	-4.50	40.07 %	4,155.00	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	131.41	123.55	-5.23	94.02 %	66,473.00	10.00 %	6,647.30	0.00 %	6,647.30
KZD1	635.78	467.28	-9.46	73.50 %	186,471.00	0.00 %		0.00 %	
VLC1	132.16	62.63	-6.12	47.39 %	27,730.00	0.00 %		0.00 %	
KNU1	0.00	61.77	-6.91	0.00 %	22,997.00	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	30.05	36.85	-5.15	122.64 %	12,503.00	20.00 %	2,500.60	0.00 %	2,500.60
SGG1	13.64	15.42	-3.15	113.02 %	7,657.00	20.00 %	1,531.40	0.00 %	1,531.40
CMI1	21.64	24.30	-2.83	112.25 %	15,751.00	20.00 %	3,150.20	0.00 %	3,150.20
ERD1	65.15	68.78	-4.50	105.57 %	39,740.00	20.00 %	7,948.00	0.00 %	7,948.00
ERD2	81.10	75.25	-5.12	92.79 %	63,603.00	10.00 %	6,360.30	0.00 %	6,360.30
RSP1	36.20	31.86	-3.28	88.01 %	27,900.00	0.00 %		0.00 %	
PDR1	23.14	19.89	-1.35	85.99 %	16,930.00	0.00 %		0.00 %	
KGM1	28.93	24.83	-3.20	85.84 %	10,339.00	0.00 %		0.00 %	
GBM1	46.30	39.63	-2.59	85.59 %	16,025.00	0.00 %		0.00 %	
TCG1	34.14	27.36	-3.00	80.13 %	25,155.00	0.00 %		0.00 %	
KMM1	23.30	18.58	-3.96	79.75 %	13,416.00	0.00 %		0.00 %	
SYM2	35.80	26.11	-4.45	72.93 %	12,657.00	0.00 %		0.00 %	
TPR1	64.36	42.05	-5.16	65.33 %	20,141.00	0.00 %		0.00 %	
TPR2	72.23	46.47	-7.30	64.33 %	15,140.00	0.00 %		0.00 %	
NKL2	105.90	63.85	-3.96	60.29 %	45,263.00	0.00 %		0.00 %	
TPR4	24.58	14.33	-4.81	58.27 %	5,016.00	0.00 %		0.00 %	
VKL1	26.90	13.62	-1.49	50.64 %	10,519.00	0.00 %		0.00 %	
TPR3	39.28	15.64	-3.91	39.81 %	4,754.00	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	18.48	18.54	-4.92	100.31 %	11,697.00	20.00 %	2,339.40	0.00 %	2,339.40
TKS2	128.42	125.62	-7.28	97.82 %	52,207.00	15.00 %	7,831.05	0.00 %	7,831.05
TUT1	369.41	335.88	-5.56	90.92 %	203,878.00	10.00 %	20,387.80	0.00 %	20,387.80
ASM1	45.64	41.17	-5.67	90.23 %	32,297.00	10.00 %	3,229.70	0.00 %	3,229.70
STU2	32.72	29.49	-6.33	90.13 %	13,369.00	10.00 %	1,336.90	0.00 %	1,336.90
RND2	93.06	83.65	-5.48	89.89 %	59,877.00	0.00 %		0.00 %	
MMT1	54.11	48.13	-4.99	88.95 %	15,406.00	0.00 %		0.00 %	
SVK1	83.00	73.31	-6.38	88.33 %	47,096.00	0.00 %		0.00 %	
KYR1	39.17	33.95	-2.83	86.68 %	21,766.00	0.00 %		0.00 %	
PKD1	65.29	56.19	-2.01	86.05 %	46,553.00	0.00 %		0.00 %	
VLY1	110.00	93.45	-5.99	84.95 %	57,839.00	0.00 %		0.00 %	
TKS1	91.64	77.01	-7.47	84.03 %	39,667.00	0.00 %		0.00 %	
APK2	53.76	43.34	-7.48	80.63 %	17,883.00	0.00 %		0.00 %	
APK1	52.30	41.99	-7.04	80.28 %	24,736.00	0.00 %		0.00 %	
SDI1	79.09	63.46	-9.43	80.24 %	22,094.00	0.00 %		0.00 %	
KGL1	43.18	34.57	-2.88	80.07 %	25,028.00	0.00 %		0.00 %	
TCN1	76.93	60.28	-5.58	78.36 %	35,767.00	0.00 %		0.00 %	
SNL1	59.21	45.97	-8.56	77.64 %	25,631.00	0.00 %		0.00 %	
VKM1	41.74	32.34	-2.95	77.47 %	21,611.00	0.00 %		0.00 %	
VNR2	158.18	122.24	-4.28	77.28 %	53,687.00	0.00 %		0.00 %	
SKD1	44.05	33.97	-6.91	77.12 %	17,498.00	0.00 %		0.00 %	
PDI1	46.60	34.64	-6.40	74.33 %	22,596.00	0.00 %		0.00 %	
RPM1	150.34	111.43	-10.58	74.12 %	46,799.00	0.00 %		0.00 %	
TUT2	158.19	116.01	-5.99	73.34 %	73,034.00	0.00 %		0.00 %	
RND1	110.67	80.67	-5.59	72.89 %	55,359.00	0.00 %		0.00 %	
ARM1	33.61	24.14	-4.08	71.81 %	17,611.00	0.00 %		0.00 %	
ERL2	76.37	54.83	-3.31	71.79 %	55,064.00	0.00 %		0.00 %	
TKY1	54.46	38.49	-3.76	70.69 %	22,550.00	0.00 %		0.00 %	
NGR1	236.75	167.03	-9.55	70.55 %	66,404.00	0.00 %		0.00 %	
KVT1	213.87	147.79	-5.94	69.10 %	90,412.00	0.00 %		0.00 %	
MAR1	128.24	86.30	-6.69	67.29 %	41,912.00	0.00 %		0.00 %	
VNR1	53.40	35.90	-3.73	67.23 %	18,609.00	0.00 %		0.00 %	
TYI1	71.05	46.91	-4.94	66.03 %	35,007.00	0.00 %		0.00 %	
UDN1	58.26	37.82	-6.44	64.91 %	24,013.00	0.00 %		0.00 %	
TVL1	437.38	259.55	-5.82	59.34 %	164,143.00	0.00 %		0.00 %	
KSM1	60.10	28.38	-4.61	47.22 %	13,273.00	0.00 %		0.00 %	
SGT1	51.62	20.57	-5.77	39.84 %	8,603.00	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	33.72	38.28	-3.19	113.53 %	22,189.00	20.00 %	4,437.80	0.00 %	4,437.80
CBE6	48.95	51.14	-3.22	104.47 %	31,947.00	20.00 %	6,389.40	0.00 %	6,389.40
GDR1	31.55	28.92	-4.45	91.67 %	6,488.00	10.00 %	648.80	0.00 %	648.80
KMR1	82.11	72.82	-2.92	88.68 %	40,491.00	0.00 %		0.00 %	
MPM1	43.95	38.34	-1.14	87.25 %	16,735.00	0.00 %		0.00 %	
UMP1	33.02	28.60	-3.80	86.61 %	15,500.00	0.00 %		0.00 %	
KGI1	46.97	38.44	-2.76	81.84 %	10,159.00	0.00 %		0.00 %	
SUL1	30.52	24.60	-4.40	80.60 %	16,633.00	0.00 %		0.00 %	
CBE4	61.26	47.55	-3.40	77.62 %	29,455.00	0.00 %		0.00 %	
SNR1	47.88	36.81	-5.65	76.86 %	23,870.00	0.00 %		0.00 %	
PLI1	50.01	37.72	-3.63	75.42 %	21,217.00	0.00 %		0.00 %	
ANR1	13.75	10.02	-3.17	72.91 %	4,296.00	0.00 %		0.00 %	
CBE5	23.71	16.36	-1.66	69.00 %	16,736.00	0.00 %		0.00 %	
CBE2	213.65	139.33	-4.38	65.21 %	62,463.00	0.00 %		0.00 %	
DPM2	41.41	26.86	-1.27	64.86 %	19,019.00	0.00 %		0.00 %	
CNR1	44.58	27.75	-2.00	62.24 %	9,212.00	0.00 %		0.00 %	
CBE3	21.12	13.04	-4.26	61.77 %	11,042.00	0.00 %		0.00 %	
UAM1	83.09	47.53	-2.89	57.20 %	19,718.00	0.00 %		0.00 %	
PDM1	24.14	13.38	-1.66	55.41 %	13,110.00	0.00 %		0.00 %	
PPI1	35.51	18.68	-3.22	52.60 %	8,479.00	0.00 %		0.00 %	
KMD1	35.69	17.41	-2.16	48.78 %	6,957.00	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	104.77	69.48	-7.52	66.32 %	33,733.00	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)
TVP1	170.58	126.80	-5.53	74.33 %	90,642.00	0.00 %		0.00 %	
KLR1	52.62	38.85	-1.90	73.82 %	26,592.00	0.00 %		0.00 %	
PAS1	76.82	49.76	-2.40	64.77 %	36,314.00	0.00 %		0.00 %	
PNL1	64.43	31.29	-3.33	48.57 %	21,978.00	0.00 %		0.00 %	
KOM1	169.32	78.62	-2.54	46.43 %	54,716.00	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	70.82	26.52	-15.20	37.45 %	5,086.00	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	(1.12)	-123.16	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	10.35	7.17	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	2.31	24.38	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	(1.75)	-26.99	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	(31.50)	-17.78	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	5.51	40.36	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(9.44)	-13.31	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(3.30)	-15.36	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(10.50)	-15.43	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(5.74)	-16.82	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	(6.39)	-11.60	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(5.28)	-21.78	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(8.67)	-19.15	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(2.88)	-16.39	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	(10.57)	-12.09	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	6.76	3.12	0.00 %	0.00	0.00 %		0.00 %	