

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
24,137.12 L	19,316.36 L	80.03 %	0.00 %	100.16 L

Note : Sales Period is From :01-Sep-2026 To :16-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	2,009.91	1,760.64	87.60 %	0.00	0.00 %	0.00
TRICHY-01	2,492.14	2,148.49	86.21 %	0.00	0.00 %	0.00
CHENNAI-01	2,858.46	2,453.84	85.84 %	0.00	0.00 %	0.00
SOUTH-03	2,385.80	1,988.81	83.36 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,690.05	1,366.02	80.83 %	0.00	0.00 %	0.00
WEST-02	1,541.82	1,225.10	79.46 %	0.00	0.00 %	0.00
KL-NORTH	1,027.83	815.45	79.34 %	0.00	0.00 %	0.00
CHENNAI-02	3,035.25	2,376.26	78.29 %	0.00	0.00 %	0.00
WEST-03	883.01	666.90	75.53 %	0.00	0.00 %	0.00
SOUTH-01	4,206.06	3,081.44	73.26 %	0.00	0.00 %	0.00
WEST-01	1,196.08	862.22	72.09 %	0.00	0.00 %	0.00
KL-CENTRAL	119.74	80.31	67.07 %	0.00	0.00 %	0.00
KL-SOUTH	610.03	366.23	60.04 %	0.00	0.00 %	0.00
HYDERABAD-01	80.93	28.78	35.56 %	0.00	0.00 %	0.00
OTHERS	0.00	95.88	0.00 %	0.00	0.00 %	0.00
Total	24,137.12	19,316.36	80.03 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VEL4	106.69	130.77	-8.05	122.58 %	43,013.00	20.00 %	8,602.60	0.00 %	8,602.60
VNB1	65.87	73.99	-2.47	112.33 %	36,693.00	20.00 %	7,338.60	0.00 %	7,338.60
CPT1	32.37	35.89	-2.45	110.86 %	25,046.00	20.00 %	5,009.20	0.00 %	5,009.20
CYR1	42.28	46.08	-4.50	108.98 %	28,725.00	20.00 %	5,745.00	0.00 %	5,745.00
SBR1	103.62	107.31	-5.39	103.57 %	68,422.00	20.00 %	13,684.40	0.00 %	13,684.40
ABR1	77.03	78.29	-7.13	101.64 %	32,295.00	20.00 %	6,459.00	0.00 %	6,459.00
AKM1	76.57	74.39	-5.26	97.15 %	37,632.00	15.00 %	5,644.80	0.00 %	5,644.80
TRR1	103.83	100.19	-8.50	96.49 %	39,456.00	15.00 %	5,918.40	0.00 %	5,918.40
SLG1	39.27	37.40	-3.88	95.22 %	20,976.00	15.00 %	3,146.40	0.00 %	3,146.40
ANI1	40.55	37.31	-4.63	92.00 %	19,682.00	10.00 %	1,968.20	0.00 %	1,968.20
VEL1	54.94	50.38	-5.91	91.69 %	21,627.00	10.00 %	2,162.70	0.00 %	2,162.70
GDM1	57.01	51.95	-7.46	91.12 %	25,770.00	10.00 %	2,577.00	0.00 %	2,577.00
WJP1	60.85	54.07	-4.87	88.87 %	26,199.00	0.00 %		0.00 %	
TRT1	44.47	39.45	-8.73	88.70 %	12,132.00	0.00 %		0.00 %	
VEL3	103.24	90.84	-8.06	87.99 %	53,207.00	0.00 %		0.00 %	
KPM2	216.32	187.43	-5.10	86.64 %	86,029.00	0.00 %		0.00 %	
VEL2	114.78	96.94	-6.58	84.46 %	54,673.00	0.00 %		0.00 %	
UGI1	39.75	33.54	-4.21	84.37 %	12,552.00	0.00 %		0.00 %	
PTU1	27.53	23.03	-6.28	83.67 %	7,649.00	0.00 %		0.00 %	
KPM1	67.60	54.43	-6.29	80.52 %	16,848.00	0.00 %		0.00 %	
VSI1	69.80	54.64	-6.55	78.28 %	28,441.00	0.00 %		0.00 %	
BGR1	49.41	38.11	-3.51	77.14 %	23,657.00	0.00 %		0.00 %	
WJD1	81.84	60.60	-3.78	74.05 %	36,774.00	0.00 %		0.00 %	
TRL1	111.23	82.03	-7.54	73.75 %	44,783.00	0.00 %		0.00 %	
PLR1	52.73	36.25	-4.37	68.75 %	18,419.00	0.00 %		0.00 %	
ARC2	66.98	43.52	-3.66	64.97 %	24,141.00	0.00 %		0.00 %	
CGM1	103.34	41.80	-5.76	40.45 %	17,708.00	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	46.64	56.97	-3.50	122.14 %	41,778.00	20.00 %	8,355.60	0.00 %	8,355.60
KIK1	64.63	69.98	-4.42	108.28 %	42,254.00	20.00 %	8,450.80	0.00 %	8,450.80
MVM1	116.63	125.26	-2.75	107.40 %	99,343.00	20.00 %	19,868.60	0.00 %	19,868.60
PBR1	37.73	39.27	-9.43	104.08 %	12,758.00	20.00 %	2,551.60	0.00 %	2,551.60
TVR2	103.96	106.32	-5.79	102.27 %	55,553.00	20.00 %	11,110.60	0.00 %	11,110.60
AYR1	55.30	55.49	-6.53	100.36 %	21,850.00	20.00 %	4,370.00	0.00 %	4,370.00
JKM1	64.11	64.23	-2.82	100.19 %	36,622.00	20.00 %	7,324.40	0.00 %	7,324.40
TTP1	67.14	67.20	-1.98	100.10 %	30,143.00	20.00 %	6,028.60	0.00 %	6,028.60
MDI1	66.26	65.34	-9.99	98.61 %	23,808.00	15.00 %	3,571.20	0.00 %	3,571.20
TRY3	59.06	57.42	-9.02	97.22 %	25,995.00	15.00 %	3,899.25	0.00 %	3,899.25
NGT1	92.93	86.85	-3.38	93.46 %	65,109.00	10.00 %	6,510.90	0.00 %	6,510.90
PBR2	131.37	119.85	-6.26	91.23 %	54,214.00	10.00 %	5,421.40	0.00 %	5,421.40
KUM1	124.70	111.54	-8.57	89.45 %	63,950.00	0.00 %		0.00 %	
KRN1	47.23	41.84	-3.75	88.60 %	17,813.00	0.00 %		0.00 %	
TRY4	91.96	81.15	-7.70	88.24 %	45,235.00	0.00 %		0.00 %	
PDK2	78.78	68.71	-6.05	87.22 %	40,094.00	0.00 %		0.00 %	
TNJ1	127.50	109.78	-6.98	86.10 %	47,295.00	0.00 %		0.00 %	
NMM1	46.43	39.57	-2.63	85.22 %	28,314.00	0.00 %		0.00 %	
PTK1	103.09	85.72	-4.85	83.15 %	57,265.00	0.00 %		0.00 %	
KUM2	69.30	57.31	-2.97	82.70 %	46,441.00	0.00 %		0.00 %	
TNJ2	106.02	84.68	-6.53	79.87 %	41,431.00	0.00 %		0.00 %	
MSI1	60.54	47.42	-3.05	78.33 %	31,251.00	0.00 %		0.00 %	
TYR1	89.21	69.43	-4.14	77.83 %	34,787.00	0.00 %		0.00 %	
NCK1	35.07	27.07	-5.67	77.20 %	12,560.00	0.00 %		0.00 %	
PDK1	45.63	32.02	-4.88	70.17 %	23,006.00	0.00 %		0.00 %	
TRY1	449.95	309.93	-10.98	68.88 %	122,615.00	0.00 %		0.00 %	
APM1	26.81	18.31	-1.89	68.28 %	14,181.00	0.00 %		0.00 %	
ORU1	48.48	32.08	-4.37	66.16 %	17,033.00	0.00 %		0.00 %	
TRY2	35.69	17.72	-6.62	49.65 %	11,643.00	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	14.38	19.20	-5.22	133.48 %	8,431.00	20.00 %	1,686.20	0.00 %	1,686.20
CH28	106.99	118.20	-1.64	110.47 %	106,307.00	20.00 %	21,261.40	0.00 %	21,261.40
AVD1	105.67	116.59	-6.63	110.34 %	52,814.00	20.00 %	10,562.80	0.00 %	10,562.80
CH22	76.94	84.31	-7.25	109.59 %	24,824.00	20.00 %	4,964.80	0.00 %	4,964.80
CGL1	54.07	57.84	-7.66	106.96 %	23,400.00	20.00 %	4,680.00	0.00 %	4,680.00
KNR1	64.37	63.97	-4.38	99.37 %	39,533.00	15.00 %	5,929.95	0.00 %	5,929.95
GUD1	92.33	91.72	-4.28	99.34 %	66,322.00	15.00 %	9,948.30	0.00 %	9,948.30
CH25	95.05	93.91	-6.89	98.81 %	41,566.00	15.00 %	6,234.90	0.00 %	6,234.90
CH30	103.40	98.51	-6.24	95.27 %	55,211.00	15.00 %	8,281.65	0.00 %	8,281.65
CH47	167.67	158.61	-5.66	94.60 %	71,202.00	10.00 %	7,120.20	0.00 %	7,120.20
CH45	104.42	98.12	-6.89	93.97 %	36,604.00	10.00 %	3,660.40	0.00 %	3,660.40
CH05	144.94	134.79	-9.31	93.00 %	66,571.00	10.00 %	6,657.10	0.00 %	6,657.10
CH49	134.27	123.31	-6.29	91.84 %	64,015.00	10.00 %	6,401.50	0.00 %	6,401.50
SKL1	62.35	56.96	-6.13	91.35 %	35,159.00	10.00 %	3,515.90	0.00 %	3,515.90
CH16	188.63	170.16	-5.23	90.21 %	93,014.00	10.00 %	9,301.40	0.00 %	9,301.40
CH48	123.18	109.97	-2.54	89.28 %	68,628.00	0.00 %		0.00 %	
CH07	134.99	109.14	-7.22	80.85 %	43,629.00	0.00 %		0.00 %	
TKM1	53.45	42.58	-2.48	79.67 %	28,820.00	0.00 %		0.00 %	
CH08	82.18	63.81	-9.35	77.65 %	38,555.00	0.00 %		0.00 %	
CH26	24.72	18.86	-4.76	76.31 %	10,839.00	0.00 %		0.00 %	
CH19	148.99	111.31	-8.25	74.71 %	63,645.00	0.00 %		0.00 %	
CH14	214.88	159.14	-6.91	74.06 %	72,896.00	0.00 %		0.00 %	
CH38	79.24	56.63	-3.43	71.46 %	34,935.00	0.00 %		0.00 %	
GUD2	82.84	58.31	-5.25	70.39 %	36,884.00	0.00 %		0.00 %	
CH42	156.15	104.41	-5.17	66.86 %	61,055.00	0.00 %		0.00 %	
CH39	59.70	37.53	-6.28	62.86 %	22,788.00	0.00 %		0.00 %	
MRM1	110.48	63.74	-5.33	57.69 %	28,757.00	0.00 %		0.00 %	
CH29	16.26	8.08	-3.17	49.72 %	5,327.00	0.00 %		0.00 %	
CH40	55.94	24.12	-1.49	43.12 %	2,308.00	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	37.30	49.97	-5.03	133.96 %	40,209.00	20.00 %	8,041.80	0.00 %	8,041.80
PVI1	79.32	102.96	-8.47	129.81 %	49,111.00	20.00 %	9,822.20	0.00 %	9,822.20
PKM1	29.62	31.56	-4.95	106.55 %	19,806.00	20.00 %	3,961.20	0.00 %	3,961.20
TDI1	42.11	42.10	-5.33	99.98 %	25,981.00	15.00 %	3,897.15	0.00 %	3,897.15
DGL1	129.13	128.24	-11.48	99.31 %	51,103.00	15.00 %	7,665.45	0.00 %	7,665.45
TEN1	57.50	55.06	-7.87	95.77 %	19,960.00	15.00 %	2,994.00	0.00 %	2,994.00
MDU5	40.77	38.41	-4.84	94.21 %	23,430.00	10.00 %	2,343.00	0.00 %	2,343.00
BTU1	30.15	28.27	-8.15	93.77 %	12,512.00	10.00 %	1,251.20	0.00 %	1,251.20
MDU6	89.55	82.18	-7.80	91.78 %	45,583.00	10.00 %	4,558.30	0.00 %	4,558.30
MDU1	253.89	231.85	-13.72	91.32 %	72,843.00	10.00 %	7,284.30	0.00 %	7,284.30
BNR1	42.02	37.76	-7.17	89.88 %	16,505.00	0.00 %		0.00 %	
SGP1	28.25	24.98	-3.75	88.44 %	21,328.00	0.00 %		0.00 %	
MDU2	129.89	114.67	-7.98	88.28 %	55,601.00	0.00 %		0.00 %	
MDU3	64.06	55.69	-11.00	86.93 %	18,488.00	0.00 %		0.00 %	
SVG1	50.09	43.31	-8.10	86.48 %	21,900.00	0.00 %		0.00 %	
CMR1	33.73	28.41	-6.96	84.24 %	11,938.00	0.00 %		0.00 %	
TMM1	72.77	61.22	-8.97	84.12 %	29,324.00	0.00 %		0.00 %	
CBM1	60.19	49.56	-6.79	82.35 %	27,180.00	0.00 %		0.00 %	
MNM1	27.98	22.63	-1.89	80.87 %	16,405.00	0.00 %		0.00 %	
MDU4	52.64	42.44	-8.75	80.62 %	20,715.00	0.00 %		0.00 %	
DGL2	48.81	38.98	-9.25	79.86 %	18,029.00	0.00 %		0.00 %	
MPA1	68.54	54.17	-1.84	79.04 %	41,103.00	0.00 %		0.00 %	
KPT1	41.73	32.54	-3.41	77.96 %	19,058.00	0.00 %		0.00 %	
NTM1	42.22	32.40	-6.02	76.74 %	16,170.00	0.00 %		0.00 %	
NKI1	49.92	38.06	-6.96	76.24 %	19,245.00	0.00 %		0.00 %	
TPT1	60.49	46.07	-7.33	76.16 %	29,304.00	0.00 %		0.00 %	
ADP1	46.64	35.26	-5.34	75.61 %	20,322.00	0.00 %		0.00 %	
TEN2	63.99	48.00	-7.15	75.01 %	19,793.00	0.00 %		0.00 %	
MLR1	44.15	32.55	-4.88	73.73 %	22,592.00	0.00 %		0.00 %	
USL1	47.78	33.90	-8.66	70.95 %	16,681.00	0.00 %		0.00 %	
DKI1	69.04	48.17	-3.49	69.77 %	40,315.00	0.00 %		0.00 %	
PNI1	29.13	20.23	-5.82	69.46 %	7,233.00	0.00 %		0.00 %	
PNV2	40.19	27.62	-9.93	68.74 %	10,353.00	0.00 %		0.00 %	
ATG1	87.83	56.80	-10.75	64.67 %	26,408.00	0.00 %		0.00 %	
KKD3	112.94	69.60	-6.45	61.63 %	55,963.00	0.00 %		0.00 %	
ODM1	39.74	24.23	-10.08	60.98 %	8,248.00	0.00 %		0.00 %	
MDU7	90.59	53.22	-7.38	58.74 %	20,615.00	0.00 %		0.00 %	
KYK1	51.11	25.71	-3.93	50.30 %	15,083.00	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	57.55	75.67	-9.38	131.50 %	26,641.00	20.00 %	5,328.20	0.00 %	5,328.20
MKM1	33.48	39.67	-5.32	118.47 %	21,191.00	20.00 %	4,238.20	0.00 %	4,238.20
VCM1	16.02	16.08	-5.47	100.38 %	8,579.00	20.00 %	1,715.80	0.00 %	1,715.80
KML1	43.73	43.34	-3.21	99.09 %	26,154.00	15.00 %	3,923.10	0.00 %	3,923.10
CDM1	94.97	91.46	-7.59	96.31 %	36,192.00	15.00 %	5,428.80	0.00 %	5,428.80
TVM2	58.93	55.94	-7.73	94.93 %	14,821.00	10.00 %	1,482.10	0.00 %	1,482.10
CUD1	182.41	166.35	-4.22	91.20 %	81,234.00	10.00 %	8,123.40	0.00 %	8,123.40
VPM2	88.41	80.39	-5.79	90.93 %	36,257.00	10.00 %	3,625.70	0.00 %	3,625.70
TVM1	41.42	36.81	-7.42	88.85 %	13,757.00	0.00 %		0.00 %	
KLM1	96.76	81.58	-5.00	84.31 %	54,677.00	0.00 %		0.00 %	
NVL2	75.58	63.72	-6.22	84.31 %	28,949.00	0.00 %		0.00 %	
SJI2	106.26	87.23	-8.05	82.09 %	44,248.00	0.00 %		0.00 %	
STP1	29.47	23.20	-6.11	78.72 %	9,487.00	0.00 %		0.00 %	
POY1	146.73	107.51	-7.68	73.27 %	55,592.00	0.00 %		0.00 %	
VCM2	51.24	36.91	-8.12	72.02 %	17,309.00	0.00 %		0.00 %	
VPM1	32.02	22.91	-4.65	71.53 %	11,539.00	0.00 %		0.00 %	
POY2	118.92	79.41	-7.16	66.78 %	31,851.00	0.00 %		0.00 %	
KKI2	81.23	53.66	-6.57	66.06 %	23,971.00	0.00 %		0.00 %	
ULP1	101.83	66.58	-9.42	65.38 %	25,742.00	0.00 %		0.00 %	
TRK1	147.34	96.20	-5.74	65.29 %	53,371.00	0.00 %		0.00 %	
TDM1	85.74	41.41	-9.44	48.30 %	14,899.00	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	39.79	53.66	-4.17	134.88 %	27,632.00	20.00 %	5,526.40	0.00 %	5,526.40
ATU1	65.90	70.49	-4.87	106.96 %	38,044.00	20.00 %	7,608.80	0.00 %	7,608.80
PLC1	37.18	36.73	-1.59	98.79 %	25,414.00	15.00 %	3,812.10	0.00 %	3,812.10
SLM2	54.69	48.27	-7.67	88.27 %	29,559.00	0.00 %		0.00 %	
MTR1	60.05	52.73	-3.38	87.81 %	36,006.00	0.00 %		0.00 %	
TRM1	98.44	82.68	-4.15	83.99 %	40,434.00	0.00 %		0.00 %	
DPR1	32.98	27.53	-2.75	83.48 %	17,304.00	0.00 %		0.00 %	
BMD1	42.26	34.88	-3.10	82.56 %	22,133.00	0.00 %		0.00 %	
SLM3	77.78	63.90	-2.42	82.15 %	38,944.00	0.00 %		0.00 %	
SLM1	151.14	118.57	-4.00	78.45 %	60,226.00	0.00 %		0.00 %	
KAM1	40.53	31.60	-3.50	77.95 %	19,553.00	0.00 %		0.00 %	
PMP1	59.26	46.08	-3.85	77.76 %	15,419.00	0.00 %		0.00 %	
HSR1	78.33	60.52	-1.63	77.26 %	39,763.00	0.00 %		0.00 %	
PNG1	39.05	30.08	-1.87	77.04 %	16,655.00	0.00 %		0.00 %	
MCR1	70.45	54.23	-2.50	76.98 %	38,662.00	0.00 %		0.00 %	
OML1	71.40	54.31	-1.95	76.06 %	28,009.00	0.00 %		0.00 %	
APN1	45.98	34.23	-2.21	74.45 %	22,319.00	0.00 %		0.00 %	
EPI1	57.24	42.25	-2.69	73.81 %	32,191.00	0.00 %		0.00 %	
KVP1	43.09	30.48	-4.06	70.74 %	13,152.00	0.00 %		0.00 %	
EDP1	29.80	20.96	-2.92	70.35 %	14,522.00	0.00 %		0.00 %	
HRR1	49.81	34.69	-4.89	69.65 %	16,962.00	0.00 %		0.00 %	
SGI1	52.12	35.78	-1.64	68.65 %	21,090.00	0.00 %		0.00 %	
DPR2	36.27	23.98	-2.70	66.11 %	11,985.00	0.00 %		0.00 %	
VPD1	75.30	49.41	-2.78	65.62 %	28,104.00	0.00 %		0.00 %	
HSR2	132.98	87.05	-1.93	65.46 %	50,306.00	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	150.19	131.05	-5.44	87.26 %	72,702.00	0.00 %		0.00 %	
KZD1	726.60	545.43	-8.94	75.07 %	217,830.00	0.00 %		0.00 %	
VLC1	151.05	67.62	-5.72	44.77 %	30,820.00	0.00 %		0.00 %	
KNU1	0.00	71.35	-7.32	0.00 %	26,388.00	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	2.86	5.02	-10.67	175.43 %	1,464.00	20.00 %	292.80	0.00 %	292.80
CH37	32.01	38.15	-7.79	119.18 %	15,039.00	20.00 %	3,007.80	0.00 %	3,007.80
CH15	250.87	235.53	-6.45	93.88 %	106,483.00	10.00 %	10,648.30	0.00 %	10,648.30
CH17	96.66	84.74	-4.50	87.66 %	48,050.00	0.00 %		0.00 %	
CH41	86.37	75.52	-4.95	87.44 %	25,509.00	0.00 %		0.00 %	
CH03	249.63	216.17	-5.27	86.60 %	132,264.00	0.00 %		0.00 %	
CH34	140.96	121.68	-5.60	86.32 %	43,369.00	0.00 %		0.00 %	
CH27	37.38	32.21	-5.47	86.17 %	18,025.00	0.00 %		0.00 %	
CH36	46.60	39.80	-7.10	85.41 %	14,792.00	0.00 %		0.00 %	
CH20	129.90	110.64	-6.25	85.17 %	46,207.00	0.00 %		0.00 %	
CH18	132.43	112.54	-3.52	84.98 %	68,065.00	0.00 %		0.00 %	
CH24	107.81	91.33	-8.72	84.71 %	47,056.00	0.00 %		0.00 %	
CH35	84.46	69.20	-4.10	81.94 %	37,815.00	0.00 %		0.00 %	
CH33	106.22	86.52	-4.63	81.45 %	41,859.00	0.00 %		0.00 %	
CH44	86.04	68.99	-6.57	80.18 %	36,153.00	0.00 %		0.00 %	
GPD1	81.16	63.77	-8.20	78.58 %	15,560.00	0.00 %		0.00 %	
CH12	157.07	122.09	-6.93	77.73 %	56,699.00	0.00 %		0.00 %	
CH46	53.24	41.07	-4.83	77.15 %	21,811.00	0.00 %		0.00 %	
CH32	14.33	11.02	-6.69	76.93 %	4,582.00	0.00 %		0.00 %	
CH06	97.97	74.52	-6.86	76.07 %	36,093.00	0.00 %		0.00 %	
CH21	184.25	137.92	-7.01	74.86 %	60,174.00	0.00 %		0.00 %	
UKI1	82.23	59.86	-5.49	72.80 %	23,726.00	0.00 %		0.00 %	
MJR1	114.78	79.30	-3.97	69.09 %	31,366.00	0.00 %		0.00 %	
PON1	70.28	48.50	-5.23	69.00 %	22,404.00	0.00 %		0.00 %	
CH51	158.28	103.08	-9.23	65.13 %	38,477.00	0.00 %		0.00 %	
CH43	78.83	49.21	-7.23	62.42 %	23,162.00	0.00 %		0.00 %	
CH50	181.60	112.46	-4.76	61.93 %	53,410.00	0.00 %		0.00 %	
CH23	50.03	30.85	-3.92	61.66 %	19,614.00	0.00 %		0.00 %	
MC05	32.51	15.55	-1.66	47.83 %	4,524.00	0.00 %		0.00 %	
CH31	50.59	22.69	-5.44	44.85 %	10,139.00	0.00 %		0.00 %	
MC06	37.89	16.32	-4.45	43.07 %	4,275.00	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	15.59	18.78	-3.08	120.47 %	9,120.00	20.00 %	1,824.00	0.00 %	1,824.00
AVI1	34.34	38.97	-5.32	113.49 %	12,785.00	20.00 %	2,557.00	0.00 %	2,557.00
CMI1	24.74	25.62	-2.73	103.57 %	16,292.00	20.00 %	3,258.40	0.00 %	3,258.40
ERD1	74.45	74.23	-4.70	99.70 %	43,394.00	15.00 %	6,509.10	0.00 %	6,509.10
ERD2	92.68	84.98	-4.95	91.69 %	68,300.00	10.00 %	6,830.00	0.00 %	6,830.00
RSP1	41.38	35.47	-3.24	85.72 %	29,663.00	0.00 %		0.00 %	
PDR1	26.44	22.30	-1.77	84.32 %	18,939.00	0.00 %		0.00 %	
KGM1	33.06	27.45	-3.19	83.02 %	11,906.00	0.00 %		0.00 %	
KMM1	26.62	21.56	-3.78	80.99 %	14,873.00	0.00 %		0.00 %	
GBM1	52.91	41.97	-2.63	79.33 %	16,687.00	0.00 %		0.00 %	
TCG1	39.02	30.52	-3.18	78.21 %	26,714.00	0.00 %		0.00 %	
SYM2	40.91	29.39	-4.13	71.85 %	14,499.00	0.00 %		0.00 %	
TPR1	73.56	46.97	-5.53	63.86 %	21,711.00	0.00 %		0.00 %	
TPR2	82.55	49.88	-7.68	60.43 %	16,337.00	0.00 %		0.00 %	
NKL2	121.02	70.84	-3.97	58.53 %	47,292.00	0.00 %		0.00 %	
TPR4	28.10	16.29	-4.10	57.98 %	6,058.00	0.00 %		0.00 %	
VKL1	30.75	14.66	-1.57	47.68 %	11,220.00	0.00 %		0.00 %	
TPR3	44.89	17.02	-3.96	37.91 %	5,565.00	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	21.12	20.26	-5.16	95.92 %	11,789.00	15.00 %	1,768.35	0.00 %	1,768.35
TKS2	146.76	140.08	-7.50	95.44 %	55,411.00	15.00 %	8,311.65	0.00 %	8,311.65
RND2	106.35	95.67	-5.75	89.96 %	65,278.00	0.00 %		0.00 %	
MMT1	61.85	54.92	-5.31	88.80 %	17,922.00	0.00 %		0.00 %	
TUT1	422.19	365.31	-5.65	86.53 %	221,916.00	0.00 %		0.00 %	
SVK1	94.85	81.91	-6.50	86.36 %	48,733.00	0.00 %		0.00 %	
KYR1	44.76	38.07	-2.77	85.04 %	23,975.00	0.00 %		0.00 %	
STU2	37.40	31.50	-6.34	84.24 %	13,778.00	0.00 %		0.00 %	
ASM1	52.15	43.68	-5.73	83.76 %	33,498.00	0.00 %		0.00 %	
TKS1	104.74	87.53	-7.17	83.58 %	42,868.00	0.00 %		0.00 %	
VLY1	125.71	104.42	-6.13	83.06 %	60,934.00	0.00 %		0.00 %	
PKD1	74.62	60.67	-2.04	81.31 %	50,343.00	0.00 %		0.00 %	
APK2	61.43	49.33	-8.08	80.30 %	19,433.00	0.00 %		0.00 %	
SDI1	90.39	71.64	-9.41	79.25 %	24,041.00	0.00 %		0.00 %	
APK1	59.78	46.43	-6.92	77.67 %	26,693.00	0.00 %		0.00 %	
SNL1	67.67	51.98	-9.09	76.81 %	27,812.00	0.00 %		0.00 %	
SKD1	50.34	38.44	-6.64	76.37 %	20,925.00	0.00 %		0.00 %	
VKM1	47.71	35.92	-3.40	75.30 %	24,609.00	0.00 %		0.00 %	
KGL1	49.35	36.52	-3.18	73.99 %	25,992.00	0.00 %		0.00 %	
TCN1	87.92	64.78	-5.59	73.68 %	37,625.00	0.00 %		0.00 %	
VNR2	180.78	132.79	-4.30	73.45 %	57,089.00	0.00 %		0.00 %	
PDI1	53.26	38.71	-6.56	72.68 %	23,874.00	0.00 %		0.00 %	
RPM1	171.81	123.72	-10.95	72.01 %	49,267.00	0.00 %		0.00 %	
KVT1	244.43	171.88	-5.94	70.32 %	104,218.00	0.00 %		0.00 %	
ARM1	38.42	26.95	-4.21	70.16 %	19,862.00	0.00 %		0.00 %	
RND1	126.49	88.41	-5.71	69.90 %	61,268.00	0.00 %		0.00 %	
ERL2	87.29	60.61	-3.27	69.44 %	58,377.00	0.00 %		0.00 %	
TKY1	62.23	42.46	-3.89	68.23 %	24,455.00	0.00 %		0.00 %	
TUT2	180.78	122.89	-6.19	67.97 %	75,007.00	0.00 %		0.00 %	
NGR1	270.58	182.89	-9.66	67.59 %	71,825.00	0.00 %		0.00 %	
MAR1	146.56	97.38	-6.45	66.45 %	47,177.00	0.00 %		0.00 %	
UDN1	66.58	43.87	-6.33	65.89 %	26,813.00	0.00 %		0.00 %	
TYI1	81.21	51.82	-5.49	63.81 %	37,995.00	0.00 %		0.00 %	
VNR1	61.02	38.67	-4.04	63.37 %	19,748.00	0.00 %		0.00 %	
TVL1	499.86	284.12	-6.02	56.84 %	175,234.00	0.00 %		0.00 %	
KSM1	68.69	31.42	-4.87	45.74 %	13,689.00	0.00 %		0.00 %	
SGT1	59.00	23.79	-5.89	40.32 %	9,345.00	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	38.53	41.01	-3.27	106.44 %	24,693.00	20.00 %	4,938.60	0.00 %	4,938.60
CBE6	55.94	53.95	-3.17	96.44 %	33,800.00	15.00 %	5,070.00	0.00 %	5,070.00
GDR1	36.06	31.68	-4.44	87.85 %	6,828.00	0.00 %		0.00 %	
KMR1	93.85	81.51	-3.21	86.86 %	44,848.00	0.00 %		0.00 %	
SUL1	34.87	30.27	-3.74	86.79 %	20,659.00	0.00 %		0.00 %	
MPM1	50.22	43.16	-1.25	85.93 %	18,507.00	0.00 %		0.00 %	
UMP1	37.74	30.80	-3.85	81.61 %	16,184.00	0.00 %		0.00 %	
KGI1	53.68	41.86	-2.74	77.99 %	10,622.00	0.00 %		0.00 %	
CBE4	70.01	52.19	-3.25	74.54 %	32,279.00	0.00 %		0.00 %	
PLI1	57.15	42.57	-3.65	74.49 %	23,709.00	0.00 %		0.00 %	
CBE5	27.10	19.76	-1.57	72.92 %	21,109.00	0.00 %		0.00 %	
SNR1	54.73	39.28	-5.34	71.77 %	25,266.00	0.00 %		0.00 %	
ANR1	15.71	11.14	-2.93	70.88 %	4,867.00	0.00 %		0.00 %	
DPM2	47.32	30.75	-1.30	64.98 %	20,274.00	0.00 %		0.00 %	
CBE2	244.17	156.22	-4.30	63.98 %	69,250.00	0.00 %		0.00 %	
CNR1	50.94	31.64	-2.19	62.10 %	11,510.00	0.00 %		0.00 %	
CBE3	24.13	13.95	-3.99	57.79 %	12,162.00	0.00 %		0.00 %	
UAM1	94.96	54.17	-3.02	57.04 %	20,775.00	0.00 %		0.00 %	
PPI1	40.58	22.53	-3.38	55.52 %	8,809.00	0.00 %		0.00 %	
PDM1	27.59	14.37	-1.68	52.08 %	13,521.00	0.00 %		0.00 %	
KMD1	40.79	19.43	-1.99	47.63 %	8,097.00	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	119.74	80.31	-7.92	67.07 %	41,040.00	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	194.95	148.29	-4.85	76.07 %	106,262.00	0.00 %		0.00 %	
KLR1	60.14	41.18	-1.79	68.48 %	29,242.00	0.00 %		0.00 %	
PAS1	87.80	55.75	-2.22	63.50 %	45,894.00	0.00 %		0.00 %	
KOM1	193.51	87.76	-2.98	45.35 %	61,977.00	0.00 %		0.00 %	
PNL1	73.63	33.25	-3.30	45.16 %	24,098.00	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	80.93	28.78	-15.32	35.56 %	5,279.00	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	35.10	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	147.61	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	(2.16)	-74.49	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.83	0.00	0.00 %	0.00	0.00 %		0.00 %	
NASD	0.00	(3.12)	-5.65	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	12.47	10.74	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	1.97	28.51	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.70	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(3.19)	-14.83	0.00 %	0.00	0.00 %		0.00 %	
W3SD	0.00	1.55	18.94	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(37.43)	-17.80	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	3.81	69.77	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(11.93)	-12.91	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(3.61)	-15.60	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(12.46)	-16.00	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(6.65)	-17.76	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	(1.74)	-17.30	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(3.68)	-12.58	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(6.93)	-12.20	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(6.57)	-20.29	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	(3.49)	-15.57	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	(14.79)	-13.52	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	8.59	0.35	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	6.92	3.04	0.00 %	0.00	0.00 %		0.00 %	