

Accu.Target 6,225.96 L	Sales 4,401.27 L	Achieved % 70.69 %	HO Budget+ % 19.31 %	Total Com. 44.20 L
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Note : Sales Period is From :01-Oct-2025 To :04-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	756.84	610.78	80.70 %	0.00	19.31 %	36,000.00
TRICHY-01	654.63	508.64	77.70 %	0.00	19.31 %	0.00
CHENNAI-02	747.86	555.79	74.32 %	0.00	19.31 %	15,000.00
NORTH ARCOT	489.69	362.87	74.10 %	0.00	19.31 %	9,000.00
WEST-02	680.91	455.53	66.90 %	0.00	19.31 %	0.00
SOUTH-03	797.18	531.16	66.63 %	0.00	19.31 %	0.00
SOUTH ARCOT	448.93	292.25	65.10 %	0.00	19.31 %	0.00
WEST-01	532.58	336.16	63.12 %	0.00	19.31 %	0.00
SOUTH-01	1,060.74	657.87	62.02 %	0.00	19.31 %	0.00
KL-SOUTH	56.59	22.58	39.91 %	0.00	19.31 %	0.00
OTHERS	0.00	67.63	0.00 %	0.00	0.00 %	0.00
Total	6,225.96	4,401.27	70.69 %		19.31 %	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	231.36	209.17	90.41%	15,000.00	19.31 %	40,000.00
	CH03	145.56	125.02	85.89%	0.00	19.31 %	15,000.00
	CH08	169.42	133.66	78.89%	0.00	19.31 %	7,500.00
	CH05	210.51	142.94	67.90%	0.00	19.31 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	140.67	120.94	85.97%	0.00	19.31 %	15,000.00
	TNJ1	158.45	133.44	84.22%	0.00	19.31 %	15,000.00
	PBR1	166.38	123.98	74.52%	0.00	19.31 %	7,500.00
	TRY1	189.13	130.28	68.88%	0.00	19.31 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	193.58	149.56	77.26%	0.00	19.31 %	7,500.00
	CH07	177.18	132.55	74.81%	0.00	19.31 %	7,500.00
	CH09	147.12	109.32	74.31%	0.00	19.31 %	7,500.00
	CH04	229.98	164.37	71.47%	0.00	19.31 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	152.27	132.23	86.84%	0.00	19.31 %	15,000.00
	NA01	179.81	134.02	74.53%	0.00	19.31 %	7,500.00
	NA03	157.61	96.62	61.30%	0.00	19.31 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	137.82	101.59	73.71%	0.00	19.31 %	7,500.00
	ERD1	180.68	128.50	71.12%	0.00	19.31 %	0.00
	MTR1	144.05	97.54	67.71%	0.00	19.31 %	0.00
	SLM1	218.36	127.91	58.58%	0.00	19.31 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	146.68	111.78	76.20%	0.00	19.31 %	7,500.00
	MDU2	227.98	157.47	69.07%	0.00	19.31 %	0.00
	SVG1	138.65	87.57	63.15%	0.00	19.31 %	0.00
	DGL1	247.89	153.67	61.99%	0.00	19.31 %	0.00
	KRR1	35.98	20.69	57.49%	0.00	19.31 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	113.34	83.46	73.63%	0.00	19.31 %	0.00
	SA01	170.33	108.46	63.67%	0.00	19.31 %	0.00
	SA02	165.26	100.33	60.71%	0.00	19.31 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	62.49	50.52	80.85%	0.00	19.31 %	0.00
	UAM1	96.88	68.07	70.26%	0.00	19.31 %	0.00
	CBE1	219.79	137.38	62.51%	0.00	19.31 %	0.00
	PLI1	80.75	44.04	54.53%	0.00	19.31 %	0.00
	TPR1	72.67	36.15	49.75%	0.00	19.31 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	147.46	110.43	74.89%	0.00	19.31 %	7,500.00
	TUT1	218.11	146.76	67.28%	0.00	19.31 %	0.00
	VNR1	147.97	87.48	59.12%	0.00	19.31 %	0.00
	TVL1	174.65	103.05	59.00%	0.00	19.31 %	0.00
	KVT1	193.45	112.11	57.95%	0.00	19.31 %	0.00
	NGR1	179.09	98.04	54.74%	0.00	19.31 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	56.59	22.58	39.91%	0.00	19.31 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	1.81	0.00%	0.00	0.00 %	0.00
	CH02	0.00	9.60	0.00%	0.00	0.00 %	0.00
	HO01	0.00	45.37	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	4.68	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	(0.88)	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	(0.48)	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	7.54	0.00%	0.00	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)
CH28	25.29	31.04	0.19	122.74 %	49,124.80	40.00 %	19,649.92	19.31 %	19,649.92
TKM1	11.90	14.42	0.00	121.14 %	18,061.00	40.00 %	7,224.40	19.31 %	7,224.40
GUD2	20.75	23.92	0.13	115.27 %	24,273.90	30.00 %	7,282.17	19.31 %	9,709.56
CH19	28.60	31.98	0.00	111.81 %	35,267.20	30.00 %	10,580.16	19.31 %	14,106.88
CH40	15.67	16.88	0.00	107.74 %	6,621.40	25.00 %	1,655.35	19.31 %	2,648.56
CH42	32.04	33.16	0.18	103.49 %	31,579.80	25.00 %	7,894.95	19.31 %	12,631.92
CH16	50.53	48.84	0.18	96.65 %	56,488.20	20.00 %	11,297.64	19.31 %	16,946.46
CH48	29.12	26.17	0.00	89.86 %	30,637.00	10.00 %	3,063.70	19.31 %	9,191.10
CH35	19.41	16.85	0.32	86.78 %	20,624.50	10.00 %	2,062.45	19.31 %	5,156.13
CGL1	16.87	14.60	0.10	86.51 %	14,052.80	10.00 %	1,405.28	19.31 %	3,513.20
CH08	53.10	45.36	0.00	85.43 %	64,597.20	10.00 %	6,459.72	19.31 %	16,149.30
MRM1	23.46	20.03	0.10	85.40 %	20,344.90	10.00 %	2,034.49	19.31 %	5,086.23
CH07	37.62	31.76	0.00	84.44 %	35,596.40	10.00 %	3,559.64	19.31 %	8,899.10
GUD1	21.10	17.79	0.23	84.32 %	26,127.20	10.00 %	2,612.72	19.31 %	6,531.80
CH05	45.18	35.72	0.15	79.05 %	31,907.60	0.00 %		19.31 %	6,381.52
CH22	22.38	17.24	0.13	77.05 %	19,717.40	0.00 %		19.31 %	3,943.48
MC10	6.21	4.76	0.00	76.59 %	2,330.10	0.00 %		19.31 %	349.52
CH14	54.71	41.63	0.00	76.09 %	44,074.40	0.00 %		19.31 %	6,611.16
CH39	14.35	10.79	0.00	75.19 %	10,788.50	0.00 %		19.31 %	1,618.28
CH30	30.91	21.55	0.04	69.74 %	16,002.90	0.00 %		19.31 %	1,600.29
CH45	25.55	17.29	0.08	67.66 %	19,882.70	0.00 %		19.31 %	1,988.27
CH38	19.26	12.46	0.00	64.71 %	17,202.40	0.00 %		19.31 %	1,720.24
CH29	8.69	5.51	0.00	63.47 %	8,938.60	0.00 %		19.31 %	
SKL1	19.71	12.22	0.00	61.97 %	20,694.00	0.00 %		19.31 %	
CH26	7.57	4.63	0.00	61.16 %	5,368.20	0.00 %		19.31 %	
CH11	28.39	16.78	0.12	59.12 %	18,034.70	0.00 %		19.31 %	
MC09	4.77	2.27	0.00	47.69 %	1,137.80	0.00 %		19.31 %	
KNR1	26.40	12.00	0.00	45.47 %	13,273.50	0.00 %		19.31 %	
AVD1	36.15	15.74	0.18	43.54 %	16,034.90	0.00 %		19.31 %	
CH37	16.58	6.82	0.00	41.15 %	9,728.70	0.00 %		19.31 %	
MC02	4.59	0.71	0.00	15.54 %	361.00	0.00 %		19.31 %	
CH49	0.00	(0.14)	-6.18	0.00 %	(136.00)	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	9.42	12.90	0.00	136.93 %	9,717.60	40.00 %	3,887.04	19.31 %	3,887.04
TVR2	24.56	27.18	0.12	110.69 %	24,019.80	30.00 %	7,205.94	19.31 %	9,607.92
TNJ1	41.21	44.04	0.05	106.86 %	33,657.20	25.00 %	8,414.30	19.31 %	13,462.88
TRY3	17.36	17.23	0.36	99.27 %	13,215.20	20.00 %	2,643.04	19.31 %	5,286.08
MVM1	27.93	26.84	0.00	96.11 %	26,700.50	20.00 %	5,340.10	19.31 %	8,010.15
TNJ2	32.52	30.46	0.01	93.65 %	30,407.80	15.00 %	4,561.17	19.31 %	9,122.34
ORU1	12.38	11.35	0.00	91.73 %	12,288.20	15.00 %	1,843.23	19.31 %	3,686.46
TRY2	12.14	10.80	0.00	88.97 %	9,014.80	10.00 %	901.48	19.31 %	2,704.44
KIK1	14.02	12.09	0.00	86.22 %	15,234.90	10.00 %	1,523.49	19.31 %	3,808.73
MDI1	19.23	15.77	0.10	82.02 %	16,368.30	10.00 %	1,636.83	19.31 %	4,092.08
TYR1	26.66	21.49	0.00	80.60 %	17,920.70	10.00 %	1,792.07	19.31 %	3,584.14
NGT1	22.47	17.98	0.17	79.99 %	21,026.70	0.00 %		19.31 %	4,205.34
KUM1	36.09	28.70	0.08	79.53 %	24,154.80	0.00 %		19.31 %	4,830.96
TTP1	22.83	17.33	0.00	75.89 %	21,144.30	0.00 %		19.31 %	3,171.65
PBR2	41.99	30.49	0.00	72.60 %	20,797.20	0.00 %		19.31 %	2,079.72
PBR1	13.05	9.20	0.00	70.54 %	8,404.70	0.00 %		19.31 %	840.47
AYR1	17.33	11.97	0.00	69.04 %	8,880.90	0.00 %		19.31 %	888.09
KRN1	12.23	8.36	0.09	68.40 %	7,681.90	0.00 %		19.31 %	768.19
NMM1	14.77	10.03	0.30	67.94 %	11,593.20	0.00 %		19.31 %	1,159.32
MSI1	17.33	11.61	0.00	66.99 %	9,755.60	0.00 %		19.31 %	975.56
APM1	8.80	5.77	0.00	65.55 %	6,420.10	0.00 %		19.31 %	642.01
TRY1	133.32	85.79	0.10	64.35 %	68,580.60	0.00 %		19.31 %	
PDK1	14.08	8.09	0.00	57.46 %	8,769.90	0.00 %		19.31 %	
JKM1	22.09	12.39	0.00	56.08 %	10,074.40	0.00 %		19.31 %	
PTK1	29.55	16.02	0.05	54.23 %	13,915.00	0.00 %		19.31 %	
NCK1	11.28	4.75	0.00	42.16 %	5,931.20	0.00 %		19.31 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH46	16.06	18.77	0.00	116.91 %	12,741.50	30.00 %	3,822.45	19.31 %	5,096.60
CH32	4.84	4.78	0.00	98.78 %	2,116.20	20.00 %	423.24	19.31 %	846.48
CH24	27.44	26.25	0.14	95.69 %	28,550.10	20.00 %	5,710.02	19.31 %	8,565.03
CH34	32.42	30.75	0.16	94.86 %	23,348.60	15.00 %	3,502.29	19.31 %	7,004.58
CH15	76.09	69.00	0.22	90.69 %	66,303.10	15.00 %	9,945.47	19.31 %	19,890.93
CH31	12.39	11.18	0.00	90.28 %	11,127.70	15.00 %	1,669.16	19.31 %	3,338.31
CH12	41.53	37.21	0.41	89.61 %	37,831.50	10.00 %	3,783.15	19.31 %	11,349.45
GPD1	23.15	20.59	0.00	88.94 %	10,502.30	10.00 %	1,050.23	19.31 %	3,150.69
CH44	24.54	21.02	0.00	85.64 %	15,870.20	10.00 %	1,587.02	19.31 %	3,967.55
CH18	31.96	26.65	0.00	83.39 %	39,259.50	10.00 %	3,925.95	19.31 %	9,814.88
UK11	20.11	15.53	0.28	77.25 %	14,402.00	0.00 %		19.31 %	2,880.40
CH17	11.20	8.49	0.00	75.80 %	12,539.60	0.00 %		19.31 %	1,880.94
MC06	9.06	6.80	0.00	75.10 %	5,402.30	0.00 %		19.31 %	810.35
MC05	11.98	8.90	0.00	74.29 %	3,335.90	0.00 %		19.31 %	500.39
CH33	22.25	16.34	0.00	73.44 %	18,540.20	0.00 %		19.31 %	2,781.03
CH03	73.31	53.17	0.34	72.53 %	52,469.60	0.00 %		19.31 %	5,246.96
CH21	52.07	36.60	0.00	70.29 %	21,974.90	0.00 %		19.31 %	2,197.49
CH23	11.38	7.89	0.00	69.37 %	10,371.80	0.00 %		19.31 %	1,037.18
CH20	38.52	25.42	0.01	65.99 %	28,254.60	0.00 %		19.31 %	2,825.46
CH41	27.70	18.08	0.19	65.26 %	22,453.10	0.00 %		19.31 %	2,245.31
CH09	30.20	19.52	0.00	64.65 %	25,043.60	0.00 %		19.31 %	2,504.36
PON1	16.41	10.07	0.00	61.38 %	11,486.80	0.00 %		19.31 %	
CH27	11.39	6.93	0.00	60.83 %	8,470.40	0.00 %		19.31 %	
CH06	30.87	18.23	0.08	59.06 %	21,399.60	0.00 %		19.31 %	
CH43	23.92	11.33	0.18	47.35 %	14,944.80	0.00 %		19.31 %	
MJR1	49.30	20.90	0.00	42.40 %	21,656.60	0.00 %		19.31 %	
CH36	15.60	5.12	0.00	32.80 %	5,046.40	0.00 %		19.31 %	
CH01	2.19	0.25	0.00	11.43 %	750.00	0.00 %		19.31 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
WJP1	15.46	19.24	0.00	124.42 %	19,135.50	40.00 %	7,654.20	19.31 %	7,654.20
PLR1	9.96	10.76	0.00	108.02 %	11,521.00	25.00 %	2,880.25	19.31 %	4,608.40
GDM1	15.34	16.23	0.30	105.74 %	19,048.90	25.00 %	4,762.23	19.31 %	7,619.56
KPM1	17.70	18.43	0.00	104.12 %	21,241.30	25.00 %	5,310.33	19.31 %	8,496.52
ABR1	16.04	16.39	0.00	102.18 %	15,534.40	25.00 %	3,883.60	19.31 %	6,213.76
VEL1	24.48	22.87	0.05	93.44 %	23,484.10	15.00 %	3,522.62	19.31 %	7,045.23
CGM1	14.17	12.97	0.00	91.56 %	7,017.70	15.00 %	1,052.66	19.31 %	2,105.31
TRR1	27.35	24.41	1.61	89.27 %	18,223.80	10.00 %	1,822.38	19.31 %	5,467.14
ANI1	10.66	9.15	0.00	85.87 %	8,750.90	10.00 %	875.09	19.31 %	2,187.73
WJD1	18.11	15.45	0.02	85.29 %	17,590.60	10.00 %	1,759.06	19.31 %	4,397.65
UGI1	12.42	10.16	0.40	81.81 %	9,378.60	10.00 %	937.86	19.31 %	2,344.65
TRL1	30.11	24.33	0.01	80.81 %	31,913.40	10.00 %	3,191.34	19.31 %	7,978.35
ARC2	19.00	14.76	0.00	77.70 %	11,388.60	0.00 %		19.31 %	2,277.72
BGR1	9.57	7.00	0.00	73.20 %	8,525.00	0.00 %		19.31 %	1,278.75
VEL2	28.58	20.34	0.16	71.18 %	33,157.50	0.00 %		19.31 %	3,315.75
CPT1	10.16	6.93	0.00	68.22 %	8,969.80	0.00 %		19.31 %	896.98
KPM2	57.93	38.78	0.08	66.94 %	31,631.80	0.00 %		19.31 %	3,163.18
VSI1	17.47	11.65	0.55	66.67 %	14,483.00	0.00 %		19.31 %	1,448.30
CYR1	13.03	6.86	0.07	52.63 %	7,486.10	0.00 %		19.31 %	
SBR1	37.36	19.26	0.00	51.56 %	20,005.50	0.00 %		19.31 %	
VNB1	16.36	8.26	0.00	50.50 %	6,489.30	0.00 %		19.31 %	
PTU1	6.61	3.18	0.00	48.10 %	5,691.70	0.00 %		19.31 %	
SLG1	13.67	5.80	0.00	42.41 %	7,920.60	0.00 %		19.31 %	
TRT1	20.23	8.30	2.11	41.03 %	8,420.70	0.00 %		19.31 %	
AKM1	27.90	11.34	0.36	40.65 %	9,585.30	0.00 %		19.31 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
HSR2	35.25	36.64	0.19	103.94 %	35,995.30	25.00 %	8,998.83	19.31 %	14,398.12
ERD1	32.24	32.67	0.00	101.35 %	24,559.30	25.00 %	6,139.83	19.31 %	9,823.72
PDR1	9.12	8.91	0.00	97.74 %	10,703.40	20.00 %	2,140.68	19.31 %	4,281.36
EDP1	10.02	9.54	0.00	95.19 %	7,595.60	20.00 %	1,519.12	19.31 %	2,278.68
DPR1	9.51	8.37	0.00	87.98 %	7,224.60	10.00 %	722.46	19.31 %	1,806.15
KVP1	12.45	10.46	0.00	83.98 %	10,109.90	10.00 %	1,010.99	19.31 %	2,527.48
APN1	12.55	10.52	0.22	83.81 %	12,152.50	10.00 %	1,215.25	19.31 %	3,038.13
HRR1	12.69	10.58	0.00	83.38 %	9,987.30	10.00 %	998.73	19.31 %	2,496.83
HSR1	27.77	22.09	0.19	79.55 %	19,851.70	0.00 %		19.31 %	3,970.34
BMD1	12.82	9.81	0.00	76.49 %	11,712.70	0.00 %		19.31 %	1,756.91
VKL1	9.00	6.71	0.00	74.55 %	7,735.90	0.00 %		19.31 %	1,160.39
ERD2	33.43	24.74	0.00	74.00 %	29,475.90	0.00 %		19.31 %	4,421.39
TRM1	23.82	17.53	0.00	73.58 %	17,506.20	0.00 %		19.31 %	2,625.93
OML1	21.77	15.54	0.00	71.36 %	17,303.00	0.00 %		19.31 %	1,730.30
DPR2	12.75	9.09	0.00	71.31 %	8,754.80	0.00 %		19.31 %	875.48
NKL2	31.04	21.97	0.25	70.78 %	22,725.40	0.00 %		19.31 %	2,272.54
PLC1	15.10	10.29	0.00	68.18 %	12,060.20	0.00 %		19.31 %	1,206.02
TCG1	12.15	8.01	1.53	65.96 %	6,749.60	0.00 %		19.31 %	674.96
SLM1	66.93	43.60	0.01	65.14 %	29,426.80	0.00 %		19.31 %	2,942.68
SLM2	21.91	13.85	0.00	63.24 %	12,043.00	0.00 %		19.31 %	
RSP1	18.81	11.73	0.00	62.35 %	12,083.40	0.00 %		19.31 %	
KMM1	14.39	8.78	0.00	61.00 %	11,347.30	0.00 %		19.31 %	
SGI1	13.01	7.92	0.00	60.89 %	7,627.10	0.00 %		19.31 %	
ATU1	26.91	15.84	0.25	58.87 %	14,610.90	0.00 %		19.31 %	
MCR1	24.41	13.65	0.00	55.90 %	11,847.10	0.00 %		19.31 %	
VPD1	26.28	14.31	0.00	54.46 %	19,632.90	0.00 %		19.31 %	
PMP1	15.07	7.47	0.61	49.54 %	5,976.80	0.00 %		19.31 %	
MTR1	26.28	12.99	0.00	49.42 %	11,073.80	0.00 %		19.31 %	
EPI1	21.88	10.01	0.43	45.73 %	15,713.60	0.00 %		19.31 %	
KRI1	19.18	6.72	0.00	35.06 %	4,799.70	0.00 %		19.31 %	
SLM3	31.88	10.23	0.00	32.10 %	9,451.20	0.00 %		19.31 %	
CMI1	10.73	2.94	0.00	27.37 %	3,834.30	0.00 %		19.31 %	
SGG1	9.76	2.03	0.42	20.81 %	2,798.00	0.00 %		19.31 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	17.75	24.56	0.24	138.32 %	29,969.90	40.00 %	11,987.96	19.31 %	11,987.96
TDI1	12.56	12.01	0.00	95.63 %	13,554.90	20.00 %	2,710.98	19.31 %	4,066.47
MLR1	13.30	12.31	0.00	92.54 %	10,534.30	15.00 %	1,580.15	19.31 %	3,160.29
DGL1	69.85	63.79	0.00	91.33 %	52,440.60	15.00 %	7,866.09	19.31 %	15,732.18
TEN1	19.08	17.40	0.00	91.16 %	18,089.10	15.00 %	2,713.37	19.31 %	5,426.73
MDU2	50.02	44.91	0.11	89.79 %	32,596.70	10.00 %	3,259.67	19.31 %	9,779.01
TEN2	19.27	17.24	0.00	89.46 %	11,102.20	10.00 %	1,110.22	19.31 %	3,330.66
PNI1	7.48	6.42	1.10	85.80 %	5,941.40	10.00 %	594.14	19.31 %	1,485.35
KYK1	9.56	8.03	0.52	83.97 %	8,998.70	10.00 %	899.87	19.31 %	2,249.68
PVI1	14.59	12.15	0.00	83.26 %	17,208.60	10.00 %	1,720.86	19.31 %	4,302.15
DKI1	19.15	14.22	0.00	74.27 %	19,408.70	0.00 %		19.31 %	2,911.31
USL1	17.39	12.38	0.09	71.23 %	13,377.60	0.00 %		19.31 %	1,337.76
BTU1	8.48	5.75	0.22	67.85 %	7,462.50	0.00 %		19.31 %	746.25
ATG1	22.49	15.02	1.62	66.79 %	17,633.10	0.00 %		19.31 %	1,763.31
BNR1	15.59	10.37	0.00	66.47 %	10,784.70	0.00 %		19.31 %	1,078.47
PKM1	8.52	5.64	0.62	66.23 %	8,080.30	0.00 %		19.31 %	808.03
SGP1	9.14	5.76	0.00	63.07 %	6,503.00	0.00 %		19.31 %	
TMM1	31.04	19.46	0.13	62.68 %	15,252.40	0.00 %		19.31 %	
PNV1	8.51	5.30	0.00	62.25 %	6,196.40	0.00 %		19.31 %	
MDU5	17.50	10.85	0.00	62.02 %	14,689.40	0.00 %		19.31 %	
CBM1	23.41	14.44	0.00	61.70 %	13,676.60	0.00 %		19.31 %	
MNM1	12.56	7.56	0.00	60.13 %	9,361.00	0.00 %		19.31 %	
DGL2	11.54	6.94	0.00	60.10 %	7,539.70	0.00 %		19.31 %	
MDU3	30.54	18.03	0.24	59.05 %	14,068.70	0.00 %		19.31 %	
KRR1	22.70	13.19	0.00	58.14 %	15,302.50	0.00 %		19.31 %	
MDU4	19.30	10.92	0.00	56.60 %	8,815.20	0.00 %		19.31 %	
ODM1	13.28	7.49	1.36	56.40 %	5,059.10	0.00 %		19.31 %	
ADP1	15.33	8.58	0.00	55.96 %	9,173.80	0.00 %		19.31 %	
TPT1	17.74	9.71	0.00	54.75 %	17,767.10	0.00 %		19.31 %	
SVG1	21.01	11.33	0.00	53.90 %	13,834.70	0.00 %		19.31 %	
CMR1	12.68	6.66	0.00	52.50 %	5,548.90	0.00 %		19.31 %	
MPA1	23.17	11.40	0.00	49.20 %	14,218.70	0.00 %		19.31 %	
NTM1	14.93	7.20	0.00	48.18 %	8,170.50	0.00 %		19.31 %	
MDU1	103.42	47.08	0.45	45.52 %	38,553.30	0.00 %		19.31 %	
KKD2	12.18	5.48	0.00	45.00 %	5,173.60	0.00 %		19.31 %	
NKI1	19.04	8.45	1.07	44.37 %	10,688.70	0.00 %		19.31 %	
KPT1	10.31	4.22	0.29	40.89 %	4,906.90	0.00 %		19.31 %	
MDU6	22.75	8.92	0.00	39.20 %	8,064.30	0.00 %		19.31 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NVL2	26.36	26.94	0.53	102.22 %	29,098.80	25.00 %	7,274.70	19.31 %	11,639.52
VPM1	8.93	7.68	0.60	85.99 %	7,395.10	10.00 %	739.51	19.31 %	1,848.78
MKM1	10.07	8.38	0.13	83.22 %	8,151.70	10.00 %	815.17	19.31 %	2,037.93
VPM2	22.07	18.24	0.00	82.66 %	18,455.70	10.00 %	1,845.57	19.31 %	4,613.93
KLM1	22.21	17.90	0.00	80.61 %	21,459.80	10.00 %	2,145.98	19.31 %	4,291.96
PRT1	17.96	14.02	0.00	78.08 %	12,990.00	0.00 %		19.31 %	2,598.00
TRK1	28.41	21.94	0.13	77.22 %	24,786.00	0.00 %		19.31 %	4,957.20
TDM1	19.71	15.21	0.00	77.20 %	15,373.60	0.00 %		19.31 %	3,074.72
TVM1	13.73	10.35	0.48	75.41 %	7,515.40	0.00 %		19.31 %	1,127.31
CUD1	43.37	31.29	0.10	72.15 %	33,136.70	0.00 %		19.31 %	3,313.67
POY1	38.17	27.40	0.00	71.81 %	32,570.80	0.00 %		19.31 %	3,257.08
POY2	34.11	23.49	0.00	68.85 %	23,290.50	0.00 %		19.31 %	2,329.05
ULP1	22.36	15.02	0.00	67.17 %	16,877.40	0.00 %		19.31 %	1,687.74
KKI2	29.30	18.47	0.00	63.03 %	18,007.60	0.00 %		19.31 %	
STP1	10.01	6.02	0.00	60.13 %	6,397.20	0.00 %		19.31 %	
KML1	12.59	6.78	0.00	53.87 %	8,371.00	0.00 %		19.31 %	
TVM2	20.50	10.17	0.00	49.62 %	7,350.10	0.00 %		19.31 %	
VCM1	13.80	3.91	0.00	28.32 %	2,783.80	0.00 %		19.31 %	
CDM1	32.88	9.17	0.00	27.90 %	12,657.90	0.00 %		19.31 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	
SJI2	22.41	0.00		0.00 %	0.00	0.00 %		19.31 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	7.52	9.64	0.47	128.19 %	17,414.60	40.00 %	6,965.84	19.31 %	6,965.84
GBM1	11.98	13.30	0.42	110.99 %	11,432.10	30.00 %	3,429.63	19.31 %	4,572.84
PPI1	9.95	10.79	0.00	108.46 %	12,679.30	25.00 %	3,169.83	19.31 %	5,071.72
KGM1	8.74	9.12	0.24	104.35 %	9,294.60	25.00 %	2,323.65	19.31 %	3,717.84
MPM1	14.06	13.23	0.00	94.15 %	21,121.70	15.00 %	3,168.26	19.31 %	6,336.51
AVI1	12.84	10.81	0.00	84.15 %	9,196.10	10.00 %	919.61	19.31 %	2,299.03
TPR4	8.58	6.35	0.00	73.94 %	5,905.50	0.00 %		19.31 %	885.83
CBE2	80.15	57.25	0.00	71.42 %	54,366.30	0.00 %		19.31 %	5,436.63
KMR1	31.26	21.76	0.00	69.61 %	28,653.10	0.00 %		19.31 %	2,865.31
CBE1	13.40	9.14	0.00	68.21 %	14,282.60	0.00 %		19.31 %	1,428.26
CNR1	12.48	8.25	0.00	66.07 %	8,551.00	0.00 %		19.31 %	855.10
PDM1	9.02	5.81	0.00	64.39 %	7,500.70	0.00 %		19.31 %	
GDR1	14.15	9.10	0.32	64.29 %	6,134.80	0.00 %		19.31 %	
ANR1	4.30	2.71	1.61	63.18 %	3,920.40	0.00 %		19.31 %	
SUL1	13.01	8.16	0.00	62.77 %	13,237.10	0.00 %		19.31 %	
UAM1	32.52	19.42	0.00	59.72 %	22,881.30	0.00 %		19.31 %	
CBE6	16.79	9.65	0.00	57.47 %	10,863.50	0.00 %		19.31 %	
TPR2	32.79	18.48	0.00	56.34 %	15,883.80	0.00 %		19.31 %	
TPR3	12.80	7.19	0.00	56.18 %	13,728.40	0.00 %		19.31 %	
CBE3	8.64	4.80	0.00	55.51 %	10,675.30	0.00 %		19.31 %	
DPM2	17.66	9.29	0.00	52.62 %	9,294.50	0.00 %		19.31 %	
KGI1	16.15	8.42	0.00	52.17 %	6,551.80	0.00 %		19.31 %	
CBE4	27.05	13.73	0.00	50.78 %	13,699.50	0.00 %		19.31 %	
SNR1	17.83	8.74	0.00	49.03 %	10,199.60	0.00 %		19.31 %	
SYM2	14.83	6.56	0.00	44.22 %	6,986.70	0.00 %		19.31 %	
PLI1	28.36	12.41	0.03	43.78 %	14,218.80	0.00 %		19.31 %	
UMP1	16.98	7.40	0.29	43.60 %	7,641.70	0.00 %		19.31 %	
TPR1	27.08	10.49	0.00	38.72 %	10,496.80	0.00 %		19.31 %	
CBE5	11.66	4.15	0.53	35.55 %	7,628.50	0.00 %		19.31 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
RPM1	32.47	36.22	0.19	111.57 %	29,070.00	30.00 %	8,721.00	19.31 %	11,628.00
ERL2	13.04	13.03	0.01	99.87 %	15,828.30	20.00 %	3,165.66	19.31 %	6,331.32
VNR1	14.01	10.75	0.00	76.71 %	10,321.00	0.00 %		19.31 %	1,548.15
KGL1	15.88	11.81	0.14	74.40 %	14,395.50	0.00 %		19.31 %	2,159.33
TKS1	33.43	24.53	0.17	73.39 %	26,898.30	0.00 %		19.31 %	4,034.75
UDN1	13.18	9.66	0.00	73.32 %	9,692.90	0.00 %		19.31 %	1,453.94
ARM1	13.67	9.97	0.52	72.97 %	6,574.00	0.00 %		19.31 %	986.10
SDI1	15.30	10.90	0.31	71.28 %	11,803.40	0.00 %		19.31 %	1,180.34
TUT1	110.66	75.46	0.04	68.20 %	84,277.70	0.00 %		19.31 %	8,427.77
TKY1	24.51	16.52	0.08	67.38 %	16,684.30	0.00 %		19.31 %	1,668.43
KVT1	54.69	36.09	0.05	65.99 %	36,725.90	0.00 %		19.31 %	3,672.59
SKD1	12.61	8.14	0.00	64.57 %	8,281.20	0.00 %		19.31 %	
TYI1	17.31	11.17	0.00	64.53 %	17,251.90	0.00 %		19.31 %	
VNR2	50.83	32.72	0.03	64.38 %	31,033.30	0.00 %		19.31 %	
ASM1	14.97	9.62	0.24	64.24 %	11,700.00	0.00 %		19.31 %	
TVL1	102.45	65.32	0.14	63.76 %	55,680.90	0.00 %		19.31 %	
TUT2	42.39	26.92	0.13	63.51 %	22,292.50	0.00 %		19.31 %	
SGT1	9.68	6.02	0.00	62.15 %	6,235.00	0.00 %		19.31 %	
RND1	38.53	23.43	0.08	60.82 %	32,155.10	0.00 %		19.31 %	
SNL1	20.94	12.51	0.00	59.76 %	12,227.00	0.00 %		19.31 %	
SVK1	34.27	20.13	0.25	58.75 %	19,462.50	0.00 %		19.31 %	
TKS2	40.26	23.41	0.22	58.15 %	24,278.40	0.00 %		19.31 %	
PDI1	16.31	9.34	0.74	57.23 %	11,550.20	0.00 %		19.31 %	
VKM1	14.12	8.01	0.22	56.72 %	10,622.40	0.00 %		19.31 %	
KYR1	10.83	5.96	0.00	55.00 %	5,606.90	0.00 %		19.31 %	
APK2	25.80	14.17	0.00	54.91 %	12,113.60	0.00 %		19.31 %	
MAR1	37.81	20.35	0.11	53.82 %	18,382.10	0.00 %		19.31 %	
STU2	13.08	6.84	1.16	52.30 %	4,138.60	0.00 %		19.31 %	
TVL2	9.76	5.08	0.17	52.05 %	3,116.80	0.00 %		19.31 %	
MMT1	17.58	9.15	0.57	52.04 %	7,931.10	0.00 %		19.31 %	
NGR1	65.20	32.04	0.17	49.14 %	30,621.60	0.00 %		19.31 %	
TCN1	21.53	10.51	0.13	48.82 %	11,707.30	0.00 %		19.31 %	
COL1	7.44	3.55	0.00	47.70 %	4,052.30	0.00 %		19.31 %	
KSM1	10.68	4.63	0.00	43.34 %	4,452.30	0.00 %		19.31 %	
APK1	23.07	9.71	0.00	42.11 %	15,513.40	0.00 %		19.31 %	
PKD1	28.65	11.12	0.00	38.81 %	11,656.40	0.00 %		19.31 %	
VLY1	33.80	13.06	0.42	38.63 %	11,400.50	0.00 %		19.31 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	10.63	5.69	0.00	53.49 %	6,264.80	0.00 %		19.31 %	
TVP1	32.81	12.59	1.39	38.38 %	11,267.40	0.00 %		19.31 %	
PAS1	13.15	4.31	0.00	32.73 %	4,239.60	0.00 %		19.31 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	6.01	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	44.85	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.52	7.39	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	7.54	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	4.68	16.33	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(0.48)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	3.59	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	1.81	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	(0.88)	-46.70	0.00 %	0.00	0.00 %		0.00 %	