

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
27,154.28 L	21,229.85 L	78.18 %	0.00 %	107.86 L

Note : Sales Period is From :01-Sep-2026 To :18-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	2,261.15	1,918.07	84.83 %	0.00	0.00 %	0.00
CHENNAI-01	3,215.77	2,704.68	84.11 %	0.00	0.00 %	0.00
TRICHY-01	2,803.66	2,340.11	83.47 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,901.31	1,535.54	80.76 %	0.00	0.00 %	0.00
SOUTH-03	2,684.02	2,130.03	79.36 %	0.00	0.00 %	0.00
CHENNAI-02	3,414.66	2,657.48	77.83 %	0.00	0.00 %	0.00
KL-NORTH	1,156.31	891.53	77.10 %	0.00	0.00 %	0.00
WEST-02	1,734.55	1,335.32	76.98 %	0.00	0.00 %	0.00
WEST-03	993.39	726.41	73.12 %	0.00	0.00 %	0.00
SOUTH-01	4,731.82	3,378.21	71.39 %	0.00	0.00 %	0.00
WEST-01	1,345.60	952.05	70.75 %	0.00	0.00 %	0.00
KL-CENTRAL	134.71	86.13	63.94 %	0.00	0.00 %	0.00
KL-SOUTH	686.28	404.25	58.90 %	0.00	0.00 %	0.00
HYDERABAD-01	91.05	31.48	34.58 %	0.00	0.00 %	0.00
OTHERS	0.00	138.56	0.00 %	0.00	0.00 %	0.00
Total	27,154.28	21,229.85	78.18 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VEL4	120.02	141.49	-7.89	117.88 %	46,279.00	20.00 %	9,255.80	0.00 %	9,255.80
VNB1	74.10	80.91	-2.61	109.19 %	40,419.00	20.00 %	8,083.80	0.00 %	8,083.80
CPT1	36.42	39.25	-2.44	107.76 %	26,606.00	20.00 %	5,321.20	0.00 %	5,321.20
CYR1	47.57	50.00	-4.63	105.10 %	30,179.00	20.00 %	6,035.80	0.00 %	6,035.80
ABR1	86.66	87.96	-7.40	101.50 %	35,031.00	20.00 %	7,006.20	0.00 %	7,006.20
SBR1	116.57	114.51	-5.26	98.23 %	73,206.00	15.00 %	10,980.90	0.00 %	10,980.90
AKM1	86.14	82.57	-5.34	95.85 %	40,648.00	15.00 %	6,097.20	0.00 %	6,097.20
TRR1	116.81	107.62	-8.48	92.13 %	41,658.00	10.00 %	4,165.80	0.00 %	4,165.80
SLG1	44.18	39.86	-4.38	90.20 %	21,481.00	10.00 %	2,148.10	0.00 %	2,148.10
VEL1	61.81	55.74	-5.64	90.17 %	22,192.00	10.00 %	2,219.20	0.00 %	2,219.20
GDM1	64.13	56.50	-7.69	88.09 %	28,448.00	0.00 %		0.00 %	
ANI1	45.62	39.93	-4.46	87.51 %	20,529.00	0.00 %		0.00 %	
WJP1	68.45	59.90	-4.89	87.50 %	29,841.00	0.00 %		0.00 %	
TRT1	50.03	42.98	-8.79	85.89 %	13,206.00	0.00 %		0.00 %	
VEL3	116.14	98.55	-7.48	84.85 %	55,585.00	0.00 %		0.00 %	
KPM2	243.36	203.56	-5.23	83.65 %	89,343.00	0.00 %		0.00 %	
VEL2	129.13	106.47	-6.69	82.45 %	58,171.00	0.00 %		0.00 %	
UGI1	44.72	36.44	-4.01	81.48 %	13,206.00	0.00 %		0.00 %	
PTU1	30.97	24.45	-6.41	78.95 %	8,393.00	0.00 %		0.00 %	
BGR1	55.58	43.47	-3.39	78.20 %	27,348.00	0.00 %		0.00 %	
KPM1	76.05	58.80	-6.01	77.32 %	17,757.00	0.00 %		0.00 %	
VSI1	78.52	58.79	-6.48	74.87 %	29,920.00	0.00 %		0.00 %	
TRL1	125.14	90.75	-7.74	72.52 %	46,677.00	0.00 %		0.00 %	
WJD1	92.07	65.89	-3.71	71.56 %	39,761.00	0.00 %		0.00 %	
PLR1	59.32	38.38	-4.44	64.70 %	19,138.00	0.00 %		0.00 %	
ARC2	75.35	46.53	-3.60	61.75 %	25,257.00	0.00 %		0.00 %	
CGM1	116.26	46.80	-5.92	40.25 %	18,683.00	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	16.18	21.78	-4.65	134.60 %	10,207.00	20.00 %	2,041.40	0.00 %	2,041.40
AVD1	118.88	128.81	-6.86	108.36 %	57,484.00	20.00 %	11,496.80	0.00 %	11,496.80
CH22	86.56	93.46	-7.59	107.98 %	26,650.00	20.00 %	5,330.00	0.00 %	5,330.00
CH28	120.37	126.08	-1.66	104.75 %	114,166.00	20.00 %	22,833.20	0.00 %	22,833.20
CGL1	60.83	62.37	-7.63	102.53 %	26,428.00	20.00 %	5,285.60	0.00 %	5,285.60
CH25	106.93	107.38	-6.75	100.42 %	47,143.00	20.00 %	9,428.60	0.00 %	9,428.60
GUD1	103.87	101.73	-4.08	97.94 %	74,129.00	15.00 %	11,119.35	0.00 %	11,119.35
CH30	116.32	112.11	-5.89	96.38 %	59,298.00	15.00 %	8,894.70	0.00 %	8,894.70
KNR1	72.42	68.94	-4.35	95.20 %	42,392.00	15.00 %	6,358.80	0.00 %	6,358.80
CH47	188.63	176.06	-5.53	93.33 %	79,201.00	10.00 %	7,920.10	0.00 %	7,920.10
CH45	117.47	109.35	-6.86	93.09 %	39,618.00	10.00 %	3,961.80	0.00 %	3,961.80
CH49	151.06	137.82	-6.12	91.24 %	71,595.00	10.00 %	7,159.50	0.00 %	7,159.50
CH16	212.21	192.57	-5.12	90.75 %	101,960.00	10.00 %	10,196.00	0.00 %	10,196.00
CH05	163.06	146.73	-9.37	89.99 %	72,047.00	0.00 %		0.00 %	
CH48	138.58	121.91	-2.91	87.97 %	71,367.00	0.00 %		0.00 %	
SKL1	70.14	61.34	-6.10	87.46 %	38,648.00	0.00 %		0.00 %	
CH26	27.81	21.99	-4.05	79.06 %	13,526.00	0.00 %		0.00 %	
CH07	151.86	119.36	-7.06	78.60 %	50,079.00	0.00 %		0.00 %	
TKM1	60.13	46.16	-2.45	76.77 %	30,386.00	0.00 %		0.00 %	
CH19	167.61	125.77	-8.28	75.04 %	67,788.00	0.00 %		0.00 %	
CH38	89.14	66.86	-3.82	75.00 %	38,864.00	0.00 %		0.00 %	
CH14	241.74	171.62	-6.95	71.00 %	80,228.00	0.00 %		0.00 %	
CH08	92.45	63.81	-9.35	69.02 %	38,555.00	0.00 %		0.00 %	
CH42	175.67	115.97	-5.48	66.02 %	65,966.00	0.00 %		0.00 %	
GUD2	93.20	61.43	-5.46	65.91 %	38,517.00	0.00 %		0.00 %	
CH39	67.16	41.63	-6.96	61.98 %	25,430.00	0.00 %		0.00 %	
MRM1	124.29	68.79	-5.58	55.34 %	30,123.00	0.00 %		0.00 %	
CH29	18.29	8.52	-3.09	46.59 %	5,476.00	0.00 %		0.00 %	
CH40	62.93	24.32	-1.48	38.64 %	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	52.47	59.89	-3.37	114.15 %	44,701.00	20.00 %	8,940.20	0.00 %	8,940.20
KIK1	72.71	77.54	-4.48	106.65 %	45,899.00	20.00 %	9,179.80	0.00 %	9,179.80
MVM1	131.21	137.11	-2.90	104.50 %	106,501.00	20.00 %	21,300.20	0.00 %	21,300.20
PBR1	42.45	41.99	-9.14	98.91 %	13,389.00	15.00 %	2,008.35	0.00 %	2,008.35
TVR2	116.95	115.22	-5.81	98.52 %	58,552.00	15.00 %	8,782.80	0.00 %	8,782.80
JKM1	72.12	68.92	-2.88	95.56 %	38,293.00	15.00 %	5,743.95	0.00 %	5,743.95
TTP1	75.53	71.66	-2.03	94.89 %	32,704.00	10.00 %	3,270.40	0.00 %	3,270.40
AYR1	62.21	57.96	-6.46	93.17 %	22,469.00	10.00 %	2,246.90	0.00 %	2,246.90
MDI1	74.54	69.31	-9.77	92.97 %	26,816.00	10.00 %	2,681.60	0.00 %	2,681.60
PBR2	147.79	132.75	-6.02	89.83 %	59,410.00	0.00 %		0.00 %	
TRY3	66.44	59.56	-8.89	89.65 %	27,221.00	0.00 %		0.00 %	
NGT1	104.54	92.73	-3.42	88.70 %	68,461.00	0.00 %		0.00 %	
KUM1	140.29	122.90	-8.21	87.61 %	69,452.00	0.00 %		0.00 %	
KRN1	53.13	46.13	-3.62	86.83 %	19,862.00	0.00 %		0.00 %	
NMM1	52.24	44.58	-2.62	85.34 %	32,042.00	0.00 %		0.00 %	
TRY4	103.46	86.87	-7.48	83.96 %	47,260.00	0.00 %		0.00 %	
TNJ1	143.44	117.80	-6.77	82.12 %	50,162.00	0.00 %		0.00 %	
PDK2	88.63	72.19	-5.83	81.46 %	42,144.00	0.00 %		0.00 %	
KUM2	77.96	63.33	-2.94	81.23 %	50,743.00	0.00 %		0.00 %	
TNJ2	119.27	95.86	-6.74	80.37 %	45,334.00	0.00 %		0.00 %	
PTK1	115.97	92.78	-4.91	80.00 %	61,342.00	0.00 %		0.00 %	
MSI1	68.11	52.50	-3.18	77.08 %	32,161.00	0.00 %		0.00 %	
NCK1	39.46	30.34	-5.47	76.90 %	13,409.00	0.00 %		0.00 %	
TYR1	100.36	74.35	-4.18	74.09 %	36,585.00	0.00 %		0.00 %	
TRY1	506.19	349.23	-11.24	68.99 %	129,893.00	0.00 %		0.00 %	
PDK1	51.34	34.10	-4.67	66.43 %	25,938.00	0.00 %		0.00 %	
ORU1	54.54	35.02	-4.26	64.21 %	17,931.00	0.00 %		0.00 %	
APM1	30.16	19.07	-1.81	63.24 %	15,303.00	0.00 %		0.00 %	
TRY2	40.15	18.38	-6.38	45.79 %	12,723.00	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	64.74	81.51	-9.45	125.90 %	28,283.00	20.00 %	5,656.60	0.00 %	5,656.60
MKM1	37.67	41.53	-5.39	110.25 %	21,605.00	20.00 %	4,321.00	0.00 %	4,321.00
VCM1	18.02	17.13	-5.49	95.06 %	9,106.00	15.00 %	1,365.90	0.00 %	1,365.90
KML1	49.20	46.66	-3.28	94.83 %	27,417.00	10.00 %	2,741.70	0.00 %	2,741.70
CDM1	106.84	97.13	-7.40	90.91 %	37,639.00	10.00 %	3,763.90	0.00 %	3,763.90
TVM2	66.30	59.66	-7.93	89.99 %	15,839.00	0.00 %		0.00 %	
VPM2	99.46	88.19	-5.78	88.67 %	38,678.00	0.00 %		0.00 %	
CUD1	205.21	177.29	-4.26	86.40 %	86,105.00	0.00 %		0.00 %	
TVM1	46.60	38.93	-7.72	83.55 %	13,883.00	0.00 %		0.00 %	
NVL2	85.03	69.75	-6.15	82.03 %	32,064.00	0.00 %		0.00 %	
STP1	33.15	26.93	-6.63	81.23 %	9,747.00	0.00 %		0.00 %	
KLM1	108.85	88.34	-5.11	81.16 %	60,016.00	0.00 %		0.00 %	
SJI2	119.54	94.60	-8.08	79.14 %	46,153.00	0.00 %		0.00 %	
TRK1	165.76	130.56	-6.92	78.76 %	67,029.00	0.00 %		0.00 %	
TDM1	96.46	73.72	-11.49	76.42 %	19,344.00	0.00 %		0.00 %	
VCM2	57.65	40.73	-8.17	70.66 %	18,925.00	0.00 %		0.00 %	
POY1	165.07	116.23	-7.86	70.41 %	57,385.00	0.00 %		0.00 %	
VPM1	36.02	24.69	-4.44	68.54 %	11,846.00	0.00 %		0.00 %	
ULP1	114.56	77.26	-9.48	67.44 %	28,086.00	0.00 %		0.00 %	
POY2	133.79	87.75	-6.83	65.59 %	34,241.00	0.00 %		0.00 %	
KKI2	91.39	56.93	-6.74	62.29 %	25,053.00	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	41.96	55.52	-4.89	132.31 %	43,860.00	20.00 %	8,772.00	0.00 %	8,772.00
PVI1	89.23	107.55	-8.27	120.53 %	52,124.00	20.00 %	10,424.80	0.00 %	10,424.80
PKM1	33.32	33.51	-4.88	100.55 %	20,688.00	20.00 %	4,137.60	0.00 %	4,137.60
TDI1	47.38	47.34	-5.29	99.93 %	28,810.00	15.00 %	4,321.50	0.00 %	4,321.50
DGL1	145.27	138.87	-11.31	95.59 %	54,622.00	15.00 %	8,193.30	0.00 %	8,193.30
MDU5	45.87	42.36	-5.36	92.35 %	26,061.00	10.00 %	2,606.10	0.00 %	2,606.10
TEN1	64.69	58.58	-7.63	90.56 %	21,393.00	10.00 %	2,139.30	0.00 %	2,139.30
BNR1	47.27	42.60	-7.48	90.13 %	18,424.00	10.00 %	1,842.40	0.00 %	1,842.40
MDU6	100.74	88.14	-7.81	87.49 %	48,294.00	0.00 %		0.00 %	
BTU1	33.92	29.08	-8.23	85.75 %	12,829.00	0.00 %		0.00 %	
SGP1	31.78	27.02	-3.67	85.03 %	22,501.00	0.00 %		0.00 %	
SVG1	56.35	47.55	-8.04	84.40 %	25,250.00	0.00 %		0.00 %	
MDU1	285.63	240.04	-13.57	84.04 %	75,576.00	0.00 %		0.00 %	
MDU2	146.12	122.47	-8.09	83.81 %	58,233.00	0.00 %		0.00 %	
MDU3	72.07	59.20	-10.88	82.14 %	19,257.00	0.00 %		0.00 %	
TMM1	81.87	65.79	-9.16	80.37 %	32,339.00	0.00 %		0.00 %	
CMR1	37.94	30.29	-6.91	79.82 %	12,378.00	0.00 %		0.00 %	
MNM1	31.48	24.52	-1.82	77.87 %	18,400.00	0.00 %		0.00 %	
MDU4	59.22	45.90	-8.90	77.50 %	22,065.00	0.00 %		0.00 %	
CBM1	67.71	52.24	-6.70	77.16 %	28,581.00	0.00 %		0.00 %	
NTM1	47.50	35.98	-5.77	75.74 %	18,081.00	0.00 %		0.00 %	
KPT1	46.95	35.33	-3.60	75.26 %	20,043.00	0.00 %		0.00 %	
MPA1	77.11	57.38	-1.77	74.41 %	42,910.00	0.00 %		0.00 %	
DGL2	54.91	40.76	-9.20	74.23 %	19,468.00	0.00 %		0.00 %	
TPT1	68.05	49.28	-7.11	72.42 %	31,802.00	0.00 %		0.00 %	
TEN2	71.99	52.00	-6.91	72.23 %	22,101.00	0.00 %		0.00 %	
USL1	53.75	38.16	-9.23	70.99 %	17,648.00	0.00 %		0.00 %	
MLR1	49.67	35.12	-5.07	70.70 %	24,392.00	0.00 %		0.00 %	
ADP1	52.47	36.97	-5.21	70.45 %	21,271.00	0.00 %		0.00 %	
NKI1	56.16	39.35	-6.97	70.07 %	19,853.00	0.00 %		0.00 %	
PNV2	45.21	31.59	-9.53	69.88 %	11,674.00	0.00 %		0.00 %	
DKI1	77.67	52.60	-3.78	67.73 %	42,937.00	0.00 %		0.00 %	
PNI1	32.77	21.84	-5.91	66.63 %	7,505.00	0.00 %		0.00 %	
ATG1	98.81	61.01	-10.55	61.74 %	27,327.00	0.00 %		0.00 %	
KKD3	127.06	74.73	-6.43	58.81 %	58,705.00	0.00 %		0.00 %	
ODM1	44.71	25.75	-9.77	57.60 %	8,695.00	0.00 %		0.00 %	
MDU7	101.92	57.11	-7.53	56.03 %	21,524.00	0.00 %		0.00 %	
KYK1	57.50	26.50	-3.83	46.08 %	15,694.00	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	3.22	5.05	-10.60	156.85 %	1,476.00	20.00 %	295.20	0.00 %	295.20
CH37	36.01	44.12	-7.21	122.52 %	17,016.00	20.00 %	3,403.20	0.00 %	3,403.20
CH36	52.43	50.44	-5.85	96.20 %	17,501.00	15.00 %	2,625.15	0.00 %	2,625.15
CH15	282.23	262.24	-6.15	92.92 %	113,995.00	10.00 %	11,399.50	0.00 %	11,399.50
CH17	108.74	98.03	-4.28	90.14 %	55,045.00	10.00 %	5,504.50	0.00 %	5,504.50
CH03	280.83	252.05	-6.23	89.75 %	139,581.00	0.00 %		0.00 %	
CH41	97.16	86.03	-4.93	88.55 %	27,787.00	0.00 %		0.00 %	
CH34	158.58	134.50	-5.76	84.81 %	46,921.00	0.00 %		0.00 %	
CH27	42.05	35.59	-5.16	84.63 %	18,962.00	0.00 %		0.00 %	
CH20	146.14	122.51	-6.17	83.83 %	49,631.00	0.00 %		0.00 %	
CH33	119.50	100.04	-4.73	83.72 %	46,221.00	0.00 %		0.00 %	
CH18	148.99	120.77	-3.46	81.06 %	74,611.00	0.00 %		0.00 %	
CH24	121.29	98.00	-8.81	80.80 %	50,567.00	0.00 %		0.00 %	
CH46	59.90	47.96	-5.62	80.08 %	23,884.00	0.00 %		0.00 %	
CH21	207.28	162.24	-6.97	78.27 %	66,036.00	0.00 %		0.00 %	
CH06	110.21	84.82	-6.54	76.96 %	41,067.00	0.00 %		0.00 %	
CH32	16.12	12.40	-6.63	76.89 %	4,905.00	0.00 %		0.00 %	
CH35	95.02	72.33	-4.03	76.12 %	39,917.00	0.00 %		0.00 %	
CH12	176.70	133.85	-6.54	75.75 %	60,608.00	0.00 %		0.00 %	
GPD1	91.31	68.58	-7.89	75.11 %	15,710.00	0.00 %		0.00 %	
CH44	96.80	72.48	-6.48	74.88 %	37,343.00	0.00 %		0.00 %	
UKI1	92.51	65.36	-5.45	70.66 %	25,622.00	0.00 %		0.00 %	
MJR1	129.13	87.43	-4.12	67.71 %	33,502.00	0.00 %		0.00 %	
CH51	178.06	118.31	-9.09	66.45 %	42,474.00	0.00 %		0.00 %	
PON1	79.07	50.79	-5.32	64.24 %	23,678.00	0.00 %		0.00 %	
CH43	88.69	53.77	-7.30	60.63 %	25,007.00	0.00 %		0.00 %	
CH50	204.30	123.22	-4.62	60.32 %	58,032.00	0.00 %		0.00 %	
CH23	56.28	31.62	-3.84	56.18 %	20,449.00	0.00 %		0.00 %	
MC05	36.58	20.13	-1.34	55.05 %	4,534.00	0.00 %		0.00 %	
MC06	42.63	18.41	-4.09	43.19 %	4,535.00	0.00 %		0.00 %	
CH31	56.92	24.39	-5.07	42.85 %	10,359.00	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	168.96	143.64	-5.23	85.02 %	78,593.00	0.00 %		0.00 %	
KZD1	817.43	596.24	-9.01	72.94 %	240,775.00	0.00 %		0.00 %	
VLC1	169.93	71.82	-5.52	42.27 %	32,990.00	0.00 %		0.00 %	
KNU1	0.00	79.81	-7.80	0.00 %	28,394.00	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	44.76	59.24	-3.88	132.36 %	30,784.00	20.00 %	6,156.80	0.00 %	6,156.80
ATU1	74.14	73.85	-4.72	99.61 %	39,843.00	15.00 %	5,976.45	0.00 %	5,976.45
PLC1	41.83	38.88	-1.60	92.96 %	26,186.00	10.00 %	2,618.60	0.00 %	2,618.60
MTR1	67.55	58.13	-3.59	86.05 %	38,577.00	0.00 %		0.00 %	
SLM2	61.52	52.50	-7.24	85.33 %	33,450.00	0.00 %		0.00 %	
DPR1	37.10	30.52	-2.85	82.24 %	18,992.00	0.00 %		0.00 %	
TRM1	110.75	90.29	-4.13	81.53 %	41,891.00	0.00 %		0.00 %	
BMD1	47.54	38.30	-3.15	80.57 %	24,225.00	0.00 %		0.00 %	
SLM3	87.50	68.11	-2.38	77.85 %	39,822.00	0.00 %		0.00 %	
APN1	51.73	40.17	-2.61	77.66 %	25,460.00	0.00 %		0.00 %	
HSR1	88.12	67.59	-1.49	76.70 %	43,787.00	0.00 %		0.00 %	
KAM1	45.60	34.64	-3.52	75.96 %	20,963.00	0.00 %		0.00 %	
MCR1	79.25	59.24	-2.44	74.74 %	40,854.00	0.00 %		0.00 %	
SLM1	170.03	125.82	-4.11	74.00 %	62,447.00	0.00 %		0.00 %	
PNG1	43.93	32.43	-1.75	73.83 %	18,305.00	0.00 %		0.00 %	
EPI1	64.40	46.91	-2.84	72.85 %	34,134.00	0.00 %		0.00 %	
OML1	80.33	58.48	-1.97	72.80 %	32,228.00	0.00 %		0.00 %	
PMP1	66.67	48.48	-3.94	72.71 %	15,848.00	0.00 %		0.00 %	
KVP1	48.47	33.70	-3.96	69.52 %	14,023.00	0.00 %		0.00 %	
HSR2	149.60	99.51	-1.82	66.51 %	54,097.00	0.00 %		0.00 %	
HRR1	56.03	36.87	-4.91	65.81 %	18,350.00	0.00 %		0.00 %	
EDP1	33.52	21.93	-3.12	65.41 %	14,842.00	0.00 %		0.00 %	
VPD1	84.71	55.14	-2.73	65.09 %	32,519.00	0.00 %		0.00 %	
SGI1	58.64	38.09	-1.54	64.96 %	23,390.00	0.00 %		0.00 %	
DPR2	40.81	26.49	-3.15	64.92 %	12,345.00	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	17.54	20.82	-3.36	118.71 %	9,820.00	20.00 %	1,964.00	0.00 %	1,964.00
AVI1	38.63	41.18	-5.21	106.59 %	13,831.00	20.00 %	2,766.20	0.00 %	2,766.20
CMI1	27.83	29.43	-2.90	105.76 %	17,646.00	20.00 %	3,529.20	0.00 %	3,529.20
ERD1	83.76	79.21	-4.75	94.57 %	45,595.00	10.00 %	4,559.50	0.00 %	4,559.50
ERD2	104.27	91.96	-5.06	88.20 %	74,036.00	0.00 %		0.00 %	
RSP1	46.55	38.89	-3.38	83.54 %	31,192.00	0.00 %		0.00 %	
KGM1	37.19	30.85	-3.08	82.93 %	13,685.00	0.00 %		0.00 %	
PDR1	29.75	24.47	-2.65	82.24 %	19,339.00	0.00 %		0.00 %	
KMM1	29.95	24.13	-3.62	80.57 %	15,705.00	0.00 %		0.00 %	
GBM1	59.53	45.20	-2.58	75.93 %	17,162.00	0.00 %		0.00 %	
TCG1	43.90	32.91	-3.16	74.98 %	28,050.00	0.00 %		0.00 %	
SYM2	46.03	33.87	-4.00	73.60 %	16,697.00	0.00 %		0.00 %	
TPR1	82.75	50.62	-5.52	61.17 %	23,045.00	0.00 %		0.00 %	
TPR4	31.61	18.86	-4.50	59.68 %	6,485.00	0.00 %		0.00 %	
NKL2	136.15	77.62	-3.89	57.01 %	49,569.00	0.00 %		0.00 %	
TPR2	92.87	52.36	-7.77	56.38 %	16,796.00	0.00 %		0.00 %	
VKL1	34.59	15.69	-1.95	45.37 %	11,493.00	0.00 %		0.00 %	
TPR3	50.50	18.34	-3.98	36.31 %	5,622.00	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	23.76	23.20	-4.98	97.66 %	13,894.00	15.00 %	2,084.10	0.00 %	2,084.10
TKS2	165.11	154.52	-8.13	93.59 %	58,624.00	10.00 %	5,862.40	0.00 %	5,862.40
MMT1	69.58	61.20	-5.22	87.96 %	19,401.00	0.00 %		0.00 %	
RND2	119.65	102.42	-5.85	85.60 %	68,796.00	0.00 %		0.00 %	
TUT1	474.96	398.22	-5.68	83.84 %	236,465.00	0.00 %		0.00 %	
TKS1	117.83	97.79	-7.55	82.99 %	46,119.00	0.00 %		0.00 %	
STU2	42.07	34.80	-6.79	82.71 %	15,298.00	0.00 %		0.00 %	
KYR1	50.36	41.23	-2.94	81.88 %	26,407.00	0.00 %		0.00 %	
SVK1	106.71	86.99	-6.71	81.52 %	49,930.00	0.00 %		0.00 %	
ASM1	58.67	47.30	-5.77	80.61 %	35,869.00	0.00 %		0.00 %	
APK2	69.11	54.84	-7.73	79.35 %	20,542.00	0.00 %		0.00 %	
KVT1	274.98	218.03	-6.82	79.29 %	121,934.00	0.00 %		0.00 %	
VLY1	141.43	109.87	-6.18	77.69 %	63,719.00	0.00 %		0.00 %	
PKD1	83.95	64.87	-2.10	77.28 %	53,043.00	0.00 %		0.00 %	
SDI1	101.69	77.84	-9.51	76.54 %	26,153.00	0.00 %		0.00 %	
VKM1	53.67	40.84	-4.34	76.09 %	26,327.00	0.00 %		0.00 %	
SKD1	56.63	41.95	-6.36	74.07 %	23,504.00	0.00 %		0.00 %	
APK1	67.25	49.61	-6.77	73.77 %	28,567.00	0.00 %		0.00 %	
VNR2	203.38	147.68	-4.21	72.61 %	60,663.00	0.00 %		0.00 %	
PDI1	59.92	43.20	-6.77	72.10 %	25,681.00	0.00 %		0.00 %	
TCN1	98.91	71.21	-5.58	72.00 %	40,742.00	0.00 %		0.00 %	
SNL1	76.13	54.74	-9.03	71.91 %	29,098.00	0.00 %		0.00 %	
KGL1	55.52	39.74	-3.41	71.59 %	27,239.00	0.00 %		0.00 %	
TUT2	203.38	135.85	-6.29	66.79 %	79,564.00	0.00 %		0.00 %	
ERL2	98.20	65.41	-3.73	66.61 %	60,765.00	0.00 %		0.00 %	
ARM1	43.22	28.75	-4.32	66.51 %	20,984.00	0.00 %		0.00 %	
RPM1	193.29	128.37	-10.78	66.41 %	52,104.00	0.00 %		0.00 %	
UDN1	74.90	49.45	-6.78	66.02 %	27,324.00	0.00 %		0.00 %	
RND1	142.30	92.85	-5.68	65.25 %	64,528.00	0.00 %		0.00 %	
NGR1	304.40	198.62	-9.71	65.25 %	78,915.00	0.00 %		0.00 %	
TKY1	70.01	44.95	-3.87	64.21 %	25,391.00	0.00 %		0.00 %	
TYI1	91.36	58.06	-5.66	63.55 %	42,992.00	0.00 %		0.00 %	
MAR1	164.88	104.67	-6.57	63.49 %	50,274.00	0.00 %		0.00 %	
VNR1	68.65	42.36	-4.17	61.70 %	20,819.00	0.00 %		0.00 %	
TVL1	562.34	308.69	-6.06	54.89 %	185,974.00	0.00 %		0.00 %	
KSM1	77.27	33.03	-5.15	42.75 %	14,135.00	0.00 %		0.00 %	
SGT1	66.37	25.07	-6.07	37.77 %	10,200.00	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	43.35	46.98	-3.48	108.38 %	30,584.00	20.00 %	6,116.80	0.00 %	6,116.80
SUL1	39.23	35.24	-3.35	89.81 %	22,798.00	0.00 %		0.00 %	
GDR1	40.57	35.76	-4.03	88.14 %	7,769.00	0.00 %		0.00 %	
CBE6	62.93	55.27	-3.19	87.83 %	34,339.00	0.00 %		0.00 %	
MPM1	56.50	48.70	-1.59	86.19 %	20,070.00	0.00 %		0.00 %	
KMR1	105.58	89.66	-3.19	84.93 %	48,737.00	0.00 %		0.00 %	
UMP1	42.46	31.66	-3.97	74.57 %	16,340.00	0.00 %		0.00 %	
KGI1	60.39	44.91	-3.05	74.36 %	10,879.00	0.00 %		0.00 %	
CBE5	30.49	22.53	-1.52	73.90 %	22,787.00	0.00 %		0.00 %	
PLI1	64.30	47.30	-3.63	73.56 %	24,887.00	0.00 %		0.00 %	
CBE4	78.76	57.68	-3.61	73.23 %	34,439.00	0.00 %		0.00 %	
SNR1	61.57	44.24	-4.98	71.85 %	29,680.00	0.00 %		0.00 %	
ANR1	17.68	11.83	-2.85	66.94 %	5,184.00	0.00 %		0.00 %	
CNR1	57.31	37.42	-1.88	65.29 %	11,955.00	0.00 %		0.00 %	
CBE2	274.69	171.44	-4.19	62.41 %	77,414.00	0.00 %		0.00 %	
DPM2	53.24	32.57	-1.37	61.18 %	22,428.00	0.00 %		0.00 %	
UAM1	106.83	62.49	-2.75	58.49 %	21,110.00	0.00 %		0.00 %	
CBE3	27.15	15.59	-3.57	57.41 %	13,849.00	0.00 %		0.00 %	
PPI1	45.65	24.20	-3.58	53.00 %	9,857.00	0.00 %		0.00 %	
PDM1	31.04	16.31	-1.62	52.55 %	15,362.00	0.00 %		0.00 %	
KMD1	45.89	20.28	-1.99	44.19 %	8,504.00	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	134.71	86.13	-8.14	63.94 %	44,230.00	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	219.32	158.71	-4.64	72.37 %	116,259.00	0.00 %		0.00 %	
PAS1	98.77	64.86	-2.04	65.67 %	53,171.00	0.00 %		0.00 %	
KLR1	67.66	43.99	-1.83	65.02 %	30,829.00	0.00 %		0.00 %	
PNL1	82.84	37.75	-2.95	45.57 %	26,878.00	0.00 %		0.00 %	
KOM1	217.70	98.94	-3.06	45.45 %	70,807.00	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	91.05	31.48	-14.68	34.58 %	5,457.00	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	39.13	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	(1.07)	-150.14	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	13.96	9.59	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	(2.13)	-23.43	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	(49.36)	-18.18	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	20.79	12.77	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(12.92)	-13.04	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	(14.07)	-16.52	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(7.84)	-16.83	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	(7.44)	-11.96	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(8.28)	-20.26	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	(15.76)	-14.06	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 %	