

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
38,049.00 L	27,309.00 L	71.77 %	0.00 %	139.69 L

Note : Sales Period is From :01-Sep-2026 To :25-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	3,140.49	2,485.87	79.16 %	0.00	0.00 %	0.00
CHENNAI-01	4,466.35	3,525.27	78.93 %	0.00	0.00 %	0.00
TRICHY-01	3,893.97	2,892.57	74.28 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,640.71	1,941.15	73.51 %	0.00	0.00 %	0.00
CHENNAI-02	4,742.58	3,471.85	73.21 %	0.00	0.00 %	0.00
WEST-03	1,379.71	1,005.68	72.89 %	0.00	0.00 %	0.00
SOUTH-03	3,727.81	2,693.07	72.24 %	0.00	0.00 %	0.00
WEST-02	2,409.09	1,662.12	68.99 %	0.00	0.00 %	0.00
KL-NORTH	1,940.73	1,336.78	68.88 %	0.00	0.00 %	0.00
KL-CENTRAL	187.09	123.47	65.99 %	0.00	0.00 %	0.00
WEST-01	1,868.88	1,227.81	65.70 %	0.00	0.00 %	0.00
SOUTH-01	6,571.97	4,194.40	63.82 %	0.00	0.00 %	0.00
KL-SOUTH	953.17	522.76	54.84 %	0.00	0.00 %	0.00
HYDERABAD-01	126.46	45.12	35.68 %	0.00	0.00 %	0.00
OTHERS	0.00	181.08	0.00 %	0.00	0.00 %	0.00
Total	38,049.00	27,309.00	71.77 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VEL4	166.70	177.86	-7.61	106.69 %	61,725.00	20.00 %	12,345.00	0.00 %	12,345.00
VNB1	102.92	102.80	-3.13	99.89 %	52,242.00	15.00 %	7,836.30	0.00 %	7,836.30
CPT1	50.58	50.40	-2.35	99.65 %	32,259.00	15.00 %	4,838.85	0.00 %	4,838.85
CYR1	66.07	62.56	-5.12	94.69 %	39,408.00	10.00 %	3,940.80	0.00 %	3,940.80
SBR1	161.90	151.68	-5.75	93.69 %	95,180.00	10.00 %	9,518.00	0.00 %	9,518.00
ABR1	120.36	110.03	-7.14	91.42 %	44,378.00	10.00 %	4,437.80	0.00 %	4,437.80
AKM1	119.64	104.09	-5.75	87.00 %	47,709.00	0.00 %		0.00 %	
PLR1	82.39	69.77	-5.43	84.68 %	29,317.00	0.00 %		0.00 %	
VEL1	85.85	71.78	-5.59	83.62 %	30,618.00	0.00 %		0.00 %	
TRR1	162.24	134.06	-8.46	82.63 %	51,106.00	0.00 %		0.00 %	
ANI1	63.37	51.81	-4.51	81.76 %	24,816.00	0.00 %		0.00 %	
WJP1	95.07	77.63	-4.34	81.65 %	41,518.00	0.00 %		0.00 %	
SLG1	61.37	49.54	-4.46	80.72 %	27,949.00	0.00 %		0.00 %	
GDM1	89.07	71.31	-7.62	80.06 %	34,504.00	0.00 %		0.00 %	
TRT1	69.49	55.15	-9.10	79.36 %	17,268.00	0.00 %		0.00 %	
KPM2	338.00	267.78	-5.18	79.22 %	110,163.00	0.00 %		0.00 %	
VEL3	161.31	125.57	-7.46	77.85 %	69,340.00	0.00 %		0.00 %	
UGI1	62.11	46.55	-3.16	74.96 %	19,205.00	0.00 %		0.00 %	
VEL2	179.35	130.37	-6.84	72.69 %	70,927.00	0.00 %		0.00 %	
PTU1	43.01	31.14	-6.38	72.41 %	11,796.00	0.00 %		0.00 %	
BGR1	77.20	55.00	-3.45	71.24 %	34,931.00	0.00 %		0.00 %	
KPM1	105.62	74.12	-5.88	70.18 %	26,069.00	0.00 %		0.00 %	
VSI1	109.06	74.84	-6.21	68.62 %	38,887.00	0.00 %		0.00 %	
TRL1	173.80	112.08	-7.90	64.49 %	56,707.00	0.00 %		0.00 %	
WJD1	127.87	81.61	-3.60	63.82 %	48,567.00	0.00 %		0.00 %	
CGM1	161.47	89.68	-8.49	55.54 %	32,653.00	0.00 %		0.00 %	
ARC2	104.66	56.64	-3.77	54.12 %	30,467.00	0.00 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC09	22.47	26.51	-3.90	117.97 %	12,139.00	20.00 %	2,427.80	0.00 %	2,427.80
CH22	120.22	128.50	-8.13	106.89 %	35,660.00	20.00 %	7,132.00	0.00 %	7,132.00
GUD1	144.27	143.04	-4.31	99.15 %	105,375.00	15.00 %	15,806.25	0.00 %	15,806.25
CH28	167.17	163.10	-1.78	97.56 %	148,384.00	15.00 %	22,257.60	0.00 %	22,257.60
CH25	148.51	143.37	-6.98	96.54 %	67,054.00	15.00 %	10,058.10	0.00 %	10,058.10
AVD1	165.11	156.46	-6.64	94.76 %	71,110.00	10.00 %	7,111.00	0.00 %	7,111.00
CH47	261.99	239.63	-5.85	91.46 %	110,986.00	10.00 %	11,098.60	0.00 %	11,098.60
CH49	209.80	189.00	-6.65	90.09 %	96,022.00	10.00 %	9,602.20	0.00 %	9,602.20
KNR1	100.58	90.14	-4.01	89.62 %	57,710.00	0.00 %		0.00 %	
CH30	161.56	144.13	-6.19	89.21 %	82,615.00	0.00 %		0.00 %	
CH16	294.73	251.98	-5.91	85.49 %	133,527.00	0.00 %		0.00 %	
CH05	226.47	192.61	-9.43	85.05 %	93,986.00	0.00 %		0.00 %	
CH45	163.15	135.57	-7.47	83.09 %	47,542.00	0.00 %		0.00 %	
CH48	192.47	157.95	-3.38	82.07 %	95,845.00	0.00 %		0.00 %	
SKL1	97.42	79.02	-6.21	81.12 %	48,306.00	0.00 %		0.00 %	
CH26	38.62	28.77	-4.20	74.48 %	15,745.00	0.00 %		0.00 %	
CGL1	84.49	62.37	-7.63	73.82 %	26,428.00	0.00 %		0.00 %	
TKM1	83.51	60.12	-2.46	71.99 %	39,703.00	0.00 %		0.00 %	
CH19	232.79	166.35	-8.41	71.46 %	86,997.00	0.00 %		0.00 %	
CH38	123.81	86.38	-3.74	69.77 %	49,629.00	0.00 %		0.00 %	
CH07	210.92	147.00	-7.05	69.70 %	62,721.00	0.00 %		0.00 %	
CH14	335.75	220.60	-7.13	65.70 %	107,039.00	0.00 %		0.00 %	
MRM1	172.62	113.05	-7.80	65.49 %	48,568.00	0.00 %		0.00 %	
GUD2	129.44	83.48	-5.53	64.49 %	50,606.00	0.00 %		0.00 %	
CH42	243.98	156.81	-5.80	64.27 %	88,041.00	0.00 %		0.00 %	
CH39	93.28	49.95	-6.34	53.55 %	34,385.00	0.00 %		0.00 %	
CH08	128.40	63.81	-9.35	49.70 %	38,555.00	0.00 %		0.00 %	
CH29	25.40	10.92	-3.44	42.99 %	6,273.00	0.00 %		0.00 %	
CH40	87.41	34.65	-1.72	39.64 %	5,378.00	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	72.87	72.33	-3.41	99.25 %	52,192.00	15.00 %	7,828.80	0.00 %	7,828.80
KIK1	100.98	97.74	-4.32	96.79 %	65,798.00	15.00 %	9,869.70	0.00 %	9,869.70
MVM1	182.23	168.85	-2.99	92.65 %	129,392.00	10.00 %	12,939.20	0.00 %	12,939.20
JKM1	100.17	91.24	-2.40	91.09 %	51,664.00	10.00 %	5,166.40	0.00 %	5,166.40
TVR2	162.43	142.42	-5.41	87.68 %	76,036.00	0.00 %		0.00 %	
PBR1	58.96	50.78	-8.35	86.12 %	18,946.00	0.00 %		0.00 %	
MDI1	103.53	88.10	-8.56	85.09 %	37,198.00	0.00 %		0.00 %	
TTP1	104.90	88.27	-2.08	84.15 %	39,826.00	0.00 %		0.00 %	
AYR1	86.40	72.21	-6.18	83.57 %	29,382.00	0.00 %		0.00 %	
PBR2	205.27	163.48	-6.23	79.64 %	75,051.00	0.00 %		0.00 %	
TRY3	92.28	71.78	-8.29	77.78 %	36,249.00	0.00 %		0.00 %	
KRN1	73.79	57.29	-3.29	77.64 %	27,629.00	0.00 %		0.00 %	
NMM1	72.55	56.22	-2.69	77.48 %	38,335.00	0.00 %		0.00 %	
NGT1	145.20	110.39	-3.36	76.03 %	80,631.00	0.00 %		0.00 %	
TNJ1	199.22	149.21	-6.51	74.90 %	64,441.00	0.00 %		0.00 %	
TNJ2	165.66	124.04	-6.56	74.88 %	60,148.00	0.00 %		0.00 %	
KUM1	194.85	145.55	-7.77	74.70 %	85,897.00	0.00 %		0.00 %	
NCK1	54.80	40.44	-5.36	73.79 %	17,630.00	0.00 %		0.00 %	
PTK1	161.07	118.48	-4.62	73.55 %	77,697.00	0.00 %		0.00 %	
TRY4	143.69	105.43	-6.94	73.37 %	59,513.00	0.00 %		0.00 %	
KUM2	108.28	77.89	-3.05	71.93 %	62,379.00	0.00 %		0.00 %	
PDK2	123.09	88.00	-6.27	71.49 %	48,370.00	0.00 %		0.00 %	
MSI1	94.60	63.93	-3.38	67.58 %	38,702.00	0.00 %		0.00 %	
TYR1	139.38	92.19	-4.09	66.14 %	44,644.00	0.00 %		0.00 %	
ORU1	75.75	45.70	-4.20	60.33 %	26,425.00	0.00 %		0.00 %	
TRY1	703.04	422.83	-10.49	60.14 %	162,926.00	0.00 %		0.00 %	
APM1	41.89	24.63	-1.56	58.78 %	19,292.00	0.00 %		0.00 %	
PDK1	71.30	41.14	-4.42	57.70 %	33,737.00	0.00 %		0.00 %	
TRY2	55.76	22.03	-6.39	39.51 %	13,849.00	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	89.92	103.10	-9.13	114.66 %	36,013.00	20.00 %	7,202.60	0.00 %	7,202.60
MKM1	52.32	52.93	-5.35	101.17 %	29,278.00	20.00 %	5,855.60	0.00 %	5,855.60
KML1	68.33	60.73	-3.14	88.87 %	37,112.00	0.00 %		0.00 %	
VCM1	25.03	21.26	-4.51	84.95 %	10,419.00	0.00 %		0.00 %	
CDM1	148.39	125.62	-7.39	84.66 %	49,302.00	0.00 %		0.00 %	
TVM1	64.72	51.18	-7.64	79.08 %	17,441.00	0.00 %		0.00 %	
STP1	46.04	35.76	-7.24	77.67 %	12,518.00	0.00 %		0.00 %	
CUD1	285.01	219.90	-3.98	77.16 %	114,927.00	0.00 %		0.00 %	
VPM2	138.13	106.22	-5.76	76.89 %	46,215.00	0.00 %		0.00 %	
KLM1	151.18	116.15	-5.42	76.83 %	77,443.00	0.00 %		0.00 %	
TVM2	92.08	68.97	-8.10	74.90 %	18,110.00	0.00 %		0.00 %	
NVL2	118.09	88.20	-6.32	74.69 %	40,804.00	0.00 %		0.00 %	
TDM1	133.97	93.67	-11.26	69.92 %	25,324.00	0.00 %		0.00 %	
TRK1	230.22	160.92	-6.75	69.90 %	82,139.00	0.00 %		0.00 %	
SJI2	166.02	114.67	-7.89	69.06 %	54,941.00	0.00 %		0.00 %	
POY1	229.27	149.54	-8.61	65.23 %	67,444.00	0.00 %		0.00 %	
VCM2	80.07	51.25	-8.57	64.01 %	23,295.00	0.00 %		0.00 %	
KKI2	126.92	78.85	-7.20	62.13 %	32,616.00	0.00 %		0.00 %	
ULP1	159.12	97.81	-9.31	61.47 %	36,139.00	0.00 %		0.00 %	
POY2	185.82	114.04	-6.95	61.37 %	46,244.00	0.00 %		0.00 %	
VPM1	50.03	30.35	-4.93	60.67 %	14,981.00	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	4.47	6.80	-11.81	151.85 %	2,051.00	20.00 %	410.20	0.00 %	410.20
CH37	50.01	58.57	-6.94	117.11 %	22,565.00	20.00 %	4,513.00	0.00 %	4,513.00
PON1	109.82	109.90	-9.79	100.07 %	36,882.00	20.00 %	7,376.40	0.00 %	7,376.40
CH27	58.41	50.00	-5.25	85.61 %	25,652.00	0.00 %		0.00 %	
CH03	390.04	332.58	-6.52	85.27 %	181,926.00	0.00 %		0.00 %	
CH41	134.95	114.92	-5.90	85.16 %	33,978.00	0.00 %		0.00 %	
CH15	391.99	333.09	-5.64	84.97 %	158,871.00	0.00 %		0.00 %	
CH36	72.82	61.55	-6.50	84.53 %	20,661.00	0.00 %		0.00 %	
CH18	206.92	166.01	-3.30	80.23 %	101,022.00	0.00 %		0.00 %	
CH20	202.97	162.24	-5.86	79.93 %	63,196.00	0.00 %		0.00 %	
CH34	220.25	170.61	-5.49	77.46 %	67,123.00	0.00 %		0.00 %	
CH46	83.19	64.26	-6.00	77.25 %	30,666.00	0.00 %		0.00 %	
CH24	168.46	127.44	-9.06	75.65 %	68,207.00	0.00 %		0.00 %	
CH17	151.03	113.28	-4.22	75.00 %	64,236.00	0.00 %		0.00 %	
CH21	287.88	215.43	-7.69	74.83 %	77,096.00	0.00 %		0.00 %	
CH33	165.97	119.10	-4.35	71.76 %	63,957.00	0.00 %		0.00 %	
CH35	131.97	94.15	-4.39	71.34 %	50,085.00	0.00 %		0.00 %	
GPD1	126.82	88.39	-7.01	69.70 %	23,664.00	0.00 %		0.00 %	
CH44	134.44	92.87	-6.34	69.08 %	49,145.00	0.00 %		0.00 %	
CH32	22.39	15.45	-7.44	69.01 %	5,882.00	0.00 %		0.00 %	
CH06	153.07	101.81	-6.42	66.51 %	51,637.00	0.00 %		0.00 %	
CH12	245.42	161.86	-6.26	65.95 %	76,328.00	0.00 %		0.00 %	
UKI1	128.48	84.52	-5.54	65.78 %	32,806.00	0.00 %		0.00 %	
CH43	123.17	78.15	-7.22	63.45 %	40,281.00	0.00 %		0.00 %	
MJR1	179.34	113.45	-4.24	63.26 %	48,371.00	0.00 %		0.00 %	
CH51	247.31	153.69	-9.08	62.14 %	62,018.00	0.00 %		0.00 %	
CH50	283.75	156.26	-4.75	55.07 %	78,214.00	0.00 %		0.00 %	
CH23	78.17	40.80	-4.00	52.19 %	27,969.00	0.00 %		0.00 %	
MC05	50.80	25.46	-1.66	50.11 %	6,698.00	0.00 %		0.00 %	
MC06	59.21	27.09	-4.91	45.75 %	6,672.00	0.00 %		0.00 %	
CH31	79.05	32.14	-4.74	40.66 %	13,882.00	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	24.36	28.00	-5.21	114.94 %	13,473.00	20.00 %	2,694.60	0.00 %	2,694.60
AVI1	53.66	51.83	-4.69	96.60 %	18,569.00	15.00 %	2,785.35	0.00 %	2,785.35
CMI1	38.65	36.34	-2.11	94.02 %	24,120.00	10.00 %	2,412.00	0.00 %	2,412.00
ERD1	116.33	102.26	-4.46	87.90 %	58,728.00	0.00 %		0.00 %	
ERD2	144.82	121.14	-5.17	83.65 %	94,200.00	0.00 %		0.00 %	
KGM1	51.66	40.29	-2.68	78.00 %	21,841.00	0.00 %		0.00 %	
KMM1	41.60	31.70	-4.15	76.21 %	18,491.00	0.00 %		0.00 %	
PDR1	41.32	31.12	-3.21	75.33 %	24,058.00	0.00 %		0.00 %	
NKL2	189.10	141.14	-5.15	74.64 %	82,116.00	0.00 %		0.00 %	
RSP1	64.65	48.16	-3.37	74.49 %	36,436.00	0.00 %		0.00 %	
TPR2	128.98	94.12	-8.61	72.97 %	25,815.00	0.00 %		0.00 %	
TCG1	60.97	41.70	-2.76	68.40 %	35,276.00	0.00 %		0.00 %	
SYM2	63.92	43.67	-4.52	68.31 %	19,750.00	0.00 %		0.00 %	
GBM1	82.67	55.30	-2.79	66.88 %	21,805.00	0.00 %		0.00 %	
TPR1	114.93	68.46	-5.47	59.56 %	29,959.00	0.00 %		0.00 %	
TPR4	43.90	23.73	-4.52	54.07 %	9,533.00	0.00 %		0.00 %	
VKL1	48.04	21.20	-2.41	44.13 %	13,108.00	0.00 %		0.00 %	
TPR3	70.14	25.51	-5.20	36.37 %	7,600.00	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	58.28	64.38	-4.70	110.46 %	49,915.00	20.00 %	9,983.00	0.00 %	9,983.00
DKI1	107.87	110.30	-9.19	102.24 %	68,897.00	20.00 %	13,779.40	0.00 %	13,779.40
PVI1	123.93	121.11	-7.66	97.72 %	62,174.00	15.00 %	9,326.10	0.00 %	9,326.10
PKM1	46.28	42.62	-5.23	92.09 %	25,495.00	10.00 %	2,549.50	0.00 %	2,549.50
TEN1	89.84	79.98	-7.67	89.03 %	29,610.00	0.00 %		0.00 %	
MDU5	63.71	53.80	-5.69	84.44 %	31,933.00	0.00 %		0.00 %	
DGL1	201.77	169.02	-11.39	83.77 %	67,002.00	0.00 %		0.00 %	
TDI1	65.80	54.94	-5.00	83.50 %	34,318.00	0.00 %		0.00 %	
BNR1	65.65	54.36	-8.08	82.81 %	22,357.00	0.00 %		0.00 %	
MDU6	139.92	112.80	-7.17	80.62 %	60,955.00	0.00 %		0.00 %	
SGP1	44.13	34.75	-3.56	78.75 %	30,588.00	0.00 %		0.00 %	
SVG1	78.26	61.28	-8.82	78.30 %	28,405.00	0.00 %		0.00 %	
BTU1	47.11	36.64	-8.43	77.79 %	15,434.00	0.00 %		0.00 %	
MDU1	396.71	300.54	-12.91	75.76 %	96,876.00	0.00 %		0.00 %	
MDU2	202.95	148.48	-8.06	73.16 %	73,362.00	0.00 %		0.00 %	
TMM1	113.71	81.29	-9.38	71.49 %	40,836.00	0.00 %		0.00 %	
USL1	74.66	52.80	-9.82	70.73 %	23,654.00	0.00 %		0.00 %	
CBM1	94.04	66.44	-7.00	70.65 %	36,552.00	0.00 %		0.00 %	
MNM1	43.72	30.78	-2.27	70.39 %	23,556.00	0.00 %		0.00 %	
MDU3	100.10	69.91	-10.48	69.84 %	24,991.00	0.00 %		0.00 %	
NTM1	65.97	46.05	-6.05	69.79 %	23,062.00	0.00 %		0.00 %	
MPA1	107.09	73.02	-1.81	68.18 %	53,591.00	0.00 %		0.00 %	
KPT1	65.21	43.97	-3.25	67.43 %	26,273.00	0.00 %		0.00 %	
CMR1	52.70	35.53	-6.59	67.41 %	15,620.00	0.00 %		0.00 %	
TEN2	99.98	66.82	-7.34	66.83 %	26,158.00	0.00 %		0.00 %	
PNI1	45.52	30.40	-7.05	66.79 %	11,503.00	0.00 %		0.00 %	
MDU4	82.25	54.65	-9.29	66.44 %	25,656.00	0.00 %		0.00 %	
PNV2	62.79	41.15	-8.86	65.54 %	15,489.00	0.00 %		0.00 %	
DGL2	76.27	49.48	-8.60	64.88 %	25,619.00	0.00 %		0.00 %	
ADP1	72.87	46.17	-4.97	63.36 %	28,013.00	0.00 %		0.00 %	
TPT1	94.51	59.45	-6.97	62.91 %	39,540.00	0.00 %		0.00 %	
NKI1	78.00	48.06	-6.70	61.62 %	24,672.00	0.00 %		0.00 %	
MLR1	68.98	41.19	-5.10	59.71 %	28,215.00	0.00 %		0.00 %	
ODM1	62.09	36.39	-10.32	58.61 %	12,197.00	0.00 %		0.00 %	
ATG1	137.23	77.65	-10.51	56.58 %	33,839.00	0.00 %		0.00 %	
MDU7	141.55	74.94	-8.83	52.94 %	26,021.00	0.00 %		0.00 %	
KKD3	176.47	88.25	-6.20	50.01 %	71,608.00	0.00 %		0.00 %	
KYK1	79.87	33.65	-3.63	42.14 %	23,057.00	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	62.17	74.30	-3.86	119.52 %	38,041.00	20.00 %	7,608.20	0.00 %	7,608.20
ATU1	102.97	90.96	-4.37	88.33 %	51,342.00	0.00 %		0.00 %	
PLC1	58.09	46.93	-1.57	80.79 %	32,739.00	0.00 %		0.00 %	
DPR1	51.53	39.23	-2.36	76.13 %	24,781.00	0.00 %		0.00 %	
MTR1	93.82	71.38	-3.62	76.08 %	47,151.00	0.00 %		0.00 %	
SLM2	85.45	62.88	-6.57	73.58 %	38,827.00	0.00 %		0.00 %	
TRM1	153.82	109.90	-3.94	71.45 %	54,110.00	0.00 %		0.00 %	
APN1	71.84	50.80	-2.40	70.72 %	33,925.00	0.00 %		0.00 %	
HSR1	122.39	85.56	-1.46	69.91 %	53,332.00	0.00 %		0.00 %	
BMD1	66.02	45.76	-3.09	69.31 %	30,234.00	0.00 %		0.00 %	
KAM1	63.33	43.66	-3.52	68.93 %	26,625.00	0.00 %		0.00 %	
SLM3	121.52	83.29	-2.71	68.53 %	46,639.00	0.00 %		0.00 %	
MCR1	110.07	74.96	-2.42	68.10 %	54,874.00	0.00 %		0.00 %	
SLM1	236.16	159.39	-3.93	67.49 %	80,401.00	0.00 %		0.00 %	
OML1	111.57	75.27	-2.02	67.47 %	41,790.00	0.00 %		0.00 %	
PMP1	92.60	60.99	-4.21	65.86 %	20,699.00	0.00 %		0.00 %	
EPI1	89.44	57.46	-3.00	64.24 %	41,459.00	0.00 %		0.00 %	
KVP1	67.32	41.89	-4.04	62.23 %	16,854.00	0.00 %		0.00 %	
PNG1	61.01	37.66	-1.98	61.73 %	21,117.00	0.00 %		0.00 %	
HRR1	77.82	47.67	-5.25	61.25 %	23,278.00	0.00 %		0.00 %	
HSR2	207.78	126.95	-1.86	61.10 %	67,368.00	0.00 %		0.00 %	
DPR2	56.67	34.21	-2.83	60.36 %	16,339.00	0.00 %		0.00 %	
SGI1	81.44	48.39	-1.33	59.42 %	30,086.00	0.00 %		0.00 %	
VPD1	117.66	68.96	-2.80	58.61 %	38,659.00	0.00 %		0.00 %	
EDP1	46.56	23.67	-3.00	50.84 %	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	334.74	291.77	-9.76	87.16 %	130,853.00	0.00 %		0.00 %	
BSY1	234.67	180.70	-5.08	77.00 %	100,921.00	0.00 %		0.00 %	
KZD1	1,135.32	769.77	-9.44	67.80 %	323,459.00	0.00 %		0.00 %	
VLC1	236.01	94.55	-4.78	40.06 %	51,359.00	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	187.09	123.47	-7.57	65.99 %	62,458.00	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	60.21	62.76	-4.04	104.24 %	36,970.00	20.00 %	7,394.00	0.00 %	7,394.00
SUL1	54.49	47.70	-3.71	87.53 %	31,409.00	0.00 %		0.00 %	
CBE6	87.41	71.59	-3.18	81.90 %	42,219.00	0.00 %		0.00 %	
KMR1	146.63	114.18	-2.99	77.87 %	65,448.00	0.00 %		0.00 %	
MPM1	78.47	60.18	-1.76	76.69 %	28,612.00	0.00 %		0.00 %	
GDR1	56.34	41.13	-3.93	73.01 %	10,178.00	0.00 %		0.00 %	
UMP1	58.97	42.18	-4.42	71.53 %	22,465.00	0.00 %		0.00 %	
PLI1	89.30	63.32	-3.24	70.91 %	33,693.00	0.00 %		0.00 %	
CBE4	109.39	75.25	-3.56	68.79 %	45,718.00	0.00 %		0.00 %	
SNR1	85.51	57.87	-4.68	67.68 %	38,464.00	0.00 %		0.00 %	
ANR1	24.55	16.22	-2.72	66.05 %	7,437.00	0.00 %		0.00 %	
KGI1	83.87	54.76	-2.84	65.29 %	13,982.00	0.00 %		0.00 %	
CBE5	42.34	27.55	-1.50	65.07 %	26,981.00	0.00 %		0.00 %	
CBE2	381.52	227.70	-4.40	59.68 %	107,158.00	0.00 %		0.00 %	
CNR1	79.60	47.31	-2.03	59.44 %	15,283.00	0.00 %		0.00 %	
CBE3	37.71	21.11	-3.26	55.99 %	18,822.00	0.00 %		0.00 %	
PDM1	43.11	23.38	-1.49	54.24 %	21,407.00	0.00 %		0.00 %	
DPM2	73.94	39.96	-1.55	54.05 %	26,880.00	0.00 %		0.00 %	
UAM1	148.37	77.89	-2.86	52.49 %	29,216.00	0.00 %		0.00 %	
PPI1	63.41	30.13	-3.30	47.52 %	12,830.00	0.00 %		0.00 %	
KMD1	63.73	25.62	-2.22	40.20 %	11,393.00	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	33.00	30.14	-4.57	91.33 %	20,113.00	10.00 %	2,011.30	0.00 %	2,011.30
MMT1	96.63	77.19	-5.32	79.88 %	27,518.00	0.00 %		0.00 %	
KSM1	107.32	85.54	-9.04	79.71 %	29,047.00	0.00 %		0.00 %	
APK2	95.99	74.86	-8.80	77.98 %	27,336.00	0.00 %		0.00 %	
TKS2	229.32	175.50	-8.12	76.53 %	67,394.00	0.00 %		0.00 %	
SVK1	148.21	113.09	-7.21	76.31 %	60,667.00	0.00 %		0.00 %	
TKS1	163.65	122.60	-7.39	74.91 %	56,048.00	0.00 %		0.00 %	
RND2	166.17	121.66	-5.87	73.21 %	81,073.00	0.00 %		0.00 %	
KYR1	69.94	51.10	-2.98	73.06 %	32,534.00	0.00 %		0.00 %	
TUT1	659.67	477.40	-5.46	72.37 %	296,067.00	0.00 %		0.00 %	
PKD1	116.59	82.37	-2.36	70.64 %	65,977.00	0.00 %		0.00 %	
ASM1	81.49	57.52	-5.66	70.59 %	42,656.00	0.00 %		0.00 %	
SKD1	78.66	55.30	-6.15	70.31 %	29,545.00	0.00 %		0.00 %	
KVT1	381.92	262.86	-6.91	68.83 %	149,851.00	0.00 %		0.00 %	
STU2	58.43	40.13	-6.21	68.67 %	16,768.00	0.00 %		0.00 %	
PDI1	83.22	56.91	-7.12	68.38 %	31,567.00	0.00 %		0.00 %	
APK1	93.40	63.04	-6.61	67.49 %	37,173.00	0.00 %		0.00 %	
VKM1	74.54	49.92	-4.80	66.96 %	31,756.00	0.00 %		0.00 %	
TCN1	137.37	90.70	-5.89	66.02 %	50,359.00	0.00 %		0.00 %	
VLY1	196.42	129.40	-6.51	65.88 %	73,892.00	0.00 %		0.00 %	
SNL1	105.73	69.65	-8.56	65.87 %	34,516.00	0.00 %		0.00 %	
ERL2	136.38	86.25	-3.99	63.24 %	75,746.00	0.00 %		0.00 %	
KGL1	77.11	48.71	-3.92	63.17 %	32,206.00	0.00 %		0.00 %	
VNR2	282.47	177.99	-3.94	63.01 %	75,809.00	0.00 %		0.00 %	
SDI1	141.23	88.54	-9.94	62.69 %	30,629.00	0.00 %		0.00 %	
UDN1	104.03	61.56	-6.39	59.17 %	33,465.00	0.00 %		0.00 %	
NGR1	422.77	247.66	-9.38	58.58 %	102,894.00	0.00 %		0.00 %	
RND1	197.63	115.52	-5.71	58.45 %	79,344.00	0.00 %		0.00 %	
ARM1	60.02	34.88	-4.50	58.11 %	25,081.00	0.00 %		0.00 %	
TUT2	282.47	162.82	-5.84	57.64 %	95,458.00	0.00 %		0.00 %	
MAR1	229.00	128.03	-6.70	55.91 %	63,046.00	0.00 %		0.00 %	
RPM1	268.46	149.90	-11.21	55.84 %	60,962.00	0.00 %		0.00 %	
TKY1	97.24	53.93	-3.73	55.46 %	31,137.00	0.00 %		0.00 %	
VNR1	95.35	52.12	-5.51	54.66 %	25,118.00	0.00 %		0.00 %	
TYI1	126.88	67.76	-5.27	53.40 %	48,364.00	0.00 %		0.00 %	
TVL1	781.03	400.60	-6.22	51.29 %	238,946.00	0.00 %		0.00 %	
SGT1	92.18	31.25	-5.93	33.90 %	13,374.00	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	304.61	209.38	-3.80	68.74 %	170,087.00	0.00 %		0.00 %	
PAS1	137.18	81.16	-1.70	59.16 %	70,976.00	0.00 %		0.00 %	
KLR1	93.97	53.12	-1.61	56.53 %	38,519.00	0.00 %		0.00 %	
PNL1	115.05	51.43	-2.32	44.71 %	38,344.00	0.00 %		0.00 %	
KOM1	302.36	127.66	-2.90	42.22 %	91,166.00	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	126.46	45.12	-12.79	35.68 %	7,277.00	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	242.86	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	1.62	99.42	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	5.76	0.00	0.00 %	0.00	0.00 %		0.00 %	
NASD	0.00	(9.23)	-8.14	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	15.83	13.53	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	3.91	18.20	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	4.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(6.45)	-24.85	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	(74.20)	-18.33	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	37.70	11.26	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(15.31)	-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	(20.78)	-18.03	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(9.25)	-17.07	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	(8.60)	-14.19	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(9.46)	-15.05	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(9.97)	-20.70	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	(7.68)	-14.48	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	(19.22)	-14.70	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	10.82	0.28	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	14.75	2.48	0.00 %	0.00	0.00 %		0.00 %	