

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
45,658.82 L	35,643.08 L	78.06 %	0.00 %	195.44 L

Note : Sales Period is From :01-Sep-2026 To :30-Sep-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-CENTRAL	224.51	199.28	88.76 %	0.00	0.00 %	0.00
CHENNAI-01	5,359.62	4,555.40	84.99 %	0.00	0.00 %	0.00
TRICHY-01	4,672.76	3,866.92	82.75 %	0.00	0.00 %	0.00
NORTH ARCOT	3,768.59	3,110.83	82.55 %	0.00	0.00 %	0.00
CHENNAI-02	5,691.10	4,579.22	80.46 %	0.00	0.00 %	0.00
SOUTH ARCOT	3,168.85	2,528.20	79.78 %	0.00	0.00 %	0.00
KL-NORTH	2,328.88	1,806.32	77.56 %	0.00	0.00 %	0.00
WEST-03	1,655.65	1,279.35	77.27 %	0.00	0.00 %	0.00
SOUTH-03	4,473.37	3,398.64	75.98 %	0.00	0.00 %	0.00
WEST-02	2,890.91	2,134.31	73.83 %	0.00	0.00 %	0.00
WEST-01	2,242.66	1,605.02	71.57 %	0.00	0.00 %	0.00
SOUTH-01	7,886.37	5,595.48	70.95 %	0.00	0.00 %	0.00
KL-SOUTH	1,143.80	741.88	64.86 %	0.00	0.00 %	0.00
HYDERABAD-01	151.75	54.30	35.78 %	0.00	0.00 %	0.00
OTHERS	0.00	187.94	0.00 %	0.00	0.00 %	0.00
Total	45,658.82	35,643.08	78.06 %		0.00 %	

KL-CENTRAL

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KOC1	224.51	199.28	-8.63	88.76 %	118,111.00	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	26.97	34.38	-3.20	127.48 %	17,129.00	20.00 %	3,425.80	0.00 %	3,425.80
CH22	144.26	151.81	-7.71	105.23 %	53,950.00	20.00 %	10,790.00	0.00 %	10,790.00
CH28	200.61	207.66	-1.87	103.51 %	193,754.00	20.00 %	38,750.80	0.00 %	38,750.80
KNR1	120.70	123.91	-3.86	102.66 %	83,292.00	20.00 %	16,658.40	0.00 %	16,658.40
GUD1	173.12	177.11	-4.03	102.30 %	137,369.00	20.00 %	27,473.80	0.00 %	27,473.80
AVD1	198.13	200.84	-6.96	101.37 %	90,634.00	20.00 %	18,126.80	0.00 %	18,126.80
CH25	178.21	180.17	-6.51	101.10 %	94,544.00	20.00 %	18,908.80	0.00 %	18,908.80
CH47	314.39	317.70	-6.16	101.05 %	162,206.00	20.00 %	32,441.20	0.00 %	32,441.20
CH05	271.76	268.43	-9.55	98.78 %	134,986.00	15.00 %	20,247.90	0.00 %	20,247.90
CH30	193.87	188.76	-5.65	97.37 %	112,295.00	15.00 %	16,844.25	0.00 %	16,844.25
CH49	251.76	243.43	-6.70	96.69 %	138,877.00	15.00 %	20,831.55	0.00 %	20,831.55
CH48	230.96	220.81	-4.09	95.60 %	138,985.00	15.00 %	20,847.75	0.00 %	20,847.75
CH16	353.68	333.33	-6.57	94.25 %	175,047.00	10.00 %	17,504.70	0.00 %	17,504.70
CH26	46.35	42.23	-5.78	91.12 %	23,525.00	10.00 %	2,352.50	0.00 %	2,352.50
CH45	195.78	170.92	-7.36	87.30 %	68,594.00	0.00 %		0.00 %	
SKL1	116.90	98.41	-5.92	84.18 %	60,986.00	0.00 %		0.00 %	
CH07	253.10	200.18	-7.18	79.09 %	92,711.00	0.00 %		0.00 %	
CH19	279.35	220.65	-7.93	78.99 %	124,767.00	0.00 %		0.00 %	
CH38	148.57	112.56	-3.25	75.76 %	73,489.00	0.00 %		0.00 %	
CH14	402.90	299.99	-7.72	74.46 %	141,339.00	0.00 %		0.00 %	
TKM1	100.21	72.15	-2.59	72.00 %	48,503.00	0.00 %		0.00 %	
CH42	292.78	198.13	-5.66	67.67 %	121,471.00	0.00 %		0.00 %	
MRM1	207.15	138.88	-7.70	67.04 %	63,408.00	0.00 %		0.00 %	
GUD2	155.33	104.09	-5.68	67.01 %	64,961.00	0.00 %		0.00 %	
CGL1	101.39	66.49	-8.12	65.58 %	27,608.00	0.00 %		0.00 %	
CH39	111.94	63.54	-5.67	56.76 %	46,495.00	0.00 %		0.00 %	
CH29	30.48	14.83	-2.62	48.64 %	8,623.00	0.00 %		0.00 %	
CH08	154.08	63.81	-9.35	41.41 %	38,555.00	0.00 %		0.00 %	
CH40	104.89	40.18	-1.91	38.31 %	6,618.00	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	87.45	98.06	-3.82	112.14 %	68,372.00	20.00 %	13,674.40	0.00 %	13,674.40
JKM1	120.20	127.73	-2.03	106.27 %	89,091.00	20.00 %	17,818.20	0.00 %	17,818.20
MVM1	218.68	230.73	-2.92	105.51 %	182,527.00	20.00 %	36,505.40	0.00 %	36,505.40
KIK1	121.18	124.22	-4.24	102.50 %	86,843.00	20.00 %	17,368.60	0.00 %	17,368.60
AYR1	103.68	104.14	-7.62	100.44 %	47,402.00	20.00 %	9,480.40	0.00 %	9,480.40
PBR1	70.75	71.02	-7.65	100.38 %	34,216.00	20.00 %	6,843.20	0.00 %	6,843.20
TVR2	194.92	187.51	-5.44	96.20 %	110,196.00	15.00 %	16,529.40	0.00 %	16,529.40
MDI1	124.24	114.88	-9.08	92.46 %	52,838.00	10.00 %	5,283.80	0.00 %	5,283.80
PBR2	246.32	225.48	-5.39	91.54 %	125,631.00	10.00 %	12,563.10	0.00 %	12,563.10
TTP1	125.88	113.91	-2.40	90.49 %	55,856.00	10.00 %	5,585.60	0.00 %	5,585.60
TNJ1	239.06	207.21	-7.07	86.68 %	96,191.00	0.00 %		0.00 %	
TRY3	110.74	95.63	-8.52	86.35 %	51,399.00	0.00 %		0.00 %	
TNJ2	198.79	169.21	-6.74	85.12 %	91,618.00	0.00 %		0.00 %	
NGT1	174.24	147.91	-3.55	84.89 %	112,926.00	0.00 %		0.00 %	
KRN1	88.55	73.25	-3.36	82.72 %	40,609.00	0.00 %		0.00 %	
TRY4	172.43	141.82	-6.74	82.25 %	94,133.00	0.00 %		0.00 %	
KUM1	233.82	190.87	-7.64	81.63 %	116,197.00	0.00 %		0.00 %	
KUM2	129.94	101.20	-3.44	77.88 %	84,779.00	0.00 %		0.00 %	
PDK2	147.71	114.76	-7.08	77.69 %	63,340.00	0.00 %		0.00 %	
NMM1	87.06	67.44	-2.75	77.46 %	46,365.00	0.00 %		0.00 %	
NCK1	65.76	50.79	-4.98	77.24 %	26,710.00	0.00 %		0.00 %	
PTK1	193.29	149.27	-4.61	77.23 %	100,987.00	0.00 %		0.00 %	
MSI1	113.52	85.25	-3.82	75.10 %	51,922.00	0.00 %		0.00 %	
TYR1	167.26	120.67	-4.55	72.15 %	59,784.00	0.00 %		0.00 %	
APM1	50.27	34.37	-1.31	68.37 %	30,792.00	0.00 %		0.00 %	
TRY1	843.65	569.37	-10.21	67.49 %	238,946.00	0.00 %		0.00 %	
ORU1	90.90	60.90	-3.67	67.00 %	38,905.00	0.00 %		0.00 %	
PDK1	85.56	57.25	-4.01	66.91 %	53,477.00	0.00 %		0.00 %	
TRY2	66.91	32.08	-5.63	47.94 %	22,709.00	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	60.70	63.31	-2.63	104.31 %	44,579.00	20.00 %	8,915.80	0.00 %	8,915.80
VEL4	200.04	206.17	-7.53	103.07 %	77,105.00	20.00 %	15,421.00	0.00 %	15,421.00
CYR1	79.28	80.19	-4.55	101.15 %	54,473.00	20.00 %	10,894.60	0.00 %	10,894.60
VNB1	123.50	124.00	-3.40	100.41 %	68,452.00	20.00 %	13,690.40	0.00 %	13,690.40
SBR1	194.28	191.00	-5.99	98.31 %	125,880.00	15.00 %	18,882.00	0.00 %	18,882.00
PLR1	98.87	91.27	-5.51	92.31 %	42,637.00	10.00 %	4,263.70	0.00 %	4,263.70
TRT1	83.39	75.81	-9.06	90.91 %	28,128.00	10.00 %	2,812.80	0.00 %	2,812.80
VEL1	103.02	93.61	-5.66	90.86 %	39,588.00	10.00 %	3,958.80	0.00 %	3,958.80
TRR1	194.69	176.66	-8.33	90.74 %	80,318.00	10.00 %	8,031.80	0.00 %	8,031.80
AKM1	143.57	128.90	-5.94	89.78 %	66,179.00	0.00 %		0.00 %	
ABR1	144.43	128.95	-6.98	89.28 %	55,258.00	0.00 %		0.00 %	
GDM1	106.89	90.15	-7.46	84.34 %	46,234.00	0.00 %		0.00 %	
WJP1	114.09	93.60	-4.29	82.04 %	54,398.00	0.00 %		0.00 %	
VEL3	193.57	157.70	-7.56	81.47 %	93,120.00	0.00 %		0.00 %	
KPM2	405.60	330.16	-5.18	81.40 %	147,703.00	0.00 %		0.00 %	
ANI1	76.04	61.10	-4.34	80.35 %	33,016.00	0.00 %		0.00 %	
VEL2	215.22	171.93	-6.53	79.88 %	100,767.00	0.00 %		0.00 %	
SLG1	73.64	58.37	-4.66	79.27 %	32,719.00	0.00 %		0.00 %	
UGI1	74.53	56.42	-3.17	75.70 %	25,405.00	0.00 %		0.00 %	
PTU1	51.61	38.23	-6.16	74.08 %	16,726.00	0.00 %		0.00 %	
TRL1	208.56	153.93	-8.56	73.81 %	78,107.00	0.00 %		0.00 %	
KPM1	126.75	90.26	-6.12	71.21 %	36,079.00	0.00 %		0.00 %	
VSI1	130.87	92.19	-6.26	70.45 %	49,767.00	0.00 %		0.00 %	
BGR1	92.64	63.69	-3.69	68.75 %	41,171.00	0.00 %		0.00 %	
WJD1	153.45	101.34	-3.40	66.04 %	64,967.00	0.00 %		0.00 %	
CGM1	193.77	121.87	-8.21	62.89 %	52,363.00	0.00 %		0.00 %	
ARC2	125.59	69.99	-3.89	55.73 %	41,027.00	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	5.37	8.07	-11.95	150.28 %	2,631.00	20.00 %	526.20	0.00 %	526.20
CH37	60.01	77.99	-7.81	129.96 %	32,867.00	20.00 %	6,573.40	0.00 %	6,573.40
PON1	131.78	132.96	-8.97	100.90 %	51,722.00	20.00 %	10,344.40	0.00 %	10,344.40
CH41	161.94	162.37	-6.82	100.26 %	52,733.00	20.00 %	10,546.60	0.00 %	10,546.60
CH03	468.05	434.37	-6.22	92.80 %	244,286.00	10.00 %	24,428.60	0.00 %	24,428.60
CH15	470.39	436.50	-5.35	92.80 %	237,722.00	10.00 %	23,772.20	0.00 %	23,772.20
CH20	243.57	225.26	-6.63	92.48 %	95,426.00	10.00 %	9,542.60	0.00 %	9,542.60
CH27	70.09	64.77	-4.75	92.41 %	37,602.00	10.00 %	3,760.20	0.00 %	3,760.20
CH36	87.38	77.88	-6.45	89.13 %	30,931.00	0.00 %		0.00 %	
CH18	248.31	219.55	-3.52	88.42 %	143,352.00	0.00 %		0.00 %	
CH46	99.83	84.56	-5.84	84.70 %	47,278.00	0.00 %		0.00 %	
CH21	345.46	291.44	-7.48	84.36 %	108,166.00	0.00 %		0.00 %	
CH17	181.24	152.23	-4.07	83.99 %	91,906.00	0.00 %		0.00 %	
CH32	26.87	22.49	-9.27	83.72 %	9,332.00	0.00 %		0.00 %	
CH35	158.36	129.50	-4.79	81.78 %	76,825.00	0.00 %		0.00 %	
CH24	202.15	163.08	-8.57	80.67 %	95,147.00	0.00 %		0.00 %	
CH33	199.16	159.58	-4.41	80.13 %	89,577.00	0.00 %		0.00 %	
CH06	183.69	145.35	-6.23	79.13 %	76,517.00	0.00 %		0.00 %	
CH34	264.30	204.38	-5.68	77.33 %	87,353.00	0.00 %		0.00 %	
CH44	161.33	122.54	-6.35	75.96 %	69,375.00	0.00 %		0.00 %	
CH43	147.81	111.39	-7.75	75.36 %	59,481.00	0.00 %		0.00 %	
CH12	294.50	220.67	-5.72	74.93 %	121,213.00	0.00 %		0.00 %	
GPD1	152.18	110.39	-5.91	72.54 %	39,724.00	0.00 %		0.00 %	
MJR1	215.21	149.33	-4.25	69.39 %	74,171.00	0.00 %		0.00 %	
CH51	296.77	201.27	-10.01	67.82 %	85,638.00	0.00 %		0.00 %	
UKI1	154.18	102.88	-5.32	66.73 %	40,876.00	0.00 %		0.00 %	
CH50	340.50	205.85	-4.50	60.45 %	108,024.00	0.00 %		0.00 %	
CH23	93.80	51.45	-4.14	54.85 %	36,329.00	0.00 %		0.00 %	
MC06	71.05	36.68	-4.56	51.62 %	10,202.00	0.00 %		0.00 %	
MC05	60.96	29.19	-1.48	47.89 %	7,838.00	0.00 %		0.00 %	
CH31	94.86	45.23	-4.54	47.68 %	20,012.00	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	107.90	130.52	-9.38	120.96 %	47,883.00	20.00 %	9,576.60	0.00 %	9,576.60
MKM1	62.78	65.91	-5.76	104.99 %	37,438.00	20.00 %	7,487.60	0.00 %	7,487.60
KML1	82.00	80.17	-2.97	97.77 %	51,072.00	15.00 %	7,660.80	0.00 %	7,660.80
VCM1	30.04	26.81	-5.01	89.26 %	13,539.00	0.00 %		0.00 %	
CDM1	178.07	153.83	-6.96	86.39 %	63,032.00	0.00 %		0.00 %	
TVM1	77.67	66.45	-7.19	85.55 %	25,741.00	0.00 %		0.00 %	
KLM1	181.42	154.42	-6.40	85.12 %	99,505.00	0.00 %		0.00 %	
CUD1	342.01	288.59	-4.23	84.38 %	163,372.00	0.00 %		0.00 %	
VPM2	165.76	138.02	-5.99	83.26 %	66,345.00	0.00 %		0.00 %	
NVL2	141.71	114.53	-6.91	80.82 %	58,654.00	0.00 %		0.00 %	
VCM2	96.08	76.97	-8.94	80.11 %	37,665.00	0.00 %		0.00 %	
TVM2	110.50	85.82	-8.10	77.67 %	24,720.00	0.00 %		0.00 %	
STP1	55.25	42.87	-7.52	77.59 %	16,218.00	0.00 %		0.00 %	
POY1	275.12	208.94	-9.02	75.94 %	106,331.00	0.00 %		0.00 %	
SJI2	199.23	150.73	-7.52	75.66 %	76,531.00	0.00 %		0.00 %	
TDM1	160.77	118.76	-10.83	73.87 %	39,174.00	0.00 %		0.00 %	
TRK1	276.27	201.25	-6.90	72.85 %	109,689.00	0.00 %		0.00 %	
KKI2	152.31	105.21	-6.97	69.08 %	50,986.00	0.00 %		0.00 %	
POY2	222.98	153.58	-7.07	68.87 %	70,204.00	0.00 %		0.00 %	
ULP1	190.94	126.09	-9.72	66.04 %	45,789.00	0.00 %		0.00 %	
VPM1	60.04	38.74	-5.03	64.53 %	20,031.00	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	401.69	469.59	-10.50	116.90 %	235,702.00	20.00 %	47,140.40	0.00 %	47,140.40
BSY1	281.60	231.23	-4.57	82.11 %	135,088.00	0.00 %		0.00 %	
KZD1	1,362.38	978.52	-9.65	71.82 %	447,673.00	0.00 %		0.00 %	
VLC1	283.21	126.97	-5.05	44.83 %	78,820.00	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	29.23	35.79	-5.23	122.45 %	16,123.00	20.00 %	3,224.60	0.00 %	3,224.60
ERD1	139.60	141.33	-5.00	101.24 %	82,525.00	20.00 %	16,505.00	0.00 %	16,505.00
AVI1	64.39	62.85	-4.81	97.61 %	25,819.00	15.00 %	3,872.85	0.00 %	3,872.85
ERD2	173.78	164.74	-5.16	94.80 %	134,730.00	10.00 %	13,473.00	0.00 %	13,473.00
CMI1	46.38	43.22	-2.37	93.19 %	29,250.00	10.00 %	2,925.00	0.00 %	2,925.00
PDR1	49.58	42.03	-3.41	84.77 %	32,023.00	0.00 %		0.00 %	
KGM1	61.99	49.57	-2.56	79.97 %	30,631.00	0.00 %		0.00 %	
RSP1	77.58	61.59	-3.60	79.39 %	46,388.00	0.00 %		0.00 %	
KMM1	49.92	38.71	-3.71	77.53 %	24,661.00	0.00 %		0.00 %	
TCG1	73.16	55.37	-2.65	75.68 %	50,526.00	0.00 %		0.00 %	
SYM2	76.71	57.86	-4.58	75.43 %	27,315.00	0.00 %		0.00 %	
NKL2	226.92	170.96	-4.96	75.34 %	106,406.00	0.00 %		0.00 %	
TPR2	154.78	113.72	-8.43	73.47 %	37,015.00	0.00 %		0.00 %	
GBM1	99.21	65.14	-2.60	65.66 %	31,435.00	0.00 %		0.00 %	
TPR1	137.92	84.96	-5.12	61.60 %	40,199.00	0.00 %		0.00 %	
TPR4	52.68	31.35	-4.07	59.52 %	16,383.00	0.00 %		0.00 %	
VKL1	57.65	28.50	-2.41	49.43 %	19,138.00	0.00 %		0.00 %	
TPR3	84.17	31.67	-4.83	37.63 %	12,350.00	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	69.94	79.82	-4.18	114.12 %	65,115.00	20.00 %	13,023.00	0.00 %	13,023.00
DKI1	129.45	129.57	-8.37	100.09 %	86,487.00	20.00 %	17,297.40	0.00 %	17,297.40
TEN1	107.81	104.47	-8.18	96.90 %	44,275.00	15.00 %	6,641.25	0.00 %	6,641.25
PKM1	55.54	53.75	-6.99	96.77 %	31,145.00	15.00 %	4,671.75	0.00 %	4,671.75
TDI1	78.96	72.80	-4.71	92.20 %	49,178.00	10.00 %	4,917.80	0.00 %	4,917.80
PVI1	148.72	136.93	-7.25	92.08 %	75,189.00	10.00 %	7,518.90	0.00 %	7,518.90
KKD3	211.76	194.62	-11.84	91.91 %	114,258.00	10.00 %	11,425.80	0.00 %	11,425.80
DGL1	242.12	218.10	-11.31	90.08 %	92,432.00	10.00 %	9,243.20	0.00 %	9,243.20
SGP1	52.96	45.09	-3.25	85.14 %	40,738.00	0.00 %		0.00 %	
MDU5	76.45	64.27	-6.27	84.07 %	39,003.00	0.00 %		0.00 %	
BNR1	78.78	65.65	-7.99	83.33 %	27,492.00	0.00 %		0.00 %	
MDU6	167.90	132.86	-7.26	79.13 %	72,565.00	0.00 %		0.00 %	
MDU2	243.54	186.73	-8.43	76.67 %	95,112.00	0.00 %		0.00 %	
MDU1	476.05	364.51	-12.92	76.57 %	124,026.00	0.00 %		0.00 %	
BTU1	56.53	42.52	-8.40	75.22 %	19,719.00	0.00 %		0.00 %	
MPA1	128.51	95.65	-2.04	74.43 %	70,451.00	0.00 %		0.00 %	
TMM1	136.45	100.74	-8.93	73.83 %	56,136.00	0.00 %		0.00 %	
TEN2	119.98	88.45	-7.68	73.72 %	41,728.00	0.00 %		0.00 %	
SVG1	93.91	69.16	-8.23	73.65 %	34,765.00	0.00 %		0.00 %	
CBM1	112.85	82.42	-6.29	73.04 %	49,562.00	0.00 %		0.00 %	
NTM1	79.17	56.86	-5.92	71.82 %	30,222.00	0.00 %		0.00 %	
PNI1	54.62	38.44	-7.15	70.38 %	16,663.00	0.00 %		0.00 %	
MNM1	52.47	36.52	-2.76	69.60 %	27,946.00	0.00 %		0.00 %	
MDU3	120.12	83.55	-10.53	69.56 %	30,161.00	0.00 %		0.00 %	
TPT1	113.41	78.31	-6.90	69.05 %	54,850.00	0.00 %		0.00 %	
USL1	89.59	61.36	-9.43	68.50 %	30,004.00	0.00 %		0.00 %	
KPT1	78.25	53.07	-3.03	67.82 %	33,733.00	0.00 %		0.00 %	
CMR1	63.24	42.56	-6.02	67.30 %	22,645.00	0.00 %		0.00 %	
PNV2	75.35	50.01	-9.71	66.37 %	21,749.00	0.00 %		0.00 %	
DGL2	91.52	60.73	-7.93	66.36 %	33,304.00	0.00 %		0.00 %	
NKI1	93.60	61.25	-6.59	65.44 %	33,972.00	0.00 %		0.00 %	
MLR1	82.78	53.79	-4.51	64.98 %	39,965.00	0.00 %		0.00 %	
ADP1	87.45	54.56	-5.24	62.39 %	33,583.00	0.00 %		0.00 %	
ATG1	164.68	99.05	-10.09	60.15 %	43,089.00	0.00 %		0.00 %	
MDU4	98.70	58.68	-9.46	59.45 %	28,186.00	0.00 %		0.00 %	
ODM1	74.51	43.32	-9.83	58.15 %	18,117.00	0.00 %		0.00 %	
MDU7	169.86	97.35	-9.53	57.31 %	38,731.00	0.00 %		0.00 %	
KYK1	95.84	41.08	-4.02	42.86 %	28,587.00	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	74.60	90.95	-3.65	121.91 %	50,541.00	20.00 %	10,108.20	0.00 %	10,108.20
ATU1	123.57	124.47	-3.86	100.73 %	77,682.00	20.00 %	15,536.40	0.00 %	15,536.40
SLM2	102.54	88.66	-4.76	86.46 %	65,377.00	0.00 %		0.00 %	
PLC1	69.71	59.70	-1.64	85.64 %	42,464.00	0.00 %		0.00 %	
DPR1	61.84	52.86	-1.80	85.48 %	37,581.00	0.00 %		0.00 %	
MTR1	112.59	88.27	-3.25	78.40 %	61,351.00	0.00 %		0.00 %	
DPR2	68.01	52.31	-2.22	76.92 %	34,799.00	0.00 %		0.00 %	
HSR1	146.87	111.11	-1.50	75.65 %	73,872.00	0.00 %		0.00 %	
SLM1	283.39	213.43	-4.25	75.31 %	116,361.00	0.00 %		0.00 %	
SLM3	145.83	109.81	-2.51	75.30 %	67,944.00	0.00 %		0.00 %	
EPI1	107.33	79.69	-3.25	74.25 %	60,779.00	0.00 %		0.00 %	
APN1	86.21	63.97	-2.09	74.20 %	46,905.00	0.00 %		0.00 %	
KAM1	76.00	55.77	-3.29	73.38 %	36,365.00	0.00 %		0.00 %	
MCR1	132.09	95.15	-2.42	72.03 %	71,934.00	0.00 %		0.00 %	
PMP1	111.12	77.34	-3.88	69.60 %	31,119.00	0.00 %		0.00 %	
KVP1	80.79	55.79	-3.70	69.06 %	27,474.00	0.00 %		0.00 %	
TRM1	184.58	127.10	-3.80	68.86 %	65,410.00	0.00 %		0.00 %	
BMD1	79.23	54.51	-2.69	68.79 %	38,939.00	0.00 %		0.00 %	
OML1	133.88	91.83	-1.89	68.59 %	53,020.00	0.00 %		0.00 %	
HSR2	249.34	160.10	-2.08	64.21 %	92,020.00	0.00 %		0.00 %	
HRR1	93.39	58.86	-5.03	63.02 %	32,198.00	0.00 %		0.00 %	
VPD1	141.19	87.11	-2.48	61.70 %	51,999.00	0.00 %		0.00 %	
PNG1	73.21	44.59	-1.85	60.91 %	26,627.00	0.00 %		0.00 %	
SGI1	97.73	58.09	-1.29	59.43 %	39,736.00	0.00 %		0.00 %	
EDP1	55.87	32.84	-2.47	58.78 %	23,998.00	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	72.25	80.40	-3.97	111.27 %	51,182.00	20.00 %	10,236.40	0.00 %	10,236.40
SUL1	65.39	63.49	-3.74	97.10 %	43,309.00	15.00 %	6,496.35	0.00 %	6,496.35
CBE6	104.89	99.94	-3.50	95.28 %	63,839.00	15.00 %	9,575.85	0.00 %	9,575.85
KMR1	175.96	143.79	-3.37	81.72 %	84,468.00	0.00 %		0.00 %	
MPM1	94.17	76.77	-1.72	81.52 %	40,992.00	0.00 %		0.00 %	
UMP1	70.76	56.87	-4.31	80.37 %	33,315.00	0.00 %		0.00 %	
PLI1	107.16	85.81	-3.48	80.07 %	48,393.00	0.00 %		0.00 %	
ANR1	29.46	22.76	-2.33	77.27 %	13,907.00	0.00 %		0.00 %	
CBE4	131.27	99.01	-3.88	75.43 %	64,408.00	0.00 %		0.00 %	
GDR1	67.61	49.76	-5.04	73.60 %	15,768.00	0.00 %		0.00 %	
SNR1	102.61	75.45	-4.70	73.53 %	49,324.00	0.00 %		0.00 %	
KGI1	100.65	71.22	-2.35	70.76 %	23,462.00	0.00 %		0.00 %	
CBE5	50.81	35.52	-1.74	69.90 %	35,001.00	0.00 %		0.00 %	
CBE2	457.82	303.17	-5.14	66.22 %	143,908.00	0.00 %		0.00 %	
CBE3	45.25	28.07	-3.28	62.04 %	26,252.00	0.00 %		0.00 %	
DPM2	88.73	54.08	-1.77	60.95 %	37,070.00	0.00 %		0.00 %	
PDM1	51.73	30.61	-1.32	59.18 %	27,812.00	0.00 %		0.00 %	
CNR1	95.52	55.85	-1.96	58.47 %	20,403.00	0.00 %		0.00 %	
UAM1	178.05	101.05	-2.72	56.75 %	39,956.00	0.00 %		0.00 %	
PPI1	76.09	38.58	-2.88	50.70 %	19,370.00	0.00 %		0.00 %	
KMD1	76.48	32.83	-1.82	42.93 %	15,553.00	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	115.19	118.91	-10.53	103.23 %	47,148.00	20.00 %	9,429.60	0.00 %	9,429.60
COL1	39.60	39.59	-4.70	99.98 %	27,303.00	15.00 %	4,095.45	0.00 %	4,095.45
TKS2	275.18	239.78	-8.32	87.14 %	99,652.00	0.00 %		0.00 %	
SVK1	177.85	150.44	-7.62	84.59 %	83,627.00	0.00 %		0.00 %	
MMT1	115.96	97.63	-4.85	84.20 %	42,778.00	0.00 %		0.00 %	
RND2	199.41	166.58	-7.23	83.54 %	109,511.00	0.00 %		0.00 %	
TUT1	791.60	645.68	-5.63	81.57 %	415,877.00	0.00 %		0.00 %	
TKS1	196.38	158.54	-7.40	80.73 %	78,978.00	0.00 %		0.00 %	
PKD1	139.91	111.18	-2.39	79.47 %	92,127.00	0.00 %		0.00 %	
STU2	70.12	55.05	-7.48	78.50 %	25,573.00	0.00 %		0.00 %	
APK1	112.08	87.52	-7.81	78.09 %	51,453.00	0.00 %		0.00 %	
SKD1	94.39	73.23	-6.52	77.58 %	41,105.00	0.00 %		0.00 %	
KGL1	92.53	71.63	-4.64	77.41 %	44,436.00	0.00 %		0.00 %	
ASM1	97.79	75.36	-5.70	77.06 %	57,426.00	0.00 %		0.00 %	
KSM1	128.79	98.76	-8.75	76.68 %	37,847.00	0.00 %		0.00 %	
KYR1	83.93	63.55	-3.04	75.72 %	43,999.00	0.00 %		0.00 %	
TCN1	164.85	123.91	-6.05	75.17 %	76,379.00	0.00 %		0.00 %	
SNL1	126.88	94.34	-9.15	74.36 %	46,706.00	0.00 %		0.00 %	
PDI1	99.86	73.91	-7.07	74.02 %	45,447.00	0.00 %		0.00 %	
KVT1	458.30	333.30	-6.57	72.73 %	206,681.00	0.00 %		0.00 %	
VLY1	235.71	167.92	-6.76	71.24 %	97,122.00	0.00 %		0.00 %	
VNR2	338.96	232.95	-3.67	68.72 %	115,669.00	0.00 %		0.00 %	
VKM1	89.45	61.45	-6.05	68.70 %	38,326.00	0.00 %		0.00 %	
ERL2	163.66	110.61	-4.03	67.59 %	98,976.00	0.00 %		0.00 %	
RND1	237.16	158.98	-6.62	67.04 %	107,404.00	0.00 %		0.00 %	
TUT2	338.97	226.62	-5.91	66.86 %	136,158.00	0.00 %		0.00 %	
NGR1	507.33	336.02	-9.25	66.23 %	153,804.00	0.00 %		0.00 %	
UDN1	124.84	80.35	-6.31	64.37 %	45,115.00	0.00 %		0.00 %	
ARM1	72.03	46.33	-5.44	64.32 %	31,891.00	0.00 %		0.00 %	
SDI1	169.48	107.23	-10.12	63.27 %	38,969.00	0.00 %		0.00 %	
MAR1	274.80	166.95	-6.68	60.75 %	85,676.00	0.00 %		0.00 %	
TVL1	937.24	568.72	-6.77	60.68 %	341,306.00	0.00 %		0.00 %	
TKY1	116.69	70.14	-3.74	60.11 %	40,567.00	0.00 %		0.00 %	
VNR1	114.42	68.40	-5.54	59.78 %	38,028.00	0.00 %		0.00 %	
RPM1	322.15	185.43	-11.20	57.56 %	80,742.00	0.00 %		0.00 %	
TYI1	152.26	86.54	-5.51	56.84 %	66,394.00	0.00 %		0.00 %	
SGT1	110.62	41.94	-6.18	37.92 %	20,084.00	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	365.53	290.18	-3.11	79.39 %	250,891.00	0.00 %		0.00 %	
PAS1	164.62	119.14	-1.18	72.38 %	107,102.00	0.00 %		0.00 %	
KLR1	112.76	76.54	-1.21	67.88 %	58,127.00	0.00 %		0.00 %	
PNL1	138.06	77.56	-2.70	56.18 %	59,954.00	0.00 %		0.00 %	
KOM1	362.83	178.45	-3.11	49.18 %	125,052.00	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	151.75	54.30	-12.93	35.78 %	11,477.00	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	106.53	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	19.23	12.77	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	(0.26)	-355.03	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	1.77	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(10.52)	-16.46	0.00 %	0.00	0.00 %		0.00 %	
W3SD	0.00	2.37	14.74	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(101.62)	-18.74	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	20.48	87.58	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(20.75)	-12.52	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	(24.34)	-19.38	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(11.33)	-17.29	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	(6.72)	-15.50	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(13.12)	-15.46	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	(15.08)	-22.39	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(15.08)	-20.50	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(10.29)	-16.12	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	(22.48)	-15.24	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	6.40	35.99	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	14.68	2.50	0.00 %	0.00	0.00 %		0.00 %	