

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
31,679.99 L	24,468.51 L	77.24 %	0.00 %	126.60 L

Note : Sales Period is From :01-Sep-2026 To :21-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	3,751.73	3,214.32	85.68 %	0.00	0.00 %	0.00
NORTH ARCOT	2,638.01	2,181.53	82.70 %	0.00	0.00 %	0.00
TRICHY-01	3,270.93	2,635.87	80.58 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,218.20	1,768.32	79.72 %	0.00	0.00 %	0.00
SOUTH-03	3,131.36	2,466.01	78.75 %	0.00	0.00 %	0.00
CHENNAI-02	3,983.77	3,134.93	78.69 %	0.00	0.00 %	0.00
KL-NORTH	1,349.03	1,037.77	76.93 %	0.00	0.00 %	0.00
WEST-03	1,158.96	868.56	74.94 %	0.00	0.00 %	0.00
WEST-02	2,023.64	1,515.69	74.90 %	0.00	0.00 %	0.00
WEST-01	1,569.86	1,107.15	70.53 %	0.00	0.00 %	0.00
SOUTH-01	5,520.46	3,807.16	68.96 %	0.00	0.00 %	0.00
KL-CENTRAL	157.16	106.00	67.45 %	0.00	0.00 %	0.00
KL-SOUTH	800.66	465.74	58.17 %	0.00	0.00 %	0.00
HYDERABAD-01	106.23	34.70	32.67 %	0.00	0.00 %	0.00
OTHERS	0.00	124.74	0.00 %	0.00	0.00 %	0.00
Total	31,679.99	24,468.51	77.24 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC09	18.88	24.09	-4.24	127.58 %	11,319.00	20.00 %	2,263.80	0.00 %	2,263.80
CH22	100.98	108.93	-7.43	107.87 %	31,373.00	20.00 %	6,274.60	0.00 %	6,274.60
CH28	140.43	150.44	-1.77	107.13 %	138,378.00	20.00 %	27,675.60	0.00 %	27,675.60
AVD1	138.69	147.09	-6.69	106.05 %	65,678.00	20.00 %	13,135.60	0.00 %	13,135.60
GUD1	121.18	127.30	-4.41	105.05 %	94,888.00	20.00 %	18,977.60	0.00 %	18,977.60
CH25	124.75	125.67	-7.11	100.74 %	57,353.00	20.00 %	11,470.60	0.00 %	11,470.60
CH30	135.71	134.26	-6.22	98.93 %	77,066.00	15.00 %	11,559.90	0.00 %	11,559.90
CH47	220.07	217.49	-5.91	98.83 %	101,702.00	15.00 %	15,255.30	0.00 %	15,255.30
CH16	247.58	235.26	-5.69	95.03 %	123,792.00	15.00 %	18,568.80	0.00 %	18,568.80
CH49	176.23	167.29	-6.39	94.93 %	86,192.00	10.00 %	8,619.20	0.00 %	8,619.20
KNR1	84.49	79.76	-4.23	94.40 %	51,625.00	10.00 %	5,162.50	0.00 %	5,162.50
CH05	190.23	174.85	-9.31	91.91 %	87,441.00	10.00 %	8,744.10	0.00 %	8,744.10
CH45	137.05	123.76	-7.17	90.31 %	45,269.00	10.00 %	4,526.90	0.00 %	4,526.90
CH48	161.67	143.05	-3.32	88.48 %	87,051.00	0.00 %		0.00 %	
CGL1	70.97	62.37	-7.63	87.88 %	26,428.00	0.00 %		0.00 %	
SKL1	81.83	69.56	-6.15	85.00 %	43,720.00	0.00 %		0.00 %	
CH26	32.45	26.23	-3.81	80.84 %	14,501.00	0.00 %		0.00 %	
CH07	177.17	138.65	-7.06	78.26 %	58,990.00	0.00 %		0.00 %	
TKM1	70.15	53.49	-2.54	76.26 %	36,476.00	0.00 %		0.00 %	
CH19	195.55	148.49	-8.33	75.94 %	78,928.00	0.00 %		0.00 %	
CH38	104.00	76.91	-3.88	73.95 %	45,213.00	0.00 %		0.00 %	
CH14	282.03	204.05	-7.11	72.35 %	100,300.00	0.00 %		0.00 %	
GUD2	108.73	77.08	-5.53	70.89 %	47,315.00	0.00 %		0.00 %	
CH42	204.95	144.05	-5.73	70.29 %	82,376.00	0.00 %		0.00 %	
MRM1	145.01	101.76	-7.57	70.17 %	42,824.00	0.00 %		0.00 %	
CH39	78.36	47.24	-6.71	60.29 %	30,876.00	0.00 %		0.00 %	
CH08	107.86	63.81	-9.35	59.16 %	38,555.00	0.00 %		0.00 %	
CH29	21.34	9.91	-3.06	46.45 %	5,553.00	0.00 %		0.00 %	
CH40	73.42	31.46	-1.76	42.85 %	5,179.00	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	140.03	159.94	-7.70	114.22 %	53,750.00	20.00 %	10,750.00	0.00 %	10,750.00
VNB1	86.45	90.29	-2.99	104.44 %	45,553.00	20.00 %	9,110.60	0.00 %	9,110.60
CYR1	55.50	57.16	-5.02	102.99 %	36,131.00	20.00 %	7,226.20	0.00 %	7,226.20
CPT1	42.49	43.51	-2.38	102.41 %	29,389.00	20.00 %	5,877.80	0.00 %	5,877.80
ABR1	101.10	101.05	-7.27	99.95 %	40,100.00	15.00 %	6,015.00	0.00 %	6,015.00
SBR1	136.00	131.01	-5.31	96.33 %	87,536.00	15.00 %	13,130.40	0.00 %	13,130.40
AKM1	100.50	92.14	-5.41	91.68 %	45,346.00	10.00 %	4,534.60	0.00 %	4,534.60
SLG1	51.55	46.22	-4.36	89.66 %	25,331.00	0.00 %		0.00 %	
TRT1	58.37	51.73	-8.98	88.62 %	15,403.00	0.00 %		0.00 %	
TRR1	136.28	120.45	-8.27	88.38 %	46,640.00	0.00 %		0.00 %	
VEL1	72.11	63.22	-5.77	87.67 %	27,055.00	0.00 %		0.00 %	
GDM1	74.82	65.07	-7.64	86.97 %	33,000.00	0.00 %		0.00 %	
WJP1	79.86	69.09	-4.50	86.51 %	37,227.00	0.00 %		0.00 %	
KPM2	283.92	240.15	-5.28	84.58 %	101,509.00	0.00 %		0.00 %	
ANI1	53.23	44.30	-4.18	83.22 %	21,833.00	0.00 %		0.00 %	
VEL3	135.50	111.01	-7.57	81.93 %	62,927.00	0.00 %		0.00 %	
UGI1	52.17	42.00	-3.34	80.51 %	16,961.00	0.00 %		0.00 %	
VEL2	150.65	119.33	-6.90	79.20 %	66,583.00	0.00 %		0.00 %	
PTU1	36.13	27.74	-6.51	76.80 %	9,873.00	0.00 %		0.00 %	
VSI1	91.61	69.10	-6.10	75.43 %	35,642.00	0.00 %		0.00 %	
KPM1	88.73	66.14	-5.84	74.55 %	23,562.00	0.00 %		0.00 %	
BGR1	64.85	47.25	-3.35	72.86 %	29,905.00	0.00 %		0.00 %	
TRL1	145.99	101.17	-7.61	69.30 %	52,725.00	0.00 %		0.00 %	
WJD1	107.42	73.63	-3.65	68.54 %	45,632.00	0.00 %		0.00 %	
PLR1	69.21	43.95	-4.27	63.51 %	23,158.00	0.00 %		0.00 %	
ARC2	87.91	51.72	-3.88	58.83 %	27,876.00	0.00 %		0.00 %	
CGM1	135.64	53.14	-5.80	39.18 %	22,273.00	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	61.22	67.47	-3.40	110.21 %	49,549.00	20.00 %	9,909.80	0.00 %	9,909.80
KIK1	84.83	86.64	-4.16	102.14 %	56,253.00	20.00 %	11,250.60	0.00 %	11,250.60
MVM1	153.08	152.88	-2.94	99.87 %	120,823.00	15.00 %	18,123.45	0.00 %	18,123.45
JKM1	84.14	80.73	-2.57	95.95 %	46,717.00	15.00 %	7,007.55	0.00 %	7,007.55
PBR1	49.53	47.14	-8.58	95.18 %	17,661.00	15.00 %	2,649.15	0.00 %	2,649.15
TVR2	136.44	128.09	-5.64	93.88 %	67,508.00	10.00 %	6,750.80	0.00 %	6,750.80
MDI1	86.97	79.93	-9.01	91.91 %	33,201.00	10.00 %	3,320.10	0.00 %	3,320.10
AYR1	72.58	66.12	-6.31	91.11 %	26,074.00	10.00 %	2,607.40	0.00 %	2,607.40
TTP1	88.12	78.30	-2.05	88.86 %	36,248.00	0.00 %		0.00 %	
PBR2	172.42	149.88	-5.92	86.93 %	69,894.00	0.00 %		0.00 %	
NGT1	121.97	103.87	-3.39	85.16 %	75,952.00	0.00 %		0.00 %	
NMM1	60.94	51.68	-2.79	84.81 %	36,031.00	0.00 %		0.00 %	
TRY3	77.52	65.05	-8.64	83.91 %	32,290.00	0.00 %		0.00 %	
KUM1	163.67	135.69	-8.12	82.90 %	78,814.00	0.00 %		0.00 %	
KRN1	61.99	50.60	-3.42	81.63 %	23,586.00	0.00 %		0.00 %	
TNJ1	167.34	136.44	-6.79	81.53 %	58,922.00	0.00 %		0.00 %	
TNJ2	139.15	111.98	-6.62	80.47 %	55,128.00	0.00 %		0.00 %	
KUM2	90.96	72.13	-3.21	79.30 %	57,725.00	0.00 %		0.00 %	
PDK2	103.40	81.06	-6.03	78.39 %	46,247.00	0.00 %		0.00 %	
TRY4	120.70	94.53	-7.14	78.32 %	51,977.00	0.00 %		0.00 %	
NCK1	46.03	35.79	-5.17	77.75 %	16,033.00	0.00 %		0.00 %	
PTK1	135.30	104.70	-4.65	77.38 %	69,772.00	0.00 %		0.00 %	
MSI1	79.46	59.66	-3.18	75.08 %	37,217.00	0.00 %		0.00 %	
TYR1	117.08	83.59	-4.07	71.39 %	42,427.00	0.00 %		0.00 %	
TRY1	590.56	389.10	-10.93	65.89 %	151,562.00	0.00 %		0.00 %	
APM1	35.19	23.05	-1.63	65.50 %	17,974.00	0.00 %		0.00 %	
ORU1	63.63	41.43	-4.25	65.10 %	24,088.00	0.00 %		0.00 %	
PDK1	59.89	37.81	-4.33	63.14 %	31,428.00	0.00 %		0.00 %	
TRY2	46.84	20.52	-6.30	43.81 %	12,883.00	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	75.53	92.70	-9.20	122.73 %	32,901.00	20.00 %	6,580.20	0.00 %	6,580.20
MKM1	43.95	47.44	-5.38	107.96 %	27,176.00	20.00 %	5,435.20	0.00 %	5,435.20
KML1	57.40	54.95	-3.16	95.74 %	33,406.00	15.00 %	5,010.90	0.00 %	5,010.90
CDM1	124.65	115.02	-7.20	92.27 %	45,384.00	10.00 %	4,538.40	0.00 %	4,538.40
VCM1	21.03	19.06	-4.13	90.65 %	9,734.00	10.00 %	973.40	0.00 %	973.40
VPM2	116.03	98.27	-5.90	84.69 %	42,723.00	0.00 %		0.00 %	
STP1	38.68	32.35	-7.09	83.65 %	11,248.00	0.00 %		0.00 %	
TVM2	77.35	64.44	-8.12	83.31 %	17,824.00	0.00 %		0.00 %	
KLM1	126.99	105.03	-5.32	82.71 %	73,324.00	0.00 %		0.00 %	
CUD1	239.41	197.50	-4.08	82.50 %	101,425.00	0.00 %		0.00 %	
NVL2	99.20	80.58	-6.39	81.24 %	37,043.00	0.00 %		0.00 %	
TVM1	54.37	42.88	-7.73	78.86 %	14,072.00	0.00 %		0.00 %	
TRK1	193.39	151.65	-6.79	78.42 %	77,300.00	0.00 %		0.00 %	
SJI2	139.46	106.40	-7.96	76.29 %	51,125.00	0.00 %		0.00 %	
TDM1	112.54	85.57	-12.01	76.03 %	21,909.00	0.00 %		0.00 %	
POY1	192.58	138.19	-8.22	71.76 %	63,019.00	0.00 %		0.00 %	
VCM2	67.26	46.25	-8.38	68.77 %	21,358.00	0.00 %		0.00 %	
POY2	156.09	105.11	-6.86	67.34 %	43,408.00	0.00 %		0.00 %	
VPM1	42.03	28.28	-4.88	67.29 %	13,842.00	0.00 %		0.00 %	
ULP1	133.66	87.14	-9.42	65.20 %	31,734.00	0.00 %		0.00 %	
KKI2	106.62	69.50	-7.04	65.18 %	29,277.00	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	48.96	58.34	-4.68	119.17 %	46,325.00	20.00 %	9,265.00	0.00 %	9,265.00
DKI1	90.62	104.81	-9.39	115.67 %	66,047.00	20.00 %	13,209.40	0.00 %	13,209.40
PVI1	104.10	116.94	-8.07	112.33 %	59,264.00	20.00 %	11,852.80	0.00 %	11,852.80
TEN1	75.47	71.43	-7.83	94.65 %	26,169.00	10.00 %	2,616.90	0.00 %	2,616.90
PKM1	38.88	36.68	-5.11	94.35 %	22,792.00	10.00 %	2,279.20	0.00 %	2,279.20
MDU5	53.52	49.78	-5.53	93.03 %	29,943.00	10.00 %	2,994.30	0.00 %	2,994.30
DGL1	169.48	156.09	-11.28	92.10 %	62,474.00	10.00 %	6,247.40	0.00 %	6,247.40
TDI1	55.27	50.82	-4.95	91.95 %	32,597.00	10.00 %	3,259.70	0.00 %	3,259.70
BNR1	55.15	49.58	-7.98	89.91 %	20,161.00	0.00 %		0.00 %	
MDU6	117.53	102.52	-7.54	87.23 %	57,370.00	0.00 %		0.00 %	
SVG1	65.74	56.75	-9.36	86.32 %	26,661.00	0.00 %		0.00 %	
BTU1	39.57	33.58	-8.36	84.87 %	14,363.00	0.00 %		0.00 %	
SGP1	37.07	31.34	-3.68	84.53 %	27,409.00	0.00 %		0.00 %	
MDU1	333.24	273.31	-13.01	82.02 %	89,542.00	0.00 %		0.00 %	
MDU2	170.48	139.67	-8.06	81.93 %	69,153.00	0.00 %		0.00 %	
TMM1	95.52	76.32	-9.32	79.91 %	38,721.00	0.00 %		0.00 %	
MDU3	84.08	64.17	-10.47	76.32 %	21,928.00	0.00 %		0.00 %	
MNM1	36.73	28.01	-2.23	76.25 %	21,706.00	0.00 %		0.00 %	
USL1	62.71	46.98	-9.70	74.92 %	20,769.00	0.00 %		0.00 %	
NTM1	55.42	41.51	-5.95	74.91 %	20,835.00	0.00 %		0.00 %	
CMR1	44.27	33.14	-6.56	74.86 %	14,296.00	0.00 %		0.00 %	
DGL2	64.06	46.98	-8.84	73.34 %	24,561.00	0.00 %		0.00 %	
CBM1	79.00	57.89	-6.69	73.28 %	32,558.00	0.00 %		0.00 %	
TEN2	83.99	61.50	-6.93	73.23 %	24,740.00	0.00 %		0.00 %	
MPA1	89.96	65.55	-1.81	72.86 %	49,621.00	0.00 %		0.00 %	
KPT1	54.78	39.81	-3.39	72.67 %	23,285.00	0.00 %		0.00 %	
MDU4	69.09	50.11	-9.21	72.53 %	23,423.00	0.00 %		0.00 %	
PNV2	52.75	37.52	-9.21	71.13 %	13,442.00	0.00 %		0.00 %	
ADP1	61.22	43.02	-4.99	70.28 %	25,798.00	0.00 %		0.00 %	
TPT1	79.39	54.74	-7.23	68.95 %	35,212.00	0.00 %		0.00 %	
PNI1	38.23	26.32	-6.37	68.83 %	10,008.00	0.00 %		0.00 %	
MLR1	57.95	38.93	-5.15	67.18 %	27,192.00	0.00 %		0.00 %	
NKI1	65.52	42.92	-6.90	65.50 %	21,387.00	0.00 %		0.00 %	
ATG1	115.28	70.22	-10.58	60.92 %	31,472.00	0.00 %		0.00 %	
ODM1	52.16	30.60	-9.76	58.66 %	11,213.00	0.00 %		0.00 %	
KKD3	148.23	82.42	-6.51	55.60 %	65,110.00	0.00 %		0.00 %	
MDU7	118.90	65.41	-7.80	55.01 %	23,813.00	0.00 %		0.00 %	
KYK1	67.09	30.30	-3.95	45.17 %	19,589.00	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	3.76	5.58	-9.60	148.47 %	1,981.00	20.00 %	396.20	0.00 %	396.20
CH37	42.01	55.04	-6.97	131.03 %	20,605.00	20.00 %	4,121.00	0.00 %	4,121.00
PON1	92.25	99.88	-9.90	108.28 %	33,529.00	20.00 %	6,705.80	0.00 %	6,705.80
CH36	61.17	59.04	-6.53	96.52 %	19,386.00	15.00 %	2,907.90	0.00 %	2,907.90
CH15	329.27	299.96	-5.73	91.10 %	142,409.00	10.00 %	14,240.90	0.00 %	14,240.90
CH41	113.36	103.07	-5.42	90.92 %	30,756.00	10.00 %	3,075.60	0.00 %	3,075.60
CH27	49.06	44.43	-5.69	90.55 %	23,667.00	10.00 %	2,366.70	0.00 %	2,366.70
CH03	327.64	293.18	-6.51	89.48 %	164,492.00	0.00 %		0.00 %	
CH20	170.50	144.47	-5.76	84.73 %	57,302.00	0.00 %		0.00 %	
CH17	126.87	106.77	-4.26	84.16 %	61,563.00	0.00 %		0.00 %	
CH18	173.82	144.36	-3.29	83.06 %	91,196.00	0.00 %		0.00 %	
CH34	185.01	153.11	-5.57	82.76 %	60,577.00	0.00 %		0.00 %	
CH24	141.51	115.49	-9.13	81.61 %	60,665.00	0.00 %		0.00 %	
CH21	241.82	196.26	-7.39	81.16 %	73,710.00	0.00 %		0.00 %	
CH46	69.88	56.55	-5.98	80.93 %	27,866.00	0.00 %		0.00 %	
CH35	110.85	86.04	-4.55	77.62 %	47,143.00	0.00 %		0.00 %	
CH33	139.41	107.42	-4.60	77.05 %	54,350.00	0.00 %		0.00 %	
CH32	18.81	14.04	-5.86	74.63 %	5,679.00	0.00 %		0.00 %	
CH06	128.58	95.07	-6.56	73.94 %	48,284.00	0.00 %		0.00 %	
CH44	112.93	82.70	-6.21	73.23 %	43,884.00	0.00 %		0.00 %	
GPD1	106.53	77.74	-7.50	72.98 %	20,625.00	0.00 %		0.00 %	
CH12	206.15	150.25	-6.46	72.89 %	70,952.00	0.00 %		0.00 %	
UKI1	107.93	75.94	-5.50	70.36 %	29,866.00	0.00 %		0.00 %	
CH51	207.74	144.51	-9.16	69.57 %	56,930.00	0.00 %		0.00 %	
MJR1	150.65	101.54	-4.12	67.40 %	42,169.00	0.00 %		0.00 %	
CH43	103.47	69.48	-7.37	67.15 %	34,649.00	0.00 %		0.00 %	
CH50	238.35	141.48	-4.57	59.36 %	69,323.00	0.00 %		0.00 %	
CH23	65.66	35.74	-3.78	54.44 %	25,311.00	0.00 %		0.00 %	
MC05	42.67	22.18	-1.46	51.98 %	5,904.00	0.00 %		0.00 %	
MC06	49.74	23.93	-4.04	48.12 %	6,093.00	0.00 %		0.00 %	
CH31	66.40	29.67	-4.91	44.69 %	12,692.00	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	197.12	162.47	-5.08	82.42 %	91,288.00	0.00 %		0.00 %	
KZD1	953.67	686.39	-9.11	71.97 %	280,994.00	0.00 %		0.00 %	
VLC1	198.25	85.17	-4.98	42.96 %	43,089.00	0.00 %		0.00 %	
KNU1	0.00	103.73	-7.86	0.00 %	37,802.00	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	20.46	24.35	-4.65	118.99 %	12,061.00	20.00 %	2,412.20	0.00 %	2,412.20
AVI1	45.07	47.28	-5.01	104.89 %	17,453.00	20.00 %	3,490.60	0.00 %	3,490.60
CMI1	32.47	34.05	-2.02	104.88 %	21,829.00	20.00 %	4,365.80	0.00 %	4,365.80
ERD1	97.72	93.27	-4.61	95.45 %	54,051.00	15.00 %	8,107.65	0.00 %	8,107.65
ERD2	121.65	109.54	-5.24	90.05 %	86,199.00	10.00 %	8,619.90	0.00 %	8,619.90
KMM1	34.94	29.37	-3.49	84.06 %	18,017.00	0.00 %		0.00 %	
RSP1	54.31	45.27	-3.37	83.37 %	34,942.00	0.00 %		0.00 %	
KGM1	43.39	35.79	-2.92	82.47 %	18,195.00	0.00 %		0.00 %	
PDR1	34.71	28.55	-2.24	82.25 %	23,333.00	0.00 %		0.00 %	
TPR2	108.35	83.14	-8.30	76.74 %	22,714.00	0.00 %		0.00 %	
SYM2	53.70	40.68	-4.41	75.76 %	18,087.00	0.00 %		0.00 %	
TCG1	51.21	37.33	-3.03	72.90 %	31,640.00	0.00 %		0.00 %	
GBM1	69.45	50.37	-2.83	72.52 %	19,981.00	0.00 %		0.00 %	
TPR1	96.54	60.87	-5.51	63.05 %	27,661.00	0.00 %		0.00 %	
TPR4	36.88	21.83	-4.46	59.21 %	7,540.00	0.00 %		0.00 %	
NKL2	158.84	85.27	-3.83	53.68 %	54,686.00	0.00 %		0.00 %	
VKL1	40.36	19.26	-2.56	47.73 %	12,849.00	0.00 %		0.00 %	
TPR3	58.92	22.33	-4.82	37.90 %	6,468.00	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	52.22	65.75	-3.82	125.91 %	34,807.00	20.00 %	6,961.40	0.00 %	6,961.40
ATU1	86.50	84.85	-4.53	98.09 %	47,076.00	15.00 %	7,061.40	0.00 %	7,061.40
PLC1	48.80	43.24	-1.54	88.61 %	29,919.00	0.00 %		0.00 %	
MTR1	78.81	66.52	-3.66	84.40 %	43,684.00	0.00 %		0.00 %	
DPR1	43.29	35.94	-2.59	83.02 %	22,906.00	0.00 %		0.00 %	
SLM2	71.78	57.44	-6.78	80.03 %	37,817.00	0.00 %		0.00 %	
BMD1	55.46	42.93	-3.12	77.41 %	27,307.00	0.00 %		0.00 %	
TRM1	129.21	99.86	-3.91	77.29 %	49,566.00	0.00 %		0.00 %	
APN1	60.35	46.23	-2.52	76.61 %	29,733.00	0.00 %		0.00 %	
KAM1	53.20	40.12	-3.61	75.41 %	24,641.00	0.00 %		0.00 %	
MCR1	92.46	68.40	-2.32	73.97 %	48,740.00	0.00 %		0.00 %	
OML1	93.72	68.70	-1.98	73.31 %	38,705.00	0.00 %		0.00 %	
HSR1	102.81	75.36	-1.50	73.30 %	47,371.00	0.00 %		0.00 %	
SLM3	102.08	74.76	-2.48	73.24 %	44,216.00	0.00 %		0.00 %	
SLM1	198.37	145.05	-3.91	73.12 %	76,661.00	0.00 %		0.00 %	
PMP1	77.78	55.23	-3.94	71.00 %	19,720.00	0.00 %		0.00 %	
EPI1	75.13	52.61	-2.81	70.03 %	39,250.00	0.00 %		0.00 %	
PNG1	51.25	35.28	-1.95	68.84 %	20,083.00	0.00 %		0.00 %	
DPR2	47.61	32.64	-2.84	68.57 %	16,195.00	0.00 %		0.00 %	
KVP1	56.55	38.74	-4.06	68.50 %	16,140.00	0.00 %		0.00 %	
HRR1	65.37	43.73	-5.42	66.89 %	21,502.00	0.00 %		0.00 %	
HSR2	174.54	113.36	-1.72	64.95 %	61,706.00	0.00 %		0.00 %	
VPD1	98.83	63.78	-2.85	64.53 %	36,118.00	0.00 %		0.00 %	
SGI1	68.41	42.41	-1.43	61.99 %	26,828.00	0.00 %		0.00 %	
EDP1	39.11	22.76	-3.01	58.21 %	16,298.00	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	50.58	59.43	-3.70	117.50 %	35,575.00	20.00 %	7,115.00	0.00 %	7,115.00
SUL1	45.77	42.69	-4.01	93.26 %	27,834.00	10.00 %	2,783.40	0.00 %	2,783.40
CBE6	73.42	63.72	-3.36	86.79 %	37,715.00	0.00 %		0.00 %	
KMR1	123.17	103.69	-3.12	84.19 %	59,583.00	0.00 %		0.00 %	
MPM1	65.92	54.75	-1.61	83.05 %	24,916.00	0.00 %		0.00 %	
GDR1	47.33	38.49	-3.75	81.33 %	9,222.00	0.00 %		0.00 %	
UMP1	49.53	38.38	-3.84	77.49 %	20,803.00	0.00 %		0.00 %	
PLI1	75.01	55.13	-3.34	73.49 %	28,633.00	0.00 %		0.00 %	
ANR1	20.62	14.90	-2.84	72.24 %	6,152.00	0.00 %		0.00 %	
CBE5	35.57	25.59	-1.47	71.94 %	24,981.00	0.00 %		0.00 %	
KGI1	70.46	50.32	-3.02	71.42 %	13,157.00	0.00 %		0.00 %	
CBE4	91.89	65.47	-3.73	71.25 %	40,762.00	0.00 %		0.00 %	
SNR1	71.83	50.37	-5.07	70.12 %	33,674.00	0.00 %		0.00 %	
CBE2	320.47	205.96	-4.22	64.27 %	99,543.00	0.00 %		0.00 %	
CNR1	66.86	42.20	-1.82	63.11 %	13,447.00	0.00 %		0.00 %	
DPM2	62.11	37.42	-1.50	60.24 %	25,630.00	0.00 %		0.00 %	
CBE3	31.68	19.02	-3.52	60.05 %	16,796.00	0.00 %		0.00 %	
UAM1	124.64	69.91	-2.67	56.09 %	26,341.00	0.00 %		0.00 %	
PDM1	36.21	20.14	-1.52	55.62 %	19,613.00	0.00 %		0.00 %	
PPI1	53.26	27.07	-3.42	50.83 %	10,832.00	0.00 %		0.00 %	
KMD1	53.54	22.52	-2.28	42.06 %	10,070.00	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	27.72	26.44	-4.67	95.39 %	17,077.00	15.00 %	2,561.55	0.00 %	2,561.55
TKS2	192.63	167.02	-8.14	86.71 %	64,265.00	0.00 %		0.00 %	
MMT1	81.17	69.52	-5.33	85.65 %	24,642.00	0.00 %		0.00 %	
SVK1	124.50	102.85	-6.81	82.61 %	57,832.00	0.00 %		0.00 %	
RND2	139.59	113.42	-5.88	81.25 %	75,029.00	0.00 %		0.00 %	
TKS1	137.47	111.51	-7.48	81.12 %	51,981.00	0.00 %		0.00 %	
KYR1	58.75	46.99	-2.83	79.99 %	29,972.00	0.00 %		0.00 %	
TUT1	554.12	442.72	-5.46	79.90 %	271,095.00	0.00 %		0.00 %	
ASM1	68.45	54.11	-5.70	79.05 %	40,273.00	0.00 %		0.00 %	
APK2	80.63	61.91	-7.73	76.78 %	23,634.00	0.00 %		0.00 %	
STU2	49.08	37.06	-6.47	75.51 %	16,356.00	0.00 %		0.00 %	
PKD1	97.94	73.77	-2.14	75.32 %	61,025.00	0.00 %		0.00 %	
KVT1	320.81	240.20	-6.75	74.87 %	138,902.00	0.00 %		0.00 %	
VKM1	62.62	46.44	-4.40	74.16 %	30,567.00	0.00 %		0.00 %	
SKD1	66.07	48.57	-6.19	73.51 %	27,583.00	0.00 %		0.00 %	
VLY1	165.00	120.61	-6.37	73.10 %	70,579.00	0.00 %		0.00 %	
PDI1	69.90	50.31	-6.89	71.97 %	29,890.00	0.00 %		0.00 %	
SNL1	88.82	63.91	-8.54	71.96 %	33,170.00	0.00 %		0.00 %	
APK1	78.46	55.83	-6.77	71.17 %	32,373.00	0.00 %		0.00 %	
SDI1	118.64	83.04	-9.70	69.99 %	28,383.00	0.00 %		0.00 %	
KSM1	90.15	62.44	-7.62	69.26 %	26,224.00	0.00 %		0.00 %	
VNR2	237.27	163.05	-4.13	68.72 %	67,915.00	0.00 %		0.00 %	
TCN1	115.40	78.70	-5.72	68.20 %	44,229.00	0.00 %		0.00 %	
KGL1	64.77	44.07	-3.62	68.04 %	30,232.00	0.00 %		0.00 %	
ERL2	114.56	77.91	-3.89	68.01 %	70,255.00	0.00 %		0.00 %	
TUT2	237.28	153.12	-5.94	64.53 %	91,924.00	0.00 %		0.00 %	
NGR1	355.13	225.98	-9.41	63.63 %	93,632.00	0.00 %		0.00 %	
ARM1	50.42	32.07	-4.71	63.60 %	22,612.00	0.00 %		0.00 %	
RPM1	225.51	142.69	-11.38	63.27 %	57,085.00	0.00 %		0.00 %	
UDN1	87.39	55.25	-6.87	63.22 %	31,200.00	0.00 %		0.00 %	
RND1	166.01	102.72	-5.76	61.88 %	72,199.00	0.00 %		0.00 %	
MAR1	192.36	115.41	-6.46	60.00 %	58,919.00	0.00 %		0.00 %	
TKY1	81.68	48.70	-3.82	59.62 %	27,321.00	0.00 %		0.00 %	
VNR1	80.09	46.83	-4.69	58.47 %	23,920.00	0.00 %		0.00 %	
TYI1	106.58	61.66	-5.59	57.85 %	45,133.00	0.00 %		0.00 %	
TVL1	656.07	351.83	-6.13	53.63 %	217,652.00	0.00 %		0.00 %	
SGT1	77.43	28.50	-5.79	36.80 %	12,787.00	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	157.16	106.00	-7.47	67.45 %	53,522.00	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	255.87	182.79	-4.30	71.44 %	147,910.00	0.00 %		0.00 %	
KLR1	78.93	49.63	-1.70	62.88 %	35,949.00	0.00 %		0.00 %	
PAS1	115.23	71.84	-1.89	62.34 %	64,596.00	0.00 %		0.00 %	
PNL1	96.64	45.09	-2.63	46.66 %	33,634.00	0.00 %		0.00 %	
KOM1	253.98	116.38	-2.95	45.82 %	80,406.00	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	106.23	34.70	-14.76	32.67 %	5,896.00	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	182.95	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	(0.39)	-409.33	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	4.74	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	16.72	8.01	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	1.96	34.70	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	(5.85)	-14.70	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	(61.81)	-17.85	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	(14.98)	-12.26	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(4.42)	-15.74	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(15.85)	-17.37	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(9.11)	-17.02	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	(5.07)	-11.64	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	(9.10)	-20.95	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(10.94)	-19.56	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	(16.90)	-14.51	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	11.90	3.08	0.00 %	0.00	0.00 %		0.00 %	