

Accu.Target 30,171.39 L	Sales 23,609.43 L	Achieved % 78.25 %	HO Budget+ % 0.00 %	Total Com. 122.11 L
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Note : Sales Period is From :01-Sep-2026 To :20-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	3,573.08	3,115.54	87.19 %	0.00	0.00 %	0.00
NORTH ARCOT	2,512.39	2,116.76	84.25 %	0.00	0.00 %	0.00
TRICHY-01	3,115.17	2,545.39	81.71 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,112.56	1,702.57	80.59 %	0.00	0.00 %	0.00
CHENNAI-02	3,794.06	3,024.39	79.71 %	0.00	0.00 %	0.00
SOUTH-03	2,982.24	2,377.04	79.71 %	0.00	0.00 %	0.00
KL-NORTH	1,284.79	988.79	76.96 %	0.00	0.00 %	0.00
WEST-02	1,927.27	1,469.28	76.24 %	0.00	0.00 %	0.00
WEST-03	1,103.77	807.91	73.20 %	0.00	0.00 %	0.00
WEST-01	1,495.11	1,074.63	71.88 %	0.00	0.00 %	0.00
SOUTH-01	5,257.57	3,675.06	69.90 %	0.00	0.00 %	0.00
KL-CENTRAL	149.67	100.07	66.86 %	0.00	0.00 %	0.00
KL-SOUTH	762.53	448.63	58.83 %	0.00	0.00 %	0.00
HYDERABAD-01	101.17	33.35	32.97 %	0.00	0.00 %	0.00
OTHERS	0.00	130.02	0.00 %	0.00	0.00 %	0.00
Total	30,171.39	23,609.43	78.25 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC09	17.98	23.88	-4.28	132.84 %	11,285.00	20.00 %	2,257.00	0.00 %	2,257.00
AVD1	132.09	144.78	-6.72	109.61 %	64,446.00	20.00 %	12,889.20	0.00 %	12,889.20
CH28	133.74	143.57	-1.84	107.35 %	132,691.00	20.00 %	26,538.20	0.00 %	26,538.20
CH22	96.17	102.51	-7.64	106.59 %	29,328.00	20.00 %	5,865.60	0.00 %	5,865.60
GUD1	115.41	120.89	-4.41	104.75 %	91,787.00	20.00 %	18,357.40	0.00 %	18,357.40
CH25	118.81	122.09	-7.23	102.77 %	54,914.00	20.00 %	10,982.80	0.00 %	10,982.80
CH47	209.59	213.26	-6.02	101.75 %	98,612.00	20.00 %	19,722.40	0.00 %	19,722.40
CH30	129.25	126.61	-5.59	97.96 %	74,869.00	15.00 %	11,230.35	0.00 %	11,230.35
CH16	235.79	230.37	-5.57	97.70 %	120,931.00	15.00 %	18,139.65	0.00 %	18,139.65
KNR1	80.47	77.29	-4.31	96.06 %	50,012.00	15.00 %	7,501.80	0.00 %	7,501.80
CH49	167.84	158.66	-6.60	94.53 %	83,172.00	10.00 %	8,317.20	0.00 %	8,317.20
CH05	181.17	170.61	-9.25	94.17 %	85,963.00	10.00 %	8,596.30	0.00 %	8,596.30
CGL1	67.59	62.37	-7.63	92.28 %	26,428.00	10.00 %	2,642.80	0.00 %	2,642.80
CH45	130.52	119.00	-6.95	91.18 %	44,665.00	10.00 %	4,466.50	0.00 %	4,466.50
CH48	153.97	139.75	-3.34	90.76 %	85,911.00	10.00 %	8,591.10	0.00 %	8,591.10
SKL1	77.93	65.82	-6.02	84.46 %	42,363.00	0.00 %		0.00 %	
CH26	30.90	25.91	-3.81	83.86 %	14,497.00	0.00 %		0.00 %	
CH07	168.73	134.97	-7.06	79.99 %	57,748.00	0.00 %		0.00 %	
TKM1	66.81	52.00	-2.62	77.83 %	34,724.00	0.00 %		0.00 %	
CH19	186.23	144.86	-8.41	77.78 %	76,596.00	0.00 %		0.00 %	
CH38	99.05	75.75	-3.89	76.48 %	44,748.00	0.00 %		0.00 %	
CH14	268.60	199.87	-7.11	74.41 %	96,813.00	0.00 %		0.00 %	
GUD2	103.55	74.03	-5.46	71.49 %	44,752.00	0.00 %		0.00 %	
CH42	195.19	139.44	-5.61	71.44 %	80,590.00	0.00 %		0.00 %	
MRM1	138.10	96.33	-7.57	69.76 %	40,076.00	0.00 %		0.00 %	
CH39	74.63	46.59	-6.77	62.43 %	30,422.00	0.00 %		0.00 %	
CH08	102.72	63.81	-9.35	62.12 %	38,555.00	0.00 %		0.00 %	
CH29	20.32	9.74	-3.11	47.91 %	5,548.00	0.00 %		0.00 %	
CH40	69.93	30.77	-1.70	44.00 %	4,829.00	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	133.36	155.87	-7.76	116.88 %	51,972.00	20.00 %	10,394.40	0.00 %	10,394.40
VNB1	82.33	88.96	-2.98	108.05 %	45,043.00	20.00 %	9,008.60	0.00 %	9,008.60
CPT1	40.47	42.65	-2.35	105.40 %	28,798.00	20.00 %	5,759.60	0.00 %	5,759.60
CYR1	52.85	55.27	-5.01	104.58 %	34,250.00	20.00 %	6,850.00	0.00 %	6,850.00
ABR1	96.29	97.40	-7.23	101.16 %	39,714.00	20.00 %	7,942.80	0.00 %	7,942.80
SBR1	129.52	126.44	-5.30	97.63 %	83,591.00	15.00 %	12,538.65	0.00 %	12,538.65
AKM1	95.71	90.55	-5.36	94.61 %	44,933.00	10.00 %	4,493.30	0.00 %	4,493.30
SLG1	49.09	45.26	-4.42	92.20 %	25,304.00	10.00 %	2,530.40	0.00 %	2,530.40
TRR1	129.79	117.89	-8.36	90.83 %	45,582.00	10.00 %	4,558.20	0.00 %	4,558.20
VEL1	68.68	61.70	-5.84	89.83 %	26,657.00	0.00 %		0.00 %	
TRT1	55.59	49.10	-8.83	88.32 %	15,195.00	0.00 %		0.00 %	
GDM1	71.26	62.38	-7.65	87.54 %	31,613.00	0.00 %		0.00 %	
WJP1	76.06	66.52	-4.56	87.46 %	35,227.00	0.00 %		0.00 %	
ANI1	50.69	43.86	-4.19	86.53 %	21,813.00	0.00 %		0.00 %	
KPM2	270.40	230.28	-5.32	85.16 %	99,526.00	0.00 %		0.00 %	
VEL3	129.05	106.39	-7.55	82.44 %	60,532.00	0.00 %		0.00 %	
UGI1	49.69	39.97	-4.29	80.45 %	16,865.00	0.00 %		0.00 %	
VEL2	143.48	115.25	-6.71	80.32 %	64,816.00	0.00 %		0.00 %	
PTU1	34.41	27.31	-6.59	79.38 %	9,423.00	0.00 %		0.00 %	
KPM1	84.50	64.84	-5.80	76.73 %	22,056.00	0.00 %		0.00 %	
VSI1	87.25	66.16	-6.17	75.83 %	35,084.00	0.00 %		0.00 %	
BGR1	61.76	46.57	-3.36	75.41 %	29,180.00	0.00 %		0.00 %	
TRL1	139.04	99.22	-7.77	71.36 %	52,280.00	0.00 %		0.00 %	
WJD1	102.30	72.15	-3.67	70.53 %	44,493.00	0.00 %		0.00 %	
PLR1	65.91	42.37	-4.25	64.28 %	22,173.00	0.00 %		0.00 %	
ARC2	83.73	50.15	-3.73	59.90 %	27,006.00	0.00 %		0.00 %	
CGM1	129.18	52.20	-5.78	40.41 %	22,053.00	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	58.30	64.59	-3.43	110.79 %	47,599.00	20.00 %	9,519.80	0.00 %	9,519.80
KIK1	80.79	84.28	-4.26	104.32 %	52,789.00	20.00 %	10,557.80	0.00 %	10,557.80
MVM1	145.79	148.07	-2.99	101.56 %	116,420.00	20.00 %	23,284.00	0.00 %	23,284.00
PBR1	47.17	45.86	-8.76	97.23 %	16,270.00	15.00 %	2,440.50	0.00 %	2,440.50
JKM1	80.13	77.11	-2.63	96.23 %	43,493.00	15.00 %	6,523.95	0.00 %	6,523.95
TVR2	129.95	123.13	-5.77	94.76 %	63,564.00	10.00 %	6,356.40	0.00 %	6,356.40
AYR1	69.12	63.81	-6.45	92.32 %	24,173.00	10.00 %	2,417.30	0.00 %	2,417.30
MDI1	82.83	75.38	-9.19	91.01 %	30,096.00	10.00 %	3,009.60	0.00 %	3,009.60
TTP1	83.92	75.47	-2.05	89.93 %	35,112.00	0.00 %		0.00 %	
PBR2	164.21	144.35	-5.81	87.90 %	68,191.00	0.00 %		0.00 %	
NGT1	116.16	101.00	-3.35	86.95 %	74,785.00	0.00 %		0.00 %	
NMM1	58.04	49.83	-2.89	85.85 %	34,882.00	0.00 %		0.00 %	
KUM1	155.88	132.99	-8.15	85.31 %	77,441.00	0.00 %		0.00 %	
TRY3	73.83	62.46	-8.57	84.61 %	31,118.00	0.00 %		0.00 %	
KRN1	59.03	48.69	-3.53	82.48 %	23,054.00	0.00 %		0.00 %	
TNJ1	159.37	131.42	-6.77	82.46 %	57,422.00	0.00 %		0.00 %	
KUM2	86.63	70.49	-3.19	81.38 %	56,355.00	0.00 %		0.00 %	
TNJ2	132.53	105.84	-6.83	79.87 %	51,874.00	0.00 %		0.00 %	
TRY4	114.95	91.40	-7.15	79.51 %	50,759.00	0.00 %		0.00 %	
PDK2	98.47	78.11	-5.83	79.32 %	45,183.00	0.00 %		0.00 %	
NCK1	43.84	34.69	-5.22	79.14 %	15,863.00	0.00 %		0.00 %	
PTK1	128.86	99.32	-4.67	77.08 %	66,829.00	0.00 %		0.00 %	
MSI1	75.68	56.73	-3.17	74.96 %	35,907.00	0.00 %		0.00 %	
TYR1	111.51	80.00	-4.10	71.75 %	40,248.00	0.00 %		0.00 %	
TRY1	562.43	382.13	-11.00	67.94 %	147,886.00	0.00 %		0.00 %	
APM1	33.51	22.11	-1.68	65.97 %	17,111.00	0.00 %		0.00 %	
PDK1	57.04	36.96	-4.35	64.79 %	30,331.00	0.00 %		0.00 %	
ORU1	60.60	39.06	-4.32	64.46 %	21,836.00	0.00 %		0.00 %	
TRY2	44.61	20.11	-6.04	45.09 %	12,803.00	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	71.93	88.90	-9.33	123.58 %	31,977.00	20.00 %	6,395.40	0.00 %	6,395.40
MKM1	41.85	45.85	-5.37	109.54 %	25,402.00	20.00 %	5,080.40	0.00 %	5,080.40
KML1	54.67	52.01	-3.26	95.13 %	31,958.00	15.00 %	4,793.70	0.00 %	4,793.70
VCM1	20.03	18.78	-5.75	93.79 %	9,749.00	10.00 %	974.90	0.00 %	974.90
CDM1	118.71	108.67	-6.97	91.54 %	43,284.00	10.00 %	4,328.40	0.00 %	4,328.40
TVM2	73.67	62.43	-8.05	84.75 %	16,414.00	0.00 %		0.00 %	
VPM2	110.51	93.61	-5.79	84.71 %	41,604.00	0.00 %		0.00 %	
STP1	36.83	31.17	-6.86	84.62 %	11,155.00	0.00 %		0.00 %	
CUD1	228.01	192.01	-4.13	84.21 %	98,436.00	0.00 %		0.00 %	
KLM1	120.95	100.43	-5.09	83.04 %	71,446.00	0.00 %		0.00 %	
NVL2	94.47	77.73	-6.35	82.28 %	34,939.00	0.00 %		0.00 %	
TVM1	51.78	41.78	-7.88	80.69 %	13,988.00	0.00 %		0.00 %	
TRK1	184.18	147.19	-6.67	79.92 %	76,512.00	0.00 %		0.00 %	
TDM1	107.18	83.99	-12.02	78.36 %	21,699.00	0.00 %		0.00 %	
SJI2	132.82	102.34	-7.97	77.05 %	49,255.00	0.00 %		0.00 %	
POY1	183.41	132.45	-8.26	72.21 %	60,904.00	0.00 %		0.00 %	
VCM2	64.05	46.12	-8.39	72.00 %	21,206.00	0.00 %		0.00 %	
VPM1	40.03	27.59	-5.00	68.93 %	13,580.00	0.00 %		0.00 %	
POY2	148.65	100.83	-6.88	67.83 %	42,008.00	0.00 %		0.00 %	
ULP1	127.29	85.14	-9.50	66.89 %	30,726.00	0.00 %		0.00 %	
KKI2	101.54	63.55	-7.04	62.59 %	27,503.00	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	3.58	5.42	-9.89	151.29 %	1,761.00	20.00 %	352.20	0.00 %	352.20
CH37	40.01	52.15	-7.02	130.36 %	19,413.00	20.00 %	3,882.60	0.00 %	3,882.60
PON1	87.85	98.08	-9.81	111.64 %	33,309.00	20.00 %	6,661.80	0.00 %	6,661.80
CH36	58.25	57.14	-6.33	98.09 %	19,056.00	15.00 %	2,858.40	0.00 %	2,858.40
CH27	46.73	43.16	-5.62	92.37 %	23,527.00	10.00 %	2,352.70	0.00 %	2,352.70
CH15	313.59	289.48	-5.86	92.31 %	136,494.00	10.00 %	13,649.40	0.00 %	13,649.40
CH41	107.96	99.51	-5.34	92.17 %	30,745.00	10.00 %	3,074.50	0.00 %	3,074.50
CH03	312.03	279.92	-6.24	89.71 %	158,815.00	0.00 %		0.00 %	
CH17	120.83	105.70	-4.23	87.48 %	60,986.00	0.00 %		0.00 %	
CH20	162.38	140.90	-5.83	86.77 %	55,969.00	0.00 %		0.00 %	
CH34	176.20	150.10	-5.64	85.19 %	58,967.00	0.00 %		0.00 %	
CH18	165.54	137.32	-3.34	82.95 %	86,465.00	0.00 %		0.00 %	
CH46	66.55	54.72	-6.02	82.22 %	26,627.00	0.00 %		0.00 %	
CH24	134.77	110.23	-9.41	81.80 %	57,080.00	0.00 %		0.00 %	
CH21	230.31	185.55	-6.84	80.57 %	71,698.00	0.00 %		0.00 %	
CH33	132.77	104.67	-4.70	78.83 %	51,396.00	0.00 %		0.00 %	
CH32	17.91	14.04	-5.86	78.36 %	5,679.00	0.00 %		0.00 %	
CH35	105.57	82.44	-3.93	78.09 %	45,966.00	0.00 %		0.00 %	
CH06	122.46	93.65	-6.59	76.47 %	47,824.00	0.00 %		0.00 %	
CH12	196.33	147.24	-6.59	74.99 %	69,710.00	0.00 %		0.00 %	
GPD1	101.45	75.80	-7.58	74.72 %	19,776.00	0.00 %		0.00 %	
CH44	107.55	79.28	-6.38	73.71 %	42,732.00	0.00 %		0.00 %	
UKI1	102.79	73.15	-5.58	71.16 %	28,212.00	0.00 %		0.00 %	
CH51	197.85	137.51	-9.04	69.50 %	53,121.00	0.00 %		0.00 %	
MJR1	143.47	97.75	-4.07	68.13 %	39,364.00	0.00 %		0.00 %	
CH43	98.54	65.14	-7.40	66.10 %	32,953.00	0.00 %		0.00 %	
CH50	227.00	136.35	-4.67	60.07 %	66,563.00	0.00 %		0.00 %	
CH23	62.53	34.33	-3.66	54.89 %	24,051.00	0.00 %		0.00 %	
MC05	40.64	21.54	-1.46	53.01 %	5,414.00	0.00 %		0.00 %	
MC06	47.37	23.59	-4.10	49.81 %	5,723.00	0.00 %		0.00 %	
CH31	63.24	28.54	-4.83	45.12 %	12,620.00	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	46.63	57.56	-4.74	123.44 %	45,972.00	20.00 %	9,194.40	0.00 %	9,194.40
DKI1	86.30	102.73	-9.59	119.04 %	63,772.00	20.00 %	12,754.40	0.00 %	12,754.40
PVI1	99.15	114.87	-8.18	115.86 %	57,923.00	20.00 %	11,584.60	0.00 %	11,584.60
PKM1	37.03	35.34	-4.93	95.45 %	22,330.00	15.00 %	3,349.50	0.00 %	3,349.50
TEN1	71.87	68.42	-7.86	95.20 %	24,588.00	15.00 %	3,688.20	0.00 %	3,688.20
DGL1	161.41	150.97	-11.23	93.53 %	60,395.00	10.00 %	6,039.50	0.00 %	6,039.50
TDI1	52.64	49.10	-5.12	93.27 %	30,896.00	10.00 %	3,089.60	0.00 %	3,089.60
MDU5	50.97	47.43	-5.25	93.06 %	28,682.00	10.00 %	2,868.20	0.00 %	2,868.20
BNR1	52.52	48.71	-8.02	92.75 %	20,109.00	10.00 %	2,010.90	0.00 %	2,010.90
SVG1	62.61	55.05	-9.46	87.92 %	26,448.00	0.00 %		0.00 %	
BTU1	37.69	32.70	-8.58	86.78 %	14,249.00	0.00 %		0.00 %	
MDU6	111.93	96.67	-7.60	86.36 %	53,143.00	0.00 %		0.00 %	
SGP1	35.31	30.07	-3.79	85.16 %	25,489.00	0.00 %		0.00 %	
MDU2	162.36	135.45	-7.99	83.42 %	66,874.00	0.00 %		0.00 %	
MDU1	317.37	261.94	-13.08	82.54 %	84,459.00	0.00 %		0.00 %	
TMM1	90.97	72.19	-9.18	79.35 %	36,491.00	0.00 %		0.00 %	
MDU3	80.08	62.39	-10.58	77.91 %	21,876.00	0.00 %		0.00 %	
USL1	59.73	45.78	-9.72	76.65 %	20,215.00	0.00 %		0.00 %	
MNM1	34.98	26.80	-2.17	76.63 %	20,408.00	0.00 %		0.00 %	
TEN2	79.99	60.24	-6.82	75.31 %	24,484.00	0.00 %		0.00 %	
CBM1	75.23	56.11	-6.71	74.58 %	30,916.00	0.00 %		0.00 %	
CMR1	42.16	31.37	-6.78	74.41 %	13,241.00	0.00 %		0.00 %	
DGL2	61.01	45.16	-8.94	74.01 %	22,723.00	0.00 %		0.00 %	
MDU4	65.80	48.57	-9.31	73.81 %	22,867.00	0.00 %		0.00 %	
KPT1	52.17	38.37	-3.45	73.55 %	22,116.00	0.00 %		0.00 %	
MPA1	85.67	62.63	-1.73	73.11 %	47,573.00	0.00 %		0.00 %	
NTM1	52.78	38.38	-5.83	72.72 %	19,269.00	0.00 %		0.00 %	
ADP1	58.30	41.92	-5.07	71.90 %	23,939.00	0.00 %		0.00 %	
PNV2	50.23	36.09	-8.96	71.85 %	13,162.00	0.00 %		0.00 %	
TPT1	75.61	53.17	-7.32	70.33 %	34,251.00	0.00 %		0.00 %	
MLR1	55.19	38.07	-5.02	68.99 %	27,011.00	0.00 %		0.00 %	
PNI1	36.41	24.86	-6.73	68.26 %	7,922.00	0.00 %		0.00 %	
NKI1	62.40	41.24	-7.00	66.09 %	20,559.00	0.00 %		0.00 %	
ATG1	109.79	67.65	-10.51	61.62 %	30,030.00	0.00 %		0.00 %	
ODM1	49.67	28.55	-10.00	57.48 %	10,563.00	0.00 %		0.00 %	
KKD3	141.17	79.75	-6.45	56.49 %	63,977.00	0.00 %		0.00 %	
MDU7	113.24	62.20	-7.68	54.93 %	22,878.00	0.00 %		0.00 %	
KYK1	63.89	28.54	-3.76	44.66 %	18,107.00	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	187.73	155.33	-5.11	82.74 %	87,581.00	0.00 %		0.00 %	
KZD1	908.25	653.02	-9.31	71.90 %	268,209.00	0.00 %		0.00 %	
VLC1	188.81	82.46	-5.13	43.67 %	40,210.00	0.00 %		0.00 %	
KNU1	0.00	97.97	-7.64	0.00 %	34,148.00	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	49.73	63.24	-3.87	127.15 %	33,266.00	20.00 %	6,653.20	0.00 %	6,653.20
ATU1	82.38	81.31	-4.62	98.70 %	44,046.00	15.00 %	6,606.90	0.00 %	6,606.90
PLC1	46.47	42.65	-1.53	91.77 %	29,478.00	10.00 %	2,947.80	0.00 %	2,947.80
MTR1	75.06	63.91	-3.54	85.15 %	42,543.00	0.00 %		0.00 %	
DPR1	41.23	34.20	-2.64	82.95 %	22,894.00	0.00 %		0.00 %	
SLM2	68.36	56.66	-6.83	82.89 %	37,110.00	0.00 %		0.00 %	
BMD1	52.82	42.42	-3.15	80.31 %	26,922.00	0.00 %		0.00 %	
TRM1	123.05	97.79	-4.05	79.47 %	47,929.00	0.00 %		0.00 %	
APN1	57.47	44.86	-2.54	78.05 %	27,752.00	0.00 %		0.00 %	
KAM1	50.67	38.82	-3.55	76.61 %	23,876.00	0.00 %		0.00 %	
SLM3	97.22	73.63	-2.50	75.74 %	43,998.00	0.00 %		0.00 %	
OML1	89.25	67.59	-2.01	75.73 %	37,351.00	0.00 %		0.00 %	
SLM1	188.93	142.59	-3.98	75.47 %	75,795.00	0.00 %		0.00 %	
MCR1	88.06	66.29	-2.34	75.27 %	47,760.00	0.00 %		0.00 %	
HSR1	97.91	72.02	-1.44	73.56 %	45,832.00	0.00 %		0.00 %	
PMP1	74.08	52.94	-3.95	71.47 %	18,482.00	0.00 %		0.00 %	
PNG1	48.81	34.39	-1.98	70.47 %	19,342.00	0.00 %		0.00 %	
EPI1	71.55	50.40	-2.85	70.44 %	37,304.00	0.00 %		0.00 %	
KVP1	53.86	37.85	-4.08	70.28 %	15,518.00	0.00 %		0.00 %	
DPR2	45.34	30.97	-2.92	68.30 %	14,985.00	0.00 %		0.00 %	
HRR1	62.26	42.32	-5.38	67.97 %	21,061.00	0.00 %		0.00 %	
VPD1	94.13	61.58	-2.85	65.42 %	35,879.00	0.00 %		0.00 %	
HSR2	166.23	107.97	-1.77	64.96 %	57,789.00	0.00 %		0.00 %	
SGI1	65.15	40.42	-1.48	62.04 %	25,108.00	0.00 %		0.00 %	
EDP1	37.25	22.45	-3.04	60.28 %	16,032.00	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	19.49	24.32	-4.66	124.80 %	12,022.00	20.00 %	2,404.40	0.00 %	2,404.40
CMI1	30.92	32.76	-2.04	105.96 %	21,432.00	20.00 %	4,286.40	0.00 %	4,286.40
AVI1	42.93	45.31	-5.23	105.55 %	15,889.00	20.00 %	3,177.80	0.00 %	3,177.80
ERD1	93.07	89.48	-4.67	96.15 %	52,106.00	15.00 %	7,815.90	0.00 %	7,815.90
ERD2	115.85	105.51	-5.24	91.07 %	83,254.00	10.00 %	8,325.40	0.00 %	8,325.40
RSP1	51.72	44.40	-3.37	85.84 %	34,156.00	0.00 %		0.00 %	
KMM1	33.28	28.20	-3.57	84.75 %	17,623.00	0.00 %		0.00 %	
PDR1	33.05	27.65	-2.32	83.65 %	23,049.00	0.00 %		0.00 %	
KGM1	41.33	32.88	-3.04	79.56 %	15,775.00	0.00 %		0.00 %	
GBM1	66.14	49.66	-2.70	75.08 %	19,951.00	0.00 %		0.00 %	
SYM2	51.14	37.59	-4.01	73.51 %	17,739.00	0.00 %		0.00 %	
TCG1	48.77	35.61	-3.18	73.01 %	30,820.00	0.00 %		0.00 %	
TPR1	91.95	54.74	-5.75	59.54 %	25,669.00	0.00 %		0.00 %	
TPR4	35.12	20.33	-4.66	57.90 %	7,470.00	0.00 %		0.00 %	
TPR2	103.19	59.02	-8.36	57.20 %	18,147.00	0.00 %		0.00 %	
NKL2	151.28	82.34	-3.82	54.43 %	53,542.00	0.00 %		0.00 %	
VKL1	38.43	17.84	-2.42	46.41 %	12,431.00	0.00 %		0.00 %	
TPR3	56.11	20.27	-3.92	36.12 %	6,381.00	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	48.17	56.19	-3.90	116.65 %	34,527.00	20.00 %	6,905.40	0.00 %	6,905.40
SUL1	43.59	40.21	-3.29	92.24 %	26,706.00	10.00 %	2,670.60	0.00 %	2,670.60
CBE6	69.93	61.37	-3.37	87.76 %	36,819.00	0.00 %		0.00 %	
KMR1	117.31	101.05	-3.18	86.14 %	58,314.00	0.00 %		0.00 %	
MPM1	62.78	53.67	-1.58	85.49 %	24,103.00	0.00 %		0.00 %	
GDR1	45.07	37.30	-3.83	82.76 %	8,133.00	0.00 %		0.00 %	
UMP1	47.17	37.24	-3.87	78.94 %	19,737.00	0.00 %		0.00 %	
PLI1	71.44	54.22	-3.34	75.89 %	27,838.00	0.00 %		0.00 %	
CBE5	33.87	25.57	-1.47	75.49 %	24,966.00	0.00 %		0.00 %	
ANR1	19.64	14.63	-2.89	74.48 %	6,032.00	0.00 %		0.00 %	
CBE4	87.51	64.61	-3.70	73.83 %	40,346.00	0.00 %		0.00 %	
KGI1	67.10	49.19	-3.06	73.31 %	12,397.00	0.00 %		0.00 %	
SNR1	68.41	49.28	-5.01	72.03 %	33,062.00	0.00 %		0.00 %	
CNR1	63.68	41.78	-1.83	65.60 %	13,360.00	0.00 %		0.00 %	
CBE2	305.21	198.78	-4.27	65.13 %	96,087.00	0.00 %		0.00 %	
DPM2	59.15	35.97	-1.53	60.81 %	24,216.00	0.00 %		0.00 %	
CBE3	30.17	17.43	-3.60	57.76 %	14,887.00	0.00 %		0.00 %	
UAM1	118.70	67.90	-2.68	57.21 %	24,348.00	0.00 %		0.00 %	
PDM1	34.49	19.09	-1.59	55.36 %	18,913.00	0.00 %		0.00 %	
PPI1	50.73	26.98	-3.43	53.18 %	10,761.00	0.00 %		0.00 %	
KMD1	50.99	22.19	-2.32	43.52 %	9,661.00	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	26.40	26.21	-4.70	99.28 %	16,911.00	15.00 %	2,536.65	0.00 %	2,536.65
TKS2	183.45	164.61	-8.09	89.73 %	62,991.00	0.00 %		0.00 %	
MMT1	77.31	66.12	-5.26	85.54 %	22,828.00	0.00 %		0.00 %	
SVK1	118.57	98.86	-6.73	83.38 %	57,093.00	0.00 %		0.00 %	
RND2	132.94	110.29	-5.89	82.97 %	72,503.00	0.00 %		0.00 %	
TUT1	527.73	430.72	-5.51	81.62 %	261,736.00	0.00 %		0.00 %	
TKS1	130.92	106.64	-7.36	81.45 %	50,360.00	0.00 %		0.00 %	
KYR1	55.95	44.99	-2.85	80.40 %	27,700.00	0.00 %		0.00 %	
ASM1	65.19	52.34	-5.76	80.28 %	39,310.00	0.00 %		0.00 %	
APK2	76.79	59.68	-7.71	77.72 %	22,548.00	0.00 %		0.00 %	
STU2	46.75	36.10	-6.55	77.24 %	15,584.00	0.00 %		0.00 %	
KVT1	305.53	232.58	-6.82	76.12 %	132,032.00	0.00 %		0.00 %	
PKD1	93.27	70.69	-2.14	75.79 %	58,678.00	0.00 %		0.00 %	
VKM1	59.63	44.93	-4.38	75.34 %	29,859.00	0.00 %		0.00 %	
VLY1	157.14	117.16	-6.17	74.56 %	69,449.00	0.00 %		0.00 %	
SKD1	62.93	46.19	-6.37	73.41 %	24,396.00	0.00 %		0.00 %	
SDI1	112.99	82.22	-9.72	72.77 %	27,869.00	0.00 %		0.00 %	
APK1	74.72	53.84	-6.88	72.05 %	30,938.00	0.00 %		0.00 %	
SNL1	84.59	60.48	-8.63	71.51 %	31,633.00	0.00 %		0.00 %	
PDI1	66.57	46.80	-6.67	70.30 %	28,689.00	0.00 %		0.00 %	
TCN1	109.90	76.88	-5.79	69.96 %	43,295.00	0.00 %		0.00 %	
VNR2	225.97	157.15	-4.22	69.54 %	65,374.00	0.00 %		0.00 %	
KGL1	61.69	42.14	-3.46	68.31 %	28,617.00	0.00 %		0.00 %	
ERL2	109.11	73.68	-4.05	67.53 %	66,523.00	0.00 %		0.00 %	
TUT2	225.98	148.68	-6.04	65.79 %	90,544.00	0.00 %		0.00 %	
ARM1	48.02	31.34	-4.68	65.26 %	22,045.00	0.00 %		0.00 %	
RPM1	214.77	139.49	-11.46	64.95 %	56,669.00	0.00 %		0.00 %	
KSM1	85.86	54.93	-6.73	63.97 %	24,642.00	0.00 %		0.00 %	
RND1	158.11	100.73	-5.74	63.71 %	70,473.00	0.00 %		0.00 %	
UDN1	83.23	52.82	-6.77	63.46 %	30,240.00	0.00 %		0.00 %	
NGR1	338.22	213.50	-9.44	63.12 %	87,820.00	0.00 %		0.00 %	
MAR1	183.20	111.55	-6.60	60.89 %	56,562.00	0.00 %		0.00 %	
TKY1	77.79	47.32	-3.94	60.82 %	25,935.00	0.00 %		0.00 %	
TYI1	101.51	60.93	-5.57	60.03 %	45,081.00	0.00 %		0.00 %	
VNR1	76.28	44.84	-4.63	58.78 %	22,113.00	0.00 %		0.00 %	
TVL1	624.83	339.74	-6.23	54.37 %	208,347.00	0.00 %		0.00 %	
SGT1	73.75	27.88	-5.73	37.81 %	12,235.00	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	149.67	100.07	-7.57	66.86 %	52,145.00	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	243.69	175.41	-4.40	71.98 %	138,970.00	0.00 %		0.00 %	
KLR1	75.17	48.66	-1.74	64.73 %	35,099.00	0.00 %		0.00 %	
PAS1	109.75	68.78	-1.96	62.67 %	61,791.00	0.00 %		0.00 %	
PNL1	92.04	43.22	-2.64	46.96 %	32,474.00	0.00 %		0.00 %	
KOM1	241.89	112.56	-2.89	46.53 %	76,656.00	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	101.17	33.35	-14.17	32.97 %	5,796.00	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	(1.21)	-132.80	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	14.91	8.98	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	(59.84)	-18.10	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	(14.53)	-12.40	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(4.08)	-15.24	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	(9.01)	-20.94	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	(5.23)	-17.02	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	(16.32)	-14.30	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 %	