

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
33,188.55 L	25,249.44 L	76.08 %	0.00 %	129.76 L

Note : Sales Period is From :01-Sep-2026 To :22-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	3,930.39	3,317.97	84.42 %	0.00	0.00 %	0.00
NORTH ARCOT	2,763.63	2,252.14	81.49 %	0.00	0.00 %	0.00
TRICHY-01	3,426.69	2,710.32	79.09 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,323.82	1,819.14	78.28 %	0.00	0.00 %	0.00
CHENNAI-02	4,173.47	3,227.13	77.32 %	0.00	0.00 %	0.00
SOUTH-03	3,280.47	2,531.98	77.18 %	0.00	0.00 %	0.00
KL-NORTH	1,413.27	1,074.60	76.04 %	0.00	0.00 %	0.00
WEST-03	1,214.14	903.07	74.38 %	0.00	0.00 %	0.00
WEST-02	2,120.00	1,559.74	73.57 %	0.00	0.00 %	0.00
WEST-01	1,644.62	1,146.96	69.74 %	0.00	0.00 %	0.00
KL-CENTRAL	164.64	113.79	69.12 %	0.00	0.00 %	0.00
SOUTH-01	5,783.34	3,908.06	67.57 %	0.00	0.00 %	0.00
KL-SOUTH	838.79	479.64	57.18 %	0.00	0.00 %	0.00
HYDERABAD-01	111.28	42.38	38.08 %	0.00	0.00 %	0.00
OTHERS	0.00	162.53	0.00 %	0.00	0.00 %	0.00
Total	33,188.55	25,249.44	76.08 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC09	19.78	24.63	-4.18	124.53 %	11,569.00	20.00 %	2,313.80	0.00 %	2,313.80
CH22	105.79	113.93	-7.60	107.69 %	32,233.00	20.00 %	6,446.60	0.00 %	6,446.60
GUD1	126.95	134.61	-4.40	106.03 %	99,388.00	20.00 %	19,877.60	0.00 %	19,877.60
CH28	147.11	152.86	-1.78	103.91 %	139,701.00	20.00 %	27,940.20	0.00 %	27,940.20
AVD1	145.30	150.10	-6.62	103.30 %	67,554.00	20.00 %	13,510.80	0.00 %	13,510.80
CH25	130.69	128.69	-7.13	98.47 %	59,019.00	15.00 %	8,852.85	0.00 %	8,852.85
CH47	230.55	223.36	-5.93	96.88 %	103,439.00	15.00 %	15,515.85	0.00 %	15,515.85
CH30	142.17	136.15	-6.14	95.77 %	77,715.00	15.00 %	11,657.25	0.00 %	11,657.25
CH49	184.62	174.36	-6.36	94.44 %	89,727.00	10.00 %	8,972.70	0.00 %	8,972.70
KNR1	88.51	83.55	-4.13	94.39 %	54,429.00	10.00 %	5,442.90	0.00 %	5,442.90
CH16	259.37	239.65	-5.66	92.40 %	127,114.00	10.00 %	12,711.40	0.00 %	12,711.40
CH05	199.29	181.84	-9.44	91.24 %	88,948.00	10.00 %	8,894.80	0.00 %	8,894.80
CH45	143.57	127.63	-7.24	88.89 %	45,559.00	0.00 %		0.00 %	
CH48	169.37	148.91	-3.33	87.92 %	88,881.00	0.00 %		0.00 %	
SKL1	85.73	72.54	-6.18	84.62 %	44,160.00	0.00 %		0.00 %	
CGL1	74.35	62.37	-7.63	83.89 %	26,428.00	0.00 %		0.00 %	
CH26	33.99	27.15	-3.94	79.87 %	15,093.00	0.00 %		0.00 %	
TKM1	73.49	56.07	-2.53	76.29 %	37,910.00	0.00 %		0.00 %	
CH07	185.61	141.37	-7.06	76.17 %	60,007.00	0.00 %		0.00 %	
CH19	204.86	155.44	-8.17	75.88 %	82,163.00	0.00 %		0.00 %	
CH38	108.95	80.25	-3.82	73.66 %	46,277.00	0.00 %		0.00 %	
CH14	295.46	212.15	-7.12	71.80 %	102,993.00	0.00 %		0.00 %	
MRM1	151.91	108.40	-7.98	71.36 %	46,630.00	0.00 %		0.00 %	
GUD2	113.91	80.02	-5.34	70.25 %	48,715.00	0.00 %		0.00 %	
CH42	214.71	146.63	-5.77	68.30 %	83,396.00	0.00 %		0.00 %	
CH39	82.09	48.79	-6.49	59.44 %	33,407.00	0.00 %		0.00 %	
CH08	112.99	63.81	-9.35	56.47 %	38,555.00	0.00 %		0.00 %	
CH29	22.35	10.34	-3.20	46.28 %	5,783.00	0.00 %		0.00 %	
CH40	76.92	32.35	-1.71	42.05 %	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	146.70	163.95	-7.67	111.76 %	54,556.00	20.00 %	10,911.20	0.00 %	10,911.20
VNB1	90.57	94.12	-2.97	103.92 %	47,839.00	20.00 %	9,567.80	0.00 %	9,567.80
CYR1	58.14	59.79	-5.31	102.84 %	37,081.00	20.00 %	7,416.20	0.00 %	7,416.20
CPT1	44.51	44.33	-2.40	99.59 %	29,529.00	15.00 %	4,429.35	0.00 %	4,429.35
ABR1	105.92	103.26	-7.22	97.50 %	40,995.00	15.00 %	6,149.25	0.00 %	6,149.25
SBR1	142.47	136.98	-5.32	96.14 %	90,176.00	15.00 %	13,526.40	0.00 %	13,526.40
AKM1	105.28	93.68	-5.36	88.98 %	46,045.00	0.00 %		0.00 %	
TRR1	142.77	124.83	-8.34	87.43 %	47,340.00	0.00 %		0.00 %	
SLG1	54.00	47.02	-4.35	87.06 %	26,097.00	0.00 %		0.00 %	
WJP1	83.67	71.89	-4.42	85.93 %	37,982.00	0.00 %		0.00 %	
TRT1	61.15	52.45	-9.07	85.76 %	15,503.00	0.00 %		0.00 %	
VEL1	75.55	64.73	-6.04	85.68 %	27,830.00	0.00 %		0.00 %	
GDM1	78.39	66.65	-7.75	85.03 %	33,129.00	0.00 %		0.00 %	
KPM2	297.44	250.98	-5.17	84.38 %	103,545.00	0.00 %		0.00 %	
VEL3	141.95	116.86	-7.36	82.33 %	64,780.00	0.00 %		0.00 %	
ANI1	55.76	45.54	-4.10	81.66 %	21,889.00	0.00 %		0.00 %	
UGI1	54.66	43.50	-3.27	79.58 %	17,285.00	0.00 %		0.00 %	
VEL2	157.83	121.97	-6.92	77.28 %	67,313.00	0.00 %		0.00 %	
PTU1	37.85	29.16	-6.49	77.04 %	9,932.00	0.00 %		0.00 %	
VSI1	95.97	70.85	-6.17	73.82 %	37,261.00	0.00 %		0.00 %	
BGR1	67.94	49.29	-3.46	72.56 %	30,826.00	0.00 %		0.00 %	
KPM1	92.95	67.39	-5.80	72.50 %	23,980.00	0.00 %		0.00 %	
TRL1	152.94	104.34	-7.69	68.22 %	54,519.00	0.00 %		0.00 %	
WJD1	112.53	75.78	-3.69	67.34 %	46,518.00	0.00 %		0.00 %	
PLR1	72.50	45.12	-4.19	62.23 %	24,371.00	0.00 %		0.00 %	
ARC2	92.10	52.79	-3.81	57.32 %	28,256.00	0.00 %		0.00 %	
CGM1	142.10	54.90	-5.81	38.64 %	22,723.00	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	64.13	68.53	-3.40	106.86 %	50,592.00	20.00 %	10,118.40	0.00 %	10,118.40
KIK1	88.87	91.52	-4.24	102.99 %	59,860.00	20.00 %	11,972.00	0.00 %	11,972.00
MVM1	160.37	159.42	-2.93	99.41 %	124,325.00	15.00 %	18,648.75	0.00 %	18,648.75
JKM1	88.15	83.79	-2.54	95.06 %	47,814.00	15.00 %	7,172.10	0.00 %	7,172.10
TVR2	142.94	133.53	-5.59	93.41 %	70,223.00	10.00 %	7,022.30	0.00 %	7,022.30
PBR1	51.88	48.06	-8.57	92.62 %	17,766.00	10.00 %	1,776.60	0.00 %	1,776.60
AYR1	76.03	67.27	-6.26	88.47 %	26,345.00	0.00 %		0.00 %	
MDI1	91.11	80.52	-8.96	88.37 %	33,281.00	0.00 %		0.00 %	
TTP1	92.31	80.09	-2.05	86.76 %	37,513.00	0.00 %		0.00 %	
PBR2	180.63	153.99	-5.89	85.25 %	71,659.00	0.00 %		0.00 %	
NGT1	127.78	106.23	-3.38	83.14 %	78,039.00	0.00 %		0.00 %	
NMM1	63.84	52.86	-2.79	82.80 %	36,183.00	0.00 %		0.00 %	
TRY3	81.21	66.56	-8.63	81.97 %	32,506.00	0.00 %		0.00 %	
KUM1	171.47	139.21	-7.99	81.19 %	80,751.00	0.00 %		0.00 %	
KRN1	64.94	51.58	-3.42	79.43 %	24,076.00	0.00 %		0.00 %	
TNJ1	175.31	139.08	-6.70	79.34 %	61,542.00	0.00 %		0.00 %	
TNJ2	145.78	115.56	-6.63	79.27 %	56,102.00	0.00 %		0.00 %	
KUM2	95.29	74.01	-3.13	77.66 %	59,585.00	0.00 %		0.00 %	
TRY4	126.45	98.14	-7.02	77.61 %	54,583.00	0.00 %		0.00 %	
NCK1	48.22	37.29	-5.21	77.33 %	16,312.00	0.00 %		0.00 %	
PTK1	141.75	109.00	-4.70	76.90 %	71,436.00	0.00 %		0.00 %	
PDK2	108.32	82.94	-6.08	76.57 %	46,893.00	0.00 %		0.00 %	
MSI1	83.25	60.60	-3.20	72.79 %	37,574.00	0.00 %		0.00 %	
TYR1	122.66	85.69	-4.09	69.86 %	42,729.00	0.00 %		0.00 %	
TRY1	618.68	398.99	-10.79	64.49 %	154,314.00	0.00 %		0.00 %	
APM1	36.86	23.39	-1.61	63.45 %	18,190.00	0.00 %		0.00 %	
ORU1	66.66	41.90	-4.24	62.85 %	24,378.00	0.00 %		0.00 %	
PDK1	62.74	39.02	-4.43	62.18 %	32,308.00	0.00 %		0.00 %	
TRY2	49.07	21.57	-6.48	43.97 %	13,319.00	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	79.13	94.30	-9.15	119.17 %	33,491.00	20.00 %	6,698.20	0.00 %	6,698.20
MKM1	46.04	49.69	-5.52	107.94 %	27,931.00	20.00 %	5,586.20	0.00 %	5,586.20
KML1	60.13	57.33	-3.08	95.34 %	34,716.00	15.00 %	5,207.40	0.00 %	5,207.40
VCM1	22.03	20.07	-4.25	91.10 %	9,749.00	10.00 %	974.90	0.00 %	974.90
CDM1	130.58	117.08	-7.11	89.66 %	46,244.00	0.00 %		0.00 %	
STP1	40.52	33.63	-7.03	82.99 %	12,161.00	0.00 %		0.00 %	
VPM2	121.56	100.19	-5.90	82.42 %	43,057.00	0.00 %		0.00 %	
KLM1	133.04	108.99	-5.37	81.92 %	75,338.00	0.00 %		0.00 %	
CUD1	250.81	204.65	-4.01	81.60 %	105,165.00	0.00 %		0.00 %	
TVM2	81.03	65.90	-8.07	81.32 %	17,854.00	0.00 %		0.00 %	
NVL2	103.92	84.16	-6.26	80.98 %	37,966.00	0.00 %		0.00 %	
TVM1	56.96	44.53	-7.59	78.18 %	14,492.00	0.00 %		0.00 %	
TRK1	202.60	152.95	-6.76	75.49 %	78,220.00	0.00 %		0.00 %	
TDM1	117.90	87.96	-11.78	74.61 %	23,334.00	0.00 %		0.00 %	
SJI2	146.10	108.63	-7.91	74.35 %	52,306.00	0.00 %		0.00 %	
POY1	201.75	143.03	-8.43	70.89 %	64,755.00	0.00 %		0.00 %	
VCM2	70.46	47.35	-8.55	67.20 %	21,601.00	0.00 %		0.00 %	
VPM1	44.03	29.19	-5.13	66.30 %	13,882.00	0.00 %		0.00 %	
POY2	163.52	107.27	-6.81	65.60 %	44,417.00	0.00 %		0.00 %	
KKI2	111.69	72.22	-7.05	64.66 %	30,804.00	0.00 %		0.00 %	
ULP1	140.02	90.03	-9.34	64.30 %	32,689.00	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	3.94	5.58	-9.60	141.72 %	1,981.00	20.00 %	396.20	0.00 %	396.20
CH37	44.01	56.51	-6.95	128.41 %	20,887.00	20.00 %	4,177.40	0.00 %	4,177.40
PON1	96.64	102.85	-9.86	106.42 %	33,934.00	20.00 %	6,786.80	0.00 %	6,786.80
CH36	64.08	60.20	-6.62	93.94 %	20,103.00	10.00 %	2,010.30	0.00 %	2,010.30
CH03	343.24	306.62	-6.48	89.33 %	169,337.00	0.00 %		0.00 %	
CH41	118.76	105.86	-5.50	89.14 %	30,885.00	0.00 %		0.00 %	
CH15	344.95	305.62	-5.81	88.60 %	145,534.00	0.00 %		0.00 %	
CH27	51.40	45.11	-5.61	87.76 %	23,952.00	0.00 %		0.00 %	
CH18	182.09	151.34	-3.36	83.11 %	94,297.00	0.00 %		0.00 %	
CH46	73.21	60.18	-6.05	82.20 %	28,226.00	0.00 %		0.00 %	
CH20	178.62	146.77	-5.79	82.17 %	58,162.00	0.00 %		0.00 %	
CH17	132.91	108.33	-4.23	81.51 %	62,453.00	0.00 %		0.00 %	
CH34	193.82	157.50	-5.55	81.26 %	63,262.00	0.00 %		0.00 %	
CH24	148.24	118.83	-9.08	80.16 %	62,399.00	0.00 %		0.00 %	
CH21	253.34	200.88	-7.40	79.29 %	74,542.00	0.00 %		0.00 %	
CH33	146.05	110.84	-4.51	75.89 %	58,070.00	0.00 %		0.00 %	
CH35	116.13	86.99	-4.51	74.91 %	47,783.00	0.00 %		0.00 %	
CH44	118.31	86.03	-6.21	72.72 %	45,217.00	0.00 %		0.00 %	
CH06	134.71	97.72	-6.50	72.54 %	49,467.00	0.00 %		0.00 %	
CH32	19.70	14.08	-5.84	71.47 %	5,719.00	0.00 %		0.00 %	
GPD1	111.60	79.35	-7.50	71.10 %	20,799.00	0.00 %		0.00 %	
CH12	215.97	152.29	-6.39	70.51 %	72,999.00	0.00 %		0.00 %	
UKI1	113.07	78.69	-5.42	69.60 %	29,956.00	0.00 %		0.00 %	
CH43	108.39	73.80	-7.20	68.09 %	37,155.00	0.00 %		0.00 %	
CH51	217.63	147.22	-9.22	67.64 %	57,439.00	0.00 %		0.00 %	
MJR1	157.82	105.30	-4.08	66.72 %	43,396.00	0.00 %		0.00 %	
CH50	249.70	145.07	-4.47	58.10 %	72,017.00	0.00 %		0.00 %	
CH23	68.79	38.70	-3.97	56.27 %	26,331.00	0.00 %		0.00 %	
MC05	44.70	23.06	-1.66	51.58 %	5,904.00	0.00 %		0.00 %	
MC06	52.10	26.10	-4.88	50.09 %	6,222.00	0.00 %		0.00 %	
CH31	69.56	29.72	-4.90	42.73 %	12,732.00	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	51.29	60.31	-4.82	117.58 %	47,344.00	20.00 %	9,468.80	0.00 %	9,468.80
DKI1	94.93	106.58	-9.29	112.27 %	66,711.00	20.00 %	13,342.20	0.00 %	13,342.20
PVI1	109.06	118.66	-8.06	108.80 %	59,956.00	20.00 %	11,991.20	0.00 %	11,991.20
TEN1	79.06	75.97	-7.62	96.09 %	27,789.00	15.00 %	4,168.35	0.00 %	4,168.35
PKM1	40.73	38.04	-5.25	93.40 %	23,768.00	10.00 %	2,376.80	0.00 %	2,376.80
MDU5	56.06	51.06	-5.51	91.07 %	30,375.00	10.00 %	3,037.50	0.00 %	3,037.50
TDI1	57.90	52.05	-4.98	89.90 %	33,087.00	0.00 %		0.00 %	
DGL1	177.55	158.51	-11.33	89.27 %	63,132.00	0.00 %		0.00 %	
BNR1	57.77	50.66	-7.95	87.69 %	20,781.00	0.00 %		0.00 %	
SVG1	68.87	59.46	-9.06	86.34 %	26,775.00	0.00 %		0.00 %	
MDU6	123.13	104.62	-7.43	84.97 %	58,050.00	0.00 %		0.00 %	
SGP1	38.84	32.11	-3.66	82.69 %	28,009.00	0.00 %		0.00 %	
BTU1	41.46	34.07	-8.27	82.19 %	14,673.00	0.00 %		0.00 %	
MDU1	349.10	280.37	-12.95	80.31 %	91,563.00	0.00 %		0.00 %	
MDU2	178.60	141.43	-8.07	79.19 %	69,772.00	0.00 %		0.00 %	
TMM1	100.06	77.96	-9.34	77.91 %	39,316.00	0.00 %		0.00 %	
MDU3	88.09	66.14	-10.46	75.08 %	22,543.00	0.00 %		0.00 %	
USL1	65.70	48.52	-9.77	73.85 %	21,394.00	0.00 %		0.00 %	
NTM1	58.06	42.84	-5.99	73.78 %	21,735.00	0.00 %		0.00 %	
MNM1	38.48	28.27	-2.21	73.46 %	22,096.00	0.00 %		0.00 %	
CMR1	46.38	33.87	-6.56	73.04 %	14,396.00	0.00 %		0.00 %	
MPA1	94.24	68.18	-1.82	72.35 %	50,909.00	0.00 %		0.00 %	
TEN2	87.99	63.29	-7.19	71.93 %	24,928.00	0.00 %		0.00 %	
CBM1	82.76	59.48	-6.57	71.88 %	33,380.00	0.00 %		0.00 %	
KPT1	57.38	41.17	-3.36	71.75 %	23,584.00	0.00 %		0.00 %	
MDU4	72.38	51.70	-9.24	71.43 %	24,450.00	0.00 %		0.00 %	
DGL2	67.11	47.57	-8.75	70.87 %	24,879.00	0.00 %		0.00 %	
PNV2	55.26	38.46	-9.13	69.61 %	13,852.00	0.00 %		0.00 %	
PNI1	40.05	27.80	-6.68	69.42 %	10,498.00	0.00 %		0.00 %	
ADP1	64.13	43.76	-4.99	68.23 %	25,828.00	0.00 %		0.00 %	
TPT1	83.17	55.33	-7.17	66.52 %	35,662.00	0.00 %		0.00 %	
MLR1	60.71	39.74	-5.12	65.46 %	27,861.00	0.00 %		0.00 %	
NKI1	68.64	44.43	-6.72	64.72 %	22,513.00	0.00 %		0.00 %	
ODM1	54.64	34.42	-10.41	63.00 %	11,897.00	0.00 %		0.00 %	
ATG1	120.77	73.38	-10.39	60.77 %	32,746.00	0.00 %		0.00 %	
KKD3	155.29	84.28	-6.45	54.27 %	67,101.00	0.00 %		0.00 %	
MDU7	124.56	66.07	-7.80	53.04 %	23,899.00	0.00 %		0.00 %	
KYK1	70.28	31.39	-3.83	44.66 %	20,990.00	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	206.51	167.93	-5.15	81.32 %	93,728.00	0.00 %		0.00 %	
KZD1	999.08	708.25	-9.27	70.89 %	291,269.00	0.00 %		0.00 %	
VLC1	207.69	88.66	-4.94	42.69 %	45,379.00	0.00 %		0.00 %	
KNU1	0.00	109.76	-8.14	0.00 %	40,727.00	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	21.44	24.94	-4.54	116.35 %	12,061.00	20.00 %	2,412.20	0.00 %	2,412.20
AVI1	47.22	50.29	-4.74	106.50 %	17,460.00	20.00 %	3,492.00	0.00 %	3,492.00
CMI1	34.01	34.85	-2.05	102.46 %	22,365.00	20.00 %	4,473.00	0.00 %	4,473.00
ERD1	102.37	95.57	-4.49	93.36 %	54,920.00	10.00 %	5,492.00	0.00 %	5,492.00
ERD2	127.44	112.14	-5.15	88.00 %	88,158.00	0.00 %		0.00 %	
KMM1	36.61	30.74	-4.08	83.96 %	18,027.00	0.00 %		0.00 %	
PDR1	36.36	29.93	-2.70	82.33 %	23,868.00	0.00 %		0.00 %	
KGM1	45.46	37.10	-2.83	81.60 %	18,955.00	0.00 %		0.00 %	
RSP1	56.89	45.56	-3.36	80.08 %	35,142.00	0.00 %		0.00 %	
TPR2	113.51	90.43	-8.69	79.67 %	24,395.00	0.00 %		0.00 %	
SYM2	56.25	42.10	-4.51	74.84 %	18,487.00	0.00 %		0.00 %	
GBM1	72.75	53.11	-2.87	73.00 %	20,155.00	0.00 %		0.00 %	
TCG1	53.65	38.68	-3.04	72.10 %	32,164.00	0.00 %		0.00 %	
TPR1	101.14	64.70	-5.62	63.97 %	28,673.00	0.00 %		0.00 %	
TPR4	38.63	22.16	-4.55	57.36 %	7,540.00	0.00 %		0.00 %	
NKL2	166.41	87.56	-3.86	52.62 %	55,795.00	0.00 %		0.00 %	
VKL1	42.28	20.61	-2.44	48.76 %	12,878.00	0.00 %		0.00 %	
TPR3	61.72	22.60	-4.84	36.61 %	6,518.00	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	54.71	68.24	-3.83	124.74 %	35,422.00	20.00 %	7,084.40	0.00 %	7,084.40
ATU1	90.62	86.28	-4.47	95.21 %	48,356.00	15.00 %	7,253.40	0.00 %	7,253.40
PLC1	51.12	44.48	-1.51	87.01 %	30,229.00	0.00 %		0.00 %	
MTR1	82.57	67.36	-3.64	81.58 %	44,436.00	0.00 %		0.00 %	
SLM2	75.20	60.76	-6.78	80.80 %	37,877.00	0.00 %		0.00 %	
DPR1	45.35	36.21	-2.49	79.84 %	23,381.00	0.00 %		0.00 %	
TRM1	135.36	102.13	-3.99	75.45 %	50,749.00	0.00 %		0.00 %	
APN1	63.22	47.68	-2.48	75.41 %	30,394.00	0.00 %		0.00 %	
BMD1	58.10	43.52	-3.08	74.90 %	27,863.00	0.00 %		0.00 %	
KAM1	55.73	41.10	-3.59	73.74 %	25,828.00	0.00 %		0.00 %	
MCR1	96.87	71.20	-2.44	73.51 %	49,494.00	0.00 %		0.00 %	
HSR1	107.70	78.99	-1.47	73.34 %	48,442.00	0.00 %		0.00 %	
OML1	98.18	71.02	-2.03	72.34 %	40,172.00	0.00 %		0.00 %	
SLM3	106.94	77.15	-2.45	72.14 %	45,241.00	0.00 %		0.00 %	
SLM1	207.82	148.59	-3.91	71.50 %	77,072.00	0.00 %		0.00 %	
PMP1	81.49	56.74	-4.05	69.63 %	19,750.00	0.00 %		0.00 %	
EPI1	78.71	54.61	-2.95	69.38 %	39,868.00	0.00 %		0.00 %	
KVP1	59.25	39.83	-4.15	67.23 %	16,270.00	0.00 %		0.00 %	
HRR1	68.49	45.94	-5.40	67.08 %	21,600.00	0.00 %		0.00 %	
PNG1	53.69	35.46	-1.94	66.06 %	20,262.00	0.00 %		0.00 %	
DPR2	49.87	32.74	-2.86	65.65 %	16,199.00	0.00 %		0.00 %	
HSR2	182.85	116.97	-1.81	63.97 %	63,196.00	0.00 %		0.00 %	
VPD1	103.54	65.36	-2.85	63.12 %	36,772.00	0.00 %		0.00 %	
SGI1	71.67	44.20	-1.29	61.68 %	27,258.00	0.00 %		0.00 %	
EDP1	40.97	23.19	-3.04	56.60 %	16,458.00	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	52.98	60.46	-3.82	114.10 %	36,275.00	20.00 %	7,255.00	0.00 %	7,255.00
SUL1	47.95	45.51	-3.80	94.91 %	30,041.00	10.00 %	3,004.10	0.00 %	3,004.10
CBE6	76.92	65.84	-3.35	85.59 %	39,025.00	0.00 %		0.00 %	
KMR1	129.04	106.90	-3.13	82.85 %	61,313.00	0.00 %		0.00 %	
MPM1	69.06	56.17	-1.75	81.34 %	26,005.00	0.00 %		0.00 %	
GDR1	49.58	39.42	-3.98	79.51 %	9,282.00	0.00 %		0.00 %	
UMP1	51.89	41.05	-4.32	79.11 %	22,015.00	0.00 %		0.00 %	
PLI1	78.58	58.21	-3.23	74.08 %	30,400.00	0.00 %		0.00 %	
ANR1	21.60	15.59	-2.72	72.15 %	6,878.00	0.00 %		0.00 %	
CBE5	37.26	26.56	-1.52	71.28 %	26,382.00	0.00 %		0.00 %	
KGI1	73.81	51.99	-2.93	70.44 %	13,183.00	0.00 %		0.00 %	
CBE4	96.26	67.76	-3.72	70.39 %	42,190.00	0.00 %		0.00 %	
SNR1	75.25	51.69	-4.96	68.69 %	34,682.00	0.00 %		0.00 %	
CBE2	335.73	214.93	-4.41	64.02 %	102,575.00	0.00 %		0.00 %	
CNR1	70.05	43.73	-1.81	62.43 %	14,137.00	0.00 %		0.00 %	
CBE3	33.18	19.64	-3.41	59.19 %	17,346.00	0.00 %		0.00 %	
DPM2	65.07	38.24	-1.53	58.77 %	26,020.00	0.00 %		0.00 %	
UAM1	130.57	71.59	-2.71	54.83 %	27,146.00	0.00 %		0.00 %	
PDM1	37.94	20.49	-1.52	54.01 %	20,085.00	0.00 %		0.00 %	
PPI1	55.80	27.88	-3.37	49.96 %	11,112.00	0.00 %		0.00 %	
KMD1	56.09	23.30	-2.21	41.55 %	10,820.00	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	164.64	113.79	-7.70	69.12 %	56,308.00	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	29.04	28.08	-4.64	96.71 %	18,651.00	15.00 %	2,797.65	0.00 %	2,797.65
TKS2	201.80	170.21	-8.16	84.35 %	64,910.00	0.00 %		0.00 %	
MMT1	85.04	71.13	-5.30	83.64 %	25,552.00	0.00 %		0.00 %	
SVK1	130.42	106.92	-6.76	81.98 %	58,392.00	0.00 %		0.00 %	
TKS1	144.01	115.24	-7.38	80.02 %	53,330.00	0.00 %		0.00 %	
RND2	146.23	114.84	-5.87	78.53 %	75,604.00	0.00 %		0.00 %	
KYR1	61.55	47.93	-2.95	77.88 %	30,253.00	0.00 %		0.00 %	
TUT1	580.51	450.12	-5.42	77.54 %	276,506.00	0.00 %		0.00 %	
ASM1	71.71	54.75	-5.73	76.35 %	41,043.00	0.00 %		0.00 %	
APK2	84.47	63.94	-7.96	75.70 %	23,743.00	0.00 %		0.00 %	
PKD1	102.60	77.30	-2.10	75.34 %	62,559.00	0.00 %		0.00 %	
KSM1	94.45	69.65	-8.30	73.75 %	26,847.00	0.00 %		0.00 %	
KVT1	336.09	243.98	-6.66	72.60 %	142,597.00	0.00 %		0.00 %	
STU2	51.42	37.28	-6.51	72.50 %	16,406.00	0.00 %		0.00 %	
SKD1	69.22	50.14	-6.24	72.44 %	27,955.00	0.00 %		0.00 %	
PDI1	73.23	52.48	-6.88	71.66 %	30,270.00	0.00 %		0.00 %	
VKM1	65.60	46.88	-4.47	71.47 %	30,709.00	0.00 %		0.00 %	
SNL1	93.05	65.63	-8.47	70.53 %	33,931.00	0.00 %		0.00 %	
VLY1	172.85	121.84	-6.35	70.49 %	71,129.00	0.00 %		0.00 %	
APK1	82.19	57.61	-6.90	70.09 %	33,595.00	0.00 %		0.00 %	
TCN1	120.89	83.21	-5.82	68.83 %	46,202.00	0.00 %		0.00 %	
VNR2	248.57	168.56	-4.09	67.81 %	69,403.00	0.00 %		0.00 %	
SDI1	124.29	84.01	-9.78	67.59 %	28,657.00	0.00 %		0.00 %	
ERL2	120.02	80.47	-3.89	67.05 %	71,861.00	0.00 %		0.00 %	
KGL1	67.86	45.50	-3.57	67.05 %	30,907.00	0.00 %		0.00 %	
ARM1	52.82	33.04	-4.65	62.54 %	23,760.00	0.00 %		0.00 %	
TUT2	248.58	155.07	-5.89	62.38 %	93,127.00	0.00 %		0.00 %	
RND1	173.92	107.79	-5.65	61.98 %	74,915.00	0.00 %		0.00 %	
NGR1	372.04	230.44	-9.28	61.94 %	96,566.00	0.00 %		0.00 %	
RPM1	236.24	145.29	-11.42	61.50 %	57,776.00	0.00 %		0.00 %	
UDN1	91.55	55.79	-6.82	60.94 %	31,452.00	0.00 %		0.00 %	
TKY1	85.57	50.30	-3.86	58.78 %	28,201.00	0.00 %		0.00 %	
MAR1	201.52	118.29	-6.63	58.70 %	59,949.00	0.00 %		0.00 %	
TYI1	111.66	62.84	-5.40	56.28 %	45,435.00	0.00 %		0.00 %	
VNR1	83.91	46.94	-4.68	55.94 %	24,015.00	0.00 %		0.00 %	
TVL1	687.31	364.88	-6.15	53.09 %	224,484.00	0.00 %		0.00 %	
SGT1	81.12	29.70	-5.79	36.61 %	12,794.00	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	268.06	189.07	-4.20	70.53 %	151,830.00	0.00 %		0.00 %	
KLR1	82.69	51.57	-1.65	62.36 %	36,899.00	0.00 %		0.00 %	
PAS1	120.72	73.28	-1.89	60.70 %	65,576.00	0.00 %		0.00 %	
PNL1	101.24	46.38	-2.52	45.81 %	34,764.00	0.00 %		0.00 %	
KOM1	266.08	119.35	-2.89	44.85 %	83,206.00	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	111.28	42.38	-12.32	38.08 %	6,586.00	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	47.26	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	217.18	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	(0.17)	-961.93	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	5.39	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	16.04	11.35	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	(7.78)	-14.36	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	(65.58)	-17.84	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	34.87	7.62	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	(4.64)	-15.65	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(18.82)	-17.32	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	(6.06)	-13.18	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	(9.47)	-20.76	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	(5.96)	-16.38	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	(18.13)	-14.54	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	9.34	0.32	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	12.69	2.89	0.00 %	0.00	0.00 %		0.00 %	