

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
25,645.68 L	20,229.87 L	78.88 %	0.00 %	103.87 L

Note : Sales Period is From :01-Sep-2026 To :17-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	2,135.53	1,831.17	85.75 %	0.00	0.00 %	0.00
CHENNAI-01	3,037.11	2,556.25	84.17 %	0.00	0.00 %	0.00
TRICHY-01	2,647.89	2,222.01	83.92 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,795.68	1,458.94	81.25 %	0.00	0.00 %	0.00
SOUTH-03	2,534.91	2,058.18	81.19 %	0.00	0.00 %	0.00
KL-NORTH	1,092.07	849.52	77.79 %	0.00	0.00 %	0.00
WEST-02	1,638.18	1,272.82	77.70 %	0.00	0.00 %	0.00
CHENNAI-02	3,224.95	2,487.92	77.15 %	0.00	0.00 %	0.00
WEST-03	938.20	697.51	74.35 %	0.00	0.00 %	0.00
SOUTH-01	4,468.94	3,238.45	72.47 %	0.00	0.00 %	0.00
WEST-01	1,270.84	906.46	71.33 %	0.00	0.00 %	0.00
KL-CENTRAL	127.22	82.69	64.99 %	0.00	0.00 %	0.00
KL-SOUTH	648.15	386.13	59.57 %	0.00	0.00 %	0.00
HYDERABAD-01	85.99	31.24	36.32 %	0.00	0.00 %	0.00
OTHERS	0.00	150.58	0.00 %	0.00	0.00 %	0.00
Total	25,645.68	20,229.87	78.88 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VEL4	113.36	138.04	-7.94	121.77 %	45,482.00	20.00 %	9,096.40	0.00 %	9,096.40
VNB1	69.98	77.54	-2.52	110.80 %	38,404.00	20.00 %	7,680.80	0.00 %	7,680.80
CPT1	34.40	36.85	-2.40	107.14 %	26,020.00	20.00 %	5,204.00	0.00 %	5,204.00
CYR1	44.93	47.21	-4.50	105.08 %	29,150.00	20.00 %	5,830.00	0.00 %	5,830.00
ABR1	81.84	81.90	-7.49	100.06 %	33,455.00	20.00 %	6,691.00	0.00 %	6,691.00
SBR1	110.09	109.87	-5.34	99.80 %	71,097.00	15.00 %	10,664.55	0.00 %	10,664.55
AKM1	81.36	77.72	-5.33	95.54 %	40,076.00	15.00 %	6,011.40	0.00 %	6,011.40
TRR1	110.32	102.71	-8.57	93.10 %	40,864.00	10.00 %	4,086.40	0.00 %	4,086.40
VEL1	58.38	53.60	-5.57	91.81 %	21,915.00	10.00 %	2,191.50	0.00 %	2,191.50
SLG1	41.73	38.28	-4.19	91.73 %	21,254.00	10.00 %	2,125.40	0.00 %	2,125.40
GDM1	60.57	53.91	-7.38	88.99 %	27,398.00	0.00 %		0.00 %	
ANI1	43.09	38.05	-4.57	88.31 %	19,852.00	0.00 %		0.00 %	
TRT1	47.25	41.47	-8.81	87.75 %	12,682.00	0.00 %		0.00 %	
WJP1	64.65	56.41	-4.86	87.25 %	28,139.00	0.00 %		0.00 %	
VEL3	109.69	93.11	-7.90	84.88 %	54,162.00	0.00 %		0.00 %	
KPM2	229.84	194.62	-5.27	84.68 %	87,954.00	0.00 %		0.00 %	
PTU1	29.25	24.15	-6.33	82.57 %	8,353.00	0.00 %		0.00 %	
VEL2	121.96	100.61	-6.68	82.49 %	56,176.00	0.00 %		0.00 %	
UGI1	42.23	34.41	-4.19	81.47 %	12,956.00	0.00 %		0.00 %	
BGR1	52.50	42.07	-3.41	80.14 %	26,107.00	0.00 %		0.00 %	
KPM1	71.82	56.72	-6.07	78.98 %	17,488.00	0.00 %		0.00 %	
VSI1	74.16	57.62	-6.45	77.69 %	29,051.00	0.00 %		0.00 %	
TRL1	118.18	86.01	-7.68	72.78 %	45,442.00	0.00 %		0.00 %	
WJD1	86.95	62.58	-3.78	71.97 %	38,020.00	0.00 %		0.00 %	
PLR1	56.03	37.21	-4.34	66.42 %	18,948.00	0.00 %		0.00 %	
ARC2	71.17	44.16	-3.76	62.05 %	24,301.00	0.00 %		0.00 %	
CGM1	109.80	44.36	-5.83	40.40 %	18,196.00	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	15.28	19.63	-5.16	128.45 %	8,931.00	20.00 %	1,786.20	0.00 %	1,786.20
CH28	113.68	122.35	-1.65	107.63 %	110,745.00	20.00 %	22,149.00	0.00 %	22,149.00
AVD1	112.27	120.71	-6.80	107.51 %	54,244.00	20.00 %	10,848.80	0.00 %	10,848.80
CH22	81.75	86.61	-7.48	105.95 %	25,248.00	20.00 %	5,049.60	0.00 %	5,049.60
CGL1	57.45	60.42	-7.53	105.16 %	25,781.00	20.00 %	5,156.20	0.00 %	5,156.20
CH25	100.99	100.32	-6.96	99.34 %	44,808.00	15.00 %	6,721.20	0.00 %	6,721.20
GUD1	98.10	95.31	-4.17	97.16 %	69,076.00	15.00 %	10,361.40	0.00 %	10,361.40
KNR1	68.40	66.35	-4.31	97.00 %	41,586.00	15.00 %	6,237.90	0.00 %	6,237.90
CH45	110.94	103.91	-6.79	93.66 %	38,027.00	10.00 %	3,802.70	0.00 %	3,802.70
CH30	109.86	102.20	-6.25	93.03 %	57,429.00	10.00 %	5,742.90	0.00 %	5,742.90
CH47	178.15	165.13	-5.62	92.69 %	74,075.00	10.00 %	7,407.50	0.00 %	7,407.50
CH05	154.00	141.18	-9.27	91.67 %	69,416.00	10.00 %	6,941.60	0.00 %	6,941.60
CH49	142.66	129.08	-6.22	90.48 %	67,010.00	10.00 %	6,701.00	0.00 %	6,701.00
SKL1	66.24	58.96	-6.18	89.00 %	36,142.00	0.00 %		0.00 %	
CH16	200.42	177.72	-5.20	88.68 %	96,385.00	0.00 %		0.00 %	
CH48	130.88	115.23	-2.76	88.04 %	69,783.00	0.00 %		0.00 %	
CH26	26.26	21.19	-4.46	80.69 %	12,598.00	0.00 %		0.00 %	
CH07	143.42	113.44	-7.04	79.09 %	48,069.00	0.00 %		0.00 %	
TKM1	56.79	44.12	-2.53	77.69 %	29,326.00	0.00 %		0.00 %	
CH19	158.30	118.57	-8.36	74.90 %	65,780.00	0.00 %		0.00 %	
CH08	87.31	63.81	-9.35	73.09 %	38,555.00	0.00 %		0.00 %	
CH14	228.31	165.70	-6.94	72.58 %	75,973.00	0.00 %		0.00 %	
CH38	84.19	59.38	-3.40	70.53 %	35,245.00	0.00 %		0.00 %	
GUD2	88.02	59.14	-5.33	67.19 %	37,184.00	0.00 %		0.00 %	
CH42	165.91	109.73	-5.32	66.14 %	63,321.00	0.00 %		0.00 %	
CH39	63.43	38.84	-6.09	61.23 %	25,066.00	0.00 %		0.00 %	
MRM1	117.38	64.85	-5.46	55.25 %	29,505.00	0.00 %		0.00 %	
CH29	17.27	8.27	-3.16	47.89 %	5,407.00	0.00 %		0.00 %	
CH40	59.44	24.12	-1.49	40.58 %	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	49.55	58.32	-3.40	117.68 %	43,646.00	20.00 %	8,729.20	0.00 %	8,729.20
KIK1	68.67	73.48	-4.39	107.01 %	43,925.00	20.00 %	8,785.00	0.00 %	8,785.00
MVM1	123.92	129.33	-2.87	104.37 %	101,588.00	20.00 %	20,317.60	0.00 %	20,317.60
PBR1	40.09	40.36	-9.22	100.66 %	13,113.00	20.00 %	2,622.60	0.00 %	2,622.60
JKM1	68.11	67.84	-2.90	99.61 %	37,311.00	15.00 %	5,596.65	0.00 %	5,596.65
TVR2	110.45	109.95	-5.83	99.54 %	57,419.00	15.00 %	8,612.85	0.00 %	8,612.85
AYR1	58.75	56.76	-6.47	96.61 %	21,965.00	15.00 %	3,294.75	0.00 %	3,294.75
MDI1	70.40	67.62	-9.96	96.05 %	25,406.00	15.00 %	3,810.90	0.00 %	3,810.90
TTP1	71.33	68.21	-1.97	95.62 %	30,288.00	15.00 %	4,543.20	0.00 %	4,543.20
TRY3	62.75	58.58	-9.01	93.35 %	26,260.00	10.00 %	2,626.00	0.00 %	2,626.00
NGT1	98.74	89.53	-3.49	90.68 %	66,392.00	10.00 %	6,639.20	0.00 %	6,639.20
PBR2	139.58	124.69	-6.24	89.33 %	56,830.00	0.00 %		0.00 %	
KUM1	132.50	115.58	-8.46	87.23 %	67,053.00	0.00 %		0.00 %	
KRN1	50.18	42.98	-3.72	85.66 %	18,271.00	0.00 %		0.00 %	
TRY4	97.71	83.26	-7.50	85.21 %	46,557.00	0.00 %		0.00 %	
NMM1	49.33	41.75	-2.68	84.64 %	29,771.00	0.00 %		0.00 %	
TNJ1	135.47	113.89	-6.78	84.07 %	49,514.00	0.00 %		0.00 %	
PDK2	83.70	70.02	-5.97	83.65 %	40,802.00	0.00 %		0.00 %	
PTK1	109.53	89.69	-4.97	81.89 %	60,613.00	0.00 %		0.00 %	
KUM2	73.63	59.70	-2.94	81.08 %	48,241.00	0.00 %		0.00 %	
TNJ2	112.65	89.72	-6.42	79.64 %	43,518.00	0.00 %		0.00 %	
NCK1	37.26	28.64	-5.56	76.86 %	13,155.00	0.00 %		0.00 %	
MSI1	64.33	49.10	-3.04	76.33 %	31,781.00	0.00 %		0.00 %	
TYR1	94.78	71.39	-4.19	75.32 %	35,782.00	0.00 %		0.00 %	
PDK1	48.48	32.93	-4.82	67.92 %	24,229.00	0.00 %		0.00 %	
TRY1	478.07	318.46	-10.89	66.61 %	125,191.00	0.00 %		0.00 %	
ORU1	51.51	33.72	-4.28	65.47 %	17,434.00	0.00 %		0.00 %	
APM1	28.49	18.44	-1.88	64.74 %	14,268.00	0.00 %		0.00 %	
TRY2	37.92	18.06	-6.49	47.64 %	12,183.00	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	61.14	77.10	-9.40	126.10 %	27,112.00	20.00 %	5,422.40	0.00 %	5,422.40
MKM1	35.58	40.23	-5.39	113.08 %	21,253.00	20.00 %	4,250.60	0.00 %	4,250.60
KML1	46.47	45.00	-3.21	96.83 %	26,853.00	15.00 %	4,027.95	0.00 %	4,027.95
VCM1	17.02	16.31	-5.47	95.79 %	8,579.00	15.00 %	1,286.85	0.00 %	1,286.85
CDM1	100.91	94.36	-7.52	93.51 %	37,058.00	10.00 %	3,705.80	0.00 %	3,705.80
TVM2	62.62	57.20	-7.76	91.35 %	15,072.00	10.00 %	1,507.20	0.00 %	1,507.20
VPM2	93.93	83.68	-5.85	89.09 %	36,814.00	0.00 %		0.00 %	
CUD1	193.81	171.54	-4.23	88.51 %	84,908.00	0.00 %		0.00 %	
TVM1	44.01	37.80	-7.55	85.89 %	13,786.00	0.00 %		0.00 %	
KLM1	102.80	84.26	-5.22	81.96 %	56,270.00	0.00 %		0.00 %	
NVL2	80.30	65.48	-6.24	81.54 %	29,694.00	0.00 %		0.00 %	
SJI2	112.90	90.94	-8.04	80.55 %	45,531.00	0.00 %		0.00 %	
STP1	31.31	24.76	-6.33	79.08 %	9,677.00	0.00 %		0.00 %	
TDM1	91.10	67.56	-11.89	74.15 %	18,044.00	0.00 %		0.00 %	
TRK1	156.55	115.44	-6.35	73.74 %	61,919.00	0.00 %		0.00 %	
POY1	155.90	114.20	-7.80	73.25 %	56,278.00	0.00 %		0.00 %	
VCM2	54.45	37.70	-8.27	69.25 %	17,629.00	0.00 %		0.00 %	
VPM1	34.02	23.31	-4.57	68.52 %	11,755.00	0.00 %		0.00 %	
ULP1	108.20	73.20	-9.45	67.65 %	26,346.00	0.00 %		0.00 %	
POY2	126.36	83.74	-6.88	66.28 %	32,784.00	0.00 %		0.00 %	
KKI2	86.31	55.13	-6.62	63.88 %	24,293.00	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	39.63	52.47	-5.00	132.40 %	41,950.00	20.00 %	8,390.00	0.00 %	8,390.00
PVI1	84.27	104.60	-8.39	124.11 %	50,154.00	20.00 %	10,030.80	0.00 %	10,030.80
PKM1	31.47	33.47	-4.89	106.35 %	20,669.00	20.00 %	4,133.80	0.00 %	4,133.80
DGL1	137.20	134.47	-11.48	98.01 %	54,022.00	15.00 %	8,103.30	0.00 %	8,103.30
TDI1	44.74	43.12	-5.35	96.37 %	26,182.00	15.00 %	3,927.30	0.00 %	3,927.30
MDU5	43.32	40.10	-4.88	92.56 %	25,484.00	10.00 %	2,548.40	0.00 %	2,548.40
TEN1	61.09	56.47	-7.75	92.44 %	20,817.00	10.00 %	2,081.70	0.00 %	2,081.70
BNR1	44.64	40.50	-7.36	90.71 %	17,580.00	10.00 %	1,758.00	0.00 %	1,758.00
MDU6	95.14	86.23	-7.78	90.63 %	47,422.00	10.00 %	4,742.20	0.00 %	4,742.20
BTU1	32.03	28.64	-8.12	89.40 %	12,627.00	0.00 %		0.00 %	
SGP1	30.01	26.13	-3.62	87.07 %	22,395.00	0.00 %		0.00 %	
MDU1	269.76	234.44	-13.67	86.91 %	73,718.00	0.00 %		0.00 %	
MDU2	138.01	119.38	-8.15	86.50 %	56,738.00	0.00 %		0.00 %	
MDU3	68.07	57.27	-11.01	84.14 %	19,043.00	0.00 %		0.00 %	
SVG1	53.22	44.18	-8.02	83.02 %	22,070.00	0.00 %		0.00 %	
CMR1	35.84	29.55	-6.83	82.45 %	12,238.00	0.00 %		0.00 %	
TMM1	77.32	63.01	-9.07	81.49 %	29,720.00	0.00 %		0.00 %	
CBM1	63.95	51.02	-6.69	79.78 %	27,754.00	0.00 %		0.00 %	
MNM1	29.73	23.54	-1.89	79.18 %	17,140.00	0.00 %		0.00 %	
MDU4	55.93	44.26	-8.93	79.14 %	21,322.00	0.00 %		0.00 %	
NTM1	44.86	34.46	-5.92	76.81 %	16,634.00	0.00 %		0.00 %	
DGL2	51.86	39.63	-9.15	76.41 %	19,180.00	0.00 %		0.00 %	
MPA1	72.82	55.31	-1.81	75.96 %	41,311.00	0.00 %		0.00 %	
KPT1	44.34	33.54	-3.55	75.64 %	19,282.00	0.00 %		0.00 %	
TEN2	67.99	51.40	-6.91	75.61 %	21,804.00	0.00 %		0.00 %	
TPT1	64.27	48.58	-7.21	75.60 %	30,787.00	0.00 %		0.00 %	
ADP1	49.55	36.51	-5.24	73.67 %	20,722.00	0.00 %		0.00 %	
NKI1	53.04	38.93	-6.98	73.40 %	19,389.00	0.00 %		0.00 %	
MLR1	46.91	33.99	-4.75	72.47 %	23,971.00	0.00 %		0.00 %	
DKI1	73.35	51.85	-3.76	70.69 %	42,385.00	0.00 %		0.00 %	
PNI1	30.95	21.50	-5.96	69.46 %	7,485.00	0.00 %		0.00 %	
USL1	50.77	35.02	-8.73	68.99 %	16,852.00	0.00 %		0.00 %	
PNV2	42.70	29.05	-10.17	68.02 %	11,331.00	0.00 %		0.00 %	
ATG1	93.32	57.73	-10.89	61.86 %	26,513.00	0.00 %		0.00 %	
KKD3	120.00	71.63	-6.34	59.69 %	57,541.00	0.00 %		0.00 %	
ODM1	42.22	24.55	-10.03	58.14 %	8,350.00	0.00 %		0.00 %	
MDU7	96.25	55.65	-7.68	57.82 %	21,271.00	0.00 %		0.00 %	
KYK1	54.31	26.00	-3.89	47.87 %	15,359.00	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	159.57	139.04	-5.25	87.13 %	75,312.00	0.00 %		0.00 %	
KZD1	772.01	566.25	-8.93	73.35 %	229,925.00	0.00 %		0.00 %	
VLC1	160.49	68.96	-5.67	42.97 %	31,750.00	0.00 %		0.00 %	
KNU1	0.00	75.27	-7.70	0.00 %	27,728.00	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	42.27	54.75	-4.10	129.51 %	28,953.00	20.00 %	5,790.60	0.00 %	5,790.60
ATU1	70.02	72.66	-4.97	103.76 %	38,723.00	20.00 %	7,744.60	0.00 %	7,744.60
PLC1	39.50	37.95	-1.62	96.08 %	25,637.00	15.00 %	3,845.55	0.00 %	3,845.55
MTR1	63.80	55.03	-3.62	86.25 %	36,866.00	0.00 %		0.00 %	
SLM2	58.11	49.29	-7.52	84.83 %	30,354.00	0.00 %		0.00 %	
DPR1	35.04	29.14	-2.79	83.15 %	18,621.00	0.00 %		0.00 %	
TRM1	104.60	86.82	-4.11	83.01 %	40,681.00	0.00 %		0.00 %	
BMD1	44.90	36.81	-3.10	81.99 %	23,779.00	0.00 %		0.00 %	
SLM3	82.64	65.79	-2.36	79.61 %	39,400.00	0.00 %		0.00 %	
APN1	48.85	37.83	-2.66	77.45 %	23,901.00	0.00 %		0.00 %	
KAM1	43.07	32.93	-3.36	76.46 %	20,095.00	0.00 %		0.00 %	
HSR1	83.23	63.16	-1.58	75.89 %	41,500.00	0.00 %		0.00 %	
PNG1	41.49	31.45	-1.80	75.80 %	16,976.00	0.00 %		0.00 %	
SLM1	160.59	121.33	-4.09	75.56 %	60,656.00	0.00 %		0.00 %	
MCR1	74.85	56.38	-2.51	75.32 %	39,612.00	0.00 %		0.00 %	
PMP1	62.97	47.38	-3.86	75.25 %	15,809.00	0.00 %		0.00 %	
OML1	75.87	56.99	-1.94	75.12 %	31,178.00	0.00 %		0.00 %	
EPI1	60.82	44.48	-2.70	73.14 %	33,771.00	0.00 %		0.00 %	
KVP1	45.78	31.90	-4.03	69.68 %	13,731.00	0.00 %		0.00 %	
EDP1	31.66	21.32	-2.87	67.35 %	14,782.00	0.00 %		0.00 %	
HRR1	52.92	35.51	-4.81	67.10 %	17,318.00	0.00 %		0.00 %	
SGI1	55.38	36.76	-1.60	66.37 %	21,486.00	0.00 %		0.00 %	
VPD1	80.01	52.11	-2.80	65.13 %	29,981.00	0.00 %		0.00 %	
HSR2	141.29	90.53	-1.91	64.07 %	51,706.00	0.00 %		0.00 %	
DPR2	38.54	24.52	-2.73	63.63 %	12,275.00	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	3.04	5.02	-10.67	165.11 %	1,464.00	20.00 %	292.80	0.00 %	292.80
CH37	34.01	41.30	-7.60	121.45 %	16,936.00	20.00 %	3,387.20	0.00 %	3,387.20
CH15	266.55	243.16	-6.28	91.22 %	109,537.00	10.00 %	10,953.70	0.00 %	10,953.70
CH17	102.70	90.29	-4.46	87.91 %	51,865.00	0.00 %		0.00 %	
CH41	91.77	78.94	-4.96	86.03 %	26,029.00	0.00 %		0.00 %	
CH03	265.23	226.95	-5.31	85.57 %	136,477.00	0.00 %		0.00 %	
CH20	138.02	117.69	-6.26	85.27 %	47,492.00	0.00 %		0.00 %	
CH36	49.52	41.87	-6.82	84.56 %	16,189.00	0.00 %		0.00 %	
CH27	39.72	33.10	-5.53	83.35 %	18,336.00	0.00 %		0.00 %	
CH33	112.86	94.04	-4.55	83.33 %	43,851.00	0.00 %		0.00 %	
CH34	149.77	124.02	-5.61	82.81 %	43,739.00	0.00 %		0.00 %	
CH18	140.71	115.92	-3.41	82.39 %	71,639.00	0.00 %		0.00 %	
CH24	114.55	92.94	-8.84	81.13 %	47,954.00	0.00 %		0.00 %	
CH35	89.74	71.10	-4.09	79.23 %	38,728.00	0.00 %		0.00 %	
GPD1	86.24	67.03	-7.88	77.73 %	15,626.00	0.00 %		0.00 %	
CH44	91.42	71.04	-6.53	77.70 %	36,153.00	0.00 %		0.00 %	
CH32	15.23	11.82	-6.95	77.62 %	4,615.00	0.00 %		0.00 %	
CH12	166.88	129.28	-6.69	77.47 %	59,138.00	0.00 %		0.00 %	
CH46	56.57	43.26	-5.31	76.47 %	21,958.00	0.00 %		0.00 %	
CH21	195.76	147.97	-6.98	75.59 %	62,610.00	0.00 %		0.00 %	
CH06	104.09	77.56	-6.89	74.51 %	37,979.00	0.00 %		0.00 %	
UKI1	87.37	62.18	-5.48	71.17 %	25,002.00	0.00 %		0.00 %	
MJR1	121.95	84.62	-4.18	69.39 %	32,390.00	0.00 %		0.00 %	
CH51	168.17	110.62	-9.36	65.78 %	40,656.00	0.00 %		0.00 %	
PON1	74.68	49.11	-5.31	65.76 %	22,561.00	0.00 %		0.00 %	
CH50	192.95	118.89	-4.67	61.62 %	56,684.00	0.00 %		0.00 %	
CH43	83.76	50.91	-7.52	60.78 %	23,316.00	0.00 %		0.00 %	
CH23	53.15	30.96	-3.91	58.25 %	19,634.00	0.00 %		0.00 %	
MC05	34.54	15.80	-1.71	45.73 %	4,524.00	0.00 %		0.00 %	
CH31	53.75	23.54	-5.26	43.79 %	10,339.00	0.00 %		0.00 %	
MC06	40.26	17.00	-4.43	42.22 %	4,525.00	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	16.56	19.53	-3.00	117.88 %	9,510.00	20.00 %	1,902.00	0.00 %	1,902.00
AVI1	36.49	40.47	-5.20	110.91 %	13,667.00	20.00 %	2,733.40	0.00 %	2,733.40
CMI1	26.28	27.75	-2.78	105.59 %	17,470.00	20.00 %	3,494.00	0.00 %	3,494.00
ERD1	79.11	77.78	-4.92	98.32 %	44,702.00	15.00 %	6,705.30	0.00 %	6,705.30
ERD2	98.48	88.32	-5.17	89.69 %	70,641.00	0.00 %		0.00 %	
RSP1	43.96	37.72	-3.48	85.81 %	30,369.00	0.00 %		0.00 %	
KGM1	35.13	29.11	-3.15	82.87 %	12,767.00	0.00 %		0.00 %	
PDR1	28.10	23.06	-2.26	82.08 %	18,981.00	0.00 %		0.00 %	
KMM1	28.29	22.15	-3.76	78.32 %	15,373.00	0.00 %		0.00 %	
GBM1	56.22	43.18	-2.60	76.81 %	16,957.00	0.00 %		0.00 %	
TCG1	41.46	31.61	-3.27	76.25 %	26,880.00	0.00 %		0.00 %	
SYM2	43.47	32.42	-4.18	74.59 %	16,166.00	0.00 %		0.00 %	
TPR1	78.15	48.85	-5.57	62.50 %	22,415.00	0.00 %		0.00 %	
TPR4	29.85	17.96	-3.92	60.17 %	6,418.00	0.00 %		0.00 %	
TPR2	87.71	51.38	-7.72	58.57 %	16,551.00	0.00 %		0.00 %	
NKL2	128.59	73.73	-3.94	57.34 %	48,337.00	0.00 %		0.00 %	
VKL1	32.67	14.76	-1.58	45.17 %	11,260.00	0.00 %		0.00 %	
TPR3	47.70	17.72	-3.80	37.15 %	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	22.44	21.66	-5.12	96.53 %	12,299.00	15.00 %	1,844.85	0.00 %	1,844.85
TKS2	155.94	147.35	-7.49	94.49 %	56,754.00	10.00 %	5,675.40	0.00 %	5,675.40
MMT1	65.71	58.23	-5.09	88.62 %	18,585.00	0.00 %		0.00 %	
RND2	113.00	99.00	-5.73	87.61 %	67,354.00	0.00 %		0.00 %	
SVK1	100.78	85.97	-6.69	85.30 %	49,645.00	0.00 %		0.00 %	
TUT1	448.57	379.86	-5.72	84.68 %	227,275.00	0.00 %		0.00 %	
TKS1	111.28	92.88	-7.26	83.46 %	45,171.00	0.00 %		0.00 %	
KYR1	47.56	38.96	-2.76	81.91 %	24,503.00	0.00 %		0.00 %	
STU2	39.73	32.32	-6.28	81.33 %	14,185.00	0.00 %		0.00 %	
APK2	65.27	53.00	-7.94	81.19 %	19,746.00	0.00 %		0.00 %	
ASM1	55.41	44.83	-5.74	80.89 %	34,336.00	0.00 %		0.00 %	
VLY1	133.57	106.92	-6.18	80.05 %	62,690.00	0.00 %		0.00 %	
KVT1	259.70	207.60	-6.84	79.94 %	117,937.00	0.00 %		0.00 %	
SDI1	96.04	76.51	-9.51	79.67 %	25,145.00	0.00 %		0.00 %	
PKD1	79.28	62.11	-2.08	78.34 %	51,523.00	0.00 %		0.00 %	
VKM1	50.69	38.76	-4.20	76.46 %	25,397.00	0.00 %		0.00 %	
SKD1	53.49	40.88	-6.38	76.43 %	22,857.00	0.00 %		0.00 %	
PDI1	56.59	42.51	-6.82	75.12 %	25,381.00	0.00 %		0.00 %	
APK1	63.51	47.60	-6.84	74.95 %	28,107.00	0.00 %		0.00 %	
SNL1	71.90	53.67	-9.14	74.65 %	28,719.00	0.00 %		0.00 %	
VNR2	192.08	141.22	-4.28	73.52 %	58,324.00	0.00 %		0.00 %	
KGL1	52.43	38.14	-3.45	72.75 %	26,272.00	0.00 %		0.00 %	
TCN1	93.41	67.95	-5.53	72.74 %	39,019.00	0.00 %		0.00 %	
RPM1	182.55	126.13	-10.85	69.09 %	50,458.00	0.00 %		0.00 %	
ERL2	92.74	63.74	-3.69	68.73 %	58,772.00	0.00 %		0.00 %	
ARM1	40.82	27.93	-4.12	68.42 %	20,864.00	0.00 %		0.00 %	
RND1	134.39	90.02	-5.79	66.98 %	61,897.00	0.00 %		0.00 %	
TUT2	192.08	128.56	-6.14	66.93 %	77,310.00	0.00 %		0.00 %	
UDN1	70.74	46.67	-6.91	65.97 %	26,985.00	0.00 %		0.00 %	
TKY1	66.12	43.57	-3.81	65.89 %	24,621.00	0.00 %		0.00 %	
NGR1	287.49	189.32	-9.64	65.85 %	74,517.00	0.00 %		0.00 %	
MAR1	155.72	99.16	-6.42	63.68 %	48,041.00	0.00 %		0.00 %	
VNR1	64.84	40.92	-4.07	63.12 %	20,358.00	0.00 %		0.00 %	
TYI1	86.28	54.10	-5.52	62.70 %	40,743.00	0.00 %		0.00 %	
TVL1	531.10	293.60	-6.03	55.28 %	180,169.00	0.00 %		0.00 %	
KSM1	72.98	32.24	-4.96	44.18 %	14,070.00	0.00 %		0.00 %	
SGT1	62.68	24.58	-6.03	39.21 %	9,795.00	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	40.94	44.57	-3.29	108.86 %	29,153.00	20.00 %	5,830.60	0.00 %	5,830.60
CBE6	59.44	54.47	-3.14	91.64 %	34,055.00	10.00 %	3,405.50	0.00 %	3,405.50
GDR1	38.31	34.57	-4.07	90.24 %	7,738.00	10.00 %	773.80	0.00 %	773.80
MPM1	53.36	46.91	-1.61	87.92 %	19,208.00	0.00 %		0.00 %	
SUL1	37.05	32.39	-3.55	87.42 %	21,122.00	0.00 %		0.00 %	
KMR1	99.71	84.55	-3.22	84.79 %	47,738.00	0.00 %		0.00 %	
UMP1	40.10	31.36	-3.82	78.22 %	16,301.00	0.00 %		0.00 %	
KGI1	57.03	43.48	-2.98	76.23 %	10,622.00	0.00 %		0.00 %	
PLI1	60.72	45.24	-3.60	74.49 %	24,007.00	0.00 %		0.00 %	
CBE5	28.79	21.24	-1.47	73.76 %	22,562.00	0.00 %		0.00 %	
CBE4	74.39	54.08	-3.24	72.70 %	33,015.00	0.00 %		0.00 %	
SNR1	58.15	41.49	-5.27	71.35 %	27,159.00	0.00 %		0.00 %	
ANR1	16.69	11.25	-2.99	67.37 %	4,833.00	0.00 %		0.00 %	
CBE2	259.43	165.06	-4.28	63.62 %	72,745.00	0.00 %		0.00 %	
CNR1	54.13	33.98	-2.05	62.78 %	11,621.00	0.00 %		0.00 %	
DPM2	50.28	30.88	-1.30	61.42 %	20,363.00	0.00 %		0.00 %	
CBE3	25.64	14.91	-3.74	58.13 %	12,959.00	0.00 %		0.00 %	
UAM1	100.89	57.37	-2.87	56.86 %	20,968.00	0.00 %		0.00 %	
PPI1	43.12	23.90	-3.49	55.44 %	9,850.00	0.00 %		0.00 %	
PDM1	29.31	15.20	-1.59	51.85 %	14,456.00	0.00 %		0.00 %	
KMD1	43.34	19.57	-2.05	45.15 %	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	127.22	82.69	-8.19	64.99 %	42,080.00	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	207.13	153.64	-4.75	74.17 %	112,079.00	0.00 %		0.00 %	
KLR1	63.90	43.14	-1.76	67.51 %	30,502.00	0.00 %		0.00 %	
PAS1	93.28	60.69	-2.07	65.06 %	50,771.00	0.00 %		0.00 %	
PNL1	78.23	36.30	-3.07	46.40 %	25,698.00	0.00 %		0.00 %	
KOM1	205.60	92.36	-2.95	44.92 %	64,387.00	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	85.99	31.24	-14.80	36.32 %	5,402.00	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	38.54	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	177.93	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	(1.39)	-115.87	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.86	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	15.24	8.79	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	3.91	14.39	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	(0.20)	-232.30	0.00 %	0.00	0.00 %		0.00 %	
W3SD	0.00	1.78	16.48	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(42.26)	-17.74	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	19.55	13.59	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(12.47)	-13.12	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	(12.76)	-15.82	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(7.10)	-17.24	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	(3.69)	-12.54	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(7.16)	-12.16	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(7.91)	-20.02	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(9.15)	-18.86	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(3.89)	-15.11	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	(15.06)	-13.74	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	12.23	1.72	0.00 %	0.00	0.00 %		0.00 %	