

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
42,614.88 L	33,419.68 L	78.42 %	0.00 %	183.07 L

Note : Sales Period is From :01-Sep-2026 To :28-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-CENTRAL	209.54	179.78	85.79 %	0.00	0.00 %	0.00
CHENNAI-01	5,002.31	4,269.05	85.34 %	0.00	0.00 %	0.00
NORTH ARCOT	3,517.35	2,942.03	83.64 %	0.00	0.00 %	0.00
TRICHY-01	4,361.24	3,603.49	82.63 %	0.00	0.00 %	0.00
CHENNAI-02	5,311.69	4,301.12	80.97 %	0.00	0.00 %	0.00
SOUTH ARCOT	2,957.59	2,366.18	80.00 %	0.00	0.00 %	0.00
WEST-03	1,545.27	1,202.78	77.84 %	0.00	0.00 %	0.00
SOUTH-03	4,175.14	3,198.13	76.60 %	0.00	0.00 %	0.00
KL-NORTH	2,173.62	1,634.47	75.20 %	0.00	0.00 %	0.00
WEST-02	2,698.18	2,022.55	74.96 %	0.00	0.00 %	0.00
WEST-01	2,093.15	1,512.98	72.28 %	0.00	0.00 %	0.00
SOUTH-01	7,360.61	5,243.78	71.24 %	0.00	0.00 %	0.00
KL-SOUTH	1,067.55	677.59	63.47 %	0.00	0.00 %	0.00
HYDERABAD-01	141.63	51.62	36.45 %	0.00	0.00 %	0.00
OTHERS	0.00	214.13	0.00 %	0.00	0.00 %	0.00
Total	42,614.88	33,419.68	78.42 %		0.00 %	

KL-CENTRAL

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KOC1	209.54	179.78	-8.04	85.79 %	107,671.00	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	25.17	32.77	-3.29	130.19 %	15,539.00	20.00 %	3,107.80	0.00 %	3,107.80
CH22	134.64	145.99	-7.75	108.43 %	50,280.00	20.00 %	10,056.00	0.00 %	10,056.00
GUD1	161.58	170.75	-4.13	105.68 %	131,839.00	20.00 %	26,367.80	0.00 %	26,367.80
CH28	187.24	197.56	-1.86	105.51 %	183,654.00	20.00 %	36,730.80	0.00 %	36,730.80
CH25	166.33	174.26	-6.63	104.77 %	89,984.00	20.00 %	17,996.80	0.00 %	17,996.80
AVD1	184.92	192.00	-6.56	103.83 %	89,032.00	20.00 %	17,806.40	0.00 %	17,806.40
CH30	180.95	179.44	-5.46	99.17 %	107,005.00	15.00 %	16,050.75	0.00 %	16,050.75
KNR1	112.65	111.52	-3.65	99.00 %	76,052.00	15.00 %	11,407.80	0.00 %	11,407.80
CH47	293.43	290.00	-5.68	98.83 %	149,456.00	15.00 %	22,418.40	0.00 %	22,418.40
CH49	234.98	229.50	-6.65	97.67 %	125,787.00	15.00 %	18,868.05	0.00 %	18,868.05
CH05	253.64	243.46	-8.87	95.98 %	128,106.00	15.00 %	19,215.90	0.00 %	19,215.90
CH16	330.10	314.56	-6.44	95.29 %	165,227.00	15.00 %	24,784.05	0.00 %	24,784.05
CH48	215.56	196.67	-3.55	91.23 %	124,705.00	10.00 %	12,470.50	0.00 %	12,470.50
CH26	43.26	39.12	-5.86	90.44 %	20,955.00	10.00 %	2,095.50	0.00 %	2,095.50
CH45	182.73	160.59	-7.16	87.88 %	64,634.00	0.00 %		0.00 %	
SKL1	109.11	93.40	-5.80	85.60 %	58,796.00	0.00 %		0.00 %	
CH07	236.23	188.86	-7.15	79.95 %	86,811.00	0.00 %		0.00 %	
CH38	138.67	106.40	-3.27	76.73 %	68,019.00	0.00 %		0.00 %	
CH19	260.73	199.74	-7.80	76.61 %	114,447.00	0.00 %		0.00 %	
CH14	376.04	280.57	-7.52	74.61 %	135,909.00	0.00 %		0.00 %	
TKM1	93.53	67.94	-2.46	72.65 %	45,543.00	0.00 %		0.00 %	
CH42	273.26	185.73	-5.52	67.97 %	112,261.00	0.00 %		0.00 %	
GUD2	144.97	98.24	-5.64	67.77 %	60,506.00	0.00 %		0.00 %	
MRM1	193.34	130.81	-7.79	67.66 %	58,508.00	0.00 %		0.00 %	
CGL1	94.63	63.39	-7.84	66.99 %	26,468.00	0.00 %		0.00 %	
CH39	104.48	57.69	-5.59	55.22 %	42,685.00	0.00 %		0.00 %	
CH29	28.45	14.49	-2.68	50.93 %	8,303.00	0.00 %		0.00 %	
CH08	143.81	63.81	-9.35	44.37 %	38,555.00	0.00 %		0.00 %	
CH40	97.90	39.76	-1.91	40.61 %	6,408.00	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)
CPT1	56.65	59.92	-2.31	105.77 %	41,489.00	20.00 %	8,297.80	0.00 %	8,297.80
VEL4	186.70	197.35	-7.32	105.70 %	73,025.00	20.00 %	14,605.00	0.00 %	14,605.00
VNB1	115.27	120.09	-3.27	104.18 %	65,922.00	20.00 %	13,184.40	0.00 %	13,184.40
CYR1	73.99	75.50	-4.46	102.04 %	52,633.00	20.00 %	10,526.60	0.00 %	10,526.60
SBR1	181.33	174.37	-5.67	96.16 %	118,260.00	15.00 %	17,739.00	0.00 %	17,739.00
PLR1	92.28	87.01	-5.19	94.29 %	40,947.00	10.00 %	4,094.70	0.00 %	4,094.70
TRT1	77.83	72.15	-8.89	92.70 %	27,438.00	10.00 %	2,743.80	0.00 %	2,743.80
AKM1	134.00	122.63	-5.59	91.52 %	63,559.00	10.00 %	6,355.90	0.00 %	6,355.90
VEL1	96.15	87.75	-5.55	91.27 %	37,268.00	10.00 %	3,726.80	0.00 %	3,726.80
TRR1	181.71	163.47	-8.32	89.96 %	73,648.00	0.00 %		0.00 %	
ABR1	134.80	121.10	-6.91	89.84 %	52,338.00	0.00 %		0.00 %	
WJP1	106.48	90.56	-4.23	85.04 %	52,638.00	0.00 %		0.00 %	
KPM2	378.56	315.56	-5.05	83.36 %	141,443.00	0.00 %		0.00 %	
GDM1	99.76	83.06	-7.34	83.26 %	43,504.00	0.00 %		0.00 %	
ANI1	70.97	58.82	-4.27	82.87 %	31,526.00	0.00 %		0.00 %	
VEL2	200.87	163.94	-6.56	81.61 %	96,117.00	0.00 %		0.00 %	
SLG1	68.73	55.81	-4.49	81.19 %	31,849.00	0.00 %		0.00 %	
VEL3	180.67	144.84	-7.25	80.17 %	85,860.00	0.00 %		0.00 %	
UGI1	69.56	55.08	-2.98	79.18 %	25,045.00	0.00 %		0.00 %	
PTU1	48.17	35.84	-6.18	74.40 %	14,066.00	0.00 %		0.00 %	
KPM1	118.30	86.68	-6.03	73.27 %	34,619.00	0.00 %		0.00 %	
VSI1	122.15	88.86	-6.02	72.75 %	48,707.00	0.00 %		0.00 %	
TRL1	194.66	140.90	-8.14	72.38 %	74,397.00	0.00 %		0.00 %	
BGR1	86.46	60.65	-3.53	70.14 %	39,141.00	0.00 %		0.00 %	
WJD1	143.22	96.09	-3.38	67.09 %	61,307.00	0.00 %		0.00 %	
CGM1	180.85	117.50	-8.40	64.97 %	48,233.00	0.00 %		0.00 %	
ARC2	117.22	66.51	-3.58	56.74 %	39,347.00	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	81.62	96.63	-3.81	118.39 %	67,142.00	20.00 %	13,428.40	0.00 %	13,428.40
JKM1	112.19	119.20	-2.04	106.26 %	84,141.00	20.00 %	16,828.20	0.00 %	16,828.20
MVM1	204.10	214.89	-2.98	105.29 %	169,667.00	20.00 %	33,933.40	0.00 %	33,933.40
KIK1	113.10	114.72	-4.04	101.43 %	80,078.00	20.00 %	16,015.60	0.00 %	16,015.60
PBR1	66.03	65.12	-7.61	98.61 %	31,066.00	15.00 %	4,659.90	0.00 %	4,659.90
TVR2	181.93	178.03	-5.31	97.86 %	104,106.00	15.00 %	15,615.90	0.00 %	15,615.90
PBR2	229.90	218.69	-5.39	95.13 %	121,181.00	15.00 %	18,177.15	0.00 %	18,177.15
AYR1	96.77	90.45	-6.19	93.47 %	43,472.00	10.00 %	4,347.20	0.00 %	4,347.20
MDI1	115.96	107.40	-8.82	92.62 %	49,408.00	10.00 %	4,940.80	0.00 %	4,940.80
TTP1	117.49	106.65	-2.02	90.77 %	52,896.00	10.00 %	5,289.60	0.00 %	5,289.60
TNJ1	223.12	190.77	-6.89	85.50 %	88,061.00	0.00 %		0.00 %	
NGT1	162.62	137.84	-3.32	84.76 %	105,966.00	0.00 %		0.00 %	
TRY3	103.36	87.50	-8.46	84.66 %	46,269.00	0.00 %		0.00 %	
TNJ2	185.54	156.60	-6.73	84.40 %	83,448.00	0.00 %		0.00 %	
KRN1	82.65	68.80	-3.34	83.25 %	36,619.00	0.00 %		0.00 %	
TRY4	160.93	133.28	-6.60	82.82 %	89,633.00	0.00 %		0.00 %	
KUM1	218.23	178.37	-7.62	81.73 %	109,747.00	0.00 %		0.00 %	
NCK1	61.38	48.79	-4.93	79.49 %	24,980.00	0.00 %		0.00 %	
NMM1	81.26	63.69	-2.49	78.39 %	45,355.00	0.00 %		0.00 %	
KUM2	121.28	94.72	-3.34	78.10 %	79,469.00	0.00 %		0.00 %	
PTK1	180.40	139.81	-4.69	77.50 %	94,297.00	0.00 %		0.00 %	
PDK2	137.86	106.26	-6.69	77.08 %	61,060.00	0.00 %		0.00 %	
MSI1	105.95	79.26	-3.87	74.81 %	48,632.00	0.00 %		0.00 %	
TYR1	156.11	112.44	-4.28	72.02 %	56,194.00	0.00 %		0.00 %	
APM1	46.92	32.73	-1.19	69.76 %	29,652.00	0.00 %		0.00 %	
PDK1	79.86	54.26	-4.08	67.95 %	50,717.00	0.00 %		0.00 %	
TRY1	787.41	523.70	-10.16	66.51 %	215,776.00	0.00 %		0.00 %	
ORU1	84.84	55.57	-3.90	65.50 %	35,605.00	0.00 %		0.00 %	
TRY2	62.45	27.30	-5.25	43.71 %	19,379.00	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	5.01	7.26	-11.92	144.76 %	2,181.00	20.00 %	436.20	0.00 %	436.20
CH37	56.01	74.59	-7.81	133.18 %	31,047.00	20.00 %	6,209.40	0.00 %	6,209.40
PON1	122.99	123.62	-9.10	100.51 %	46,622.00	20.00 %	9,324.40	0.00 %	9,324.40
CH41	151.14	146.24	-6.21	96.76 %	48,463.00	15.00 %	7,269.45	0.00 %	7,269.45
CH27	65.42	61.76	-4.71	94.40 %	34,732.00	10.00 %	3,473.20	0.00 %	3,473.20
CH15	439.03	413.96	-5.38	94.29 %	219,892.00	10.00 %	21,989.20	0.00 %	21,989.20
CH03	436.85	408.91	-6.14	93.60 %	231,726.00	10.00 %	23,172.60	0.00 %	23,172.60
CH36	81.55	73.74	-6.34	90.42 %	29,351.00	10.00 %	2,935.10	0.00 %	2,935.10
CH20	227.33	205.54	-6.17	90.41 %	89,016.00	10.00 %	8,901.60	0.00 %	8,901.60
CH18	231.76	202.28	-3.35	87.28 %	131,382.00	0.00 %		0.00 %	
CH46	93.17	80.81	-5.74	86.73 %	45,198.00	0.00 %		0.00 %	
CH17	169.16	145.43	-3.99	85.97 %	87,046.00	0.00 %		0.00 %	
CH21	322.43	271.18	-7.04	84.10 %	102,906.00	0.00 %		0.00 %	
CH24	188.67	155.31	-8.63	82.32 %	89,957.00	0.00 %		0.00 %	
CH35	147.80	120.19	-4.07	81.32 %	73,285.00	0.00 %		0.00 %	
CH06	171.44	137.70	-6.15	80.32 %	70,637.00	0.00 %		0.00 %	
CH33	185.88	149.27	-4.28	80.30 %	82,917.00	0.00 %		0.00 %	
CH34	246.68	194.84	-5.52	78.98 %	82,743.00	0.00 %		0.00 %	
CH32	25.08	19.74	-8.47	78.71 %	7,792.00	0.00 %		0.00 %	
CH43	137.96	106.00	-7.74	76.83 %	56,391.00	0.00 %		0.00 %	
CH12	274.87	208.51	-5.78	75.86 %	112,133.00	0.00 %		0.00 %	
CH44	150.57	113.91	-6.30	75.65 %	64,505.00	0.00 %		0.00 %	
GPD1	142.03	105.95	-6.00	74.59 %	36,204.00	0.00 %		0.00 %	
MJR1	200.86	138.61	-4.25	69.01 %	68,141.00	0.00 %		0.00 %	
CH51	276.99	189.41	-9.87	68.38 %	80,148.00	0.00 %		0.00 %	
UKI1	143.90	97.75	-5.44	67.93 %	39,196.00	0.00 %		0.00 %	
CH50	317.80	192.73	-4.66	60.65 %	102,734.00	0.00 %		0.00 %	
CH23	87.55	49.15	-3.58	56.14 %	35,999.00	0.00 %		0.00 %	
MC06	66.31	35.65	-4.59	53.75 %	8,692.00	0.00 %		0.00 %	
MC05	56.90	28.21	-1.52	49.58 %	7,358.00	0.00 %		0.00 %	
CH31	88.54	42.89	-4.34	48.45 %	19,462.00	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	100.71	120.07	-9.26	119.23 %	44,203.00	20.00 %	8,840.60	0.00 %	8,840.60
MKM1	58.59	62.84	-5.55	107.24 %	35,768.00	20.00 %	7,153.60	0.00 %	7,153.60
KML1	76.53	75.78	-2.91	99.01 %	48,652.00	15.00 %	7,297.80	0.00 %	7,297.80
VCM1	28.04	25.19	-4.49	89.83 %	12,829.00	0.00 %		0.00 %	
CDM1	166.20	149.19	-6.99	89.77 %	60,892.00	0.00 %		0.00 %	
KLM1	169.33	142.17	-5.88	83.96 %	94,505.00	0.00 %		0.00 %	
CUD1	319.21	263.67	-3.96	82.60 %	150,172.00	0.00 %		0.00 %	
TVM1	72.49	59.29	-7.00	81.79 %	23,011.00	0.00 %		0.00 %	
VPM2	154.71	126.23	-5.46	81.59 %	61,925.00	0.00 %		0.00 %	
TVM2	103.13	82.24	-7.98	79.74 %	22,770.00	0.00 %		0.00 %	
STP1	51.57	41.03	-7.06	79.56 %	15,668.00	0.00 %		0.00 %	
NVL2	132.26	104.75	-6.48	79.20 %	53,024.00	0.00 %		0.00 %	
VCM2	89.67	70.40	-8.48	78.51 %	35,885.00	0.00 %		0.00 %	
SJI2	185.95	142.79	-7.50	76.79 %	71,171.00	0.00 %		0.00 %	
POY1	256.78	194.73	-8.98	75.83 %	98,152.00	0.00 %		0.00 %	
TRK1	257.85	193.32	-6.69	74.97 %	107,329.00	0.00 %		0.00 %	
TDM1	150.05	111.29	-10.44	74.17 %	38,104.00	0.00 %		0.00 %	
POY2	208.11	147.34	-6.89	70.80 %	68,034.00	0.00 %		0.00 %	
KKI2	142.16	97.76	-6.68	68.77 %	46,866.00	0.00 %		0.00 %	
ULP1	178.21	119.29	-9.45	66.94 %	43,959.00	0.00 %		0.00 %	
VPM1	56.04	36.83	-4.79	65.72 %	19,321.00	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	27.28	32.81	-5.06	120.28 %	15,183.00	20.00 %	3,036.60	0.00 %	3,036.60
ERD1	130.29	128.88	-5.09	98.91 %	74,558.00	15.00 %	11,183.70	0.00 %	11,183.70
AVI1	60.10	59.15	-4.60	98.43 %	24,179.00	15.00 %	3,626.85	0.00 %	3,626.85
CMI1	43.29	41.49	-2.31	95.84 %	27,580.00	15.00 %	4,137.00	0.00 %	4,137.00
ERD2	162.19	148.71	-5.06	91.69 %	121,870.00	10.00 %	12,187.00	0.00 %	12,187.00
PDR1	46.27	38.64	-3.43	83.51 %	28,893.00	0.00 %		0.00 %	
KGM1	57.86	46.91	-2.49	81.07 %	28,581.00	0.00 %		0.00 %	
RSP1	72.41	57.22	-3.40	79.02 %	43,946.00	0.00 %		0.00 %	
KMM1	46.59	36.61	-3.76	78.58 %	23,221.00	0.00 %		0.00 %	
SYM2	71.60	55.78	-4.37	77.91 %	26,895.00	0.00 %		0.00 %	
NKL2	211.79	164.10	-4.90	77.48 %	102,566.00	0.00 %		0.00 %	
TPR2	144.46	110.20	-8.56	76.28 %	34,955.00	0.00 %		0.00 %	
TCG1	68.28	49.73	-2.80	72.82 %	43,016.00	0.00 %		0.00 %	
GBM1	92.60	62.91	-2.54	67.94 %	29,325.00	0.00 %		0.00 %	
TPR1	128.73	83.17	-5.08	64.61 %	39,479.00	0.00 %		0.00 %	
TPR4	49.17	30.06	-3.98	61.13 %	15,643.00	0.00 %		0.00 %	
VKL1	53.81	26.12	-2.22	48.54 %	17,538.00	0.00 %		0.00 %	
TPR3	78.56	30.30	-5.03	38.57 %	10,340.00	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	65.28	76.93	-4.36	117.85 %	62,985.00	20.00 %	12,597.00	0.00 %	12,597.00
DKI1	120.82	124.46	-8.48	103.01 %	82,377.00	20.00 %	16,475.40	0.00 %	16,475.40
TEN1	100.62	98.02	-7.85	97.41 %	40,555.00	15.00 %	6,083.25	0.00 %	6,083.25
PVI1	138.81	131.23	-7.22	94.54 %	70,859.00	10.00 %	7,085.90	0.00 %	7,085.90
TDI1	73.70	68.72	-4.92	93.25 %	45,518.00	10.00 %	4,551.80	0.00 %	4,551.80
PKM1	51.84	48.06	-6.39	92.72 %	27,755.00	10.00 %	2,775.50	0.00 %	2,775.50
KKD3	197.64	178.77	-11.95	90.45 %	104,568.00	10.00 %	10,456.80	0.00 %	10,456.80
DGL1	225.98	202.38	-11.00	89.56 %	86,752.00	0.00 %		0.00 %	
MDU5	71.35	61.48	-6.12	86.16 %	36,993.00	0.00 %		0.00 %	
BNR1	73.53	62.38	-7.89	84.84 %	26,517.00	0.00 %		0.00 %	
SGP1	49.43	41.64	-3.12	84.24 %	38,418.00	0.00 %		0.00 %	
MDU6	156.71	127.28	-7.13	81.22 %	70,685.00	0.00 %		0.00 %	
BTU1	52.76	41.69	-8.38	79.01 %	19,099.00	0.00 %		0.00 %	
MDU1	444.31	346.51	-12.96	77.99 %	118,426.00	0.00 %		0.00 %	
MDU2	227.30	176.75	-8.36	77.76 %	90,352.00	0.00 %		0.00 %	
TEN2	111.98	84.21	-7.65	75.20 %	38,608.00	0.00 %		0.00 %	
TMM1	127.35	95.49	-9.04	74.98 %	52,206.00	0.00 %		0.00 %	
SVG1	87.65	65.37	-8.42	74.58 %	32,555.00	0.00 %		0.00 %	
MPA1	119.94	86.60	-1.93	72.20 %	64,291.00	0.00 %		0.00 %	
CBM1	105.33	75.91	-6.40	72.07 %	44,882.00	0.00 %		0.00 %	
NTM1	73.89	52.65	-5.79	71.25 %	27,392.00	0.00 %		0.00 %	
MNM1	48.97	34.77	-2.50	71.00 %	26,836.00	0.00 %		0.00 %	
MDU3	112.11	79.27	-10.50	70.70 %	28,811.00	0.00 %		0.00 %	
USL1	83.62	59.08	-9.31	70.65 %	29,144.00	0.00 %		0.00 %	
PNI1	50.98	35.67	-6.64	69.96 %	15,793.00	0.00 %		0.00 %	
PNV2	70.33	48.33	-9.62	68.73 %	20,799.00	0.00 %		0.00 %	
KPT1	73.03	50.03	-3.09	68.51 %	31,873.00	0.00 %		0.00 %	
CMR1	59.02	40.42	-5.74	68.47 %	21,995.00	0.00 %		0.00 %	
DGL2	85.42	57.18	-8.37	66.94 %	31,469.00	0.00 %		0.00 %	
TPT1	105.85	70.60	-6.68	66.70 %	49,320.00	0.00 %		0.00 %	
MLR1	77.26	51.22	-4.63	66.30 %	37,865.00	0.00 %		0.00 %	
ADP1	81.62	52.63	-5.32	64.49 %	31,593.00	0.00 %		0.00 %	
NKI1	87.36	56.16	-6.45	64.29 %	31,002.00	0.00 %		0.00 %	
MDU4	92.12	57.03	-9.14	61.91 %	27,816.00	0.00 %		0.00 %	
ODM1	69.54	40.77	-9.88	58.62 %	16,247.00	0.00 %		0.00 %	
ATG1	153.70	89.93	-10.34	58.51 %	39,819.00	0.00 %		0.00 %	
MDU7	158.54	90.49	-9.00	57.08 %	37,711.00	0.00 %		0.00 %	
KYK1	89.45	38.02	-4.02	42.50 %	26,707.00	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	374.91	400.75	-10.24	106.89 %	203,544.00	20.00 %	40,708.80	0.00 %	40,708.80
BSY1	262.83	216.22	-4.56	82.27 %	125,383.00	0.00 %		0.00 %	
KZD1	1,271.55	898.08	-9.58	70.63 %	411,976.00	0.00 %		0.00 %	
VLC1	264.33	119.42	-4.76	45.18 %	73,690.00	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	69.63	85.64	-3.76	123.00 %	45,941.00	20.00 %	9,188.20	0.00 %	9,188.20
ATU1	115.33	118.60	-3.93	102.83 %	75,122.00	20.00 %	15,024.40	0.00 %	15,024.40
DPR1	57.72	51.22	-1.85	88.75 %	36,521.00	0.00 %		0.00 %	
PLC1	65.06	57.56	-1.68	88.47 %	39,969.00	0.00 %		0.00 %	
SLM2	95.70	81.16	-5.14	84.80 %	59,487.00	0.00 %		0.00 %	
MTR1	105.08	84.99	-3.35	80.88 %	58,461.00	0.00 %		0.00 %	
HSR1	137.08	105.70	-1.36	77.11 %	70,352.00	0.00 %		0.00 %	
KAM1	70.93	54.64	-3.36	77.02 %	34,935.00	0.00 %		0.00 %	
APN1	80.46	60.90	-2.17	75.69 %	44,395.00	0.00 %		0.00 %	
SLM1	264.50	197.38	-4.11	74.63 %	108,791.00	0.00 %		0.00 %	
SLM3	136.11	101.03	-2.40	74.23 %	62,219.00	0.00 %		0.00 %	
DPR2	63.48	46.93	-2.15	73.94 %	30,439.00	0.00 %		0.00 %	
EPI1	100.17	73.35	-2.92	73.22 %	57,099.00	0.00 %		0.00 %	
BMD1	73.95	53.72	-2.68	72.65 %	37,679.00	0.00 %		0.00 %	
MCR1	123.28	89.39	-2.35	72.50 %	67,234.00	0.00 %		0.00 %	
TRM1	172.27	123.27	-3.77	71.55 %	64,690.00	0.00 %		0.00 %	
PMP1	103.71	73.84	-3.95	71.19 %	28,269.00	0.00 %		0.00 %	
OML1	124.95	88.16	-1.88	70.55 %	50,380.00	0.00 %		0.00 %	
KVP1	75.40	53.13	-3.78	70.46 %	27,154.00	0.00 %		0.00 %	
HSR2	232.72	150.60	-1.84	64.72 %	86,860.00	0.00 %		0.00 %	
PNG1	68.33	43.94	-1.86	64.31 %	26,247.00	0.00 %		0.00 %	
HRR1	87.16	55.38	-5.02	63.53 %	29,338.00	0.00 %		0.00 %	
SGI1	91.21	57.74	-1.30	63.31 %	39,276.00	0.00 %		0.00 %	
VPD1	131.78	82.55	-2.61	62.65 %	47,209.00	0.00 %		0.00 %	
EDP1	52.15	31.72	-2.37	60.84 %	23,268.00	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	67.43	76.14	-4.15	112.92 %	47,672.00	20.00 %	9,534.40	0.00 %	9,534.40
SUL1	61.03	58.68	-3.69	96.15 %	40,509.00	15.00 %	6,076.35	0.00 %	6,076.35
CBE6	97.90	91.87	-3.37	93.84 %	59,369.00	10.00 %	5,936.90	0.00 %	5,936.90
KMR1	164.23	141.41	-3.39	86.11 %	82,168.00	0.00 %		0.00 %	
UMP1	66.04	54.72	-4.35	82.86 %	31,815.00	0.00 %		0.00 %	
MPM1	87.89	72.49	-1.68	82.48 %	38,312.00	0.00 %		0.00 %	
PLI1	100.02	78.97	-3.42	78.96 %	44,063.00	0.00 %		0.00 %	
CBE4	122.52	95.21	-3.80	77.71 %	61,988.00	0.00 %		0.00 %	
GDR1	63.10	48.01	-4.67	76.09 %	15,028.00	0.00 %		0.00 %	
ANR1	27.50	20.36	-2.15	74.03 %	12,097.00	0.00 %		0.00 %	
KGI1	93.94	68.47	-2.56	72.89 %	22,472.00	0.00 %		0.00 %	
CBE5	47.42	34.05	-1.66	71.81 %	34,371.00	0.00 %		0.00 %	
SNR1	95.77	67.56	-4.55	70.55 %	45,014.00	0.00 %		0.00 %	
CBE2	427.30	281.43	-4.98	65.86 %	135,168.00	0.00 %		0.00 %	
DPM2	82.81	51.92	-1.51	62.70 %	36,230.00	0.00 %		0.00 %	
CBE3	42.23	25.69	-3.33	60.82 %	22,712.00	0.00 %		0.00 %	
PDM1	48.28	29.28	-1.19	60.64 %	27,142.00	0.00 %		0.00 %	
CNR1	89.15	53.51	-1.92	60.02 %	19,443.00	0.00 %		0.00 %	
UAM1	166.18	95.14	-2.79	57.25 %	37,766.00	0.00 %		0.00 %	
PPI1	71.02	35.97	-3.03	50.65 %	17,620.00	0.00 %		0.00 %	
KMD1	71.38	32.08	-2.31	44.94 %	14,783.00	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	107.51	110.88	-10.19	103.14 %	43,498.00	20.00 %	8,699.60	0.00 %	8,699.60
COL1	36.96	34.50	-4.58	93.36 %	23,443.00	10.00 %	2,344.30	0.00 %	2,344.30
TKS2	256.83	224.46	-8.17	87.39 %	94,702.00	0.00 %		0.00 %	
RND2	186.12	159.33	-7.22	85.61 %	103,471.00	0.00 %		0.00 %	
SVK1	165.99	141.81	-7.44	85.43 %	80,237.00	0.00 %		0.00 %	
MMT1	108.23	89.83	-4.80	83.00 %	37,718.00	0.00 %		0.00 %	
TKS1	183.29	151.81	-7.17	82.82 %	75,548.00	0.00 %		0.00 %	
TUT1	738.83	607.25	-5.63	82.19 %	389,587.00	0.00 %		0.00 %	
PKD1	130.58	106.40	-2.27	81.48 %	88,597.00	0.00 %		0.00 %	
KSM1	120.20	95.07	-8.71	79.09 %	36,467.00	0.00 %		0.00 %	
STU2	65.45	51.10	-7.00	78.08 %	23,588.00	0.00 %		0.00 %	
ASM1	91.27	71.15	-5.30	77.95 %	55,466.00	0.00 %		0.00 %	
SKD1	88.10	68.35	-6.55	77.58 %	37,635.00	0.00 %		0.00 %	
KYR1	78.33	60.64	-2.85	77.41 %	41,939.00	0.00 %		0.00 %	
KGL1	86.36	66.44	-4.09	76.93 %	42,826.00	0.00 %		0.00 %	
SNL1	118.42	89.59	-8.99	75.66 %	45,226.00	0.00 %		0.00 %	
APK1	104.61	78.25	-7.54	74.80 %	47,463.00	0.00 %		0.00 %	
TCN1	153.86	114.98	-5.64	74.73 %	71,129.00	0.00 %		0.00 %	
KVT1	427.75	314.85	-6.46	73.61 %	194,551.00	0.00 %		0.00 %	
PDI1	93.20	67.82	-7.14	72.76 %	40,487.00	0.00 %		0.00 %	
VLY1	220.00	155.68	-6.62	70.76 %	91,332.00	0.00 %		0.00 %	
VKM1	83.49	59.06	-5.66	70.74 %	37,296.00	0.00 %		0.00 %	
VNR2	316.36	220.78	-3.63	69.79 %	107,319.00	0.00 %		0.00 %	
TUT2	316.37	218.91	-5.83	69.19 %	131,218.00	0.00 %		0.00 %	
ERL2	152.75	104.99	-3.91	68.73 %	94,896.00	0.00 %		0.00 %	
ARM1	67.23	44.77	-5.18	66.59 %	31,231.00	0.00 %		0.00 %	
RND1	221.35	147.24	-6.40	66.52 %	100,294.00	0.00 %		0.00 %	
UDN1	116.52	76.54	-6.31	65.69 %	43,095.00	0.00 %		0.00 %	
NGR1	473.51	307.97	-9.21	65.04 %	142,204.00	0.00 %		0.00 %	
SDI1	158.18	101.62	-10.03	64.25 %	36,639.00	0.00 %		0.00 %	
VNR1	106.79	66.73	-5.49	62.49 %	36,888.00	0.00 %		0.00 %	
MAR1	256.48	154.73	-6.59	60.33 %	79,876.00	0.00 %		0.00 %	
TVL1	874.76	523.20	-6.49	59.81 %	320,926.00	0.00 %		0.00 %	
TKY1	108.91	65.01	-3.78	59.70 %	38,627.00	0.00 %		0.00 %	
RPM1	300.67	174.00	-11.11	57.87 %	77,192.00	0.00 %		0.00 %	
TYI1	142.11	79.89	-5.32	56.22 %	59,724.00	0.00 %		0.00 %	
SGT1	103.25	38.14	-5.80	36.94 %	18,764.00	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	341.16	265.83	-3.20	77.92 %	228,314.00	0.00 %		0.00 %	
PAS1	153.65	111.37	-1.24	72.49 %	100,046.00	0.00 %		0.00 %	
KLR1	105.24	68.30	-1.35	64.90 %	51,158.00	0.00 %		0.00 %	
PNL1	128.86	69.16	-2.99	53.67 %	52,484.00	0.00 %		0.00 %	
KOM1	338.64	162.93	-2.87	48.11 %	116,482.00	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	141.63	51.62	-13.05	36.45 %	9,387.00	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	64.93	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	293.37	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	(2.55)	-63.00	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	(11.23)	-7.37	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	19.40	11.04	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	0.64	125.92	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	4.84	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(8.14)	-20.89	0.00 %	0.00	0.00 %		0.00 %	
W3SD	0.00	2.06	14.23	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(88.51)	-18.76	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	50.48	9.83	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(20.43)	-12.59	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(5.83)	-16.50	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(22.15)	-18.57	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(10.39)	-17.47	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	(12.12)	-21.76	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(14.63)	-20.47	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	(20.95)	-15.31	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	11.10	0.27	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	15.03	2.44	0.00 %	0.00	0.00 %		0.00 %	