

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
44,136.83 L	34,470.40 L	78.10 %	0.00 %	188.77 L

Note : Sales Period is From :01-Sep-2026 To :29-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-CENTRAL	217.03	187.58	86.43 %	0.00	0.00 %	0.00
CHENNAI-01	5,180.96	4,393.49	84.80 %	0.00	0.00 %	0.00
NORTH ARCOT	3,642.97	3,022.11	82.96 %	0.00	0.00 %	0.00
TRICHY-01	4,517.00	3,732.39	82.63 %	0.00	0.00 %	0.00
CHENNAI-02	5,501.39	4,450.71	80.90 %	0.00	0.00 %	0.00
SOUTH ARCOT	3,063.22	2,442.64	79.74 %	0.00	0.00 %	0.00
WEST-03	1,600.46	1,237.15	77.30 %	0.00	0.00 %	0.00
SOUTH-03	4,324.25	3,288.52	76.05 %	0.00	0.00 %	0.00
KL-NORTH	2,251.25	1,701.44	75.58 %	0.00	0.00 %	0.00
WEST-02	2,794.54	2,070.55	74.09 %	0.00	0.00 %	0.00
WEST-01	2,167.90	1,561.15	72.01 %	0.00	0.00 %	0.00
SOUTH-01	7,623.49	5,402.54	70.87 %	0.00	0.00 %	0.00
KL-SOUTH	1,105.67	711.48	64.35 %	0.00	0.00 %	0.00
HYDERABAD-01	146.69	51.85	35.34 %	0.00	0.00 %	0.00
OTHERS	0.00	216.80	0.00 %	0.00	0.00 %	0.00
Total	44,136.83	34,470.40	78.10 %		0.00 %	

KL-CENTRAL

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KOC1	217.03	187.58	-7.92	86.43 %	112,611.00	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	26.07	33.82	-3.26	129.73 %	16,279.00	20.00 %	3,255.80	0.00 %	3,255.80
CH22	139.45	148.81	-7.76	106.71 %	51,280.00	20.00 %	10,256.00	0.00 %	10,256.00
GUD1	167.35	176.25	-4.08	105.32 %	136,139.00	20.00 %	27,227.80	0.00 %	27,227.80
CH28	193.92	204.03	-1.87	105.21 %	189,294.00	20.00 %	37,858.80	0.00 %	37,858.80
CH25	172.27	178.22	-6.56	103.46 %	92,754.00	20.00 %	18,550.80	0.00 %	18,550.80
AVD1	191.53	197.01	-6.80	102.86 %	89,664.00	20.00 %	17,932.80	0.00 %	17,932.80
CH47	303.91	298.44	-5.72	98.20 %	153,276.00	15.00 %	22,991.40	0.00 %	22,991.40
KNR1	116.68	114.53	-3.66	98.16 %	77,862.00	15.00 %	11,679.30	0.00 %	11,679.30
CH30	187.41	182.97	-5.49	97.63 %	108,885.00	15.00 %	16,332.75	0.00 %	16,332.75
CH49	243.37	236.16	-6.68	97.04 %	133,697.00	15.00 %	20,054.55	0.00 %	20,054.55
CH05	262.70	251.48	-8.98	95.73 %	131,066.00	15.00 %	19,659.90	0.00 %	19,659.90
CH16	341.89	320.14	-6.57	93.64 %	167,647.00	10.00 %	16,764.70	0.00 %	16,764.70
CH48	223.26	208.22	-3.81	93.26 %	132,565.00	10.00 %	13,256.50	0.00 %	13,256.50
CH26	44.80	40.89	-5.90	91.27 %	22,275.00	10.00 %	2,227.50	0.00 %	2,227.50
CH45	189.25	165.92	-7.22	87.67 %	66,714.00	0.00 %		0.00 %	
SKL1	113.00	95.48	-5.80	84.50 %	60,206.00	0.00 %		0.00 %	
CH07	244.66	193.09	-7.17	78.92 %	89,121.00	0.00 %		0.00 %	
CH19	270.04	210.05	-7.92	77.78 %	119,767.00	0.00 %		0.00 %	
CH38	143.62	109.39	-3.30	76.16 %	70,649.00	0.00 %		0.00 %	
CH14	389.47	287.97	-7.53	73.94 %	138,329.00	0.00 %		0.00 %	
TKM1	96.87	70.41	-2.64	72.69 %	46,573.00	0.00 %		0.00 %	
CH42	283.02	191.24	-5.63	67.57 %	116,181.00	0.00 %		0.00 %	
MRM1	200.24	135.06	-7.69	67.45 %	60,448.00	0.00 %		0.00 %	
GUD2	150.15	100.82	-5.70	67.15 %	62,621.00	0.00 %		0.00 %	
CGL1	98.01	64.57	-7.98	65.88 %	26,848.00	0.00 %		0.00 %	
CH39	108.21	59.95	-5.65	55.41 %	44,135.00	0.00 %		0.00 %	
CH29	29.46	14.77	-2.63	50.12 %	8,553.00	0.00 %		0.00 %	
CH08	148.94	63.81	-9.35	42.84 %	38,555.00	0.00 %		0.00 %	
CH40	101.39	39.98	-1.92	39.43 %	6,618.00	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	193.37	202.20	-7.40	104.57 %	75,435.00	20.00 %	15,087.00	0.00 %	15,087.00
CPT1	58.68	60.52	-2.33	103.14 %	42,339.00	20.00 %	8,467.80	0.00 %	8,467.80
VNB1	119.38	121.44	-3.26	101.72 %	66,782.00	20.00 %	13,356.40	0.00 %	13,356.40
CYR1	76.64	76.92	-4.52	100.37 %	53,463.00	20.00 %	10,692.60	0.00 %	10,692.60
SBR1	187.80	181.54	-5.67	96.66 %	122,040.00	15.00 %	18,306.00	0.00 %	18,306.00
PLR1	95.57	90.14	-5.51	94.31 %	41,927.00	10.00 %	4,192.70	0.00 %	4,192.70
TRT1	80.61	75.23	-8.96	93.33 %	28,128.00	10.00 %	2,812.80	0.00 %	2,812.80
TRR1	188.20	171.21	-8.22	90.97 %	77,318.00	10.00 %	7,731.80	0.00 %	7,731.80
AKM1	138.78	124.78	-5.68	89.91 %	64,589.00	0.00 %		0.00 %	
VEL1	99.59	89.07	-5.48	89.44 %	38,248.00	0.00 %		0.00 %	
ABR1	139.62	123.92	-6.93	88.75 %	53,718.00	0.00 %		0.00 %	
WJP1	110.29	92.44	-4.27	83.81 %	53,718.00	0.00 %		0.00 %	
GDM1	103.33	85.99	-7.43	83.22 %	43,964.00	0.00 %		0.00 %	
KPM2	392.08	322.42	-5.10	82.23 %	144,773.00	0.00 %		0.00 %	
VEL3	187.12	153.69	-7.37	82.14 %	90,750.00	0.00 %		0.00 %	
VEL2	208.05	168.90	-6.50	81.18 %	99,067.00	0.00 %		0.00 %	
ANI1	73.51	59.16	-4.25	80.49 %	31,846.00	0.00 %		0.00 %	
SLG1	71.19	57.11	-4.67	80.23 %	32,329.00	0.00 %		0.00 %	
UGI1	72.05	56.05	-3.09	77.80 %	25,315.00	0.00 %		0.00 %	
PTU1	49.89	37.00	-6.19	74.17 %	15,016.00	0.00 %		0.00 %	
TRL1	201.61	145.87	-8.22	72.35 %	76,777.00	0.00 %		0.00 %	
KPM1	122.52	87.42	-5.99	71.35 %	34,759.00	0.00 %		0.00 %	
VSI1	126.51	89.76	-6.07	70.95 %	49,297.00	0.00 %		0.00 %	
BGR1	89.55	62.82	-3.67	70.15 %	40,741.00	0.00 %		0.00 %	
WJD1	148.33	98.99	-3.41	66.73 %	63,177.00	0.00 %		0.00 %	
CGM1	187.31	119.74	-8.28	63.93 %	51,153.00	0.00 %		0.00 %	
ARC2	121.40	67.76	-3.59	55.82 %	40,317.00	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	84.53	97.36	-3.85	115.17 %	67,502.00	20.00 %	13,500.40	0.00 %	13,500.40
JKM1	116.19	122.04	-2.00	105.04 %	85,381.00	20.00 %	17,076.20	0.00 %	17,076.20
MVM1	211.39	221.85	-2.97	104.95 %	173,817.00	20.00 %	34,763.40	0.00 %	34,763.40
KIK1	117.14	120.33	-4.17	102.72 %	84,708.00	20.00 %	16,941.60	0.00 %	16,941.60
PBR1	68.39	69.10	-7.65	101.03 %	33,286.00	20.00 %	6,657.20	0.00 %	6,657.20
AYR1	100.22	98.82	-7.43	98.60 %	45,822.00	15.00 %	6,873.30	0.00 %	6,873.30
TVR2	188.42	181.76	-5.26	96.46 %	107,316.00	15.00 %	16,097.40	0.00 %	16,097.40
PBR2	238.11	223.33	-5.37	93.79 %	124,081.00	10.00 %	12,408.10	0.00 %	12,408.10
TTP1	121.68	112.27	-2.38	92.27 %	55,446.00	10.00 %	5,544.60	0.00 %	5,544.60
MDI1	120.10	110.18	-8.85	91.74 %	51,418.00	10.00 %	5,141.80	0.00 %	5,141.80
TRY3	107.05	91.74	-8.45	85.70 %	49,239.00	0.00 %		0.00 %	
NGT1	168.43	143.06	-3.47	84.94 %	109,376.00	0.00 %		0.00 %	
TNJ1	231.09	196.05	-6.99	84.84 %	90,761.00	0.00 %		0.00 %	
TNJ2	192.16	160.84	-6.82	83.70 %	86,028.00	0.00 %		0.00 %	
TRY4	166.68	137.80	-6.70	82.67 %	91,773.00	0.00 %		0.00 %	
KRN1	85.60	70.43	-3.35	82.28 %	38,159.00	0.00 %		0.00 %	
KUM1	226.03	183.02	-7.55	80.97 %	112,447.00	0.00 %		0.00 %	
NMM1	84.16	65.92	-2.59	78.33 %	45,925.00	0.00 %		0.00 %	
NCK1	63.57	49.42	-5.03	77.75 %	25,530.00	0.00 %		0.00 %	
PDK2	142.79	110.61	-6.93	77.46 %	62,050.00	0.00 %		0.00 %	
KUM2	125.61	97.12	-3.47	77.32 %	80,569.00	0.00 %		0.00 %	
PTK1	186.85	143.90	-4.68	77.01 %	97,507.00	0.00 %		0.00 %	
MSI1	109.74	81.41	-3.96	74.19 %	49,892.00	0.00 %		0.00 %	
TYR1	161.68	117.55	-4.37	72.70 %	58,374.00	0.00 %		0.00 %	
APM1	48.59	34.05	-1.33	70.07 %	30,162.00	0.00 %		0.00 %	
PDK1	82.71	56.54	-4.05	68.36 %	52,767.00	0.00 %		0.00 %	
ORU1	87.87	59.03	-3.70	67.18 %	38,105.00	0.00 %		0.00 %	
TRY1	815.53	546.88	-10.35	67.06 %	225,626.00	0.00 %		0.00 %	
TRY2	64.68	29.96	-5.59	46.32 %	20,859.00	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	5.19	7.40	-11.69	142.55 %	2,311.00	20.00 %	462.20	0.00 %	462.20
CH37	58.01	76.43	-7.97	131.75 %	32,057.00	20.00 %	6,411.40	0.00 %	6,411.40
PON1	127.39	128.29	-8.96	100.71 %	50,222.00	20.00 %	10,044.40	0.00 %	10,044.40
CH41	156.54	155.84	-6.49	99.55 %	50,543.00	15.00 %	7,581.45	0.00 %	7,581.45
CH15	454.71	425.08	-5.30	93.48 %	228,822.00	10.00 %	22,882.20	0.00 %	22,882.20
CH27	67.75	63.02	-4.68	93.02 %	35,862.00	10.00 %	3,586.20	0.00 %	3,586.20
CH03	452.45	420.54	-6.18	92.95 %	236,636.00	10.00 %	23,663.60	0.00 %	23,663.60
CH20	235.45	215.67	-6.36	91.60 %	92,596.00	10.00 %	9,259.60	0.00 %	9,259.60
CH36	84.47	75.00	-6.50	88.79 %	29,891.00	0.00 %		0.00 %	
CH18	240.03	209.58	-3.42	87.31 %	136,692.00	0.00 %		0.00 %	
CH46	96.50	82.17	-5.76	85.14 %	45,968.00	0.00 %		0.00 %	
CH17	175.20	148.65	-4.04	84.85 %	89,696.00	0.00 %		0.00 %	
CH21	333.94	283.22	-7.48	84.81 %	105,186.00	0.00 %		0.00 %	
CH35	153.08	127.71	-4.79	83.43 %	75,565.00	0.00 %		0.00 %	
CH32	25.97	21.50	-8.89	82.77 %	9,072.00	0.00 %		0.00 %	
CH24	195.41	160.22	-8.64	81.99 %	92,537.00	0.00 %		0.00 %	
CH33	192.52	155.49	-4.33	80.77 %	87,077.00	0.00 %		0.00 %	
CH06	177.57	142.02	-6.07	79.98 %	74,947.00	0.00 %		0.00 %	
CH34	255.49	199.20	-5.56	77.97 %	85,213.00	0.00 %		0.00 %	
CH43	142.88	109.13	-7.76	76.38 %	58,661.00	0.00 %		0.00 %	
CH44	155.95	119.07	-6.41	76.35 %	67,745.00	0.00 %		0.00 %	
CH12	284.68	213.16	-5.84	74.88 %	114,773.00	0.00 %		0.00 %	
GPD1	147.11	108.57	-5.93	73.80 %	37,934.00	0.00 %		0.00 %	
MJR1	208.04	145.37	-4.31	69.88 %	71,731.00	0.00 %		0.00 %	
UKI1	149.04	101.88	-5.30	68.35 %	40,466.00	0.00 %		0.00 %	
CH51	286.88	195.42	-9.98	68.12 %	82,708.00	0.00 %		0.00 %	
CH50	329.15	201.47	-4.59	61.21 %	105,974.00	0.00 %		0.00 %	
CH23	90.67	50.02	-3.79	55.16 %	36,199.00	0.00 %		0.00 %	
MC06	68.68	36.43	-4.57	53.05 %	10,042.00	0.00 %		0.00 %	
CH31	91.70	44.58	-4.51	48.62 %	19,622.00	0.00 %		0.00 %	
MC05	58.93	28.56	-1.51	48.47 %	7,458.00	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	104.30	124.40	-9.26	119.26 %	45,103.00	20.00 %	9,020.60	0.00 %	9,020.60
MKM1	60.69	64.44	-5.62	106.19 %	36,698.00	20.00 %	7,339.60	0.00 %	7,339.60
KML1	79.27	77.78	-2.99	98.13 %	49,332.00	15.00 %	7,399.80	0.00 %	7,399.80
VCM1	29.04	25.69	-4.56	88.48 %	13,129.00	0.00 %		0.00 %	
CDM1	172.13	152.21	-7.00	88.42 %	62,482.00	0.00 %		0.00 %	
TVM1	75.08	63.51	-7.03	84.59 %	24,591.00	0.00 %		0.00 %	
KLM1	175.37	146.68	-5.86	83.64 %	97,495.00	0.00 %		0.00 %	
CUD1	330.61	273.16	-3.97	82.62 %	155,812.00	0.00 %		0.00 %	
VCM2	92.88	75.13	-8.71	80.89 %	37,365.00	0.00 %		0.00 %	
VPM2	160.23	129.58	-5.67	80.87 %	63,075.00	0.00 %		0.00 %	
NVL2	136.99	108.67	-6.57	79.33 %	55,804.00	0.00 %		0.00 %	
STP1	53.41	42.25	-7.36	79.11 %	16,038.00	0.00 %		0.00 %	
TVM2	106.82	83.94	-8.12	78.58 %	23,410.00	0.00 %		0.00 %	
POY1	265.95	203.71	-9.04	76.60 %	104,021.00	0.00 %		0.00 %	
SJI2	192.59	146.69	-7.46	76.17 %	73,901.00	0.00 %		0.00 %	
TDM1	155.41	114.34	-10.62	73.58 %	38,934.00	0.00 %		0.00 %	
TRK1	267.06	196.43	-6.82	73.55 %	107,749.00	0.00 %		0.00 %	
POY2	215.55	152.44	-7.05	70.72 %	70,034.00	0.00 %		0.00 %	
KKI2	147.23	101.56	-6.75	68.98 %	49,386.00	0.00 %		0.00 %	
ULP1	184.58	122.27	-9.58	66.24 %	44,349.00	0.00 %		0.00 %	
VPM1	58.04	37.77	-4.84	65.07 %	19,731.00	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	28.26	34.04	-4.75	120.47 %	15,823.00	20.00 %	3,164.60	0.00 %	3,164.60
AVI1	62.24	62.40	-4.80	100.26 %	25,779.00	20.00 %	5,155.80	0.00 %	5,155.80
ERD1	134.95	134.09	-5.07	99.37 %	77,445.00	15.00 %	11,616.75	0.00 %	11,616.75
CMI1	44.83	42.40	-2.26	94.56 %	28,670.00	10.00 %	2,867.00	0.00 %	2,867.00
ERD2	167.99	153.79	-4.99	91.55 %	127,000.00	10.00 %	12,700.00	0.00 %	12,700.00
PDR1	47.93	40.43	-3.30	84.37 %	30,913.00	0.00 %		0.00 %	
KGM1	59.92	48.82	-2.59	81.46 %	30,021.00	0.00 %		0.00 %	
RSP1	74.99	58.95	-3.47	78.61 %	44,568.00	0.00 %		0.00 %	
KMM1	48.26	37.30	-3.78	77.30 %	23,821.00	0.00 %		0.00 %	
NKL2	219.36	167.77	-4.94	76.48 %	104,546.00	0.00 %		0.00 %	
SYM2	74.15	56.70	-4.48	76.46 %	26,955.00	0.00 %		0.00 %	
TPR2	149.62	111.42	-8.56	74.47 %	35,555.00	0.00 %		0.00 %	
TCG1	70.72	51.99	-2.76	73.51 %	46,106.00	0.00 %		0.00 %	
GBM1	95.90	64.12	-2.54	66.86 %	30,765.00	0.00 %		0.00 %	
TPR1	133.32	84.34	-5.16	63.26 %	39,739.00	0.00 %		0.00 %	
TPR4	50.92	30.23	-3.96	59.37 %	15,773.00	0.00 %		0.00 %	
VKL1	55.73	27.09	-2.48	48.60 %	17,598.00	0.00 %		0.00 %	
TPR3	81.36	31.26	-4.90	38.42 %	11,670.00	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	67.61	79.40	-4.22	117.44 %	64,575.00	20.00 %	12,915.00	0.00 %	12,915.00
DKI1	125.13	126.18	-8.40	100.83 %	84,307.00	20.00 %	16,861.40	0.00 %	16,861.40
TEN1	104.22	101.48	-8.02	97.37 %	42,565.00	15.00 %	6,384.75	0.00 %	6,384.75
TDI1	76.33	71.15	-4.78	93.22 %	47,588.00	10.00 %	4,758.80	0.00 %	4,758.80
PKM1	53.69	49.85	-6.99	92.85 %	28,505.00	10.00 %	2,850.50	0.00 %	2,850.50
PVI1	143.76	133.43	-7.24	92.81 %	72,129.00	10.00 %	7,212.90	0.00 %	7,212.90
KKD3	204.70	185.16	-12.22	90.46 %	106,558.00	10.00 %	10,655.80	0.00 %	10,655.80
DGL1	234.05	207.50	-11.07	88.66 %	89,002.00	0.00 %		0.00 %	
MDU5	73.90	62.56	-6.11	84.65 %	37,673.00	0.00 %		0.00 %	
SGP1	51.19	42.65	-3.05	83.31 %	39,648.00	0.00 %		0.00 %	
BNR1	76.15	63.32	-7.91	83.15 %	26,917.00	0.00 %		0.00 %	
MDU6	162.30	129.33	-7.17	79.69 %	71,605.00	0.00 %		0.00 %	
MDU1	460.18	357.20	-12.97	77.62 %	123,066.00	0.00 %		0.00 %	
BTU1	54.65	42.30	-8.42	77.41 %	19,659.00	0.00 %		0.00 %	
MDU2	235.42	181.87	-8.32	77.25 %	93,842.00	0.00 %		0.00 %	
TEN2	115.98	87.45	-7.75	75.40 %	40,338.00	0.00 %		0.00 %	
TMM1	131.90	97.20	-9.14	73.69 %	53,306.00	0.00 %		0.00 %	
SVG1	90.78	66.85	-8.26	73.64 %	33,255.00	0.00 %		0.00 %	
CBM1	109.09	78.59	-6.36	72.05 %	46,582.00	0.00 %		0.00 %	
NTM1	76.53	54.60	-5.92	71.35 %	28,562.00	0.00 %		0.00 %	
PNI1	52.80	37.61	-7.02	71.23 %	16,153.00	0.00 %		0.00 %	
MPA1	124.23	88.31	-2.03	71.08 %	65,161.00	0.00 %		0.00 %	
MNM1	50.72	35.74	-2.67	70.47 %	27,726.00	0.00 %		0.00 %	
KPT1	75.64	52.69	-3.01	69.66 %	33,423.00	0.00 %		0.00 %	
USL1	86.60	60.25	-9.47	69.57 %	29,354.00	0.00 %		0.00 %	
MDU3	116.12	80.59	-10.50	69.40 %	29,861.00	0.00 %		0.00 %	
TPT1	109.63	73.78	-6.80	67.30 %	51,620.00	0.00 %		0.00 %	
DGL2	88.47	59.42	-8.63	67.16 %	32,564.00	0.00 %		0.00 %	
CMR1	61.13	40.97	-5.69	67.02 %	22,105.00	0.00 %		0.00 %	
PNV2	72.84	48.80	-9.60	67.00 %	21,199.00	0.00 %		0.00 %	
MLR1	80.02	51.74	-4.58	64.65 %	38,195.00	0.00 %		0.00 %	
NKI1	90.48	57.69	-6.53	63.77 %	31,852.00	0.00 %		0.00 %	
ADP1	84.53	53.64	-5.28	63.45 %	32,463.00	0.00 %		0.00 %	
MDU4	95.41	58.26	-9.34	61.06 %	28,046.00	0.00 %		0.00 %	
ATG1	159.19	93.49	-10.50	58.73 %	41,309.00	0.00 %		0.00 %	
ODM1	72.03	41.82	-9.97	58.06 %	16,717.00	0.00 %		0.00 %	
MDU7	164.20	95.26	-9.35	58.01 %	39,031.00	0.00 %		0.00 %	
KYK1	92.65	40.38	-4.07	43.58 %	27,907.00	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	388.30	429.99	-10.42	110.74 %	214,052.00	20.00 %	42,810.40	0.00 %	42,810.40
BSY1	272.21	222.14	-4.51	81.60 %	129,268.00	0.00 %		0.00 %	
KZD1	1,316.97	927.94	-9.57	70.46 %	422,993.00	0.00 %		0.00 %	
VLC1	273.77	121.37	-4.73	44.33 %	75,380.00	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	72.11	88.07	-3.71	122.13 %	47,891.00	20.00 %	9,578.20	0.00 %	9,578.20
ATU1	119.45	122.24	-3.89	102.34 %	76,542.00	20.00 %	15,308.40	0.00 %	15,308.40
SLM2	99.12	86.51	-4.87	87.28 %	62,887.00	0.00 %		0.00 %	
DPR1	59.78	51.98	-1.83	86.96 %	37,251.00	0.00 %		0.00 %	
PLC1	67.39	58.14	-1.67	86.28 %	40,794.00	0.00 %		0.00 %	
MTR1	108.84	87.28	-3.28	80.20 %	59,761.00	0.00 %		0.00 %	
DPR2	65.74	51.74	-2.19	78.71 %	34,689.00	0.00 %		0.00 %	
KAM1	73.47	55.38	-3.31	75.38 %	35,845.00	0.00 %		0.00 %	
APN1	83.34	62.47	-2.13	74.96 %	45,225.00	0.00 %		0.00 %	
EPI1	103.75	77.31	-3.08	74.52 %	59,499.00	0.00 %		0.00 %	
HSR1	141.97	105.70	-1.36	74.45 %	70,352.00	0.00 %		0.00 %	
SLM1	273.94	202.13	-4.19	73.79 %	109,581.00	0.00 %		0.00 %	
SLM3	140.97	103.53	-2.48	73.44 %	63,719.00	0.00 %		0.00 %	
MCR1	127.69	92.47	-2.44	72.42 %	69,114.00	0.00 %		0.00 %	
BMD1	76.59	54.23	-2.71	70.80 %	38,609.00	0.00 %		0.00 %	
TRM1	178.43	125.52	-3.72	70.35 %	65,410.00	0.00 %		0.00 %	
OML1	129.42	90.51	-1.89	69.93 %	51,790.00	0.00 %		0.00 %	
KVP1	78.10	53.88	-3.82	68.99 %	27,464.00	0.00 %		0.00 %	
PMP1	107.42	73.84	-3.95	68.74 %	28,269.00	0.00 %		0.00 %	
VPD1	136.48	85.64	-2.52	62.75 %	50,469.00	0.00 %		0.00 %	
HRR1	90.28	56.64	-4.92	62.74 %	30,408.00	0.00 %		0.00 %	
HSR2	241.03	150.91	-1.84	62.61 %	87,100.00	0.00 %		0.00 %	
PNG1	70.77	44.22	-1.85	62.48 %	26,397.00	0.00 %		0.00 %	
SGI1	94.47	57.74	-1.30	61.12 %	39,276.00	0.00 %		0.00 %	
EDP1	54.01	32.46	-2.47	60.11 %	23,618.00	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	69.84	78.57	-4.04	112.50 %	49,562.00	20.00 %	9,912.40	0.00 %	9,912.40
SUL1	63.21	60.43	-3.86	95.60 %	40,789.00	15.00 %	6,118.35	0.00 %	6,118.35
CBE6	101.39	96.32	-3.58	94.99 %	61,729.00	10.00 %	6,172.90	0.00 %	6,172.90
KMR1	170.09	142.75	-3.40	83.93 %	83,498.00	0.00 %		0.00 %	
UMP1	68.40	56.28	-4.29	82.28 %	32,765.00	0.00 %		0.00 %	
MPM1	91.03	74.38	-1.72	81.71 %	39,612.00	0.00 %		0.00 %	
PLI1	103.59	81.27	-3.50	78.46 %	45,863.00	0.00 %		0.00 %	
CBE4	126.89	96.87	-3.88	76.34 %	62,698.00	0.00 %		0.00 %	
GDR1	65.36	49.26	-4.94	75.37 %	15,458.00	0.00 %		0.00 %	
ANR1	28.48	21.42	-2.41	75.21 %	12,407.00	0.00 %		0.00 %	
KGI1	97.29	71.08	-2.36	73.05 %	23,462.00	0.00 %		0.00 %	
CBE5	49.12	35.29	-1.64	71.85 %	35,001.00	0.00 %		0.00 %	
SNR1	99.19	71.17	-4.80	71.75 %	46,684.00	0.00 %		0.00 %	
CBE2	442.56	291.77	-4.98	65.93 %	138,868.00	0.00 %		0.00 %	
DPM2	85.77	53.92	-1.78	62.87 %	36,800.00	0.00 %		0.00 %	
CBE3	43.74	26.84	-3.34	61.37 %	24,232.00	0.00 %		0.00 %	
PDM1	50.01	29.90	-1.17	59.79 %	27,412.00	0.00 %		0.00 %	
CNR1	92.34	55.02	-1.93	59.58 %	19,533.00	0.00 %		0.00 %	
UAM1	172.11	98.22	-2.73	57.07 %	39,226.00	0.00 %		0.00 %	
PPI1	73.55	37.88	-2.90	51.49 %	18,990.00	0.00 %		0.00 %	
KMD1	73.93	32.52	-1.84	43.98 %	15,533.00	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	111.35	113.94	-10.30	102.33 %	45,088.00	20.00 %	9,017.60	0.00 %	9,017.60
COL1	38.28	36.92	-4.77	96.45 %	24,613.00	15.00 %	3,691.95	0.00 %	3,691.95
TKS2	266.01	232.46	-8.20	87.39 %	97,522.00	0.00 %		0.00 %	
SVK1	171.92	146.26	-7.51	85.08 %	82,187.00	0.00 %		0.00 %	
RND2	192.76	161.78	-7.18	83.93 %	105,411.00	0.00 %		0.00 %	
MMT1	112.09	93.47	-4.77	83.39 %	40,688.00	0.00 %		0.00 %	
TKS1	189.83	155.16	-7.25	81.74 %	77,738.00	0.00 %		0.00 %	
TUT1	765.21	624.63	-5.66	81.63 %	400,937.00	0.00 %		0.00 %	
PKD1	135.25	108.48	-2.35	80.21 %	89,897.00	0.00 %		0.00 %	
KSM1	124.50	97.42	-8.64	78.25 %	37,497.00	0.00 %		0.00 %	
STU2	67.78	52.76	-7.36	77.84 %	23,878.00	0.00 %		0.00 %	
SKD1	91.24	70.19	-6.63	76.92 %	39,125.00	0.00 %		0.00 %	
ASM1	94.53	72.55	-5.33	76.75 %	56,596.00	0.00 %		0.00 %	
APK1	108.34	82.88	-7.77	76.50 %	48,783.00	0.00 %		0.00 %	
TCN1	159.35	121.05	-5.96	75.96 %	74,499.00	0.00 %		0.00 %	
KGL1	89.45	67.82	-4.14	75.83 %	43,386.00	0.00 %		0.00 %	
KYR1	81.13	61.32	-2.88	75.59 %	42,159.00	0.00 %		0.00 %	
SNL1	122.65	90.91	-8.99	74.12 %	45,736.00	0.00 %		0.00 %	
KVT1	443.02	321.94	-6.49	72.67 %	199,581.00	0.00 %		0.00 %	
PDI1	96.53	70.11	-7.24	72.63 %	41,617.00	0.00 %		0.00 %	
VLY1	227.85	161.61	-6.63	70.93 %	94,312.00	0.00 %		0.00 %	
VKM1	86.47	60.79	-5.99	70.30 %	38,006.00	0.00 %		0.00 %	
VNR2	327.66	227.10	-3.68	69.31 %	112,179.00	0.00 %		0.00 %	
TUT2	327.67	222.05	-5.87	67.77 %	132,668.00	0.00 %		0.00 %	
ERL2	158.20	106.68	-3.92	67.43 %	96,476.00	0.00 %		0.00 %	
RND1	229.25	151.50	-6.49	66.08 %	102,854.00	0.00 %		0.00 %	
UDN1	120.68	78.98	-6.33	65.45 %	44,325.00	0.00 %		0.00 %	
NGR1	490.42	319.28	-9.22	65.10 %	146,374.00	0.00 %		0.00 %	
ARM1	69.63	45.21	-5.13	64.94 %	31,831.00	0.00 %		0.00 %	
SDI1	163.83	103.90	-10.11	63.42 %	37,589.00	0.00 %		0.00 %	
VNR1	110.61	67.69	-5.47	61.20 %	37,398.00	0.00 %		0.00 %	
TKY1	112.80	68.43	-3.72	60.66 %	40,367.00	0.00 %		0.00 %	
TVL1	906.00	545.88	-6.53	60.25 %	334,166.00	0.00 %		0.00 %	
MAR1	265.64	158.96	-6.69	59.84 %	82,006.00	0.00 %		0.00 %	
RPM1	311.41	177.77	-11.08	57.09 %	78,842.00	0.00 %		0.00 %	
TYI1	147.18	83.88	-5.51	56.99 %	63,054.00	0.00 %		0.00 %	
SGT1	106.93	40.72	-6.11	38.08 %	19,084.00	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	353.35	279.83	-3.10	79.19 %	240,924.00	0.00 %		0.00 %	
PAS1	159.13	115.50	-1.20	72.58 %	103,406.00	0.00 %		0.00 %	
KLR1	109.00	72.39	-1.28	66.42 %	54,697.00	0.00 %		0.00 %	
PNL1	133.46	73.37	-2.84	54.97 %	55,224.00	0.00 %		0.00 %	
KOM1	350.74	170.40	-3.00	48.58 %	120,172.00	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	146.69	51.85	-13.10	35.34 %	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	80.69	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	(1.95)	-82.73	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	5.85	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	20.02	11.40	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	0.33	248.95	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	(9.89)	-17.51	0.00 %	0.00	0.00 %		0.00 %	
W3SD	0.00	2.56	11.49	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(95.86)	-18.73	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	53.78	9.23	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	(6.32)	-16.00	0.00 %	0.00	0.00 %		0.00 %	
WHKZ	0.00	(23.54)	-19.07	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(10.90)	-17.34	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	(6.33)	-15.12	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(12.76)	-15.58	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(10.10)	-15.79	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(14.69)	-22.49	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	(9.07)	-15.39	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	(21.72)	-15.05	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	15.23	2.41	0.00 %	0.00	0.00 %		0.00 %	