

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
36,527.06 L	26,761.10 L	73.26 %	0.00 %	136.85 L

Note : Sales Period is From :01-Sep-2026 To :24-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	4,287.70	3,474.15	81.03 %	0.00	0.00 %	0.00
NORTH ARCOT	3,014.87	2,383.74	79.07 %	0.00	0.00 %	0.00
TRICHY-01	3,738.21	2,845.71	76.12 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,535.08	1,910.32	75.36 %	0.00	0.00 %	0.00
CHENNAI-02	4,552.88	3,419.93	75.12 %	0.00	0.00 %	0.00
WEST-03	1,324.52	988.37	74.62 %	0.00	0.00 %	0.00
SOUTH-03	3,578.70	2,646.46	73.95 %	0.00	0.00 %	0.00
WEST-02	2,312.73	1,642.53	71.02 %	0.00	0.00 %	0.00
KL-NORTH	1,863.10	1,267.87	68.05 %	0.00	0.00 %	0.00
KL-CENTRAL	179.61	121.49	67.64 %	0.00	0.00 %	0.00
WEST-01	1,794.13	1,207.04	67.28 %	0.00	0.00 %	0.00
SOUTH-01	6,309.10	4,125.92	65.40 %	0.00	0.00 %	0.00
KL-SOUTH	915.04	511.10	55.86 %	0.00	0.00 %	0.00
HYDERABAD-01	121.40	44.29	36.49 %	0.00	0.00 %	0.00
OTHERS	0.00	172.18	0.00 %	0.00	0.00 %	0.00
Total	36,527.06	26,761.10	73.26 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC09	21.58	26.18	-3.95	121.33 %	12,139.00	20.00 %	2,427.80	0.00 %	2,427.80
CH22	115.41	127.05	-8.21	110.08 %	35,308.00	20.00 %	7,061.60	0.00 %	7,061.60
GUD1	138.50	140.76	-4.35	101.64 %	103,433.00	20.00 %	20,686.60	0.00 %	20,686.60
CH28	160.49	161.14	-1.77	100.41 %	147,257.00	20.00 %	29,451.40	0.00 %	29,451.40
CH25	142.57	139.15	-7.17	97.60 %	64,566.00	15.00 %	9,684.90	0.00 %	9,684.90
AVD1	158.50	154.45	-6.67	97.44 %	69,576.00	15.00 %	10,436.40	0.00 %	10,436.40
CH47	251.51	236.49	-5.87	94.03 %	109,713.00	10.00 %	10,971.30	0.00 %	10,971.30
KNR1	96.56	89.53	-4.04	92.71 %	57,560.00	10.00 %	5,756.00	0.00 %	5,756.00
CH49	201.41	185.54	-6.59	92.12 %	94,799.00	10.00 %	9,479.90	0.00 %	9,479.90
CH30	155.10	142.78	-6.14	92.06 %	81,345.00	10.00 %	8,134.50	0.00 %	8,134.50
CH16	282.94	247.58	-5.78	87.50 %	130,466.00	0.00 %		0.00 %	
CH05	217.41	190.17	-9.36	87.47 %	93,499.00	0.00 %		0.00 %	
CH45	156.62	134.86	-7.43	86.11 %	47,532.00	0.00 %		0.00 %	
CH48	184.77	154.89	-3.35	83.83 %	92,768.00	0.00 %		0.00 %	
SKL1	93.52	77.80	-6.27	83.19 %	46,751.00	0.00 %		0.00 %	
CGL1	81.11	62.37	-7.63	76.90 %	26,428.00	0.00 %		0.00 %	
CH26	37.08	28.41	-4.03	76.62 %	15,703.00	0.00 %		0.00 %	
TKM1	80.17	59.63	-2.48	74.39 %	39,523.00	0.00 %		0.00 %	
CH19	223.48	161.63	-8.24	72.33 %	84,938.00	0.00 %		0.00 %	
CH07	202.48	145.54	-7.06	71.88 %	62,034.00	0.00 %		0.00 %	
CH38	118.86	84.10	-3.74	70.76 %	47,719.00	0.00 %		0.00 %	
CH14	322.32	218.09	-7.07	67.66 %	105,579.00	0.00 %		0.00 %	
MRM1	165.72	111.59	-7.87	67.34 %	47,726.00	0.00 %		0.00 %	
GUD2	124.26	82.09	-5.49	66.06 %	49,364.00	0.00 %		0.00 %	
CH42	234.22	153.72	-5.79	65.63 %	86,351.00	0.00 %		0.00 %	
CH39	89.55	49.75	-6.37	55.55 %	34,224.00	0.00 %		0.00 %	
CH08	123.26	63.81	-9.35	51.77 %	38,555.00	0.00 %		0.00 %	
CH29	24.38	10.59	-3.49	43.41 %	5,863.00	0.00 %		0.00 %	
CH40	83.91	34.47	-1.71	41.08 %	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	160.03	172.71	-7.59	107.92 %	58,810.00	20.00 %	11,762.00	0.00 %	11,762.00
VNB1	98.80	100.53	-3.15	101.75 %	51,820.00	20.00 %	10,364.00	0.00 %	10,364.00
CPT1	48.56	48.49	-2.40	99.86 %	31,506.00	15.00 %	4,725.90	0.00 %	4,725.90
CYR1	63.42	62.21	-5.14	98.09 %	38,948.00	15.00 %	5,842.20	0.00 %	5,842.20
SBR1	155.42	148.10	-5.76	95.29 %	93,740.00	15.00 %	14,061.00	0.00 %	14,061.00
ABR1	115.54	108.89	-7.20	94.24 %	43,803.00	10.00 %	4,380.30	0.00 %	4,380.30
AKM1	114.86	102.66	-5.79	89.38 %	46,989.00	0.00 %		0.00 %	
VEL1	82.42	69.54	-5.77	84.38 %	29,677.00	0.00 %		0.00 %	
TRR1	155.75	131.30	-8.36	84.30 %	49,990.00	0.00 %		0.00 %	
SLG1	58.91	48.94	-4.42	83.08 %	27,589.00	0.00 %		0.00 %	
WJP1	91.27	75.59	-4.38	82.81 %	40,424.00	0.00 %		0.00 %	
GDM1	85.51	70.77	-7.65	82.75 %	34,384.00	0.00 %		0.00 %	
ANI1	60.83	49.94	-4.33	82.10 %	23,638.00	0.00 %		0.00 %	
TRT1	66.71	54.36	-9.18	81.49 %	16,158.00	0.00 %		0.00 %	
KPM2	324.48	261.27	-5.20	80.52 %	107,293.00	0.00 %		0.00 %	
VEL3	154.86	121.55	-7.36	78.50 %	67,223.00	0.00 %		0.00 %	
UGI1	59.62	45.62	-3.19	76.51 %	18,165.00	0.00 %		0.00 %	
VEL2	172.18	128.24	-6.93	74.48 %	69,787.00	0.00 %		0.00 %	
PTU1	41.29	30.47	-6.44	73.79 %	11,136.00	0.00 %		0.00 %	
KPM1	101.40	73.25	-5.84	72.24 %	25,530.00	0.00 %		0.00 %	
BGR1	74.11	52.66	-3.51	71.06 %	33,354.00	0.00 %		0.00 %	
VSI1	104.70	74.32	-6.22	70.98 %	38,797.00	0.00 %		0.00 %	
TRL1	166.85	110.85	-7.93	66.44 %	56,203.00	0.00 %		0.00 %	
WJD1	122.76	79.69	-3.68	64.91 %	48,342.00	0.00 %		0.00 %	
PLR1	79.10	46.90	-4.14	59.30 %	24,734.00	0.00 %		0.00 %	
ARC2	100.47	56.39	-3.77	56.13 %	30,416.00	0.00 %		0.00 %	
CGM1	155.02	58.49	-5.96	37.73 %	23,187.00	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	69.96	72.08	-3.40	103.03 %	52,172.00	20.00 %	10,434.40	0.00 %	10,434.40
KIK1	96.94	95.91	-4.16	98.93 %	64,568.00	15.00 %	9,685.20	0.00 %	9,685.20
MVM1	174.94	166.47	-2.98	95.16 %	128,044.00	15.00 %	19,206.60	0.00 %	19,206.60
JKM1	96.16	89.09	-2.46	92.64 %	50,982.00	10.00 %	5,098.20	0.00 %	5,098.20
TVR2	155.94	140.39	-5.46	90.03 %	74,418.00	10.00 %	7,441.80	0.00 %	7,441.80
PBR1	56.60	50.43	-8.40	89.10 %	18,876.00	0.00 %		0.00 %	
MDI1	99.39	85.10	-8.78	85.62 %	35,955.00	0.00 %		0.00 %	
AYR1	82.94	70.87	-6.16	85.44 %	28,325.00	0.00 %		0.00 %	
TTP1	100.70	85.95	-2.09	85.35 %	39,366.00	0.00 %		0.00 %	
PBR2	197.06	161.98	-6.30	82.20 %	73,408.00	0.00 %		0.00 %	
TRY3	88.59	70.68	-8.36	79.78 %	35,189.00	0.00 %		0.00 %	
KRN1	70.84	56.44	-3.33	79.67 %	27,161.00	0.00 %		0.00 %	
NMM1	69.65	54.94	-2.75	78.89 %	37,322.00	0.00 %		0.00 %	
NGT1	139.39	108.90	-3.35	78.13 %	79,048.00	0.00 %		0.00 %	
TNJ1	191.25	148.25	-6.51	77.52 %	64,089.00	0.00 %		0.00 %	
KUM1	187.06	143.30	-7.82	76.61 %	84,099.00	0.00 %		0.00 %	
TNJ2	159.03	120.93	-6.68	76.04 %	58,228.00	0.00 %		0.00 %	
TRY4	137.94	103.83	-6.91	75.27 %	58,533.00	0.00 %		0.00 %	
PTK1	154.63	116.04	-4.60	75.04 %	76,435.00	0.00 %		0.00 %	
NCK1	52.61	39.47	-5.27	75.03 %	17,400.00	0.00 %		0.00 %	
PDK2	118.17	87.37	-6.31	73.94 %	48,066.00	0.00 %		0.00 %	
KUM2	103.95	76.17	-3.06	73.28 %	62,204.00	0.00 %		0.00 %	
MSI1	90.82	63.21	-3.36	69.60 %	38,110.00	0.00 %		0.00 %	
TYR1	133.81	90.47	-4.13	67.61 %	43,594.00	0.00 %		0.00 %	
ORU1	72.72	45.56	-4.21	62.65 %	26,269.00	0.00 %		0.00 %	
TRY1	674.92	415.13	-10.60	61.51 %	160,420.00	0.00 %		0.00 %	
APM1	40.22	24.22	-1.57	60.22 %	19,129.00	0.00 %		0.00 %	
PDK1	68.45	40.65	-4.47	59.39 %	33,267.00	0.00 %		0.00 %	
TRY2	53.53	21.88	-6.43	40.87 %	13,589.00	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	86.32	101.58	-9.15	117.67 %	35,223.00	20.00 %	7,044.60	0.00 %	7,044.60
MKM1	50.22	51.87	-5.38	103.28 %	29,058.00	20.00 %	5,811.60	0.00 %	5,811.60
KML1	65.60	59.37	-3.07	90.50 %	36,554.00	10.00 %	3,655.40	0.00 %	3,655.40
VCM1	24.03	21.20	-4.53	88.20 %	10,359.00	0.00 %		0.00 %	
CDM1	142.46	123.75	-7.31	86.87 %	49,114.00	0.00 %		0.00 %	
STP1	44.20	35.55	-7.26	80.44 %	12,518.00	0.00 %		0.00 %	
TVM1	62.14	49.41	-7.83	79.52 %	16,231.00	0.00 %		0.00 %	
CUD1	273.61	216.52	-3.98	79.13 %	111,554.00	0.00 %		0.00 %	
VPM2	132.61	104.08	-5.85	78.48 %	44,887.00	0.00 %		0.00 %	
KLM1	145.14	113.68	-5.30	78.32 %	76,759.00	0.00 %		0.00 %	
NVL2	113.37	87.04	-6.31	76.78 %	39,955.00	0.00 %		0.00 %	
TVM2	88.40	67.67	-8.08	76.55 %	17,980.00	0.00 %		0.00 %	
TRK1	221.02	160.29	-6.76	72.53 %	82,032.00	0.00 %		0.00 %	
SJI2	159.38	114.16	-7.91	71.63 %	54,870.00	0.00 %		0.00 %	
TDM1	128.62	91.33	-11.45	71.01 %	24,746.00	0.00 %		0.00 %	
POY1	220.10	147.21	-8.53	66.88 %	66,565.00	0.00 %		0.00 %	
VCM2	76.86	51.03	-8.61	66.39 %	23,192.00	0.00 %		0.00 %	
ULP1	152.75	96.44	-9.28	63.13 %	35,559.00	0.00 %		0.00 %	
POY2	178.38	111.93	-6.95	62.75 %	45,774.00	0.00 %		0.00 %	
KKI2	121.85	76.25	-7.09	62.58 %	31,476.00	0.00 %		0.00 %	
VPM1	48.03	29.96	-4.99	62.38 %	14,484.00	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	4.30	6.33	-11.16	147.43 %	2,051.00	20.00 %	410.20	0.00 %	410.20
CH37	48.01	58.00	-6.88	120.82 %	22,474.00	20.00 %	4,494.80	0.00 %	4,494.80
PON1	105.42	108.06	-9.76	102.50 %	35,882.00	20.00 %	7,176.40	0.00 %	7,176.40
CH41	129.55	113.96	-5.85	87.96 %	33,393.00	0.00 %		0.00 %	
CH03	374.44	328.21	-6.50	87.65 %	179,777.00	0.00 %		0.00 %	
CH36	69.90	60.97	-6.53	87.22 %	20,151.00	0.00 %		0.00 %	
CH15	376.31	327.47	-5.70	87.02 %	155,639.00	0.00 %		0.00 %	
CH27	56.07	48.45	-5.26	86.40 %	25,122.00	0.00 %		0.00 %	
CH18	198.65	163.29	-3.30	82.20 %	99,363.00	0.00 %		0.00 %	
CH20	194.86	159.16	-5.90	81.68 %	60,604.00	0.00 %		0.00 %	
CH46	79.86	63.53	-6.04	79.55 %	29,986.00	0.00 %		0.00 %	
CH34	211.44	167.80	-5.43	79.36 %	65,590.00	0.00 %		0.00 %	
CH24	161.72	125.84	-9.16	77.81 %	66,337.00	0.00 %		0.00 %	
CH17	144.99	111.94	-4.26	77.21 %	63,451.00	0.00 %		0.00 %	
CH21	276.37	210.05	-7.37	76.00 %	77,063.00	0.00 %		0.00 %	
CH35	126.69	93.45	-4.41	73.77 %	49,995.00	0.00 %		0.00 %	
CH33	159.33	115.92	-4.38	72.76 %	62,309.00	0.00 %		0.00 %	
CH32	21.50	15.45	-7.44	71.85 %	5,875.00	0.00 %		0.00 %	
GPD1	121.74	86.48	-7.13	71.03 %	22,289.00	0.00 %		0.00 %	
CH44	129.06	91.65	-6.33	71.01 %	48,565.00	0.00 %		0.00 %	
CH06	146.95	101.06	-6.39	68.77 %	51,287.00	0.00 %		0.00 %	
CH12	235.60	160.62	-6.31	68.17 %	75,968.00	0.00 %		0.00 %	
UKI1	123.34	83.01	-5.56	67.30 %	31,206.00	0.00 %		0.00 %	
MJR1	172.17	112.42	-4.26	65.30 %	47,397.00	0.00 %		0.00 %	
CH43	118.25	76.35	-7.14	64.56 %	39,438.00	0.00 %		0.00 %	
CH51	237.42	152.69	-9.08	64.31 %	61,548.00	0.00 %		0.00 %	
CH50	272.40	154.18	-4.73	56.60 %	77,004.00	0.00 %		0.00 %	
CH23	75.04	40.13	-3.84	53.48 %	27,644.00	0.00 %		0.00 %	
MC05	48.77	25.04	-1.64	51.34 %	6,388.00	0.00 %		0.00 %	
MC06	56.84	26.95	-4.89	47.41 %	6,662.00	0.00 %		0.00 %	
CH31	75.89	31.48	-4.78	41.48 %	12,952.00	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	23.38	26.70	-4.72	114.17 %	12,581.00	20.00 %	2,516.20	0.00 %	2,516.20
AVI1	51.51	51.62	-4.68	100.20 %	18,440.00	20.00 %	3,688.00	0.00 %	3,688.00
CMI1	37.10	35.66	-2.05	96.11 %	23,445.00	15.00 %	3,516.75	0.00 %	3,516.75
ERD1	111.68	100.34	-4.47	89.85 %	57,858.00	0.00 %		0.00 %	
ERD2	139.02	117.96	-5.20	84.85 %	91,234.00	0.00 %		0.00 %	
KGM1	49.59	39.11	-2.73	78.87 %	20,581.00	0.00 %		0.00 %	
KMM1	39.94	31.32	-4.09	78.42 %	18,481.00	0.00 %		0.00 %	
PDR1	39.66	30.54	-3.02	77.00 %	23,958.00	0.00 %		0.00 %	
NKL2	181.54	138.91	-5.03	76.52 %	81,078.00	0.00 %		0.00 %	
RSP1	62.06	47.36	-3.34	76.30 %	35,678.00	0.00 %		0.00 %	
TPR2	123.82	93.59	-8.60	75.58 %	25,815.00	0.00 %		0.00 %	
SYM2	61.37	43.05	-4.55	70.15 %	18,951.00	0.00 %		0.00 %	
TCG1	58.53	40.88	-2.81	69.85 %	34,406.00	0.00 %		0.00 %	
GBM1	79.37	54.55	-2.81	68.73 %	21,765.00	0.00 %		0.00 %	
TPR1	110.34	67.67	-5.53	61.33 %	29,747.00	0.00 %		0.00 %	
TPR4	42.14	23.58	-4.55	55.96 %	9,483.00	0.00 %		0.00 %	
VKL1	46.12	20.94	-2.42	45.40 %	12,997.00	0.00 %		0.00 %	
TPR3	67.34	24.60	-4.87	36.53 %	7,390.00	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	55.95	62.82	-4.79	112.27 %	48,421.00	20.00 %	9,684.20	0.00 %	9,684.20
DKI1	103.56	109.55	-9.25	105.78 %	68,277.00	20.00 %	13,655.40	0.00 %	13,655.40
PVI1	118.98	120.29	-7.71	101.10 %	61,322.00	20.00 %	12,264.40	0.00 %	12,264.40
PKM1	44.43	41.79	-5.32	94.07 %	25,188.00	10.00 %	2,518.80	0.00 %	2,518.80
TEN1	86.25	78.70	-7.62	91.25 %	28,559.00	10.00 %	2,855.90	0.00 %	2,855.90
MDU5	61.16	53.15	-5.64	86.90 %	31,665.00	0.00 %		0.00 %	
DGL1	193.70	166.06	-11.40	85.73 %	65,723.00	0.00 %		0.00 %	
TDI1	63.17	53.88	-5.07	85.30 %	33,505.00	0.00 %		0.00 %	
BNR1	63.02	53.69	-7.99	85.18 %	22,207.00	0.00 %		0.00 %	
MDU6	134.32	112.07	-7.19	83.43 %	60,331.00	0.00 %		0.00 %	
SVG1	75.13	61.03	-8.85	81.24 %	28,025.00	0.00 %		0.00 %	
BTU1	45.22	36.10	-8.48	79.83 %	14,868.00	0.00 %		0.00 %	
SGP1	42.37	33.23	-3.54	78.43 %	29,269.00	0.00 %		0.00 %	
MDU1	380.84	294.80	-12.84	77.41 %	94,839.00	0.00 %		0.00 %	
MDU2	194.83	146.49	-7.97	75.19 %	72,572.00	0.00 %		0.00 %	
TMM1	109.16	80.41	-9.40	73.66 %	40,081.00	0.00 %		0.00 %	
CBM1	90.28	65.41	-7.03	72.45 %	35,852.00	0.00 %		0.00 %	
MNM1	41.98	30.36	-2.30	72.33 %	23,286.00	0.00 %		0.00 %	
MDU3	96.10	69.44	-10.43	72.26 %	24,837.00	0.00 %		0.00 %	
NTM1	63.34	44.98	-6.01	71.02 %	22,458.00	0.00 %		0.00 %	
USL1	71.67	50.79	-9.97	70.86 %	22,425.00	0.00 %		0.00 %	
MPA1	102.81	71.31	-1.82	69.36 %	51,792.00	0.00 %		0.00 %	
CMR1	50.59	34.69	-6.47	68.57 %	15,535.00	0.00 %		0.00 %	
MDU4	78.96	53.96	-9.38	68.34 %	25,036.00	0.00 %		0.00 %	
PNI1	43.70	29.82	-6.96	68.24 %	11,373.00	0.00 %		0.00 %	
TEN2	95.98	65.16	-7.22	67.89 %	25,374.00	0.00 %		0.00 %	
KPT1	62.60	42.34	-3.31	67.63 %	24,639.00	0.00 %		0.00 %	
DGL2	73.22	49.01	-8.62	66.94 %	25,459.00	0.00 %		0.00 %	
PNV2	60.28	40.02	-9.07	66.38 %	15,109.00	0.00 %		0.00 %	
ADP1	69.96	44.93	-5.00	64.23 %	26,458.00	0.00 %		0.00 %	
TPT1	90.73	58.00	-7.08	63.93 %	37,781.00	0.00 %		0.00 %	
NKI1	74.88	46.84	-6.70	62.55 %	23,861.00	0.00 %		0.00 %	
MLR1	66.22	40.34	-5.08	60.91 %	28,143.00	0.00 %		0.00 %	
ODM1	59.61	36.18	-10.35	60.69 %	12,157.00	0.00 %		0.00 %	
ATG1	131.74	76.46	-10.48	58.04 %	33,549.00	0.00 %		0.00 %	
MDU7	135.89	71.47	-8.27	52.59 %	25,531.00	0.00 %		0.00 %	
KKD3	169.41	88.35	-6.25	52.15 %	71,384.00	0.00 %		0.00 %	
KYK1	76.67	32.56	-3.72	42.46 %	21,842.00	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	59.68	73.67	-3.89	123.45 %	37,641.00	20.00 %	7,528.20	0.00 %	7,528.20
ATU1	98.86	90.37	-4.37	91.42 %	50,877.00	10.00 %	5,087.70	0.00 %	5,087.70
PLC1	55.77	45.60	-1.48	81.77 %	31,653.00	0.00 %		0.00 %	
MTR1	90.07	70.53	-3.66	78.30 %	47,107.00	0.00 %		0.00 %	
DPR1	49.47	38.62	-2.39	78.06 %	24,701.00	0.00 %		0.00 %	
SLM2	82.03	62.25	-6.64	75.89 %	38,554.00	0.00 %		0.00 %	
TRM1	147.66	107.98	-3.97	73.13 %	52,705.00	0.00 %		0.00 %	
APN1	68.97	50.22	-2.42	72.82 %	32,826.00	0.00 %		0.00 %	
BMD1	63.38	45.35	-3.10	71.55 %	29,534.00	0.00 %		0.00 %	
HSR1	117.50	83.61	-1.48	71.16 %	51,761.00	0.00 %		0.00 %	
KAM1	60.80	42.92	-3.55	70.60 %	26,239.00	0.00 %		0.00 %	
MCR1	105.67	74.17	-2.43	70.19 %	53,424.00	0.00 %		0.00 %	
SLM1	226.71	158.87	-3.93	70.07 %	80,055.00	0.00 %		0.00 %	
SLM3	116.66	81.58	-2.68	69.93 %	46,284.00	0.00 %		0.00 %	
OML1	107.10	74.57	-2.01	69.62 %	41,394.00	0.00 %		0.00 %	
PMP1	88.90	60.41	-4.21	67.95 %	20,549.00	0.00 %		0.00 %	
EPI1	85.86	56.72	-3.02	66.06 %	40,929.00	0.00 %		0.00 %	
KVP1	64.63	41.86	-4.04	64.77 %	16,830.00	0.00 %		0.00 %	
HRR1	74.71	47.67	-5.25	63.81 %	23,278.00	0.00 %		0.00 %	
PNG1	58.57	37.25	-1.98	63.61 %	21,117.00	0.00 %		0.00 %	
DPR2	54.41	34.13	-2.83	62.73 %	16,319.00	0.00 %		0.00 %	
HSR2	199.47	124.73	-1.84	62.53 %	65,350.00	0.00 %		0.00 %	
SGI1	78.18	47.68	-1.35	60.98 %	29,336.00	0.00 %		0.00 %	
VPD1	112.95	68.16	-2.81	60.34 %	38,250.00	0.00 %		0.00 %	
EDP1	44.70	23.60	-3.00	52.81 %	16,963.00	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)
KNU1	321.35	253.69	-8.98	78.95 %	113,170.00	0.00 %		0.00 %	
BSY1	225.28	175.14	-5.09	77.74 %	98,601.00	0.00 %		0.00 %	
KZD1	1,089.90	746.95	-9.34	68.53 %	312,519.00	0.00 %		0.00 %	
VLC1	226.57	92.08	-4.85	40.64 %	48,699.00	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	179.61	121.49	-7.65	67.64 %	60,578.00	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	57.80	61.84	-3.94	106.99 %	36,873.00	20.00 %	7,374.60	0.00 %	7,374.60
SUL1	52.31	47.24	-3.75	90.30 %	31,004.00	10.00 %	3,100.40	0.00 %	3,100.40
CBE6	83.91	70.12	-3.23	83.56 %	40,886.00	0.00 %		0.00 %	
KMR1	140.77	111.77	-3.02	79.40 %	63,392.00	0.00 %		0.00 %	
MPM1	75.34	59.13	-1.79	78.48 %	28,352.00	0.00 %		0.00 %	
GDR1	54.09	40.57	-3.93	75.00 %	10,152.00	0.00 %		0.00 %	
UMP1	56.61	41.90	-4.43	74.02 %	22,423.00	0.00 %		0.00 %	
PLI1	85.73	61.62	-3.26	71.88 %	32,873.00	0.00 %		0.00 %	
CBE4	105.02	72.97	-3.60	69.48 %	44,396.00	0.00 %		0.00 %	
SNR1	82.09	56.77	-4.64	69.15 %	37,857.00	0.00 %		0.00 %	
ANR1	23.57	16.17	-2.72	68.63 %	7,417.00	0.00 %		0.00 %	
KGI1	80.52	53.79	-2.85	66.81 %	13,413.00	0.00 %		0.00 %	
CBE5	40.65	26.96	-1.51	66.32 %	26,459.00	0.00 %		0.00 %	
CBE2	366.26	225.92	-4.35	61.68 %	106,738.00	0.00 %		0.00 %	
CNR1	76.42	46.81	-2.05	61.25 %	14,832.00	0.00 %		0.00 %	
CBE3	36.20	20.47	-3.29	56.54 %	18,104.00	0.00 %		0.00 %	
DPM2	70.98	39.72	-1.54	55.95 %	26,740.00	0.00 %		0.00 %	
PDM1	41.38	22.61	-1.38	54.63 %	21,349.00	0.00 %		0.00 %	
UAM1	142.44	76.57	-2.82	53.76 %	29,089.00	0.00 %		0.00 %	
PPI1	60.87	29.08	-3.40	47.78 %	12,299.00	0.00 %		0.00 %	
KMD1	61.18	25.02	-2.10	40.89 %	11,314.00	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	31.68	29.94	-4.60	94.51 %	20,071.00	10.00 %	2,007.10	0.00 %	2,007.10
KSM1	103.03	83.88	-8.88	81.41 %	28,110.00	0.00 %		0.00 %	
MMT1	92.77	74.37	-5.27	80.17 %	27,030.00	0.00 %		0.00 %	
TKS2	220.14	174.20	-8.12	79.13 %	66,648.00	0.00 %		0.00 %	
SVK1	142.28	112.11	-7.21	78.80 %	59,807.00	0.00 %		0.00 %	
APK2	92.15	72.61	-8.65	78.79 %	26,780.00	0.00 %		0.00 %	
TKS1	157.10	121.72	-7.39	77.47 %	55,757.00	0.00 %		0.00 %	
KYR1	67.14	50.47	-3.01	75.17 %	31,655.00	0.00 %		0.00 %	
RND2	159.53	119.75	-5.92	75.07 %	79,460.00	0.00 %		0.00 %	
TUT1	633.28	466.12	-5.39	73.60 %	289,480.00	0.00 %		0.00 %	
PKD1	111.93	81.66	-2.25	72.96 %	65,751.00	0.00 %		0.00 %	
ASM1	78.23	56.43	-5.76	72.13 %	42,171.00	0.00 %		0.00 %	
SKD1	75.51	54.21	-6.20	71.79 %	29,175.00	0.00 %		0.00 %	
PDI1	79.89	56.35	-7.13	70.53 %	31,207.00	0.00 %		0.00 %	
STU2	56.10	39.32	-6.33	70.09 %	16,708.00	0.00 %		0.00 %	
KVT1	366.64	255.44	-6.95	69.67 %	146,603.00	0.00 %		0.00 %	
VKM1	71.56	49.69	-4.78	69.44 %	31,715.00	0.00 %		0.00 %	
APK1	89.66	61.86	-6.72	68.99 %	36,818.00	0.00 %		0.00 %	
SNL1	101.50	68.86	-8.49	67.84 %	34,398.00	0.00 %		0.00 %	
VLY1	188.57	127.65	-6.48	67.70 %	73,082.00	0.00 %		0.00 %	
TCN1	131.88	88.40	-5.82	67.03 %	48,752.00	0.00 %		0.00 %	
ERL2	130.93	85.77	-4.02	65.51 %	75,012.00	0.00 %		0.00 %	
KGL1	74.02	48.20	-3.82	65.11 %	31,776.00	0.00 %		0.00 %	
VNR2	271.17	175.54	-3.95	64.74 %	73,309.00	0.00 %		0.00 %	
SDI1	135.58	87.52	-9.96	64.55 %	30,377.00	0.00 %		0.00 %	
UDN1	99.87	61.28	-6.41	61.36 %	33,418.00	0.00 %		0.00 %	
NGR1	405.86	243.69	-9.34	60.04 %	101,243.00	0.00 %		0.00 %	
ARM1	57.62	34.58	-4.53	60.01 %	25,023.00	0.00 %		0.00 %	
TUT2	271.18	161.23	-5.88	59.46 %	94,518.00	0.00 %		0.00 %	
RND1	189.73	112.49	-5.69	59.29 %	77,575.00	0.00 %		0.00 %	
RPM1	257.72	148.80	-11.30	57.74 %	60,275.00	0.00 %		0.00 %	
MAR1	219.84	124.88	-6.69	56.81 %	62,339.00	0.00 %		0.00 %	
VNR1	91.54	51.78	-5.38	56.56 %	25,108.00	0.00 %		0.00 %	
TKY1	93.35	52.18	-3.65	55.90 %	30,567.00	0.00 %		0.00 %	
TYI1	121.81	67.04	-5.26	55.03 %	47,830.00	0.00 %		0.00 %	
TVL1	749.79	394.70	-6.16	52.64 %	235,280.00	0.00 %		0.00 %	
SGT1	88.50	31.19	-5.93	35.24 %	13,354.00	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	292.42	203.66	-3.90	69.65 %	163,667.00	0.00 %		0.00 %	
PAS1	131.70	79.60	-1.74	60.44 %	69,586.00	0.00 %		0.00 %	
KLR1	90.21	53.00	-1.61	58.75 %	38,259.00	0.00 %		0.00 %	
PNL1	110.45	50.04	-2.38	45.31 %	36,854.00	0.00 %		0.00 %	
KOM1	290.26	124.81	-2.96	43.00 %	87,656.00	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	121.40	44.29	-12.66	36.49 %	6,985.00	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	54.19	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	242.78	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	5.66	0.00	0.00 %	0.00	0.00 %		0.00 %	
NASD	0.00	(8.30)	-7.29	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	19.00	9.58	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	3.14	21.63	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	(5.84)	-19.98	0.00 %	0.00	0.00 %		0.00 %	
W3SD	0.00	1.91	15.42	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(72.71)	-18.40	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	24.66	15.66	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	(5.23)	-16.03	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(19.76)	-17.46	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	(5.34)	-16.34	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(7.52)	-14.27	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(8.71)	-14.46	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(9.68)	-20.72	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(11.23)	-19.50	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(7.29)	-15.25	0.00 %	0.00	0.00 %		0.00 %	
WHYD	0.00	(0.10)	-7.02	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	(19.03)	-14.65	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	10.62	0.28	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	13.40	2.73	0.00 %	0.00	0.00 %		0.00 %	