

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
28,662.83 L	22,420.50 L	78.22 %	0.00 %	114.66 L

Note : Sales Period is From :01-Sep-2026 To :19-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	3,394.42	2,883.62	84.95 %	0.00	0.00 %	0.00
NORTH ARCOT	2,386.77	2,003.32	83.93 %	0.00	0.00 %	0.00
TRICHY-01	2,959.41	2,445.44	82.63 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,006.94	1,631.24	81.28 %	0.00	0.00 %	0.00
SOUTH-03	2,833.13	2,292.94	80.93 %	0.00	0.00 %	0.00
CHENNAI-02	3,604.36	2,838.05	78.74 %	0.00	0.00 %	0.00
KL-NORTH	1,220.55	956.59	78.37 %	0.00	0.00 %	0.00
WEST-02	1,830.91	1,391.14	75.98 %	0.00	0.00 %	0.00
WEST-03	1,048.58	760.57	72.53 %	0.00	0.00 %	0.00
WEST-01	1,420.35	1,002.12	70.55 %	0.00	0.00 %	0.00
SOUTH-01	4,994.70	3,523.81	70.55 %	0.00	0.00 %	0.00
KL-CENTRAL	142.19	94.41	66.40 %	0.00	0.00 %	0.00
KL-SOUTH	724.41	431.57	59.58 %	0.00	0.00 %	0.00
HYDERABAD-01	96.11	32.09	33.39 %	0.00	0.00 %	0.00
OTHERS	0.00	133.59	0.00 %	0.00	0.00 %	0.00
Total	28,662.83	22,420.50	78.22 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC09	17.08	22.13	-4.62	129.56 %	10,255.00	20.00 %	2,051.00	0.00 %	2,051.00
CH22	91.36	99.76	-7.69	109.19 %	28,127.00	20.00 %	5,625.40	0.00 %	5,625.40
AVD1	125.48	135.88	-6.98	108.28 %	58,937.00	20.00 %	11,787.40	0.00 %	11,787.40
CH28	127.05	134.39	-1.78	105.77 %	123,385.00	20.00 %	24,677.00	0.00 %	24,677.00
GUD1	109.64	111.40	-4.32	101.60 %	81,806.00	20.00 %	16,361.20	0.00 %	16,361.20
CH25	112.87	114.65	-6.74	101.58 %	51,423.00	20.00 %	10,284.60	0.00 %	10,284.60
CGL1	64.21	62.37	-7.63	97.13 %	26,428.00	15.00 %	3,964.20	0.00 %	3,964.20
CH47	199.11	192.35	-5.35	96.60 %	87,968.00	15.00 %	13,195.20	0.00 %	13,195.20
CH30	122.78	118.20	-5.66	96.27 %	65,868.00	15.00 %	9,880.20	0.00 %	9,880.20
CH16	224.00	214.11	-5.43	95.58 %	112,708.00	15.00 %	16,906.20	0.00 %	16,906.20
KNR1	76.44	72.42	-4.39	94.74 %	45,144.00	10.00 %	4,514.40	0.00 %	4,514.40
CH49	159.45	147.10	-6.22	92.26 %	77,614.00	10.00 %	7,761.40	0.00 %	7,761.40
CH05	172.11	156.94	-9.29	91.18 %	77,440.00	10.00 %	7,744.00	0.00 %	7,744.00
CH45	123.99	112.37	-6.99	90.63 %	41,331.00	10.00 %	4,133.10	0.00 %	4,133.10
CH48	146.27	129.02	-2.82	88.20 %	81,240.00	0.00 %		0.00 %	
SKL1	74.04	62.34	-6.18	84.20 %	38,868.00	0.00 %		0.00 %	
CH07	160.30	125.84	-7.24	78.50 %	52,098.00	0.00 %		0.00 %	
CH19	176.92	135.78	-8.31	76.75 %	72,768.00	0.00 %		0.00 %	
TKM1	63.47	48.62	-2.60	76.60 %	32,600.00	0.00 %		0.00 %	
CH26	29.35	22.15	-4.18	75.47 %	13,526.00	0.00 %		0.00 %	
CH38	94.09	70.45	-3.88	74.88 %	41,119.00	0.00 %		0.00 %	
CH14	255.17	187.13	-7.00	73.34 %	88,493.00	0.00 %		0.00 %	
GUD2	98.38	68.82	-5.41	69.96 %	40,939.00	0.00 %		0.00 %	
CH42	185.43	126.32	-5.47	68.13 %	73,531.00	0.00 %		0.00 %	
CH08	97.58	63.81	-9.35	65.39 %	38,555.00	0.00 %		0.00 %	
CH39	70.90	43.61	-6.97	61.51 %	26,913.00	0.00 %		0.00 %	
MRM1	131.19	69.72	-5.62	53.14 %	30,699.00	0.00 %		0.00 %	
CH29	19.30	9.35	-3.06	48.45 %	5,520.00	0.00 %		0.00 %	
CH40	66.43	26.59	-1.59	40.03 %	2,863.00	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	126.69	149.89	-7.71	118.31 %	48,672.00	20.00 %	9,734.40	0.00 %	9,734.40
VNB1	78.22	84.83	-2.74	108.45 %	42,835.00	20.00 %	8,567.00	0.00 %	8,567.00
CPT1	38.44	41.44	-2.33	107.80 %	28,330.00	20.00 %	5,666.00	0.00 %	5,666.00
CYR1	50.21	51.81	-4.65	103.19 %	32,290.00	20.00 %	6,458.00	0.00 %	6,458.00
ABR1	91.47	93.35	-7.10	102.05 %	38,645.00	20.00 %	7,729.00	0.00 %	7,729.00
SBR1	123.04	119.43	-5.31	97.07 %	78,524.00	15.00 %	11,778.60	0.00 %	11,778.60
AKM1	90.93	85.98	-5.33	94.56 %	42,664.00	10.00 %	4,266.40	0.00 %	4,266.40
SLG1	46.64	42.89	-4.55	91.96 %	22,843.00	10.00 %	2,284.30	0.00 %	2,284.30
TRR1	123.30	111.62	-8.38	90.53 %	42,732.00	10.00 %	4,273.20	0.00 %	4,273.20
VEL1	65.25	58.20	-5.79	89.19 %	23,165.00	0.00 %		0.00 %	
GDM1	67.70	59.61	-7.81	88.06 %	28,723.00	0.00 %		0.00 %	
ANI1	48.16	41.61	-4.38	86.40 %	20,987.00	0.00 %		0.00 %	
WJP1	72.26	62.19	-4.86	86.07 %	31,393.00	0.00 %		0.00 %	
TRT1	52.81	45.43	-8.75	86.03 %	13,564.00	0.00 %		0.00 %	
VEL3	122.59	102.59	-7.54	83.69 %	58,354.00	0.00 %		0.00 %	
KPM2	256.88	210.23	-5.14	81.84 %	92,480.00	0.00 %		0.00 %	
VEL2	136.31	110.83	-6.70	81.31 %	61,257.00	0.00 %		0.00 %	
PTU1	32.69	26.19	-6.68	80.13 %	9,165.00	0.00 %		0.00 %	
UGI1	47.20	37.57	-4.23	79.60 %	14,546.00	0.00 %		0.00 %	
VSI1	82.88	62.50	-6.18	75.41 %	33,375.00	0.00 %		0.00 %	
KPM1	80.27	60.51	-5.84	75.38 %	18,571.00	0.00 %		0.00 %	
BGR1	58.67	44.13	-3.37	75.21 %	28,060.00	0.00 %		0.00 %	
TRL1	132.09	94.63	-7.73	71.64 %	48,622.00	0.00 %		0.00 %	
WJD1	97.18	68.22	-3.82	70.20 %	40,814.00	0.00 %		0.00 %	
PLR1	62.62	40.95	-4.34	65.39 %	20,788.00	0.00 %		0.00 %	
ARC2	79.54	47.78	-3.60	60.07 %	25,682.00	0.00 %		0.00 %	
CGM1	122.72	48.89	-5.79	39.84 %	19,383.00	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	55.38	63.29	-3.43	114.27 %	46,841.00	20.00 %	9,368.20	0.00 %	9,368.20
KIK1	76.75	82.17	-4.36	107.06 %	50,217.00	20.00 %	10,043.40	0.00 %	10,043.40
MVM1	138.50	141.54	-2.92	102.19 %	110,621.00	20.00 %	22,124.20	0.00 %	22,124.20
TVR2	123.45	120.23	-5.82	97.40 %	60,946.00	15.00 %	9,141.90	0.00 %	9,141.90
PBR1	44.81	43.55	-8.91	97.18 %	14,985.00	15.00 %	2,247.75	0.00 %	2,247.75
JKM1	76.13	72.63	-2.78	95.41 %	40,375.00	15.00 %	6,056.25	0.00 %	6,056.25
AYR1	65.66	61.52	-6.42	93.69 %	23,609.00	10.00 %	2,360.90	0.00 %	2,360.90
TTP1	79.72	74.25	-2.01	93.13 %	34,492.00	10.00 %	3,449.20	0.00 %	3,449.20
MDI1	78.69	71.96	-9.55	91.46 %	28,323.00	10.00 %	2,832.30	0.00 %	2,832.30
NGT1	110.35	97.40	-3.34	88.26 %	72,384.00	0.00 %		0.00 %	
PBR2	156.00	137.39	-6.01	88.07 %	61,763.00	0.00 %		0.00 %	
TRY3	70.14	60.77	-8.72	86.65 %	28,868.00	0.00 %		0.00 %	
KUM1	148.09	127.52	-8.27	86.11 %	71,740.00	0.00 %		0.00 %	
NMM1	55.14	47.29	-2.87	85.77 %	33,333.00	0.00 %		0.00 %	
KRN1	56.08	47.50	-3.55	84.71 %	22,094.00	0.00 %		0.00 %	
TNJ1	151.40	126.92	-6.81	83.83 %	53,339.00	0.00 %		0.00 %	
TRY4	109.21	89.23	-7.31	81.71 %	48,038.00	0.00 %		0.00 %	
PDK2	93.55	76.13	-5.71	81.38 %	43,933.00	0.00 %		0.00 %	
KUM2	82.30	66.60	-3.28	80.93 %	53,240.00	0.00 %		0.00 %	
TNJ2	125.90	100.45	-6.77	79.78 %	48,705.00	0.00 %		0.00 %	
PTK1	122.42	96.49	-4.78	78.82 %	64,011.00	0.00 %		0.00 %	
NCK1	41.65	32.06	-5.32	76.98 %	14,119.00	0.00 %		0.00 %	
MSI1	71.90	53.66	-3.11	74.63 %	33,837.00	0.00 %		0.00 %	
TYR1	105.93	77.29	-4.08	72.96 %	38,292.00	0.00 %		0.00 %	
TRY1	534.31	365.23	-11.20	68.35 %	138,570.00	0.00 %		0.00 %	
PDK1	54.19	35.89	-4.46	66.23 %	28,628.00	0.00 %		0.00 %	
APM1	31.84	20.93	-1.79	65.75 %	16,763.00	0.00 %		0.00 %	
ORU1	57.57	37.00	-4.34	64.27 %	18,795.00	0.00 %		0.00 %	
TRY2	42.38	18.54	-6.33	43.75 %	12,742.00	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	68.34	85.56	-9.40	125.21 %	30,377.00	20.00 %	6,075.40	0.00 %	6,075.40
MKM1	39.76	43.71	-5.35	109.93 %	23,758.00	20.00 %	4,751.60	0.00 %	4,751.60
VCM1	19.03	18.25	-5.86	95.93 %	9,403.00	15.00 %	1,410.45	0.00 %	1,410.45
KML1	51.93	48.19	-3.42	92.79 %	27,847.00	10.00 %	2,784.70	0.00 %	2,784.70
CDM1	112.78	103.59	-7.31	91.85 %	40,570.00	10.00 %	4,057.00	0.00 %	4,057.00
TVM2	69.98	61.13	-7.96	87.35 %	16,379.00	0.00 %		0.00 %	
VPM2	104.98	90.82	-5.76	86.51 %	39,651.00	0.00 %		0.00 %	
CUD1	216.61	185.76	-4.13	85.76 %	93,697.00	0.00 %		0.00 %	
KLM1	114.90	96.34	-5.15	83.84 %	66,906.00	0.00 %		0.00 %	
STP1	34.99	29.15	-6.66	83.30 %	10,077.00	0.00 %		0.00 %	
NVL2	89.75	74.74	-6.23	83.28 %	33,563.00	0.00 %		0.00 %	
TVM1	49.19	40.78	-7.82	82.91 %	13,960.00	0.00 %		0.00 %	
TRK1	174.97	139.56	-6.85	79.76 %	72,000.00	0.00 %		0.00 %	
TDM1	101.82	80.32	-11.92	78.89 %	20,604.00	0.00 %		0.00 %	
SJI2	126.18	98.51	-8.01	78.07 %	47,943.00	0.00 %		0.00 %	
POY1	174.24	127.27	-8.03	73.04 %	59,612.00	0.00 %		0.00 %	
VCM2	60.85	43.59	-8.33	71.64 %	20,887.00	0.00 %		0.00 %	
POY2	141.22	97.36	-6.88	68.94 %	39,648.00	0.00 %		0.00 %	
VPM1	38.03	25.94	-4.91	68.23 %	11,926.00	0.00 %		0.00 %	
ULP1	120.93	80.08	-9.37	66.22 %	29,496.00	0.00 %		0.00 %	
KKI2	96.46	60.59	-7.06	62.81 %	25,850.00	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	44.30	56.29	-4.82	127.08 %	44,523.00	20.00 %	8,904.60	0.00 %	8,904.60
DKI1	81.98	99.70	-9.52	121.61 %	61,446.00	20.00 %	12,289.20	0.00 %	12,289.20
PVI1	94.19	110.95	-8.12	117.80 %	55,401.00	20.00 %	11,080.20	0.00 %	11,080.20
PKM1	35.18	34.17	-4.90	97.14 %	21,302.00	15.00 %	3,195.30	0.00 %	3,195.30
TDI1	50.01	48.07	-5.23	96.12 %	29,780.00	15.00 %	4,467.00	0.00 %	4,467.00
TEN1	68.28	65.27	-7.52	95.60 %	23,471.00	15.00 %	3,520.65	0.00 %	3,520.65
DGL1	153.34	145.06	-11.33	94.60 %	56,959.00	10.00 %	5,695.90	0.00 %	5,695.90
BNR1	49.89	47.06	-7.76	94.32 %	19,962.00	10.00 %	1,996.20	0.00 %	1,996.20
MDU5	48.42	45.40	-5.35	93.76 %	28,030.00	10.00 %	2,803.00	0.00 %	2,803.00
SVG1	59.48	53.36	-9.38	89.72 %	26,062.00	0.00 %		0.00 %	
MDU6	106.34	93.88	-7.64	88.29 %	51,450.00	0.00 %		0.00 %	
BTU1	35.80	31.42	-8.35	87.77 %	13,671.00	0.00 %		0.00 %	
SGP1	33.54	28.60	-3.80	85.26 %	24,746.00	0.00 %		0.00 %	
MDU2	154.24	131.38	-7.94	85.18 %	65,372.00	0.00 %		0.00 %	
MDU1	301.50	253.77	-13.15	84.17 %	80,317.00	0.00 %		0.00 %	
TMM1	86.42	70.48	-9.23	81.56 %	33,849.00	0.00 %		0.00 %	
MDU3	76.08	60.39	-10.82	79.38 %	19,986.00	0.00 %		0.00 %	
CBM1	71.47	54.77	-6.72	76.63 %	29,812.00	0.00 %		0.00 %	
MDU4	62.51	47.67	-9.24	76.26 %	22,480.00	0.00 %		0.00 %	
CMR1	40.05	30.47	-6.90	76.07 %	12,540.00	0.00 %		0.00 %	
MNM1	33.23	25.06	-1.78	75.42 %	19,077.00	0.00 %		0.00 %	
USL1	56.74	42.70	-9.29	75.26 %	19,311.00	0.00 %		0.00 %	
DGL2	57.96	43.03	-8.89	74.24 %	21,027.00	0.00 %		0.00 %	
MPA1	81.39	60.10	-1.75	73.84 %	45,251.00	0.00 %		0.00 %	
NTM1	50.14	36.82	-5.80	73.43 %	18,301.00	0.00 %		0.00 %	
KPT1	49.56	36.15	-3.53	72.94 %	21,493.00	0.00 %		0.00 %	
ADP1	55.38	40.32	-5.07	72.80 %	23,181.00	0.00 %		0.00 %	
PNV2	47.72	34.57	-8.94	72.43 %	12,140.00	0.00 %		0.00 %	
TPT1	71.83	51.30	-7.12	71.43 %	33,225.00	0.00 %		0.00 %	
TEN2	75.99	54.16	-6.84	71.28 %	23,439.00	0.00 %		0.00 %	
MLR1	52.43	37.34	-5.05	71.22 %	26,077.00	0.00 %		0.00 %	
PNI1	34.59	24.29	-6.75	70.22 %	7,770.00	0.00 %		0.00 %	
NKI1	59.28	40.95	-7.05	69.08 %	20,444.00	0.00 %		0.00 %	
ATG1	104.30	65.50	-10.39	62.80 %	28,325.00	0.00 %		0.00 %	
ODM1	47.19	28.14	-10.10	59.63 %	10,129.00	0.00 %		0.00 %	
KKD3	134.11	77.34	-6.56	57.67 %	60,898.00	0.00 %		0.00 %	
MDU7	107.58	59.81	-7.50	55.60 %	22,229.00	0.00 %		0.00 %	
KYK1	60.70	27.17	-3.77	44.76 %	16,827.00	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	3.40	5.40	-9.92	158.83 %	1,754.00	20.00 %	350.80	0.00 %	350.80
CH37	38.01	45.30	-7.08	119.20 %	17,679.00	20.00 %	3,535.80	0.00 %	3,535.80
PON1	83.46	91.69	-9.88	109.86 %	30,033.00	20.00 %	6,006.60	0.00 %	6,006.60
CH36	55.34	52.38	-6.44	94.66 %	17,824.00	10.00 %	1,782.40	0.00 %	1,782.40
CH15	297.91	277.25	-6.01	93.06 %	127,223.00	10.00 %	12,722.30	0.00 %	12,722.30
CH41	102.56	91.81	-5.25	89.52 %	29,157.00	0.00 %		0.00 %	
CH27	44.39	39.71	-6.09	89.45 %	22,294.00	0.00 %		0.00 %	
CH03	296.43	264.62	-6.20	89.27 %	148,268.00	0.00 %		0.00 %	
CH17	114.79	101.30	-4.33	88.25 %	57,888.00	0.00 %		0.00 %	
CH20	154.26	129.71	-6.05	84.08 %	51,946.00	0.00 %		0.00 %	
CH34	167.39	139.89	-5.72	83.57 %	51,610.00	0.00 %		0.00 %	
CH18	157.26	130.52	-3.32	82.99 %	81,791.00	0.00 %		0.00 %	
CH33	126.13	103.48	-4.74	82.04 %	50,233.00	0.00 %		0.00 %	
CH46	63.23	51.78	-5.91	81.89 %	24,534.00	0.00 %		0.00 %	
CH24	128.03	101.56	-8.85	79.32 %	53,173.00	0.00 %		0.00 %	
CH21	218.79	173.16	-6.90	79.14 %	68,450.00	0.00 %		0.00 %	
CH35	100.29	77.28	-3.86	77.06 %	43,108.00	0.00 %		0.00 %	
CH06	116.34	88.41	-6.36	75.99 %	44,443.00	0.00 %		0.00 %	
CH44	102.18	76.11	-6.48	74.48 %	40,464.00	0.00 %		0.00 %	
CH32	17.02	12.64	-6.50	74.29 %	4,905.00	0.00 %		0.00 %	
CH12	186.52	137.18	-6.53	73.55 %	64,068.00	0.00 %		0.00 %	
GPD1	96.38	70.71	-7.73	73.37 %	17,995.00	0.00 %		0.00 %	
UKI1	97.65	67.24	-5.35	68.86 %	25,992.00	0.00 %		0.00 %	
CH51	187.95	128.04	-8.87	68.12 %	49,280.00	0.00 %		0.00 %	
MJR1	136.30	91.56	-4.20	67.18 %	34,028.00	0.00 %		0.00 %	
CH43	93.61	59.33	-7.25	63.37 %	28,664.00	0.00 %		0.00 %	
CH50	215.65	129.86	-4.83	60.22 %	60,954.00	0.00 %		0.00 %	
CH23	59.41	33.12	-3.68	55.76 %	22,983.00	0.00 %		0.00 %	
MC05	38.61	20.48	-1.50	53.04 %	4,744.00	0.00 %		0.00 %	
MC06	45.00	19.99	-4.31	44.42 %	4,565.00	0.00 %		0.00 %	
CH31	60.08	26.55	-5.07	44.18 %	10,927.00	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	178.35	150.42	-5.22	84.34 %	84,473.00	0.00 %		0.00 %	
KZD1	862.84	635.19	-9.22	73.62 %	258,535.00	0.00 %		0.00 %	
VLC1	179.37	79.62	-5.26	44.39 %	37,250.00	0.00 %		0.00 %	
KNU1	0.00	91.36	-7.08	0.00 %	29,531.00	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	47.25	60.01	-3.91	127.01 %	31,492.00	20.00 %	6,298.40	0.00 %	6,298.40
ATU1	78.26	77.43	-4.61	98.93 %	42,363.00	15.00 %	6,354.45	0.00 %	6,354.45
PLC1	44.15	40.64	-1.60	92.06 %	28,331.00	10.00 %	2,833.10	0.00 %	2,833.10
MTR1	71.31	61.04	-3.53	85.60 %	41,800.00	0.00 %		0.00 %	
SLM2	64.94	54.17	-7.04	83.42 %	35,961.00	0.00 %		0.00 %	
DPR1	39.17	31.42	-2.78	80.23 %	20,102.00	0.00 %		0.00 %	
TRM1	116.90	91.91	-4.13	78.62 %	43,142.00	0.00 %		0.00 %	
BMD1	50.18	39.32	-3.17	78.36 %	24,948.00	0.00 %		0.00 %	
APN1	54.60	42.58	-2.57	77.99 %	26,519.00	0.00 %		0.00 %	
SLM3	92.36	70.23	-2.33	76.04 %	42,554.00	0.00 %		0.00 %	
SLM1	179.48	135.35	-4.04	75.41 %	70,573.00	0.00 %		0.00 %	
KAM1	48.13	35.79	-3.55	74.35 %	21,554.00	0.00 %		0.00 %	
HSR1	93.02	68.93	-1.49	74.10 %	44,534.00	0.00 %		0.00 %	
MCR1	83.66	61.89	-2.42	73.98 %	43,332.00	0.00 %		0.00 %	
OML1	84.79	61.69	-2.07	72.75 %	34,320.00	0.00 %		0.00 %	
PNG1	46.37	33.37	-2.00	71.98 %	18,989.00	0.00 %		0.00 %	
EPI1	67.98	48.59	-2.80	71.48 %	36,205.00	0.00 %		0.00 %	
PMP1	70.38	49.64	-3.89	70.54 %	16,948.00	0.00 %		0.00 %	
KVP1	51.17	35.30	-3.90	68.99 %	14,420.00	0.00 %		0.00 %	
HRR1	59.15	39.71	-5.25	67.15 %	19,811.00	0.00 %		0.00 %	
HSR2	157.92	104.94	-1.79	66.46 %	55,474.00	0.00 %		0.00 %	
DPR2	43.07	28.41	-3.17	65.96 %	12,479.00	0.00 %		0.00 %	
SGI1	61.90	39.68	-1.51	64.11 %	24,577.00	0.00 %		0.00 %	
VPD1	89.42	57.01	-2.74	63.75 %	33,329.00	0.00 %		0.00 %	
EDP1	35.38	22.09	-3.09	62.42 %	15,327.00	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	18.51	23.09	-4.21	124.71 %	11,200.00	20.00 %	2,240.00	0.00 %	2,240.00
AVI1	40.78	42.51	-5.17	104.24 %	14,771.00	20.00 %	2,954.20	0.00 %	2,954.20
CMI1	29.37	30.38	-2.19	103.42 %	17,507.00	20.00 %	3,501.40	0.00 %	3,501.40
ERD1	88.41	81.86	-4.75	92.58 %	46,761.00	10.00 %	4,676.10	0.00 %	4,676.10
ERD2	110.06	97.81	-5.17	88.87 %	77,650.00	0.00 %		0.00 %	
RSP1	49.13	41.08	-3.28	83.62 %	32,403.00	0.00 %		0.00 %	
KGM1	39.26	32.56	-3.02	82.94 %	15,650.00	0.00 %		0.00 %	
PDR1	31.40	25.96	-2.51	82.68 %	21,174.00	0.00 %		0.00 %	
KMM1	31.62	25.84	-3.50	81.75 %	16,739.00	0.00 %		0.00 %	
GBM1	62.83	47.68	-2.53	75.89 %	18,122.00	0.00 %		0.00 %	
TCG1	46.33	33.98	-3.13	73.33 %	29,518.00	0.00 %		0.00 %	
SYM2	48.58	34.30	-4.05	70.60 %	16,746.00	0.00 %		0.00 %	
TPR1	87.35	51.66	-5.75	59.14 %	23,400.00	0.00 %		0.00 %	
TPR4	33.36	19.08	-4.45	57.18 %	6,670.00	0.00 %		0.00 %	
NKL2	143.72	80.99	-3.88	56.36 %	51,932.00	0.00 %		0.00 %	
TPR2	98.03	54.43	-7.77	55.53 %	16,981.00	0.00 %		0.00 %	
VKL1	36.51	17.66	-2.44	48.36 %	12,391.00	0.00 %		0.00 %	
TPR3	53.31	19.70	-4.10	36.96 %	6,094.00	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	45.76	50.10	-3.69	109.48 %	31,639.00	20.00 %	6,327.80	0.00 %	6,327.80
SUL1	41.41	37.06	-3.33	89.48 %	24,142.00	0.00 %		0.00 %	
CBE6	66.43	58.21	-3.35	87.63 %	35,632.00	0.00 %		0.00 %	
KMR1	111.44	95.84	-3.23	86.00 %	54,165.00	0.00 %		0.00 %	
GDR1	42.82	36.79	-3.93	85.92 %	8,119.00	0.00 %		0.00 %	
MPM1	59.64	50.27	-1.57	84.29 %	21,876.00	0.00 %		0.00 %	
UMP1	44.81	33.83	-4.02	75.50 %	16,738.00	0.00 %		0.00 %	
PLI1	67.87	50.89	-3.51	74.99 %	25,823.00	0.00 %		0.00 %	
CBE5	32.18	23.93	-1.43	74.37 %	23,948.00	0.00 %		0.00 %	
KGI1	63.74	46.60	-3.08	73.10 %	12,106.00	0.00 %		0.00 %	
CBE4	83.14	59.44	-3.85	71.49 %	35,748.00	0.00 %		0.00 %	
SNR1	64.99	45.90	-5.01	70.62 %	30,474.00	0.00 %		0.00 %	
ANR1	18.66	12.82	-3.00	68.71 %	5,302.00	0.00 %		0.00 %	
CNR1	60.50	39.82	-1.80	65.83 %	12,321.00	0.00 %		0.00 %	
CBE2	289.95	181.84	-4.13	62.71 %	85,284.00	0.00 %		0.00 %	
DPM2	56.20	33.92	-1.41	60.37 %	22,640.00	0.00 %		0.00 %	
UAM1	112.76	64.88	-2.75	57.54 %	22,703.00	0.00 %		0.00 %	
CBE3	28.66	15.95	-3.49	55.66 %	14,319.00	0.00 %		0.00 %	
PPI1	48.19	25.95	-3.50	53.84 %	10,295.00	0.00 %		0.00 %	
PDM1	32.76	17.27	-1.71	52.71 %	16,132.00	0.00 %		0.00 %	
KMD1	48.44	20.80	-2.14	42.94 %	8,879.00	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	25.08	25.13	-4.89	100.18 %	16,276.00	20.00 %	3,255.20	0.00 %	3,255.20
TKS2	174.28	158.52	-8.20	90.96 %	61,079.00	10.00 %	6,107.90	0.00 %	6,107.90
MMT1	73.44	64.43	-5.32	87.73 %	21,382.00	0.00 %		0.00 %	
RND2	126.29	107.06	-5.94	84.77 %	71,196.00	0.00 %		0.00 %	
SVK1	112.64	93.22	-6.76	82.76 %	54,097.00	0.00 %		0.00 %	
TUT1	501.35	414.14	-5.61	82.61 %	247,121.00	0.00 %		0.00 %	
TKS1	124.37	101.76	-7.57	81.81 %	47,791.00	0.00 %		0.00 %	
KYR1	53.16	43.39	-2.89	81.62 %	27,155.00	0.00 %		0.00 %	
STU2	44.41	35.01	-6.75	78.84 %	15,469.00	0.00 %		0.00 %	
ASM1	61.93	48.83	-5.78	78.83 %	36,684.00	0.00 %		0.00 %	
APK2	72.95	56.84	-7.70	77.91 %	21,339.00	0.00 %		0.00 %	
PKD1	88.61	68.27	-2.11	77.04 %	56,221.00	0.00 %		0.00 %	
KVT1	290.26	222.85	-6.83	76.78 %	125,030.00	0.00 %		0.00 %	
VLY1	149.28	113.69	-6.22	76.16 %	65,431.00	0.00 %		0.00 %	
SDI1	107.34	79.36	-9.43	73.94 %	27,421.00	0.00 %		0.00 %	
VKM1	56.65	41.63	-4.28	73.49 %	27,329.00	0.00 %		0.00 %	
APK1	70.98	51.89	-6.88	73.10 %	29,465.00	0.00 %		0.00 %	
SKD1	59.78	43.69	-6.64	73.08 %	23,803.00	0.00 %		0.00 %	
TCN1	104.40	75.32	-5.89	72.15 %	42,658.00	0.00 %		0.00 %	
SNL1	80.36	56.89	-8.80	70.80 %	30,171.00	0.00 %		0.00 %	
VNR2	214.67	150.23	-4.23	69.98 %	61,741.00	0.00 %		0.00 %	
PDI1	63.24	44.03	-6.72	69.62 %	26,362.00	0.00 %		0.00 %	
KGL1	58.60	40.43	-3.41	68.99 %	27,514.00	0.00 %		0.00 %	
ERL2	103.65	69.88	-4.09	67.42 %	62,234.00	0.00 %		0.00 %	
TUT2	214.68	143.47	-6.11	66.83 %	85,207.00	0.00 %		0.00 %	
UDN1	79.07	51.95	-6.76	65.71 %	29,554.00	0.00 %		0.00 %	
ARM1	45.62	29.94	-4.39	65.64 %	21,610.00	0.00 %		0.00 %	
RND1	150.20	97.58	-5.68	64.97 %	69,320.00	0.00 %		0.00 %	
RPM1	204.03	131.24	-10.48	64.32 %	54,487.00	0.00 %		0.00 %	
NGR1	321.31	206.31	-9.52	64.21 %	82,267.00	0.00 %		0.00 %	
MAR1	174.04	108.37	-6.68	62.27 %	53,088.00	0.00 %		0.00 %	
TKY1	73.90	45.55	-3.82	61.63 %	25,461.00	0.00 %		0.00 %	
TYI1	96.43	59.28	-5.57	61.47 %	43,715.00	0.00 %		0.00 %	
VNR1	72.47	44.07	-4.63	60.81 %	21,459.00	0.00 %		0.00 %	
KSM1	81.57	48.41	-6.21	59.35 %	20,036.00	0.00 %		0.00 %	
TVL1	593.59	324.88	-6.17	54.73 %	197,742.00	0.00 %		0.00 %	
SGT1	70.06	26.26	-6.04	37.48 %	10,765.00	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	142.19	94.41	-7.61	66.40 %	48,815.00	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	231.50	167.66	-4.43	72.42 %	127,150.00	0.00 %		0.00 %	
KLR1	71.41	46.69	-1.82	65.38 %	32,669.00	0.00 %		0.00 %	
PAS1	104.26	68.16	-1.98	65.37 %	61,051.00	0.00 %		0.00 %	
PNL1	87.44	41.72	-2.69	47.72 %	30,694.00	0.00 %		0.00 %	
KOM1	229.79	107.34	-3.00	46.71 %	73,917.00	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	96.11	32.09	-14.35	33.39 %	5,687.00	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	44.90	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	178.31	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	(1.58)	-101.96	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	4.62	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	14.52	9.22	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	(3.70)	-17.67	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	(57.79)	-18.14	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	23.13	11.48	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(14.07)	-12.59	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(3.88)	-15.46	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(14.28)	-16.55	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(9.04)	-17.01	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	(4.69)	-11.24	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(7.93)	-12.52	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	(9.36)	-18.48	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(4.89)	-17.51	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	(15.78)	-14.04	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	8.67	0.35	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	13.42	1.57	0.00 %	0.00	0.00 %		0.00 %	