

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
41,092.94 L	32,359.38 L	78.75 %	0.00 %	177.16 L

Note : Sales Period is From :01-Sep-2026 To :27-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-CENTRAL	202.06	174.18	86.20 %	0.00	0.00 %	0.00
CHENNAI-01	4,823.66	4,155.11	86.14 %	0.00	0.00 %	0.00
NORTH ARCOT	3,391.73	2,865.16	84.47 %	0.00	0.00 %	0.00
TRICHY-01	4,205.48	3,497.32	83.16 %	0.00	0.00 %	0.00
CHENNAI-02	5,121.99	4,162.24	81.26 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,851.97	2,276.72	79.83 %	0.00	0.00 %	0.00
WEST-03	1,490.09	1,169.44	78.48 %	0.00	0.00 %	0.00
SOUTH-03	4,026.03	3,116.95	77.42 %	0.00	0.00 %	0.00
WEST-02	2,601.82	1,965.55	75.55 %	0.00	0.00 %	0.00
KL-NORTH	2,095.99	1,556.24	74.25 %	0.00	0.00 %	0.00
WEST-01	2,018.39	1,470.12	72.84 %	0.00	0.00 %	0.00
SOUTH-01	7,097.73	5,071.53	71.45 %	0.00	0.00 %	0.00
KL-SOUTH	1,029.42	651.90	63.33 %	0.00	0.00 %	0.00
HYDERABAD-01	136.58	50.60	37.05 %	0.00	0.00 %	0.00
OTHERS	0.00	176.31	0.00 %	0.00	0.00 %	0.00
Total	41,092.94	32,359.38	78.75 %		0.00 %	

KL-CENTRAL

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KOC1	202.06	174.18	-7.94	86.20 %	103,726.00	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	24.27	31.49	-3.42	129.74 %	14,769.00	20.00 %	2,953.80	0.00 %	2,953.80
CH22	129.83	144.57	-7.73	111.35 %	49,840.00	20.00 %	9,968.00	0.00 %	9,968.00
GUD1	155.81	167.67	-4.21	107.61 %	129,569.00	20.00 %	25,913.80	0.00 %	25,913.80
CH28	180.55	192.39	-1.79	106.56 %	179,524.00	20.00 %	35,904.80	0.00 %	35,904.80
CH25	160.39	168.60	-6.67	105.12 %	87,264.00	20.00 %	17,452.80	0.00 %	17,452.80
AVD1	178.32	186.62	-6.61	104.66 %	84,942.00	20.00 %	16,988.40	0.00 %	16,988.40
KNR1	108.63	110.18	-3.65	101.42 %	74,932.00	20.00 %	14,986.40	0.00 %	14,986.40
CH47	282.95	283.70	-5.70	100.26 %	145,026.00	20.00 %	29,005.20	0.00 %	29,005.20
CH30	174.48	174.54	-5.47	100.03 %	103,555.00	20.00 %	20,711.00	0.00 %	20,711.00
CH49	226.58	223.20	-6.51	98.51 %	122,917.00	15.00 %	18,437.55	0.00 %	18,437.55
CH05	244.58	232.52	-9.03	95.07 %	123,746.00	15.00 %	18,561.90	0.00 %	18,561.90
CH16	318.31	300.85	-6.30	94.51 %	161,537.00	10.00 %	16,153.70	0.00 %	16,153.70
CH48	207.86	191.20	-3.56	91.98 %	119,765.00	10.00 %	11,976.50	0.00 %	11,976.50
CH26	41.72	37.56	-5.97	90.05 %	19,885.00	10.00 %	1,988.50	0.00 %	1,988.50
CH45	176.20	156.03	-7.25	88.55 %	62,034.00	0.00 %		0.00 %	
SKL1	105.21	91.56	-5.89	87.03 %	57,826.00	0.00 %		0.00 %	
CH07	227.79	183.99	-7.18	80.77 %	84,381.00	0.00 %		0.00 %	
CH38	133.71	104.75	-3.26	78.34 %	66,939.00	0.00 %		0.00 %	
CH19	251.42	194.99	-7.87	77.56 %	111,517.00	0.00 %		0.00 %	
CH14	362.61	269.43	-7.56	74.30 %	130,539.00	0.00 %		0.00 %	
TKM1	90.19	66.40	-2.46	73.62 %	44,033.00	0.00 %		0.00 %	
GUD2	139.80	96.73	-5.64	69.19 %	59,356.00	0.00 %		0.00 %	
CGL1	91.25	63.08	-7.77	69.13 %	26,468.00	0.00 %		0.00 %	
CH42	263.50	181.15	-5.48	68.75 %	110,031.00	0.00 %		0.00 %	
MRM1	186.44	127.97	-7.92	68.64 %	55,568.00	0.00 %		0.00 %	
CH39	100.75	57.03	-5.65	56.60 %	41,885.00	0.00 %		0.00 %	
CH29	27.43	13.72	-2.83	50.01 %	7,623.00	0.00 %		0.00 %	
CH08	138.67	63.81	-9.35	46.02 %	38,555.00	0.00 %		0.00 %	
CH40	94.40	39.37	-1.78	41.71 %	6,338.00	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	180.04	194.50	-7.39	108.04 %	71,335.00	20.00 %	14,267.00	0.00 %	14,267.00
CPT1	54.63	58.55	-2.35	107.18 %	40,779.00	20.00 %	8,155.80	0.00 %	8,155.80
VNB1	111.15	117.05	-3.29	105.31 %	63,952.00	20.00 %	12,790.40	0.00 %	12,790.40
CYR1	71.35	74.82	-4.50	104.86 %	51,853.00	20.00 %	10,370.60	0.00 %	10,370.60
SBR1	174.85	169.45	-5.66	96.91 %	115,750.00	15.00 %	17,362.50	0.00 %	17,362.50
PLR1	88.98	84.48	-4.83	94.94 %	39,977.00	10.00 %	3,997.70	0.00 %	3,997.70
TRT1	75.05	70.63	-8.77	94.11 %	27,028.00	10.00 %	2,702.80	0.00 %	2,702.80
AKM1	129.21	121.21	-5.57	93.81 %	63,279.00	10.00 %	6,327.90	0.00 %	6,327.90
ABR1	129.99	119.12	-6.94	91.64 %	51,948.00	10.00 %	5,194.80	0.00 %	5,194.80
VEL1	92.72	84.67	-5.65	91.32 %	36,168.00	10.00 %	3,616.80	0.00 %	3,616.80
TRR1	175.22	157.14	-8.28	89.68 %	69,178.00	0.00 %		0.00 %	
WJP1	102.68	88.42	-4.04	86.11 %	51,438.00	0.00 %		0.00 %	
ANI1	68.44	58.37	-4.22	85.30 %	31,286.00	0.00 %		0.00 %	
KPM2	365.04	307.86	-5.03	84.34 %	136,473.00	0.00 %		0.00 %	
GDM1	96.20	81.13	-7.37	84.33 %	42,694.00	0.00 %		0.00 %	
SLG1	66.28	54.35	-4.44	82.00 %	30,999.00	0.00 %		0.00 %	
VEL2	193.70	156.74	-6.51	80.92 %	93,997.00	0.00 %		0.00 %	
VEL3	174.21	140.82	-7.27	80.83 %	82,480.00	0.00 %		0.00 %	
UGI1	67.08	52.09	-2.99	77.66 %	23,485.00	0.00 %		0.00 %	
VSI1	117.78	88.08	-6.04	74.78 %	48,247.00	0.00 %		0.00 %	
PTU1	46.45	34.65	-6.08	74.59 %	13,856.00	0.00 %		0.00 %	
KPM1	114.08	84.06	-6.06	73.69 %	32,749.00	0.00 %		0.00 %	
BGR1	83.38	60.16	-3.56	72.16 %	38,781.00	0.00 %		0.00 %	
TRL1	187.70	135.32	-7.98	72.09 %	71,297.00	0.00 %		0.00 %	
WJD1	138.11	92.93	-3.33	67.29 %	58,617.00	0.00 %		0.00 %	
CGM1	174.39	113.75	-8.49	65.22 %	46,143.00	0.00 %		0.00 %	
ARC2	113.03	64.81	-3.45	57.34 %	38,717.00	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	78.71	93.77	-3.85	119.14 %	66,322.00	20.00 %	13,264.40	0.00 %	13,264.40
JKM1	108.18	117.69	-2.04	108.79 %	82,431.00	20.00 %	16,486.20	0.00 %	16,486.20
MVM1	196.81	209.90	-3.01	106.65 %	166,367.00	20.00 %	33,273.40	0.00 %	33,273.40
KIK1	109.06	111.44	-4.03	102.18 %	78,318.00	20.00 %	15,663.60	0.00 %	15,663.60
PBR1	63.68	64.32	-7.67	101.01 %	30,246.00	20.00 %	6,049.20	0.00 %	6,049.20
TVR2	175.43	173.05	-5.39	98.65 %	99,106.00	15.00 %	14,865.90	0.00 %	14,865.90
PBR2	221.69	213.48	-5.40	96.30 %	118,241.00	15.00 %	17,736.15	0.00 %	17,736.15
AYR1	93.31	88.58	-6.19	94.93 %	42,862.00	10.00 %	4,286.20	0.00 %	4,286.20
MDI1	111.82	102.54	-8.36	91.71 %	48,118.00	10.00 %	4,811.80	0.00 %	4,811.80
TTP1	113.29	102.18	-2.02	90.19 %	50,006.00	10.00 %	5,000.60	0.00 %	5,000.60
TRY3	99.67	85.75	-8.36	86.03 %	45,399.00	0.00 %		0.00 %	
NGT1	156.82	133.83	-3.17	85.34 %	103,166.00	0.00 %		0.00 %	
TNJ1	215.15	183.61	-6.88	85.34 %	85,651.00	0.00 %		0.00 %	
TNJ2	178.91	152.01	-6.53	84.96 %	81,518.00	0.00 %		0.00 %	
KRN1	79.70	67.66	-3.35	84.90 %	35,479.00	0.00 %		0.00 %	
TRY4	155.19	129.53	-6.66	83.47 %	86,043.00	0.00 %		0.00 %	
KUM1	210.44	174.26	-7.68	82.81 %	106,107.00	0.00 %		0.00 %	
NCK1	59.18	48.20	-4.99	81.44 %	24,260.00	0.00 %		0.00 %	
KUM2	116.95	93.26	-3.39	79.74 %	76,889.00	0.00 %		0.00 %	
NMM1	78.35	62.20	-2.54	79.38 %	43,965.00	0.00 %		0.00 %	
PTK1	173.96	134.78	-4.60	77.48 %	90,537.00	0.00 %		0.00 %	
PDK2	132.94	100.89	-6.43	75.89 %	57,790.00	0.00 %		0.00 %	
MSI1	102.17	75.37	-3.74	73.77 %	46,902.00	0.00 %		0.00 %	
TYR1	150.53	109.95	-4.21	73.04 %	55,924.00	0.00 %		0.00 %	
APM1	45.24	32.41	-1.20	71.63 %	29,292.00	0.00 %		0.00 %	
TRY1	759.29	505.78	-10.18	66.61 %	206,956.00	0.00 %		0.00 %	
PDK1	77.00	50.88	-4.34	66.08 %	46,737.00	0.00 %		0.00 %	
ORU1	81.81	53.66	-3.95	65.59 %	34,035.00	0.00 %		0.00 %	
TRY2	60.22	26.34	-5.44	43.74 %	18,559.00	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	4.83	7.19	-12.03	148.79 %	2,151.00	20.00 %	430.20	0.00 %	430.20
CH37	54.01	71.45	-7.68	132.29 %	30,095.00	20.00 %	6,019.00	0.00 %	6,019.00
PON1	118.60	120.64	-9.11	101.72 %	44,902.00	20.00 %	8,980.40	0.00 %	8,980.40
CH41	145.75	142.36	-6.20	97.67 %	46,423.00	15.00 %	6,963.45	0.00 %	6,963.45
CH27	63.08	61.18	-4.75	96.99 %	34,132.00	15.00 %	5,119.80	0.00 %	5,119.80
CH15	423.35	402.67	-5.27	95.11 %	214,782.00	15.00 %	32,217.30	0.00 %	32,217.30
CH03	421.25	393.37	-6.26	93.38 %	220,686.00	10.00 %	22,068.60	0.00 %	22,068.60
CH36	78.64	71.74	-6.11	91.22 %	28,721.00	10.00 %	2,872.10	0.00 %	2,872.10
CH20	219.21	198.47	-6.15	90.54 %	85,646.00	10.00 %	8,564.60	0.00 %	8,564.60
CH18	223.48	197.78	-3.30	88.50 %	128,442.00	0.00 %		0.00 %	
CH17	163.12	141.13	-3.93	86.52 %	85,126.00	0.00 %		0.00 %	
CH46	89.85	76.63	-5.83	85.28 %	41,768.00	0.00 %		0.00 %	
CH21	310.91	262.57	-7.01	84.45 %	100,076.00	0.00 %		0.00 %	
CH24	181.94	152.55	-8.53	83.85 %	88,337.00	0.00 %		0.00 %	
CH32	24.18	19.66	-8.50	81.30 %	7,792.00	0.00 %		0.00 %	
CH35	142.52	115.76	-4.03	81.22 %	70,395.00	0.00 %		0.00 %	
CH33	179.24	144.67	-4.34	80.71 %	81,317.00	0.00 %		0.00 %	
CH06	165.32	131.93	-6.15	79.80 %	66,457.00	0.00 %		0.00 %	
CH34	237.87	188.51	-5.39	79.25 %	79,753.00	0.00 %		0.00 %	
CH43	133.03	105.07	-7.75	78.98 %	56,081.00	0.00 %		0.00 %	
CH12	265.05	202.32	-5.76	76.33 %	108,493.00	0.00 %		0.00 %	
CH44	145.20	107.89	-6.46	74.31 %	58,795.00	0.00 %		0.00 %	
GPD1	136.96	100.65	-6.31	73.49 %	34,664.00	0.00 %		0.00 %	
UKI1	138.76	95.23	-5.36	68.63 %	38,096.00	0.00 %		0.00 %	
MJR1	193.69	132.74	-4.13	68.53 %	66,441.00	0.00 %		0.00 %	
CH51	267.09	179.19	-9.66	67.09 %	77,008.00	0.00 %		0.00 %	
CH50	306.45	186.63	-4.57	60.90 %	100,004.00	0.00 %		0.00 %	
CH23	84.42	48.39	-3.54	57.32 %	35,569.00	0.00 %		0.00 %	
MC06	63.95	35.21	-4.60	55.06 %	8,452.00	0.00 %		0.00 %	
MC05	54.86	27.34	-1.57	49.83 %	7,328.00	0.00 %		0.00 %	
CH31	85.37	41.34	-4.31	48.43 %	18,322.00	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	97.11	117.39	-9.17	120.88 %	43,533.00	20.00 %	8,706.60	0.00 %	8,706.60
MKM1	56.50	60.35	-5.42	106.82 %	34,328.00	20.00 %	6,865.60	0.00 %	6,865.60
KML1	73.80	73.26	-2.83	99.27 %	48,232.00	15.00 %	7,234.80	0.00 %	7,234.80
VCM1	27.04	24.96	-4.52	92.31 %	12,679.00	10.00 %	1,267.90	0.00 %	1,267.90
CDM1	160.26	143.66	-6.91	89.64 %	59,782.00	0.00 %		0.00 %	
KLM1	163.28	137.88	-5.87	84.44 %	90,855.00	0.00 %		0.00 %	
TVM1	69.90	57.62	-6.91	82.44 %	22,111.00	0.00 %		0.00 %	
VPM2	149.18	122.91	-5.32	82.39 %	60,025.00	0.00 %		0.00 %	
CUD1	307.81	252.86	-3.88	82.15 %	144,442.00	0.00 %		0.00 %	
NVL2	127.54	103.06	-6.46	80.80 %	51,804.00	0.00 %		0.00 %	
TVM2	99.45	78.79	-7.91	79.22 %	21,170.00	0.00 %		0.00 %	
STP1	49.73	39.35	-6.78	79.14 %	15,198.00	0.00 %		0.00 %	
VCM2	86.47	66.05	-8.17	76.39 %	34,255.00	0.00 %		0.00 %	
TDM1	144.69	109.11	-10.49	75.41 %	36,824.00	0.00 %		0.00 %	
SJI2	179.31	135.20	-7.44	75.40 %	68,561.00	0.00 %		0.00 %	
TRK1	248.64	187.18	-6.70	75.28 %	103,929.00	0.00 %		0.00 %	
POY1	247.61	183.01	-8.66	73.91 %	93,072.00	0.00 %		0.00 %	
KKI2	137.08	95.13	-6.74	69.40 %	44,416.00	0.00 %		0.00 %	
POY2	200.68	137.11	-6.89	68.32 %	62,814.00	0.00 %		0.00 %	
VPM1	54.04	36.43	-4.84	67.42 %	19,111.00	0.00 %		0.00 %	
ULP1	171.85	115.41	-9.45	67.16 %	43,169.00	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	26.31	32.24	-5.13	122.54 %	14,683.00	20.00 %	2,936.60	0.00 %	2,936.60
AVI1	57.95	58.44	-4.65	100.84 %	24,149.00	20.00 %	4,829.80	0.00 %	4,829.80
CMI1	41.74	40.71	-2.09	97.54 %	27,460.00	15.00 %	4,119.00	0.00 %	4,119.00
ERD1	125.64	122.21	-4.61	97.27 %	72,818.00	15.00 %	10,922.70	0.00 %	10,922.70
ERD2	156.40	144.73	-5.01	92.54 %	118,250.00	10.00 %	11,825.00	0.00 %	11,825.00
PDR1	44.62	37.36	-3.41	83.73 %	28,403.00	0.00 %		0.00 %	
KGM1	55.79	46.00	-2.43	82.45 %	27,891.00	0.00 %		0.00 %	
RSP1	69.82	56.26	-3.29	80.58 %	43,516.00	0.00 %		0.00 %	
NKL2	204.23	162.09	-4.97	79.36 %	100,106.00	0.00 %		0.00 %	
KMM1	44.93	35.59	-3.83	79.22 %	22,301.00	0.00 %		0.00 %	
SYM2	69.04	53.93	-4.30	78.12 %	25,835.00	0.00 %		0.00 %	
TPR2	139.30	107.13	-8.74	76.90 %	33,255.00	0.00 %		0.00 %	
TCG1	65.84	45.92	-2.66	69.73 %	39,646.00	0.00 %		0.00 %	
GBM1	89.29	60.66	-2.54	67.94 %	26,735.00	0.00 %		0.00 %	
TPR1	124.13	81.98	-4.97	66.05 %	38,949.00	0.00 %		0.00 %	
TPR4	47.41	29.11	-4.02	61.39 %	14,333.00	0.00 %		0.00 %	
VKL1	51.89	25.80	-2.25	49.72 %	16,948.00	0.00 %		0.00 %	
TPR3	75.75	29.29	-4.84	38.66 %	9,940.00	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	62.95	75.38	-4.33	119.75 %	62,385.00	20.00 %	12,477.00	0.00 %	12,477.00
DKI1	116.51	122.03	-8.62	104.74 %	79,397.00	20.00 %	15,879.40	0.00 %	15,879.40
TEN1	97.03	94.32	-7.70	97.21 %	39,265.00	15.00 %	5,889.75	0.00 %	5,889.75
PVI1	133.85	129.40	-7.24	96.67 %	69,049.00	15.00 %	10,357.35	0.00 %	10,357.35
PKM1	49.99	47.85	-6.36	95.73 %	27,585.00	15.00 %	4,137.75	0.00 %	4,137.75
TDI1	71.06	66.35	-5.04	93.37 %	44,218.00	10.00 %	4,421.80	0.00 %	4,421.80
KKD3	190.58	172.55	-12.24	90.54 %	97,778.00	10.00 %	9,777.80	0.00 %	9,777.80
DGL1	217.91	194.33	-10.87	89.18 %	84,662.00	0.00 %		0.00 %	
MDU5	68.81	60.28	-6.08	87.61 %	35,943.00	0.00 %		0.00 %	
BNR1	70.90	61.16	-7.84	86.26 %	26,247.00	0.00 %		0.00 %	
SGP1	47.66	39.24	-3.25	82.32 %	36,598.00	0.00 %		0.00 %	
MDU6	151.11	123.77	-7.00	81.90 %	69,115.00	0.00 %		0.00 %	
BTU1	50.88	41.10	-8.25	80.78 %	18,889.00	0.00 %		0.00 %	
MDU2	219.19	174.19	-8.27	79.47 %	88,902.00	0.00 %		0.00 %	
MDU1	428.45	338.83	-13.04	79.08 %	116,046.00	0.00 %		0.00 %	
SVG1	84.52	64.67	-8.49	76.52 %	32,405.00	0.00 %		0.00 %	
TEN2	107.98	82.62	-7.58	76.52 %	37,448.00	0.00 %		0.00 %	
TMM1	122.81	92.54	-9.05	75.35 %	50,086.00	0.00 %		0.00 %	
CBM1	101.57	74.84	-6.33	73.69 %	44,722.00	0.00 %		0.00 %	
MPA1	115.66	83.56	-1.94	72.24 %	63,231.00	0.00 %		0.00 %	
NTM1	71.25	51.30	-5.89	71.99 %	26,602.00	0.00 %		0.00 %	
MNM1	47.22	33.97	-2.33	71.94 %	26,286.00	0.00 %		0.00 %	
USL1	80.63	57.90	-9.41	71.81 %	28,574.00	0.00 %		0.00 %	
PNI1	49.16	34.49	-6.66	70.17 %	14,963.00	0.00 %		0.00 %	
MDU3	108.11	75.84	-10.35	70.15 %	27,741.00	0.00 %		0.00 %	
PNV2	67.82	47.15	-9.36	69.52 %	20,389.00	0.00 %		0.00 %	
DGL2	82.37	56.75	-8.43	68.89 %	31,049.00	0.00 %		0.00 %	
KPT1	70.43	48.49	-3.08	68.85 %	30,403.00	0.00 %		0.00 %	
CMR1	56.92	39.17	-5.99	68.82 %	21,110.00	0.00 %		0.00 %	
MLR1	74.50	49.68	-4.50	66.68 %	37,105.00	0.00 %		0.00 %	
TPT1	102.07	67.75	-6.76	66.38 %	46,870.00	0.00 %		0.00 %	
ADP1	78.71	51.38	-5.31	65.28 %	30,913.00	0.00 %		0.00 %	
NKI1	84.24	54.24	-6.40	64.38 %	29,662.00	0.00 %		0.00 %	
MDU4	88.83	56.69	-9.13	63.82 %	27,776.00	0.00 %		0.00 %	
ODM1	67.06	40.51	-9.91	60.41 %	16,247.00	0.00 %		0.00 %	
ATG1	148.21	88.29	-10.35	59.57 %	38,649.00	0.00 %		0.00 %	
MDU7	152.87	87.21	-8.90	57.05 %	35,911.00	0.00 %		0.00 %	
KYK1	86.26	37.13	-4.08	43.05 %	25,787.00	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	67.14	83.33	-3.74	124.11 %	44,981.00	20.00 %	8,996.20	0.00 %	8,996.20
ATU1	111.21	115.45	-3.88	103.81 %	73,892.00	20.00 %	14,778.40	0.00 %	14,778.40
DPR1	55.66	50.34	-1.88	90.45 %	36,331.00	10.00 %	3,633.10	0.00 %	3,633.10
PLC1	62.74	55.17	-1.50	87.93 %	39,739.00	0.00 %		0.00 %	
SLM2	92.29	78.89	-5.28	85.48 %	57,427.00	0.00 %		0.00 %	
MTR1	101.33	82.10	-3.38	81.03 %	55,751.00	0.00 %		0.00 %	
KAM1	68.40	52.79	-3.44	77.18 %	33,375.00	0.00 %		0.00 %	
APN1	77.59	59.46	-2.23	76.63 %	42,705.00	0.00 %		0.00 %	
HSR1	132.18	101.05	-1.28	76.45 %	67,162.00	0.00 %		0.00 %	
DPR2	61.21	46.46	-2.16	75.90 %	30,009.00	0.00 %		0.00 %	
SLM3	131.25	99.20	-2.45	75.58 %	60,309.00	0.00 %		0.00 %	
SLM1	255.05	191.59	-3.90	75.12 %	106,801.00	0.00 %		0.00 %	
BMD1	71.31	52.95	-2.71	74.26 %	37,449.00	0.00 %		0.00 %	
EPI1	96.60	71.32	-2.85	73.84 %	56,219.00	0.00 %		0.00 %	
TRM1	166.12	120.81	-3.80	72.72 %	63,540.00	0.00 %		0.00 %	
MCR1	118.88	86.38	-2.33	72.66 %	66,054.00	0.00 %		0.00 %	
OML1	120.49	86.55	-1.89	71.83 %	49,570.00	0.00 %		0.00 %	
PMP1	100.01	71.46	-4.06	71.46 %	27,949.00	0.00 %		0.00 %	
KVP1	72.71	51.12	-3.91	70.31 %	24,854.00	0.00 %		0.00 %	
HSR2	224.41	147.37	-1.70	65.67 %	84,880.00	0.00 %		0.00 %	
PNG1	65.89	42.75	-1.83	64.88 %	25,427.00	0.00 %		0.00 %	
VPD1	127.07	80.31	-2.65	63.20 %	45,929.00	0.00 %		0.00 %	
SGI1	87.96	55.49	-1.28	63.09 %	37,386.00	0.00 %		0.00 %	
HRR1	84.05	52.78	-4.86	62.79 %	27,618.00	0.00 %		0.00 %	
EDP1	50.28	30.46	-2.46	60.57 %	22,538.00	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	361.52	368.69	-10.13	101.98 %	184,874.00	20.00 %	36,974.80	0.00 %	36,974.80
BSY1	253.44	208.54	-4.71	82.28 %	121,563.00	0.00 %		0.00 %	
KZD1	1,226.14	862.37	-9.61	70.33 %	388,881.00	0.00 %		0.00 %	
VLC1	254.89	116.64	-4.67	45.76 %	72,069.00	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	65.03	74.08	-3.98	113.92 %	47,142.00	20.00 %	9,428.40	0.00 %	9,428.40
SUL1	58.85	57.21	-3.69	97.21 %	39,009.00	15.00 %	5,851.35	0.00 %	5,851.35
CBE6	94.40	87.82	-3.31	93.03 %	56,599.00	10.00 %	5,659.90	0.00 %	5,659.90
KMR1	158.36	137.05	-3.20	86.54 %	79,618.00	0.00 %		0.00 %	
MPM1	84.75	71.19	-1.70	83.99 %	36,912.00	0.00 %		0.00 %	
UMP1	63.68	53.30	-4.46	83.70 %	30,805.00	0.00 %		0.00 %	
PLI1	96.44	77.09	-3.39	79.93 %	42,533.00	0.00 %		0.00 %	
CBE4	118.14	91.91	-3.67	77.80 %	59,358.00	0.00 %		0.00 %	
GDR1	60.85	46.75	-4.50	76.83 %	14,308.00	0.00 %		0.00 %	
KGI1	90.59	67.14	-2.61	74.12 %	21,242.00	0.00 %		0.00 %	
ANR1	26.51	19.52	-2.23	73.62 %	11,517.00	0.00 %		0.00 %	
CBE5	45.73	33.42	-1.69	73.09 %	33,671.00	0.00 %		0.00 %	
SNR1	92.35	66.97	-4.47	72.52 %	44,704.00	0.00 %		0.00 %	
CBE2	412.04	274.07	-4.89	66.52 %	132,288.00	0.00 %		0.00 %	
DPM2	79.86	50.02	-1.51	62.64 %	35,080.00	0.00 %		0.00 %	
CBE3	40.73	25.00	-3.16	61.38 %	22,242.00	0.00 %		0.00 %	
CNR1	85.97	52.34	-1.92	60.88 %	18,843.00	0.00 %		0.00 %	
PDM1	46.56	27.69	-1.26	59.47 %	25,057.00	0.00 %		0.00 %	
UAM1	160.25	91.78	-2.74	57.27 %	36,246.00	0.00 %		0.00 %	
PPI1	68.48	35.15	-3.08	51.33 %	16,700.00	0.00 %		0.00 %	
KMD1	68.83	30.62	-2.42	44.48 %	14,493.00	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)
APK2	103.67	106.94	-10.13	103.16 %	41,608.00	20.00 %	8,321.60	0.00 %	8,321.60
COL1	35.64	33.41	-4.51	93.73 %	22,663.00	10.00 %	2,266.30	0.00 %	2,266.30
TKS2	247.66	218.49	-8.05	88.22 %	92,680.00	0.00 %		0.00 %	
RND2	179.47	155.11	-7.15	86.43 %	100,151.00	0.00 %		0.00 %	
SVK1	160.07	136.20	-7.18	85.09 %	78,667.00	0.00 %		0.00 %	
MMT1	104.36	88.32	-4.82	84.63 %	36,718.00	0.00 %		0.00 %	
TKS1	176.74	147.37	-7.14	83.38 %	73,678.00	0.00 %		0.00 %	
TUT1	712.44	586.40	-5.67	82.31 %	374,447.00	0.00 %		0.00 %	
PKD1	125.92	101.65	-2.25	80.73 %	84,297.00	0.00 %		0.00 %	
KSM1	115.91	91.85	-9.01	79.24 %	33,557.00	0.00 %		0.00 %	
ASM1	88.01	69.09	-5.38	78.50 %	53,446.00	0.00 %		0.00 %	
STU2	63.11	49.23	-6.91	78.02 %	22,988.00	0.00 %		0.00 %	
KYR1	75.54	58.78	-2.93	77.81 %	39,809.00	0.00 %		0.00 %	
SNL1	114.19	88.15	-8.95	77.19 %	44,656.00	0.00 %		0.00 %	
SKD1	84.95	64.49	-6.49	75.92 %	35,375.00	0.00 %		0.00 %	
KGL1	83.28	63.20	-4.12	75.89 %	41,166.00	0.00 %		0.00 %	
APK1	100.87	76.30	-7.49	75.64 %	46,333.00	0.00 %		0.00 %	
KVT1	412.47	306.27	-6.43	74.25 %	188,511.00	0.00 %		0.00 %	
TCN1	148.37	109.31	-5.69	73.68 %	66,109.00	0.00 %		0.00 %	
PDI1	89.87	65.82	-7.08	73.24 %	39,107.00	0.00 %		0.00 %	
VKM1	80.51	58.37	-5.61	72.51 %	36,846.00	0.00 %		0.00 %	
VLV1	212.14	150.15	-6.59	70.78 %	89,612.00	0.00 %		0.00 %	
VNR2	305.06	214.12	-3.59	70.19 %	102,479.00	0.00 %		0.00 %	
ERL2	147.29	102.04	-3.92	69.28 %	92,026.00	0.00 %		0.00 %	
TUT2	305.07	210.37	-5.82	68.96 %	126,078.00	0.00 %		0.00 %	
RND1	213.44	143.45	-6.35	67.21 %	98,124.00	0.00 %		0.00 %	
ARM1	64.83	43.20	-4.89	66.64 %	30,901.00	0.00 %		0.00 %	
SDI1	152.53	99.59	-9.95	65.29 %	35,759.00	0.00 %		0.00 %	
NGR1	456.60	297.72	-9.18	65.21 %	137,394.00	0.00 %		0.00 %	
UDN1	112.36	72.94	-6.18	64.92 %	41,565.00	0.00 %		0.00 %	
VNR1	102.98	64.50	-5.43	62.63 %	35,908.00	0.00 %		0.00 %	
MAR1	247.32	150.40	-6.53	60.81 %	76,956.00	0.00 %		0.00 %	
TKY1	105.02	62.71	-3.64	59.71 %	37,697.00	0.00 %		0.00 %	
TVL1	843.52	502.85	-6.20	59.61 %	309,656.00	0.00 %		0.00 %	
RPM1	289.94	167.76	-10.64	57.86 %	76,272.00	0.00 %		0.00 %	
TYI1	137.03	77.92	-5.23	56.86 %	56,684.00	0.00 %		0.00 %	
SGT1	99.56	37.04	-5.84	37.20 %	17,984.00	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	328.98	254.83	-3.21	77.46 %	220,024.00	0.00 %		0.00 %	
PAS1	148.16	108.21	-1.29	73.04 %	96,876.00	0.00 %		0.00 %	
KLR1	101.48	65.29	-1.41	64.33 %	49,558.00	0.00 %		0.00 %	
PNL1	124.25	66.64	-3.10	53.63 %	50,584.00	0.00 %		0.00 %	
KOM1	326.55	156.93	-2.92	48.06 %	112,912.00	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	136.58	50.60	-13.02	37.05 %	9,327.00	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	59.23	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	244.03	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	1.90	84.77	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	0.52	154.26	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	5.52	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(8.28)	-20.56	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	(83.97)	-18.75	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	57.19	7.42	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(19.54)	-12.81	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(5.56)	-15.85	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(22.09)	-18.58	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(10.37)	-17.49	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	(11.04)	-16.28	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(9.78)	-15.44	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(11.47)	-21.91	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(13.84)	-20.09	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(8.83)	-15.58	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	(1.47)	-13.95	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(20.47)	-15.23	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	14.99	2.44	0.00 %	0.00	0.00 %		0.00 %	