

Accu.Target
7,782.45 L

Sales
5,006.30 L

Achieved %
64.33 %

HO Budget+ %
25.67 %

Total Com.
51.12 L

Note : Sales Period is From :01-Oct-2025 To :05-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	946.05	702.93	74.30 %	0.00	25.67 %	21,000.00
TRICHY-01	818.28	565.20	69.07 %	0.00	25.67 %	0.00
NORTH ARCOT	612.11	416.51	68.04 %	0.00	25.67 %	12,000.00
CHENNAI-02	934.83	635.56	67.99 %	0.00	25.67 %	18,000.00
SOUTH-03	996.48	627.47	62.97 %	0.00	25.67 %	0.00
WEST-02	851.14	525.11	61.69 %	0.00	25.67 %	0.00
WEST-01	665.73	396.54	59.56 %	0.00	25.67 %	0.00
SOUTH ARCOT	561.16	310.80	55.38 %	0.00	25.67 %	0.00
SOUTH-01	1,325.92	734.21	55.37 %	0.00	25.67 %	0.00
KL-SOUTH	70.74	25.53	36.09 %	0.00	25.67 %	0.00
OTHERS	0.00	66.44	0.00 %	0.00	0.00 %	0.00
Total	7,782.45	5,006.30	64.33 %		25.67 %	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	289.20	247.80	85.69%	0.00	25.67 %	40,000.00
	CH03	181.95	142.21	78.16%	0.00	25.67 %	15,000.00
	CH08	211.78	150.38	71.01%	0.00	25.67 %	7,500.00
	CH05	263.13	162.54	61.77%	0.00	25.67 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	175.84	135.36	76.98%	0.00	25.67 %	15,000.00
	TNJ1	198.06	143.90	72.65%	0.00	25.67 %	7,500.00
	PBR1	207.97	135.14	64.98%	0.00	25.67 %	0.00
	TRY1	236.41	150.80	63.79%	0.00	25.67 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	190.34	149.39	78.48%	0.00	25.67 %	15,000.00
	NA01	224.76	156.34	69.56%	0.00	25.67 %	7,500.00
	NA03	197.01	110.78	56.23%	0.00	25.67 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	241.98	171.03	70.68%	0.00	25.67 %	7,500.00
	CH09	183.90	126.46	68.77%	0.00	25.67 %	7,500.00
	CH07	221.48	151.54	68.42%	0.00	25.67 %	7,500.00
	CH04	287.48	186.52	64.88%	0.00	25.67 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	183.35	130.93	71.41%	0.00	25.67 %	7,500.00
	MDU2	284.97	190.64	66.90%	0.00	25.67 %	7,500.00
	SVG1	173.31	100.82	58.17%	0.00	25.67 %	0.00
	DGL1	309.86	179.13	57.81%	0.00	25.67 %	0.00
	KRR1	44.97	25.94	57.67%	0.00	25.67 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	172.28	115.58	67.09%	0.00	25.67 %	7,500.00
	ERD1	225.85	149.12	66.03%	0.00	25.67 %	0.00
	MTR1	180.06	112.52	62.49%	0.00	25.67 %	0.00
	SLM1	272.95	147.88	54.18%	0.00	25.67 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	78.11	57.60	73.74%	0.00	25.67 %	0.00
	UAM1	121.10	76.47	63.15%	0.00	25.67 %	0.00
	CBE1	274.74	164.72	59.95%	0.00	25.67 %	0.00
	PLI1	100.94	52.15	51.67%	0.00	25.67 %	0.00
	TPR1	90.84	45.60	50.20%	0.00	25.67 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	141.68	88.55	62.50%	0.00	25.67 %	0.00
	SA01	212.91	115.39	54.20%	0.00	25.67 %	0.00
	SA02	206.57	106.85	51.73%	0.00	25.67 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	184.33	122.03	66.20%	0.00	25.67 %	0.00
	TUT1	272.64	162.21	59.50%	0.00	25.67 %	0.00
	TVL1	218.31	117.35	53.75%	0.00	25.67 %	0.00
	VNR1	184.97	97.14	52.52%	0.00	25.67 %	0.00
	KVT1	241.81	126.69	52.39%	0.00	25.67 %	0.00
	NGR1	223.86	108.80	48.60%	0.00	25.67 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	70.74	25.53	36.09%	0.00	25.67 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.62	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	31.61	37.19	0.16	117.66 %	58,042.60	30.00 %	17,412.78	25.67 %	23,217.04
CH40	19.58	22.77	0.00	116.28 %	9,193.00	30.00 %	2,757.90	25.67 %	3,677.20
TKM1	14.88	17.13	0.00	115.14 %	22,063.80	30.00 %	6,619.14	25.67 %	8,825.52
CH19	35.75	37.95	0.00	106.15 %	41,733.50	25.00 %	10,433.38	25.67 %	16,693.40
GUD2	25.94	25.63	0.12	98.81 %	26,519.30	20.00 %	5,303.86	25.67 %	10,607.72
CH16	63.16	59.52	0.15	94.24 %	69,806.90	15.00 %	10,471.04	25.67 %	27,922.76
CH42	40.05	36.75	0.17	91.76 %	36,659.60	15.00 %	5,498.94	25.67 %	14,663.84
CGL1	21.09	17.71	0.08	83.98 %	17,939.70	10.00 %	1,793.97	25.67 %	5,381.91
CH35	24.26	19.06	0.28	78.53 %	23,003.60	0.00 %		25.67 %	5,750.90
CH48	36.40	28.52	0.00	78.34 %	33,619.20	0.00 %		25.67 %	8,404.80
CH08	66.37	51.46	0.00	77.53 %	76,490.00	0.00 %		25.67 %	19,122.50
CH39	17.93	13.88	0.00	77.42 %	14,718.20	0.00 %		25.67 %	3,679.55
CH07	47.02	35.90	0.00	76.35 %	38,614.00	0.00 %		25.67 %	9,653.50
MRM1	29.32	21.89	0.09	74.66 %	22,373.50	0.00 %		25.67 %	5,593.38
MC10	7.76	5.70	0.00	73.38 %	2,880.70	0.00 %		25.67 %	576.14
CH05	56.48	40.88	0.16	72.39 %	37,185.30	0.00 %		25.67 %	7,437.06
GUD1	26.37	19.07	0.22	72.29 %	27,874.90	0.00 %		25.67 %	5,574.98
CH14	68.39	48.91	0.00	71.51 %	51,463.60	0.00 %		25.67 %	10,292.72
CH22	27.98	19.48	0.12	69.63 %	24,856.40	0.00 %		25.67 %	3,728.46
CH45	31.94	20.73	0.21	64.90 %	22,095.10	0.00 %		25.67 %	2,209.51
CH29	10.86	6.60	0.00	60.75 %	9,720.60	0.00 %		25.67 %	972.06
CH30	38.63	23.32	0.04	60.36 %	19,064.30	0.00 %		25.67 %	1,906.43
SKL1	24.64	14.36	0.00	58.26 %	23,011.40	0.00 %		25.67 %	
CH38	24.07	13.03	0.04	54.14 %	18,038.80	0.00 %		25.67 %	
CH11	35.48	19.00	0.11	53.55 %	20,322.40	0.00 %		25.67 %	
CH26	9.46	5.04	0.00	53.25 %	6,383.60	0.00 %		25.67 %	
CH37	20.72	8.45	0.00	40.76 %	11,787.30	0.00 %		25.67 %	
KNR1	33.00	12.93	0.00	39.17 %	13,965.60	0.00 %		25.67 %	
MC09	5.96	2.30	0.00	38.55 %	1,182.80	0.00 %		25.67 %	
AVD1	45.19	16.90	0.17	37.40 %	18,010.40	0.00 %		25.67 %	
MC02	5.74	1.03	0.00	17.99 %	411.70	0.00 %		25.67 %	
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	11.78	13.12	0.00	111.33 %	9,845.60	30.00 %	2,953.68	25.67 %	3,938.24
TVR2	30.70	30.26	0.10	98.58 %	25,766.20	20.00 %	5,153.24	25.67 %	10,306.48
TNJ1	51.51	47.49	0.05	92.19 %	37,060.80	15.00 %	5,559.12	25.67 %	14,824.32
TRY3	21.70	19.35	0.32	89.18 %	14,639.10	10.00 %	1,463.91	25.67 %	4,391.73
MVM1	34.91	29.08	0.00	83.29 %	28,837.70	10.00 %	2,883.77	25.67 %	8,651.31
TRY2	15.18	12.26	0.00	80.73 %	10,995.30	10.00 %	1,099.53	25.67 %	2,748.83
TNJ2	40.65	32.61	0.01	80.22 %	33,496.10	10.00 %	3,349.61	25.67 %	8,374.03
KUM1	45.11	34.28	0.07	76.00 %	28,286.10	0.00 %		25.67 %	7,071.53
ORU1	15.47	11.50	0.00	74.34 %	12,754.20	0.00 %		25.67 %	2,550.84
MDI1	24.03	17.61	0.09	73.29 %	17,986.90	0.00 %		25.67 %	3,597.38
KIK1	17.53	12.78	0.00	72.92 %	15,862.10	0.00 %		25.67 %	3,172.42
TYR1	33.33	24.26	0.00	72.79 %	20,732.70	0.00 %		25.67 %	4,146.54
TTP1	28.54	20.44	0.00	71.62 %	26,066.30	0.00 %		25.67 %	5,213.26
NGT1	28.09	19.38	0.16	69.00 %	22,729.30	0.00 %		25.67 %	3,409.40
PBR2	52.49	32.96	0.00	62.79 %	23,214.40	0.00 %		25.67 %	2,321.44
PBR1	16.31	10.14	0.00	62.21 %	8,986.30	0.00 %		25.67 %	898.63
TRY1	166.65	100.24	0.08	60.15 %	79,992.50	0.00 %		25.67 %	7,999.25
KRN1	15.28	9.08	0.08	59.40 %	8,361.80	0.00 %		25.67 %	
APM1	11.00	6.34	0.34	57.64 %	7,307.90	0.00 %		25.67 %	
NMM1	18.46	10.48	0.28	56.74 %	11,919.20	0.00 %		25.67 %	
AYR1	21.66	12.26	0.00	56.59 %	9,240.30	0.00 %		25.67 %	
PDK1	17.60	9.87	0.00	56.10 %	10,848.40	0.00 %		25.67 %	
MSI1	21.66	11.98	0.00	55.31 %	10,316.00	0.00 %		25.67 %	
JKM1	27.61	14.46	0.00	52.37 %	11,960.20	0.00 %		25.67 %	
PTK1	36.94	17.87	0.64	48.38 %	15,758.30	0.00 %		25.67 %	
NCK1	14.10	5.10	0.00	36.17 %	6,320.60	0.00 %		25.67 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
WJP1	19.33	20.15	0.00	104.26 %	20,431.70	25.00 %	5,107.93	25.67 %	8,172.68
PLR1	12.45	12.83	0.00	103.06 %	13,845.50	25.00 %	3,461.38	25.67 %	5,538.20
KPM1	22.13	21.55	0.00	97.37 %	26,522.90	20.00 %	5,304.58	25.67 %	10,609.16
ABR1	20.05	18.10	0.00	90.25 %	18,387.30	15.00 %	2,758.10	25.67 %	7,354.92
CGM1	17.71	15.91	0.00	89.85 %	9,871.60	10.00 %	987.16	25.67 %	3,948.64
GDM1	19.18	17.20	0.29	89.66 %	19,983.60	10.00 %	1,998.36	25.67 %	7,993.44
WJD1	22.64	18.26	0.02	80.67 %	20,940.30	10.00 %	2,094.03	25.67 %	5,235.08
VEL1	30.60	24.04	0.05	78.59 %	25,532.60	0.00 %		25.67 %	6,383.15
ANI1	13.33	10.39	0.33	77.97 %	10,112.40	0.00 %		25.67 %	2,528.10
TRR1	34.19	26.42	1.49	77.27 %	20,184.70	0.00 %		25.67 %	5,046.18
TRL1	37.64	28.44	0.01	75.55 %	37,306.30	0.00 %		25.67 %	9,326.58
UGI1	15.53	11.72	0.35	75.50 %	11,957.90	0.00 %		25.67 %	2,989.48
ARC2	23.75	16.60	0.00	69.89 %	12,997.60	0.00 %		25.67 %	1,949.64
VEL2	35.72	24.80	0.13	69.43 %	41,316.60	0.00 %		25.67 %	6,197.49
BGR1	11.96	8.06	0.00	67.42 %	9,961.80	0.00 %		25.67 %	1,494.27
KPM2	72.42	48.17	0.06	66.52 %	38,842.70	0.00 %		25.67 %	3,884.27
CPT1	12.70	8.19	0.00	64.47 %	10,760.20	0.00 %		25.67 %	1,076.02
VSI1	21.84	12.26	0.52	56.12 %	15,307.20	0.00 %		25.67 %	
CYR1	16.29	8.65	0.05	53.08 %	9,587.90	0.00 %		25.67 %	
VNB1	20.45	10.09	0.00	49.36 %	8,114.00	0.00 %		25.67 %	
SBR1	46.70	22.39	0.00	47.94 %	24,179.60	0.00 %		25.67 %	
PTU1	8.27	3.77	0.00	45.54 %	6,410.80	0.00 %		25.67 %	
TRT1	25.29	9.76	1.80	38.60 %	9,866.60	0.00 %		25.67 %	
SLG1	17.09	6.20	0.00	36.25 %	8,237.80	0.00 %		25.67 %	
AKM1	34.88	12.57	0.33	36.04 %	10,831.10	0.00 %		25.67 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH46	20.07	20.65	0.00	102.90 %	14,504.50	25.00 %	3,626.13	25.67 %	5,801.80
CH34	40.52	36.72	0.20	90.61 %	28,870.10	15.00 %	4,330.52	25.67 %	11,548.04
CH24	34.30	30.68	0.12	89.46 %	32,736.00	10.00 %	3,273.60	25.67 %	13,094.40
CH32	6.05	5.03	0.00	83.14 %	2,344.20	10.00 %	234.42	25.67 %	703.26
CH15	95.11	77.33	0.19	81.31 %	73,403.90	10.00 %	7,340.39	25.67 %	18,350.98
CH31	15.49	12.35	0.00	79.73 %	12,698.00	0.00 %		25.67 %	3,174.50
GPD1	28.94	22.88	0.00	79.06 %	11,772.70	0.00 %		25.67 %	2,943.18
CH12	51.91	40.12	0.38	77.29 %	43,447.70	0.00 %		25.67 %	10,861.93
CH17	14.00	10.64	0.00	75.95 %	15,268.00	0.00 %		25.67 %	3,817.00
CH44	30.67	23.10	0.00	75.31 %	18,352.20	0.00 %		25.67 %	4,588.05
CH18	39.95	29.61	0.00	74.12 %	44,173.50	0.00 %		25.67 %	8,834.70
CH03	91.64	63.19	0.30	68.96 %	61,517.70	0.00 %		25.67 %	9,227.66
UKI1	25.14	17.03	0.47	67.76 %	15,470.90	0.00 %		25.67 %	2,320.64
CH33	27.81	18.12	0.00	65.16 %	21,759.60	0.00 %		25.67 %	2,175.96
CH09	37.75	24.30	0.00	64.38 %	31,880.40	0.00 %		25.67 %	3,188.04
CH21	65.09	41.20	0.00	63.30 %	25,843.80	0.00 %		25.67 %	2,584.38
MC05	14.97	9.43	0.00	63.01 %	3,854.10	0.00 %		25.67 %	385.41
CH20	48.15	30.09	0.01	62.48 %	34,010.00	0.00 %		25.67 %	3,401.00
MC06	11.32	6.92	0.00	61.16 %	5,460.70	0.00 %		25.67 %	546.07
PON1	20.52	12.42	0.00	60.54 %	13,316.90	0.00 %		25.67 %	1,331.69
CH41	34.63	20.95	0.34	60.50 %	25,554.70	0.00 %		25.67 %	2,555.47
CH23	14.22	8.57	0.00	60.30 %	11,154.20	0.00 %		25.67 %	1,115.42
CH06	38.59	21.54	0.07	55.81 %	26,597.00	0.00 %		25.67 %	
CH27	14.24	7.56	0.00	53.10 %	9,064.20	0.00 %		25.67 %	
CH43	29.90	14.46	0.14	48.37 %	20,214.10	0.00 %		25.67 %	
MJR1	61.63	23.74	0.00	38.52 %	24,683.60	0.00 %		25.67 %	
CH36	19.50	6.66	0.00	34.17 %	5,844.60	0.00 %		25.67 %	
CH01	2.73	0.25	0.00	9.14 %	750.00	0.00 %		25.67 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	22.19	31.18	0.19	140.52 %	37,136.40	40.00 %	14,854.56	25.67 %	14,854.56
MLR1	16.63	15.79	0.00	94.94 %	15,148.60	15.00 %	2,272.29	25.67 %	6,059.44
MDU2	62.53	55.50	0.27	88.76 %	41,680.50	10.00 %	4,168.05	25.67 %	12,504.15
TDI1	15.70	13.63	0.00	86.82 %	15,460.40	10.00 %	1,546.04	25.67 %	4,638.12
TEN1	23.85	20.45	0.00	85.75 %	22,274.00	10.00 %	2,227.40	25.67 %	6,682.20
TEN2	24.09	20.39	0.00	84.64 %	13,369.00	10.00 %	1,336.90	25.67 %	4,010.70
DGL1	87.31	71.80	0.15	82.24 %	59,668.80	10.00 %	5,966.88	25.67 %	17,900.64
KYK1	11.95	9.79	0.42	81.91 %	11,203.80	10.00 %	1,120.38	25.67 %	3,361.14
PVI1	18.24	13.81	0.00	75.71 %	19,903.20	0.00 %		25.67 %	4,975.80
PNI1	9.35	7.00	2.42	74.87 %	7,041.10	0.00 %		25.67 %	1,760.28
DKI1	23.94	16.25	0.00	67.87 %	22,152.30	0.00 %		25.67 %	3,322.85
USL1	21.73	14.41	0.07	66.30 %	16,575.20	0.00 %		25.67 %	1,657.52
ATG1	28.11	18.61	1.31	66.18 %	20,726.10	0.00 %		25.67 %	2,072.61
DGL2	14.43	9.19	0.00	63.69 %	9,323.20	0.00 %		25.67 %	932.32
PKM1	10.65	6.73	0.52	63.20 %	9,040.50	0.00 %		25.67 %	904.05
CBM1	29.26	17.99	0.00	61.48 %	18,591.80	0.00 %		25.67 %	1,859.18
MDU5	21.87	13.38	0.00	61.16 %	19,699.80	0.00 %		25.67 %	1,969.98
BNR1	19.49	11.64	0.00	59.70 %	12,363.00	0.00 %		25.67 %	1,236.30
BTU1	10.60	6.31	0.20	59.48 %	8,026.10	0.00 %		25.67 %	
KRR1	28.37	16.84	0.00	59.37 %	18,347.50	0.00 %		25.67 %	
MDU4	24.12	14.01	0.00	58.09 %	12,573.30	0.00 %		25.67 %	
MDU3	38.17	22.15	0.19	58.03 %	18,216.70	0.00 %		25.67 %	
PNV1	10.64	5.93	0.00	55.78 %	7,442.00	0.00 %		25.67 %	
TMM1	38.80	21.28	0.12	54.86 %	16,298.10	0.00 %		25.67 %	
ODM1	16.60	9.09	1.12	54.77 %	6,513.10	0.00 %		25.67 %	
MNM1	15.70	8.42	0.00	53.61 %	10,661.70	0.00 %		25.67 %	
SGP1	11.43	6.09	0.00	53.34 %	7,026.40	0.00 %		25.67 %	
ADP1	19.16	9.89	0.00	51.61 %	10,783.90	0.00 %		25.67 %	
TPT1	22.18	11.00	0.00	49.62 %	18,965.70	0.00 %		25.67 %	
MPA1	28.96	14.07	0.00	48.58 %	17,615.30	0.00 %		25.67 %	
CMR1	15.85	7.62	0.00	48.05 %	6,672.50	0.00 %		25.67 %	
SVG1	26.26	11.65	0.00	44.37 %	14,337.70	0.00 %		25.67 %	
MDU1	129.27	55.84	0.46	43.19 %	47,280.00	0.00 %		25.67 %	
NTM1	18.67	7.86	0.00	42.09 %	8,601.90	0.00 %		25.67 %	
KPT1	12.89	5.31	0.23	41.19 %	6,657.80	0.00 %		25.67 %	
NKI1	23.80	9.55	1.14	40.15 %	11,787.10	0.00 %		25.67 %	
KKD2	15.22	6.00	0.00	39.41 %	6,130.60	0.00 %		25.67 %	
MDU6	28.44	11.01	0.00	38.71 %	11,200.70	0.00 %		25.67 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
HSR2	44.07	42.41	0.17	96.25 %	43,513.40	20.00 %	8,702.68	25.67 %	17,405.36
ERD1	40.30	37.06	0.00	91.96 %	29,296.00	15.00 %	4,394.40	25.67 %	11,718.40
DPR1	11.89	10.74	0.00	90.36 %	9,296.90	15.00 %	1,394.54	25.67 %	3,718.76
PDR1	11.40	9.87	0.00	86.58 %	12,597.80	10.00 %	1,259.78	25.67 %	3,779.34
EDP1	12.52	9.96	0.00	79.50 %	7,957.10	0.00 %		25.67 %	1,989.28
BMD1	16.03	12.46	0.00	77.77 %	15,891.10	0.00 %		25.67 %	3,972.78
ERD2	41.79	31.67	0.00	75.78 %	38,529.90	0.00 %		25.67 %	9,632.48
HRR1	15.86	11.92	0.00	75.19 %	10,775.70	0.00 %		25.67 %	2,693.93
KVP1	15.56	11.06	0.00	71.09 %	10,689.70	0.00 %		25.67 %	2,137.94
APN1	15.69	11.13	0.21	70.91 %	13,219.10	0.00 %		25.67 %	2,643.82
HSR1	34.71	23.20	0.19	66.83 %	20,832.90	0.00 %		25.67 %	2,083.29
TRM1	29.77	19.87	0.00	66.72 %	19,731.80	0.00 %		25.67 %	1,973.18
NKL2	38.80	25.35	0.21	65.33 %	25,502.10	0.00 %		25.67 %	2,550.21
SLM1	83.66	53.74	0.01	64.23 %	36,393.30	0.00 %		25.67 %	3,639.33
VKL1	11.25	7.17	0.00	63.73 %	8,079.10	0.00 %		25.67 %	807.91
OML1	27.21	17.28	0.00	63.49 %	20,281.50	0.00 %		25.67 %	2,028.15
KMM1	17.99	11.26	0.00	62.57 %	14,284.60	0.00 %		25.67 %	1,428.46
PLC1	18.87	11.51	0.00	61.01 %	13,325.60	0.00 %		25.67 %	1,332.56
DPR2	15.94	9.64	0.00	60.49 %	9,927.60	0.00 %		25.67 %	992.76
SGI1	16.26	9.67	0.00	59.51 %	9,154.70	0.00 %		25.67 %	
TCG1	15.19	8.55	1.44	56.32 %	7,176.70	0.00 %		25.67 %	
RSP1	23.52	12.58	0.00	53.49 %	13,337.30	0.00 %		25.67 %	
SLM2	27.38	14.40	0.00	52.59 %	13,016.70	0.00 %		25.67 %	
ATU1	33.64	16.96	0.23	50.43 %	15,197.30	0.00 %		25.67 %	
MTR1	32.85	16.01	0.00	48.75 %	14,074.80	0.00 %		25.67 %	
MCR1	30.51	14.60	0.01	47.85 %	12,405.30	0.00 %		25.67 %	
VPD1	32.85	15.45	0.00	47.03 %	21,143.90	0.00 %		25.67 %	
PMP1	18.84	8.68	0.52	46.07 %	6,746.80	0.00 %		25.67 %	
EPI1	27.35	11.79	0.37	43.09 %	17,799.50	0.00 %		25.67 %	
KRI1	23.97	9.04	0.00	37.70 %	6,229.30	0.00 %		25.67 %	
SLM3	39.85	14.46	0.00	36.29 %	12,094.40	0.00 %		25.67 %	
CMI1	13.42	3.37	0.00	25.08 %	4,958.90	0.00 %		25.67 %	
SGG1	12.20	2.25	0.38	18.45 %	2,902.50	0.00 %		25.67 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	9.40	11.30	0.40	120.20 %	20,269.20	40.00 %	8,107.68	25.67 %	8,107.68
GBM1	14.98	14.79	0.37	98.74 %	12,180.40	20.00 %	2,436.08	25.67 %	4,872.16
KGM1	10.92	10.31	0.22	94.36 %	10,314.30	15.00 %	1,547.15	25.67 %	4,125.72
PPI1	12.44	11.61	0.00	93.36 %	13,662.20	15.00 %	2,049.33	25.67 %	5,464.88
MPM1	17.57	15.71	0.00	89.42 %	25,553.70	10.00 %	2,555.37	25.67 %	10,221.48
TPR4	10.73	8.01	0.00	74.64 %	8,191.40	0.00 %		25.67 %	2,047.85
CBE1	16.75	12.49	0.00	74.60 %	18,517.00	0.00 %		25.67 %	4,629.25
AVI1	16.05	11.78	0.00	73.40 %	10,507.70	0.00 %		25.67 %	2,101.54
CBE3	10.80	7.63	0.00	70.67 %	14,969.00	0.00 %		25.67 %	2,245.35
ANR1	5.37	3.77	1.16	70.13 %	5,657.50	0.00 %		25.67 %	848.63
CBE2	100.19	68.44	0.00	68.30 %	64,780.90	0.00 %		25.67 %	9,717.14
TPR3	16.00	10.22	0.00	63.91 %	19,898.10	0.00 %		25.67 %	1,989.81
KMR1	39.08	23.11	0.00	59.13 %	29,888.30	0.00 %		25.67 %	
SUL1	16.26	9.60	0.00	59.03 %	15,270.30	0.00 %		25.67 %	
PDM1	11.28	6.56	0.00	58.15 %	8,172.00	0.00 %		25.67 %	
CNR1	15.60	8.94	0.00	57.32 %	9,372.40	0.00 %		25.67 %	
GDR1	17.69	9.98	0.29	56.41 %	6,859.10	0.00 %		25.67 %	
TPR2	40.99	22.69	0.00	55.34 %	19,246.30	0.00 %		25.67 %	
UAM1	40.65	21.85	0.00	53.75 %	25,105.40	0.00 %		25.67 %	
DPM2	22.08	11.38	0.00	51.53 %	12,615.80	0.00 %		25.67 %	
CBE6	20.99	10.67	0.00	50.81 %	12,081.30	0.00 %		25.67 %	
CBE4	33.81	17.13	0.00	50.66 %	17,382.80	0.00 %		25.67 %	
SNR1	22.29	10.09	0.00	45.29 %	12,590.80	0.00 %		25.67 %	
PLI1	35.45	15.45	0.02	43.59 %	17,873.50	0.00 %		25.67 %	
KGI1	20.18	8.68	0.00	43.02 %	6,867.80	0.00 %		25.67 %	
SYM2	18.54	7.64	0.00	41.21 %	8,399.30	0.00 %		25.67 %	
UMP1	21.22	8.46	0.25	39.87 %	8,717.80	0.00 %		25.67 %	
CBE5	14.57	5.57	0.40	38.19 %	11,005.60	0.00 %		25.67 %	
TPR1	33.85	12.70	0.00	37.50 %	13,732.20	0.00 %		25.67 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NVL2	32.95	27.81	0.51	84.40 %	30,387.30	10.00 %	3,038.73	25.67 %	9,116.19
PRT1	22.45	16.15	0.00	71.93 %	15,492.80	0.00 %		25.67 %	3,098.56
VPM2	27.59	19.70	0.00	71.40 %	19,683.40	0.00 %		25.67 %	3,936.68
VPM1	11.16	7.94	0.58	71.18 %	7,452.10	0.00 %		25.67 %	1,490.42
KLM1	27.76	19.30	0.00	69.54 %	23,921.20	0.00 %		25.67 %	3,588.18
MKM1	12.58	8.44	0.13	67.10 %	8,221.30	0.00 %		25.67 %	1,233.20
TRK1	35.51	23.38	0.12	65.85 %	25,721.60	0.00 %		25.67 %	2,572.16
TDM1	24.64	15.95	0.00	64.76 %	15,899.70	0.00 %		25.67 %	1,589.97
CUD1	54.21	33.51	0.09	61.82 %	36,185.10	0.00 %		25.67 %	3,618.51
POY1	47.71	29.48	0.00	61.80 %	36,112.40	0.00 %		25.67 %	3,611.24
TVM1	17.16	10.55	0.47	61.48 %	7,643.40	0.00 %		25.67 %	764.34
POY2	42.64	24.66	0.00	57.83 %	24,915.10	0.00 %		25.67 %	
ULP1	27.95	16.08	0.00	57.53 %	18,241.60	0.00 %		25.67 %	
KKI2	36.63	19.43	0.00	53.06 %	18,987.70	0.00 %		25.67 %	
STP1	12.52	6.62	0.00	52.90 %	7,429.10	0.00 %		25.67 %	
KML1	15.74	7.28	0.00	46.24 %	8,866.40	0.00 %		25.67 %	
TVM2	25.63	11.16	0.00	43.55 %	7,659.90	0.00 %		25.67 %	
VCM1	17.25	4.01	0.00	23.24 %	2,921.80	0.00 %		25.67 %	
CDM1	41.10	9.48	0.00	23.07 %	13,341.90	0.00 %		25.67 %	
SJI2	28.02	0.00	0.00	0.00 %	0.00	0.00 %		25.67 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	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)
RPM1	40.59	39.98	0.22	98.52 %	33,908.50	20.00 %	6,781.70	25.67 %	13,563.40
ERL2	16.30	13.48	0.01	82.70 %	16,456.20	10.00 %	1,645.62	25.67 %	4,936.86
ARM1	17.08	12.33	0.42	72.18 %	9,696.40	0.00 %		25.67 %	1,939.28
VNR1	17.51	11.94	0.00	68.19 %	11,026.60	0.00 %		25.67 %	1,653.99
UDN1	16.48	10.48	0.00	63.61 %	10,438.40	0.00 %		25.67 %	1,043.84
TKS1	41.79	26.53	0.15	63.49 %	29,560.00	0.00 %		25.67 %	2,956.00
SDI1	19.12	12.12	0.28	63.36 %	12,981.20	0.00 %		25.67 %	1,298.12
KVT1	68.36	43.11	0.11	63.06 %	45,049.70	0.00 %		25.67 %	4,504.97
KGL1	19.85	12.30	0.14	61.98 %	14,891.20	0.00 %		25.67 %	1,489.12
TUT1	138.32	83.56	0.06	60.41 %	96,155.80	0.00 %		25.67 %	9,615.58
SGT1	12.10	7.26	0.00	59.95 %	6,683.40	0.00 %		25.67 %	668.34
TYI1	21.64	12.74	0.00	58.85 %	19,276.80	0.00 %		25.67 %	
TVL1	128.07	74.14	0.23	57.89 %	66,789.60	0.00 %		25.67 %	
TKY1	30.64	17.72	0.08	57.83 %	17,812.30	0.00 %		25.67 %	
VNR2	63.53	36.52	0.03	57.48 %	36,051.30	0.00 %		25.67 %	
TUT2	52.99	29.93	0.12	56.49 %	24,305.90	0.00 %		25.67 %	
ASM1	18.71	10.35	0.22	55.31 %	12,572.50	0.00 %		25.67 %	
SNL1	26.17	14.37	0.38	54.93 %	15,196.70	0.00 %		25.67 %	
SKD1	15.76	8.56	0.00	54.28 %	8,877.50	0.00 %		25.67 %	
RND1	48.16	25.77	0.08	53.50 %	36,157.40	0.00 %		25.67 %	
SVK1	42.84	22.43	0.38	52.36 %	23,191.50	0.00 %		25.67 %	
TKS2	50.33	25.84	0.20	51.34 %	28,028.00	0.00 %		25.67 %	
PDI1	20.39	10.30	0.67	50.50 %	12,541.90	0.00 %		25.67 %	
KYR1	13.54	6.59	0.00	48.67 %	6,304.20	0.00 %		25.67 %	
APK2	32.25	15.49	0.00	48.03 %	14,762.50	0.00 %		25.67 %	
NGR1	81.50	38.35	0.32	47.06 %	36,457.60	0.00 %		25.67 %	
VKM1	17.65	8.15	0.22	46.19 %	10,927.40	0.00 %		25.67 %	
MAR1	47.26	21.75	0.10	46.02 %	20,265.50	0.00 %		25.67 %	
TVL2	12.20	5.61	0.15	45.99 %	3,383.80	0.00 %		25.67 %	
TCN1	26.91	12.02	0.11	44.67 %	13,637.50	0.00 %		25.67 %	
STU2	16.35	7.21	1.10	44.13 %	4,379.40	0.00 %		25.67 %	
MMT1	21.97	9.65	0.54	43.93 %	8,297.30	0.00 %		25.67 %	
COL1	9.30	4.00	0.00	42.99 %	4,610.50	0.00 %		25.67 %	
KSM1	13.35	5.02	0.00	37.65 %	5,015.60	0.00 %		25.67 %	
APK1	28.83	10.76	0.00	37.32 %	17,559.50	0.00 %		25.67 %	
PKD1	35.81	12.92	0.13	36.09 %	14,186.50	0.00 %		25.67 %	
VLY1	42.25	14.92	0.37	35.31 %	14,200.70	0.00 %		25.67 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	13.29	6.15	0.00	46.28 %	6,695.00	0.00 %		25.67 %	
TVP1	41.01	14.55	1.21	35.49 %	12,441.30	0.00 %		25.67 %	
PAS1	16.44	4.83	0.00	29.37 %	5,078.80	0.00 %		25.67 %	

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	0.62	0.01	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	(0.88)	-46.70	0.00 %	0.00	0.00 %		0.00 %	