

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
34,697.10 L	26,068.41 L	75.13 %	0.00 %	133.26 L

Note : Sales Period is From :01-Sep-2026 To :23-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	4,109.04	3,404.99	82.87 %	0.00	0.00 %	0.00
NORTH ARCOT	2,889.25	2,325.39	80.48 %	0.00	0.00 %	0.00
KL-NORTH	1,477.51	1,178.30	79.75 %	0.00	0.00 %	0.00
TRICHY-01	3,582.45	2,781.40	77.64 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,429.45	1,869.33	76.94 %	0.00	0.00 %	0.00
CHENNAI-02	4,363.17	3,334.83	76.43 %	0.00	0.00 %	0.00
SOUTH-03	3,429.58	2,592.78	75.60 %	0.00	0.00 %	0.00
WEST-03	1,269.33	954.56	75.20 %	0.00	0.00 %	0.00
WEST-02	2,216.36	1,603.69	72.36 %	0.00	0.00 %	0.00
WEST-01	1,719.37	1,179.31	68.59 %	0.00	0.00 %	0.00
KL-CENTRAL	172.12	116.39	67.62 %	0.00	0.00 %	0.00
SOUTH-01	6,046.21	4,031.01	66.67 %	0.00	0.00 %	0.00
KL-SOUTH	876.91	490.74	55.96 %	0.00	0.00 %	0.00
HYDERABAD-01	116.34	44.14	37.94 %	0.00	0.00 %	0.00
OTHERS	0.00	161.56	0.00 %	0.00	0.00 %	0.00
Total	34,697.10	26,068.41	75.13 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC09	20.68	24.94	-4.15	120.62 %	11,699.00	20.00 %	2,339.80	0.00 %	2,339.80
CH22	110.60	119.43	-7.83	107.98 %	32,938.00	20.00 %	6,587.60	0.00 %	6,587.60
GUD1	132.73	138.22	-4.34	104.14 %	102,068.00	20.00 %	20,413.60	0.00 %	20,413.60
CH28	153.80	157.31	-1.79	102.28 %	143,546.00	20.00 %	28,709.20	0.00 %	28,709.20
AVD1	151.90	152.82	-6.70	100.60 %	68,419.00	20.00 %	13,683.80	0.00 %	13,683.80
CH25	136.63	134.46	-7.26	98.41 %	61,957.00	15.00 %	9,293.55	0.00 %	9,293.55
CH47	241.03	231.23	-5.87	95.93 %	106,256.00	15.00 %	15,938.40	0.00 %	15,938.40
KNR1	92.54	87.24	-4.07	94.28 %	56,110.00	10.00 %	5,611.00	0.00 %	5,611.00
CH30	148.63	139.95	-6.12	94.16 %	79,695.00	10.00 %	7,969.50	0.00 %	7,969.50
CH49	193.02	181.11	-6.53	93.83 %	91,812.00	10.00 %	9,181.20	0.00 %	9,181.20
CH05	208.35	187.14	-9.43	89.82 %	91,678.00	0.00 %		0.00 %	
CH16	271.15	243.47	-5.63	89.79 %	129,466.00	0.00 %		0.00 %	
CH45	150.10	131.97	-7.56	87.92 %	46,158.00	0.00 %		0.00 %	
CH48	177.07	152.95	-3.35	86.38 %	91,341.00	0.00 %		0.00 %	
SKL1	89.62	74.77	-6.34	83.42 %	45,451.00	0.00 %		0.00 %	
CGL1	77.73	62.37	-7.63	80.24 %	26,428.00	0.00 %		0.00 %	
CH26	35.53	28.10	-3.98	79.07 %	15,423.00	0.00 %		0.00 %	
TKM1	76.83	58.00	-2.55	75.49 %	38,654.00	0.00 %		0.00 %	
CH07	194.04	144.48	-7.07	74.46 %	61,255.00	0.00 %		0.00 %	
CH19	214.17	157.17	-8.08	73.39 %	83,864.00	0.00 %		0.00 %	
CH38	113.90	82.45	-3.74	72.39 %	47,189.00	0.00 %		0.00 %	
CH14	308.89	215.90	-7.08	69.90 %	103,828.00	0.00 %		0.00 %	
MRM1	158.81	110.64	-7.92	69.66 %	47,335.00	0.00 %		0.00 %	
GUD2	119.09	81.16	-5.41	68.15 %	49,136.00	0.00 %		0.00 %	
CH42	224.46	149.66	-5.84	66.67 %	84,538.00	0.00 %		0.00 %	
CH39	85.82	49.68	-6.38	57.89 %	33,987.00	0.00 %		0.00 %	
CH08	118.13	63.81	-9.35	54.02 %	38,555.00	0.00 %		0.00 %	
CH29	23.37	10.36	-3.19	44.34 %	5,803.00	0.00 %		0.00 %	
CH40	80.42	34.20	-1.65	42.53 %	5,378.00	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	153.36	167.14	-7.71	108.98 %	55,748.00	20.00 %	11,149.60	0.00 %	11,149.60
VNB1	94.68	98.40	-3.13	103.92 %	49,354.00	20.00 %	9,870.80	0.00 %	9,870.80
CYR1	60.78	61.28	-5.21	100.82 %	37,758.00	20.00 %	7,551.60	0.00 %	7,551.60
CPT1	46.54	46.64	-2.46	100.23 %	29,841.00	20.00 %	5,968.20	0.00 %	5,968.20
SBR1	148.95	143.88	-5.81	96.60 %	92,166.00	15.00 %	13,824.90	0.00 %	13,824.90
ABR1	110.73	106.89	-7.14	96.53 %	42,213.00	15.00 %	6,331.95	0.00 %	6,331.95
AKM1	110.07	98.03	-5.38	89.07 %	46,715.00	0.00 %		0.00 %	
TRR1	149.26	128.43	-8.34	86.05 %	48,700.00	0.00 %		0.00 %	
VEL1	78.98	67.94	-5.80	86.02 %	29,091.00	0.00 %		0.00 %	
SLG1	56.46	48.56	-4.43	86.02 %	27,409.00	0.00 %		0.00 %	
WJP1	87.47	74.22	-4.44	84.85 %	39,764.00	0.00 %		0.00 %	
TRT1	63.93	53.71	-9.21	84.02 %	15,673.00	0.00 %		0.00 %	
GDM1	81.95	68.73	-7.59	83.87 %	33,649.00	0.00 %		0.00 %	
ANI1	58.30	48.21	-4.37	82.69 %	23,033.00	0.00 %		0.00 %	
KPM2	310.96	255.16	-5.20	82.06 %	104,849.00	0.00 %		0.00 %	
VEL3	148.40	120.02	-7.35	80.88 %	65,830.00	0.00 %		0.00 %	
UGI1	57.14	44.75	-3.21	78.31 %	17,295.00	0.00 %		0.00 %	
VEL2	165.00	126.68	-6.91	76.78 %	68,787.00	0.00 %		0.00 %	
PTU1	39.57	29.49	-6.46	74.52 %	9,953.00	0.00 %		0.00 %	
VSI1	100.33	73.28	-6.16	73.04 %	38,224.00	0.00 %		0.00 %	
KPM1	97.17	69.69	-6.13	71.72 %	24,420.00	0.00 %		0.00 %	
BGR1	71.02	50.68	-3.43	71.35 %	31,732.00	0.00 %		0.00 %	
TRL1	159.90	107.97	-7.67	67.52 %	55,913.00	0.00 %		0.00 %	
WJD1	117.64	78.07	-3.70	66.36 %	46,846.00	0.00 %		0.00 %	
PLR1	75.80	46.64	-4.17	61.53 %	24,704.00	0.00 %		0.00 %	
ARC2	96.29	54.67	-3.85	56.78 %	29,562.00	0.00 %		0.00 %	
CGM1	148.56	56.23	-5.82	37.85 %	23,013.00	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	215.89	171.22	-5.07	79.31 %	96,464.00	0.00 %		0.00 %	
KZD1	1,044.49	724.44	-9.37	69.36 %	299,249.00	0.00 %		0.00 %	
VLC1	217.13	91.07	-4.86	41.94 %	47,699.00	0.00 %		0.00 %	
KNU1	0.00	191.57	-7.49	0.00 %	88,546.00	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	67.04	70.58	-3.47	105.27 %	50,652.00	20.00 %	10,130.40	0.00 %	10,130.40
KIK1	92.90	93.88	-4.24	101.05 %	61,908.00	20.00 %	12,381.60	0.00 %	12,381.60
MVM1	167.65	162.36	-2.94	96.84 %	125,346.00	15.00 %	18,801.90	0.00 %	18,801.90
JKM1	92.15	86.83	-2.51	94.23 %	49,542.00	10.00 %	4,954.20	0.00 %	4,954.20
TVR2	149.44	136.81	-5.53	91.55 %	71,220.00	10.00 %	7,122.00	0.00 %	7,122.00
PBR1	54.24	49.11	-8.40	90.54 %	18,076.00	10.00 %	1,807.60	0.00 %	1,807.60
MDI1	95.25	84.18	-8.84	88.38 %	35,746.00	0.00 %		0.00 %	
TTP1	96.51	83.67	-2.01	86.70 %	38,273.00	0.00 %		0.00 %	
AYR1	79.49	68.19	-6.20	85.79 %	27,175.00	0.00 %		0.00 %	
PBR2	188.85	156.88	-5.94	83.07 %	72,704.00	0.00 %		0.00 %	
NMM1	66.75	54.00	-2.79	80.90 %	36,302.00	0.00 %		0.00 %	
NGT1	133.58	107.72	-3.37	80.64 %	78,678.00	0.00 %		0.00 %	
TRY3	84.90	68.43	-8.42	80.60 %	33,528.00	0.00 %		0.00 %	
KUM1	179.26	141.81	-7.89	79.11 %	82,448.00	0.00 %		0.00 %	
TNJ1	183.28	144.22	-6.56	78.69 %	62,835.00	0.00 %		0.00 %	
TNJ2	152.41	119.14	-6.67	78.17 %	57,397.00	0.00 %		0.00 %	
KRN1	67.89	52.86	-3.39	77.86 %	24,882.00	0.00 %		0.00 %	
PTK1	148.19	113.88	-4.63	76.85 %	75,505.00	0.00 %		0.00 %	
TRY4	132.20	101.44	-6.99	76.73 %	56,559.00	0.00 %		0.00 %	
NCK1	50.42	38.56	-5.30	76.49 %	16,931.00	0.00 %		0.00 %	
KUM2	99.62	75.19	-3.08	75.48 %	61,033.00	0.00 %		0.00 %	
PDK2	113.24	85.15	-6.07	75.19 %	47,598.00	0.00 %		0.00 %	
MSI1	87.03	62.15	-3.31	71.41 %	37,784.00	0.00 %		0.00 %	
TYR1	128.23	89.19	-4.11	69.56 %	42,874.00	0.00 %		0.00 %	
TRY1	646.80	407.31	-10.60	62.97 %	157,732.00	0.00 %		0.00 %	
ORU1	69.69	43.04	-4.21	61.76 %	24,903.00	0.00 %		0.00 %	
APM1	38.54	23.65	-1.59	61.36 %	18,539.00	0.00 %		0.00 %	
PDK1	65.60	39.59	-4.37	60.36 %	33,148.00	0.00 %		0.00 %	
TRY2	51.30	21.58	-6.48	42.06 %	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	82.72	98.41	-9.17	118.96 %	33,858.00	20.00 %	6,771.60	0.00 %	6,771.60
MKM1	48.13	50.63	-5.51	105.19 %	28,312.00	20.00 %	5,662.40	0.00 %	5,662.40
KML1	62.87	58.13	-3.10	92.46 %	35,877.00	10.00 %	3,587.70	0.00 %	3,587.70
VCM1	23.03	20.76	-4.61	90.13 %	9,849.00	10.00 %	984.90	0.00 %	984.90
CDM1	136.52	119.25	-7.05	87.35 %	47,452.00	0.00 %		0.00 %	
STP1	42.36	34.37	-7.00	81.14 %	12,301.00	0.00 %		0.00 %	
CUD1	262.21	212.26	-4.02	80.95 %	108,606.00	0.00 %		0.00 %	
KLM1	139.09	112.06	-5.26	80.57 %	75,920.00	0.00 %		0.00 %	
VPM2	127.08	101.80	-5.86	80.10 %	43,448.00	0.00 %		0.00 %	
TVM2	84.72	67.29	-8.08	79.42 %	17,940.00	0.00 %		0.00 %	
NVL2	108.64	85.41	-6.23	78.61 %	38,611.00	0.00 %		0.00 %	
TVM1	59.55	46.60	-7.51	78.26 %	15,547.00	0.00 %		0.00 %	
TRK1	211.81	157.41	-6.76	74.32 %	79,792.00	0.00 %		0.00 %	
SJI2	152.74	112.24	-7.96	73.48 %	52,890.00	0.00 %		0.00 %	
TDM1	123.26	89.86	-11.63	72.90 %	23,746.00	0.00 %		0.00 %	
POY1	210.93	145.60	-8.49	69.03 %	65,765.00	0.00 %		0.00 %	
VCM2	73.66	49.68	-8.48	67.44 %	22,901.00	0.00 %		0.00 %	
VPM1	46.03	29.74	-5.03	64.61 %	14,272.00	0.00 %		0.00 %	
POY2	170.95	110.25	-6.86	64.49 %	44,905.00	0.00 %		0.00 %	
ULP1	146.39	93.51	-9.24	63.88 %	34,079.00	0.00 %		0.00 %	
KKI2	116.77	74.10	-7.08	63.46 %	31,011.00	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	4.12	5.95	-10.42	144.63 %	2,031.00	20.00 %	406.20	0.00 %	406.20
CH37	46.01	56.64	-6.95	123.11 %	20,937.00	20.00 %	4,187.40	0.00 %	4,187.40
PON1	101.03	106.52	-9.80	105.44 %	35,364.00	20.00 %	7,072.80	0.00 %	7,072.80
CH36	66.99	60.43	-6.59	90.21 %	20,133.00	10.00 %	2,013.30	0.00 %	2,013.30
CH03	358.84	320.81	-6.52	89.40 %	173,469.00	0.00 %		0.00 %	
CH15	360.63	318.09	-5.64	88.20 %	149,207.00	0.00 %		0.00 %	
CH41	124.15	109.49	-5.65	88.19 %	31,289.00	0.00 %		0.00 %	
CH27	53.74	45.55	-5.59	84.76 %	24,252.00	0.00 %		0.00 %	
CH18	190.37	160.38	-3.39	84.24 %	96,915.00	0.00 %		0.00 %	
CH20	186.74	153.16	-5.81	82.02 %	59,624.00	0.00 %		0.00 %	
CH34	202.63	164.39	-5.45	81.13 %	63,635.00	0.00 %		0.00 %	
CH46	76.54	61.38	-5.93	80.19 %	28,476.00	0.00 %		0.00 %	
CH17	138.95	110.29	-4.22	79.37 %	62,693.00	0.00 %		0.00 %	
CH24	154.98	122.23	-9.12	78.87 %	63,579.00	0.00 %		0.00 %	
CH21	264.85	204.49	-7.40	77.21 %	76,066.00	0.00 %		0.00 %	
CH35	121.41	90.11	-4.47	74.22 %	48,137.00	0.00 %		0.00 %	
CH33	152.69	113.26	-4.47	74.18 %	60,269.00	0.00 %		0.00 %	
GPD1	116.67	84.52	-7.16	72.45 %	21,239.00	0.00 %		0.00 %	
CH44	123.69	88.22	-6.22	71.33 %	46,189.00	0.00 %		0.00 %	
CH06	140.83	99.57	-6.46	70.70 %	50,147.00	0.00 %		0.00 %	
CH12	225.78	156.32	-6.30	69.24 %	73,726.00	0.00 %		0.00 %	
UKI1	118.20	81.48	-5.58	68.93 %	30,766.00	0.00 %		0.00 %	
CH32	20.60	14.08	-5.84	68.36 %	5,719.00	0.00 %		0.00 %	
MJR1	164.99	110.41	-4.20	66.92 %	46,086.00	0.00 %		0.00 %	
CH51	227.52	151.23	-9.10	66.47 %	60,489.00	0.00 %		0.00 %	
CH43	113.32	75.16	-7.13	66.33 %	38,522.00	0.00 %		0.00 %	
CH50	261.05	149.57	-4.60	57.30 %	73,861.00	0.00 %		0.00 %	
CH23	71.91	38.92	-3.95	54.11 %	26,355.00	0.00 %		0.00 %	
MC05	46.74	24.46	-1.56	52.33 %	5,904.00	0.00 %		0.00 %	
MC06	54.47	26.56	-4.91	48.75 %	6,342.00	0.00 %		0.00 %	
CH31	72.73	31.16	-4.95	42.85 %	13,012.00	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	53.62	61.21	-4.84	114.16 %	47,776.00	20.00 %	9,555.20	0.00 %	9,555.20
DKI1	99.24	107.87	-9.23	108.69 %	67,497.00	20.00 %	13,499.40	0.00 %	13,499.40
PVI1	114.02	119.32	-7.74	104.65 %	60,529.00	20.00 %	12,105.80	0.00 %	12,105.80
TEN1	82.65	77.79	-7.62	94.12 %	28,539.00	10.00 %	2,853.90	0.00 %	2,853.90
PKM1	42.58	39.21	-5.42	92.08 %	24,088.00	10.00 %	2,408.80	0.00 %	2,408.80
MDU5	58.61	52.25	-5.54	89.15 %	31,033.00	0.00 %		0.00 %	
TDI1	60.54	52.68	-5.05	87.02 %	33,359.00	0.00 %		0.00 %	
DGL1	185.63	161.42	-11.33	86.96 %	64,115.00	0.00 %		0.00 %	
BNR1	60.40	52.31	-8.09	86.61 %	21,569.00	0.00 %		0.00 %	
MDU6	128.72	109.14	-7.20	84.78 %	59,561.00	0.00 %		0.00 %	
SVG1	72.00	60.59	-8.90	84.16 %	27,625.00	0.00 %		0.00 %	
BTU1	43.34	35.02	-8.60	80.80 %	14,803.00	0.00 %		0.00 %	
SGP1	40.60	32.73	-3.59	80.61 %	28,709.00	0.00 %		0.00 %	
MDU1	364.97	290.48	-12.88	79.59 %	92,931.00	0.00 %		0.00 %	
MDU2	186.71	143.34	-7.98	76.77 %	71,153.00	0.00 %		0.00 %	
TMM1	104.61	79.14	-9.34	75.65 %	39,746.00	0.00 %		0.00 %	
CBM1	86.52	63.88	-7.15	73.84 %	34,687.00	0.00 %		0.00 %	
MDU3	92.09	67.90	-10.47	73.73 %	23,591.00	0.00 %		0.00 %	
NTM1	60.70	44.13	-6.00	72.71 %	21,915.00	0.00 %		0.00 %	
MNM1	40.23	29.12	-2.28	72.39 %	22,146.00	0.00 %		0.00 %	
USL1	68.69	49.43	-9.96	71.97 %	21,464.00	0.00 %		0.00 %	
CMR1	48.48	34.49	-6.48	71.14 %	15,395.00	0.00 %		0.00 %	
MPA1	98.52	69.48	-1.87	70.52 %	51,385.00	0.00 %		0.00 %	
MDU4	75.67	53.06	-9.20	70.12 %	24,956.00	0.00 %		0.00 %	
DGL2	70.17	48.65	-8.64	69.34 %	25,099.00	0.00 %		0.00 %	
TEN2	91.98	63.54	-7.19	69.08 %	24,990.00	0.00 %		0.00 %	
KPT1	59.99	41.43	-3.37	69.07 %	23,584.00	0.00 %		0.00 %	
PNI1	41.88	28.77	-6.80	68.70 %	10,774.00	0.00 %		0.00 %	
PNV2	57.77	39.17	-9.02	67.81 %	14,665.00	0.00 %		0.00 %	
ADP1	67.04	44.35	-4.92	66.15 %	26,288.00	0.00 %		0.00 %	
TPT1	86.95	56.98	-7.13	65.54 %	37,117.00	0.00 %		0.00 %	
NKI1	71.76	45.62	-6.69	63.57 %	23,157.00	0.00 %		0.00 %	
MLR1	63.46	40.14	-5.08	63.25 %	28,043.00	0.00 %		0.00 %	
ODM1	57.12	35.48	-10.38	62.11 %	11,977.00	0.00 %		0.00 %	
ATG1	126.25	75.36	-10.42	59.69 %	33,169.00	0.00 %		0.00 %	
KKD3	162.35	86.76	-6.37	53.44 %	69,379.00	0.00 %		0.00 %	
MDU7	130.23	68.38	-7.94	52.51 %	24,539.00	0.00 %		0.00 %	
KYK1	73.48	32.14	-3.77	43.74 %	21,564.00	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	22.41	25.76	-4.55	114.94 %	12,141.00	20.00 %	2,428.20	0.00 %	2,428.20
AVI1	49.37	50.70	-4.73	102.71 %	17,940.00	20.00 %	3,588.00	0.00 %	3,588.00
CMI1	35.56	35.46	-2.06	99.73 %	23,145.00	15.00 %	3,471.75	0.00 %	3,471.75
ERD1	107.03	99.27	-4.47	92.75 %	57,083.00	10.00 %	5,708.30	0.00 %	5,708.30
ERD2	133.23	116.39	-5.20	87.36 %	90,665.00	0.00 %		0.00 %	
KMM1	38.27	31.06	-4.08	81.16 %	18,151.00	0.00 %		0.00 %	
KGM1	47.53	38.19	-2.78	80.37 %	19,869.00	0.00 %		0.00 %	
PDR1	38.01	30.54	-3.02	80.35 %	23,958.00	0.00 %		0.00 %	
RSP1	59.48	46.74	-3.35	78.58 %	35,602.00	0.00 %		0.00 %	
TPR2	118.66	93.11	-8.57	78.46 %	25,740.00	0.00 %		0.00 %	
SYM2	58.81	42.88	-4.55	72.91 %	18,820.00	0.00 %		0.00 %	
TCG1	56.09	40.23	-2.99	71.73 %	32,856.00	0.00 %		0.00 %	
GBM1	76.06	54.23	-2.83	71.30 %	21,095.00	0.00 %		0.00 %	
NKL2	173.97	116.65	-4.35	67.05 %	71,074.00	0.00 %		0.00 %	
TPR1	105.74	66.76	-5.54	63.14 %	29,564.00	0.00 %		0.00 %	
TPR4	40.39	22.39	-4.56	55.43 %	7,550.00	0.00 %		0.00 %	
VKL1	44.20	20.75	-2.42	46.94 %	12,987.00	0.00 %		0.00 %	
TPR3	64.53	23.45	-4.85	36.34 %	6,955.00	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	57.19	70.52	-3.79	123.30 %	36,513.00	20.00 %	7,302.60	0.00 %	7,302.60
ATU1	94.74	88.06	-4.42	92.96 %	48,757.00	10.00 %	4,875.70	0.00 %	4,875.70
PLC1	53.44	45.17	-1.49	84.52 %	31,003.00	0.00 %		0.00 %	
MTR1	86.32	68.30	-3.61	79.12 %	45,112.00	0.00 %		0.00 %	
SLM2	78.61	61.41	-6.73	78.11 %	38,144.00	0.00 %		0.00 %	
DPR1	47.41	36.83	-2.46	77.68 %	23,911.00	0.00 %		0.00 %	
APN1	66.09	49.16	-2.44	74.38 %	31,546.00	0.00 %		0.00 %	
TRM1	141.51	104.92	-3.98	74.15 %	51,305.00	0.00 %		0.00 %	
HSR1	112.60	81.91	-1.45	72.74 %	51,229.00	0.00 %		0.00 %	
KAM1	58.27	42.25	-3.60	72.51 %	25,977.00	0.00 %		0.00 %	
BMD1	60.74	44.00	-3.07	72.44 %	28,000.00	0.00 %		0.00 %	
MCR1	101.27	73.19	-2.44	72.27 %	51,709.00	0.00 %		0.00 %	
SLM3	111.80	80.65	-2.69	72.13 %	46,096.00	0.00 %		0.00 %	
SLM1	217.27	153.93	-3.90	70.85 %	78,201.00	0.00 %		0.00 %	
PMP1	85.19	60.14	-4.21	70.59 %	20,309.00	0.00 %		0.00 %	
OML1	102.64	72.25	-2.02	70.39 %	40,702.00	0.00 %		0.00 %	
EPI1	82.29	55.98	-3.02	68.03 %	40,040.00	0.00 %		0.00 %	
KVP1	61.94	41.53	-4.07	67.05 %	16,628.00	0.00 %		0.00 %	
HRR1	71.60	46.88	-5.29	65.47 %	22,468.00	0.00 %		0.00 %	
PNG1	56.13	36.52	-1.88	65.06 %	21,032.00	0.00 %		0.00 %	
DPR2	52.14	33.87	-2.85	64.96 %	16,319.00	0.00 %		0.00 %	
HSR2	191.16	119.04	-1.90	62.27 %	63,936.00	0.00 %		0.00 %	
VPD1	108.25	67.30	-2.82	62.17 %	37,476.00	0.00 %		0.00 %	
SGI1	74.93	46.37	-1.38	61.89 %	27,924.00	0.00 %		0.00 %	
EDP1	42.83	23.52	-3.00	54.91 %	16,898.00	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	55.39	61.19	-3.96	110.46 %	36,457.00	20.00 %	7,291.40	0.00 %	7,291.40
SUL1	50.13	46.13	-3.75	92.02 %	30,644.00	10.00 %	3,064.40	0.00 %	3,064.40
CBE6	80.42	69.46	-3.20	86.38 %	40,377.00	0.00 %		0.00 %	
KMR1	134.90	109.07	-3.08	80.85 %	62,223.00	0.00 %		0.00 %	
MPM1	72.20	56.57	-1.74	78.35 %	26,572.00	0.00 %		0.00 %	
GDR1	51.83	39.61	-3.99	76.42 %	9,292.00	0.00 %		0.00 %	
UMP1	54.25	41.15	-4.33	75.86 %	22,112.00	0.00 %		0.00 %	
PLI1	82.16	60.03	-3.33	73.07 %	31,573.00	0.00 %		0.00 %	
CBE4	100.64	71.66	-3.60	71.21 %	43,641.00	0.00 %		0.00 %	
ANR1	22.59	15.84	-2.67	70.15 %	6,933.00	0.00 %		0.00 %	
KGI1	77.16	53.49	-2.87	69.32 %	13,203.00	0.00 %		0.00 %	
CBE5	38.95	26.91	-1.51	69.09 %	26,422.00	0.00 %		0.00 %	
SNR1	78.67	53.96	-4.76	68.59 %	37,174.00	0.00 %		0.00 %	
CBE2	351.00	220.78	-4.39	62.90 %	104,671.00	0.00 %		0.00 %	
CNR1	73.23	45.82	-2.00	62.56 %	14,287.00	0.00 %		0.00 %	
CBE3	34.69	20.44	-3.28	58.91 %	18,104.00	0.00 %		0.00 %	
DPM2	68.03	39.42	-1.49	57.95 %	26,740.00	0.00 %		0.00 %	
UAM1	136.50	74.22	-2.74	54.37 %	27,429.00	0.00 %		0.00 %	
PDM1	39.66	21.03	-1.49	53.02 %	20,447.00	0.00 %		0.00 %	
PPI1	58.34	28.45	-3.35	48.77 %	11,619.00	0.00 %		0.00 %	
KMD1	58.63	24.07	-2.14	41.06 %	10,884.00	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	172.12	116.39	-7.87	67.62 %	57,668.00	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	30.36	29.35	-4.67	96.67 %	19,521.00	15.00 %	2,928.15	0.00 %	2,928.15
KSM1	98.74	82.68	-8.89	83.74 %	27,757.00	0.00 %		0.00 %	
MMT1	88.90	73.32	-5.28	82.47 %	26,644.00	0.00 %		0.00 %	
TKS2	210.97	173.46	-8.10	82.22 %	66,482.00	0.00 %		0.00 %	
SVK1	136.35	109.47	-6.96	80.29 %	58,795.00	0.00 %		0.00 %	
TKS1	150.56	118.99	-7.33	79.03 %	54,886.00	0.00 %		0.00 %	
KYR1	64.35	49.60	-3.02	77.08 %	31,036.00	0.00 %		0.00 %	
RND2	152.88	117.63	-5.92	76.94 %	77,371.00	0.00 %		0.00 %	
APK2	88.31	67.20	-8.41	76.10 %	24,358.00	0.00 %		0.00 %	
TUT1	606.89	460.77	-5.42	75.92 %	284,004.00	0.00 %		0.00 %	
ASM1	74.97	55.98	-5.76	74.67 %	41,793.00	0.00 %		0.00 %	
PKD1	107.26	80.02	-2.22	74.60 %	64,074.00	0.00 %		0.00 %	
STU2	53.76	39.15	-6.36	72.83 %	16,658.00	0.00 %		0.00 %	
PDI1	76.56	55.05	-7.14	71.90 %	30,292.00	0.00 %		0.00 %	
KVT1	351.36	250.94	-6.93	71.42 %	144,578.00	0.00 %		0.00 %	
SKD1	72.37	51.67	-6.25	71.40 %	28,875.00	0.00 %		0.00 %	
VKM1	68.58	48.80	-4.71	71.16 %	30,845.00	0.00 %		0.00 %	
SNL1	97.27	67.87	-8.55	69.77 %	34,124.00	0.00 %		0.00 %	
APK1	85.93	59.46	-6.79	69.19 %	34,965.00	0.00 %		0.00 %	
VLY1	180.71	124.71	-6.47	69.01 %	71,472.00	0.00 %		0.00 %	
TCN1	126.38	86.10	-5.70	68.12 %	48,150.00	0.00 %		0.00 %	
ERL2	125.47	84.10	-3.92	67.03 %	74,343.00	0.00 %		0.00 %	
KGL1	70.94	47.37	-3.78	66.77 %	31,623.00	0.00 %		0.00 %	
SDI1	129.93	86.43	-9.98	66.51 %	29,427.00	0.00 %		0.00 %	
VNR2	259.87	170.67	-4.09	65.68 %	70,500.00	0.00 %		0.00 %	
ARM1	55.22	34.10	-4.60	61.75 %	24,415.00	0.00 %		0.00 %	
UDN1	95.71	59.09	-6.64	61.74 %	32,479.00	0.00 %		0.00 %	
TUT2	259.88	158.83	-5.89	61.12 %	94,198.00	0.00 %		0.00 %	
NGR1	388.95	236.38	-9.30	60.77 %	97,973.00	0.00 %		0.00 %	
RND1	181.82	110.21	-5.59	60.61 %	76,345.00	0.00 %		0.00 %	
RPM1	246.98	146.22	-11.37	59.20 %	58,516.00	0.00 %		0.00 %	
MAR1	210.68	120.34	-6.67	57.12 %	60,780.00	0.00 %		0.00 %	
TKY1	89.46	50.85	-3.83	56.84 %	28,746.00	0.00 %		0.00 %	
TYI1	116.73	64.55	-5.34	55.30 %	46,072.00	0.00 %		0.00 %	
VNR1	87.72	48.34	-4.58	55.11 %	24,199.00	0.00 %		0.00 %	
TVL1	718.55	380.64	-6.16	52.97 %	230,319.00	0.00 %		0.00 %	
SGT1	84.81	30.68	-5.79	36.17 %	13,050.00	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	280.24	193.60	-4.08	69.08 %	157,367.00	0.00 %		0.00 %	
KLR1	86.45	52.94	-1.61	61.23 %	38,179.00	0.00 %		0.00 %	
PAS1	126.21	74.67	-1.85	59.16 %	66,566.00	0.00 %		0.00 %	
PNL1	105.85	46.88	-2.49	44.29 %	35,424.00	0.00 %		0.00 %	
KOM1	278.17	122.66	-2.85	44.09 %	86,086.00	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	116.34	44.14	-12.70	37.94 %	6,906.00	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	50.00	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	0.54	299.00	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	16.69	10.91	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	2.16	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(7.72)	-15.12	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	(70.27)	-18.32	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	36.17	7.34	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(15.28)	-12.45	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(4.92)	-16.02	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(19.50)	-17.36	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	(9.60)	-20.77	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	(7.29)	-15.25	0.00 %	0.00	0.00 %		0.00 %	
WKOC	0.00	(0.73)	-27.87	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(18.34)	-14.50	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	9.35	0.32	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	12.89	2.84	0.00 %	0.00	0.00 %		0.00 %	