

Accu.Target
9,338.94 L

Sales
7,407.95 L

Achieved %
79.32 %

HO Budget+ %
10.68 %

Total Com.
70.33 L

Note : Sales Period is From :01-Oct-2025 To :06-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	1,135.27	993.80	87.54 %	0.00	10.68 %	27,000.00
WEST-01	798.88	673.57	84.31 %	0.00	10.68 %	0.00
WEST-02	1,021.36	827.13	80.98 %	0.00	10.68 %	0.00
TRICHY-01	981.94	790.55	80.51 %	0.00	10.68 %	0.00
CHENNAI-02	1,121.79	896.35	79.90 %	0.00	10.68 %	0.00
SOUTH-03	1,195.77	928.01	77.61 %	0.00	10.68 %	0.00
SOUTH ARCOT	673.39	515.98	76.62 %	0.00	10.68 %	0.00
NORTH ARCOT	734.54	535.77	72.94 %	0.00	10.68 %	0.00
SOUTH-01	1,591.11	1,119.64	70.37 %	0.00	10.68 %	0.00
KL-SOUTH	84.89	47.30	55.72 %	0.00	10.68 %	0.00
OTHERS	0.00	79.85	0.00 %	0.00	0.00 %	0.00
Total	9,338.94	7,407.95	79.32 %		10.68 %	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	347.04	335.90	96.79%	22,500.00	10.68 %	45,000.00
	CH03	218.34	211.32	96.79%	15,000.00	10.68 %	30,000.00
	CH08	254.13	213.16	83.88%	0.00	10.68 %	15,000.00
	CH05	315.76	233.42	73.92%	0.00	10.68 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	93.73	88.28	94.19%	0.00	10.68 %	0.00
	CBE1	329.68	307.00	93.12%	22,500.00	10.68 %	45,000.00
	UAM1	145.32	127.31	87.60%	0.00	10.68 %	7,500.00
	TPR1	109.01	76.47	70.15%	0.00	10.68 %	0.00
	PLI1	121.13	74.51	61.51%	0.00	10.68 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	271.02	229.47	84.67%	0.00	10.68 %	15,000.00
	SLM1	327.54	269.10	82.16%	0.00	10.68 %	15,000.00
	HSR1	206.73	162.47	78.59%	0.00	10.68 %	0.00
	MTR1	216.07	166.08	76.87%	0.00	10.68 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	211.01	190.91	90.48%	7,500.00	10.68 %	15,000.00
	TNJ1	237.68	203.53	85.63%	0.00	10.68 %	15,000.00
	PBR1	249.56	196.60	78.78%	0.00	10.68 %	0.00
	TRY1	283.69	199.51	70.33%	0.00	10.68 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	290.37	242.98	83.68%	0.00	10.68 %	15,000.00
	CH09	220.68	178.33	80.81%	0.00	10.68 %	7,500.00
	CH07	265.78	212.45	79.94%	0.00	10.68 %	0.00
	CH04	344.97	262.59	76.12%	0.00	10.68 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	220.03	197.75	89.88%	0.00	10.68 %	15,000.00
	MDU2	341.97	274.30	80.21%	0.00	10.68 %	0.00
	SVG1	207.98	163.69	78.71%	0.00	10.68 %	0.00
	KRR1	53.97	41.61	77.10%	0.00	10.68 %	0.00
	DGL1	371.84	250.66	67.41%	0.00	10.68 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	221.87	201.39	90.77%	15,000.00	10.68 %	30,000.00
	SA03	203.64	155.66	76.44%	0.00	10.68 %	0.00
	SA02	247.89	158.94	64.12%	0.00	10.68 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	228.41	201.50	88.22%	0.00	10.68 %	15,000.00
	NA01	269.71	185.69	68.85%	0.00	10.68 %	0.00
	NA03	236.41	148.58	62.85%	0.00	10.68 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	221.19	186.10	84.13%	0.00	10.68 %	7,500.00
	TUT1	327.17	255.66	78.14%	0.00	10.68 %	0.00
	VNR1	221.96	149.75	67.46%	0.00	10.68 %	0.00
	TVL1	261.98	171.95	65.64%	0.00	10.68 %	0.00
	NGR1	268.64	175.66	65.39%	0.00	10.68 %	0.00
	KVT1	290.17	180.53	62.22%	0.00	10.68 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	84.89	47.30	55.72%	0.00	10.68 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.93	0.00%	0.00	0.00 %	0.00
	CH02	0.00	22.27	0.00%	0.00	0.00 %	0.00
	HO01	0.00	45.63	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	4.75	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	7.63	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	37.93	50.47	0.12	133.07 %	76,101.10	40.00 %	30,440.44	10.68 %	30,440.44
TKM1	17.86	23.23	0.00	130.10 %	26,635.60	40.00 %	10,654.24	10.68 %	10,654.24
CH19	42.90	48.91	0.15	114.01 %	47,046.50	30.00 %	14,113.95	10.68 %	18,818.60
CH40	23.50	26.47	0.00	112.63 %	10,043.20	30.00 %	3,012.96	10.68 %	4,017.28
CH42	48.06	52.13	0.12	108.46 %	50,191.90	25.00 %	12,547.98	10.68 %	20,076.76
GUD2	31.13	33.71	0.09	108.30 %	31,393.30	25.00 %	7,848.33	10.68 %	12,557.32
CH16	75.80	80.25	0.11	105.88 %	90,038.40	25.00 %	22,509.60	10.68 %	27,011.52
MRM1	35.18	35.60	0.08	101.19 %	35,288.00	25.00 %	8,822.00	10.68 %	10,586.40
CGL1	25.31	24.15	0.06	95.41 %	21,872.70	20.00 %	4,374.54	10.68 %	5,468.18
MC10	9.31	8.69	0.00	93.27 %	6,039.60	15.00 %	905.94	10.68 %	1,509.90
CH22	33.57	30.77	0.07	91.64 %	35,660.30	15.00 %	5,349.05	10.68 %	8,915.08
GUD1	31.65	28.76	0.14	90.88 %	41,381.30	15.00 %	6,207.20	10.68 %	10,345.33
CH48	43.68	38.86	0.00	88.97 %	41,434.00	10.00 %	4,143.40	10.68 %	8,286.80
CH35	29.12	25.64	0.21	88.06 %	28,991.70	10.00 %	2,899.17	10.68 %	5,798.34
CH39	21.52	18.82	0.00	87.47 %	19,060.40	10.00 %	1,906.04	10.68 %	3,812.08
CH08	79.64	69.39	0.00	87.12 %	97,025.40	10.00 %	9,702.54	10.68 %	19,405.08
CH05	67.77	57.63	0.14	85.03 %	51,415.10	10.00 %	5,141.51	10.68 %	10,283.02
CH30	46.36	39.16	0.05	84.46 %	27,025.40	10.00 %	2,702.54	10.68 %	4,053.81
SKL1	29.57	24.94	0.00	84.34 %	36,574.50	10.00 %	3,657.45	10.68 %	5,486.18
CH45	38.33	32.25	0.36	84.13 %	31,771.30	10.00 %	3,177.13	10.68 %	4,765.70
CH14	82.07	68.27	0.00	83.18 %	64,085.80	10.00 %	6,408.58	10.68 %	9,612.87
CH07	56.42	46.32	0.00	82.10 %	49,006.80	10.00 %	4,900.68	10.68 %	7,351.02
CH38	28.89	22.51	0.02	77.93 %	25,786.60	0.00 %		10.68 %	2,578.66
CH11	42.58	31.97	0.06	75.09 %	31,404.60	0.00 %		10.68 %	3,140.46
CH29	13.03	8.09	0.00	62.11 %	11,041.10	0.00 %		10.68 %	
CH37	24.87	14.15	0.00	56.91 %	15,516.60	0.00 %		10.68 %	
CH26	11.35	6.10	0.00	53.72 %	7,129.90	0.00 %		10.68 %	
KNR1	39.60	20.11	0.00	50.79 %	21,216.40	0.00 %		10.68 %	
AVD1	54.22	22.48	0.13	41.46 %	20,914.40	0.00 %		10.68 %	
MC09	7.16	2.83	0.00	39.57 %	1,512.80	0.00 %		10.68 %	
MC02	6.88	1.28	0.00	18.56 %	493.70	0.00 %		10.68 %	
CH49	0.00	(0.14)	-6.18	0.00 %	(136.00)	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)
KMD1	11.29	20.95	0.21	185.67 %	31,840.10	40.00 %	12,736.04	10.68 %	12,736.04
GBM1	17.97	24.15	0.23	134.39 %	16,227.00	40.00 %	6,490.80	10.68 %	6,490.80
MPM1	21.09	26.08	0.00	123.67 %	37,011.80	40.00 %	14,804.72	10.68 %	14,804.72
CBE2	120.23	137.33	0.00	114.22 %	113,355.60	30.00 %	34,006.68	10.68 %	45,342.24
PPI1	14.93	16.79	0.00	112.48 %	19,950.80	30.00 %	5,985.24	10.68 %	7,980.32
TPR3	19.19	20.53	0.00	106.97 %	29,671.70	25.00 %	7,417.93	10.68 %	8,901.51
KGM1	13.11	13.79	0.35	105.19 %	14,621.40	25.00 %	3,655.35	10.68 %	4,386.42
KMR1	46.90	46.86	0.00	99.92 %	53,210.80	20.00 %	10,642.16	10.68 %	15,963.24
CBE1	20.10	19.41	0.00	96.58 %	29,363.20	20.00 %	5,872.64	10.68 %	7,340.80
ANR1	6.44	5.92	0.74	91.87 %	8,029.60	15.00 %	1,204.44	10.68 %	2,007.40
CBE6	25.19	22.33	0.00	88.62 %	22,713.10	10.00 %	2,271.31	10.68 %	4,542.62
AVI1	19.26	16.85	0.00	87.48 %	15,202.20	10.00 %	1,520.22	10.68 %	3,040.44
TPR4	12.87	11.11	0.00	86.32 %	10,701.60	10.00 %	1,070.16	10.68 %	2,140.32
GDR1	21.23	17.28	0.17	81.41 %	11,507.40	10.00 %	1,150.74	10.68 %	1,726.11
PDM1	13.53	10.92	0.00	80.69 %	11,679.50	10.00 %	1,167.95	10.68 %	1,751.93
CBE3	12.96	10.19	0.00	78.63 %	18,844.30	0.00 %		10.68 %	1,884.43
SUL1	19.51	14.52	0.00	74.41 %	21,738.00	0.00 %		10.68 %	2,173.80
CNR1	18.72	13.44	0.00	71.81 %	14,882.90	0.00 %		10.68 %	1,488.29
CBE5	17.49	12.19	0.18	69.72 %	22,965.90	0.00 %		10.68 %	
CBE4	40.57	28.19	0.00	69.49 %	28,321.90	0.00 %		10.68 %	
KGI1	24.22	16.55	0.00	68.33 %	12,861.40	0.00 %		10.68 %	
UAM1	48.79	33.01	0.00	67.66 %	35,094.70	0.00 %		10.68 %	
DPM2	26.49	17.23	0.00	65.02 %	17,454.30	0.00 %		10.68 %	
TPR2	49.19	30.67	0.00	62.36 %	23,119.60	0.00 %		10.68 %	
TPR1	40.62	25.27	0.00	62.19 %	23,305.70	0.00 %		10.68 %	
SYM2	22.25	13.46	0.00	60.48 %	14,179.10	0.00 %		10.68 %	
SNR1	26.74	15.98	0.00	59.76 %	19,080.60	0.00 %		10.68 %	
PLI1	42.53	23.24	0.02	54.64 %	25,514.50	0.00 %		10.68 %	
UMP1	25.46	9.34	1.86	36.68 %	10,865.20	0.00 %		10.68 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PDR1	13.67	15.61	0.00	114.17 %	16,886.10	30.00 %	5,065.83	10.68 %	6,754.44
EDP1	15.03	16.12	0.00	107.25 %	11,482.50	25.00 %	2,870.63	10.68 %	4,593.00
ERD1	48.36	49.10	0.06	101.54 %	36,290.70	25.00 %	9,072.68	10.68 %	10,887.21
HSR2	52.88	53.66	0.13	101.48 %	50,174.50	25.00 %	12,543.63	10.68 %	15,052.35
APN1	18.83	18.93	0.12	100.52 %	19,345.50	25.00 %	4,836.38	10.68 %	5,803.65
HRR1	19.03	19.01	0.24	99.91 %	13,762.50	20.00 %	2,752.50	10.68 %	4,128.75
SGG1	14.64	14.45	0.36	98.66 %	10,573.80	20.00 %	2,114.76	10.68 %	3,172.14
DPR1	14.26	13.80	0.00	96.75 %	11,627.00	20.00 %	2,325.40	10.68 %	2,906.75
BMD1	19.23	18.59	0.00	96.65 %	21,913.80	20.00 %	4,382.76	10.68 %	5,478.45
SLM3	47.82	45.26	0.04	94.66 %	28,801.20	15.00 %	4,320.18	10.68 %	7,200.30
PMP1	22.61	20.83	0.22	92.14 %	12,692.00	15.00 %	1,903.80	10.68 %	3,173.00
NKL2	46.56	41.16	0.13	88.39 %	37,550.60	10.00 %	3,755.06	10.68 %	7,510.12
VKL1	13.50	11.91	0.00	88.24 %	11,227.50	10.00 %	1,122.75	10.68 %	2,245.50
ERD2	50.15	43.82	0.15	87.37 %	51,182.10	10.00 %	5,118.21	10.68 %	10,236.42
SLM2	32.86	28.06	0.00	85.38 %	20,355.30	10.00 %	2,035.53	10.68 %	4,071.06
ATU1	40.37	34.02	0.11	84.27 %	25,607.00	10.00 %	2,560.70	10.68 %	3,841.05
KVP1	18.68	15.42	0.00	82.57 %	13,683.70	10.00 %	1,368.37	10.68 %	2,052.56
TRM1	35.73	29.49	0.00	82.55 %	26,503.10	10.00 %	2,650.31	10.68 %	3,975.47
SLM1	100.39	79.80	0.01	79.49 %	49,288.00	0.00 %		10.68 %	4,928.80
TCG1	18.23	14.36	0.86	78.79 %	10,798.90	0.00 %		10.68 %	1,079.89
HSR1	41.65	32.46	0.13	77.94 %	27,237.90	0.00 %		10.68 %	2,723.79
DPR2	19.13	14.72	0.00	76.94 %	12,591.80	0.00 %		10.68 %	1,259.18
VPD1	39.42	29.76	0.00	75.48 %	32,356.00	0.00 %		10.68 %	3,235.60
OML1	32.66	24.23	0.00	74.19 %	23,291.80	0.00 %		10.68 %	2,329.18
MCR1	36.62	25.31	0.01	69.11 %	18,958.80	0.00 %		10.68 %	
RSP1	28.22	19.25	0.30	68.20 %	17,872.90	0.00 %		10.68 %	
SGI1	19.51	12.96	0.00	66.45 %	10,815.80	0.00 %		10.68 %	
PLC1	22.65	14.77	0.00	65.21 %	15,616.00	0.00 %		10.68 %	
KMM1	21.59	13.82	0.00	64.01 %	16,468.90	0.00 %		10.68 %	
MTR1	39.42	20.94	0.13	53.13 %	17,053.00	0.00 %		10.68 %	
EPI1	32.82	17.16	0.25	52.28 %	22,269.20	0.00 %		10.68 %	
KRI1	28.76	12.36	0.00	42.97 %	7,354.90	0.00 %		10.68 %	
CMI1	16.10	6.00	0.00	37.29 %	7,202.00	0.00 %		10.68 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	14.14	17.75	0.00	125.54 %	13,130.00	40.00 %	5,252.00	10.68 %	5,252.00
TVR2	36.83	41.41	0.08	112.43 %	31,647.60	30.00 %	9,494.28	10.68 %	12,659.04
TRY3	26.04	28.57	0.22	109.71 %	17,714.20	25.00 %	4,428.55	10.68 %	7,085.68
MDI1	28.84	31.46	0.05	109.10 %	26,437.40	25.00 %	6,609.35	10.68 %	10,574.96
KIK1	21.03	21.51	0.00	102.27 %	23,599.10	25.00 %	5,899.78	10.68 %	7,079.73
TNJ1	61.82	62.33	0.03	100.83 %	46,465.80	25.00 %	11,616.45	10.68 %	13,939.74
MVM1	41.90	39.09	0.00	93.31 %	39,766.60	15.00 %	5,964.99	10.68 %	9,941.65
ORU1	18.57	17.05	0.00	91.81 %	18,721.70	15.00 %	2,808.26	10.68 %	4,680.43
TYR1	39.99	35.05	0.00	87.65 %	29,130.90	10.00 %	2,913.09	10.68 %	5,826.18
TNJ2	48.78	42.40	0.01	86.91 %	39,041.90	10.00 %	3,904.19	10.68 %	7,808.38
KUM1	54.13	46.37	0.08	85.66 %	36,542.10	10.00 %	3,654.21	10.68 %	7,308.42
NGT1	33.71	28.71	0.11	85.16 %	29,010.90	10.00 %	2,901.09	10.68 %	5,802.18
TTP1	34.25	27.62	0.00	80.63 %	30,880.10	10.00 %	3,088.01	10.68 %	4,632.02
TRY2	18.22	14.55	0.00	79.87 %	13,363.80	0.00 %		10.68 %	1,336.38
PBR2	62.99	49.68	0.00	78.87 %	34,564.60	0.00 %		10.68 %	3,456.46
PBR1	19.57	15.11	0.00	77.22 %	12,784.70	0.00 %		10.68 %	1,278.47
KRN1	18.34	13.24	0.05	72.21 %	13,165.40	0.00 %		10.68 %	1,316.54
MSI1	25.99	18.17	0.00	69.93 %	15,138.20	0.00 %		10.68 %	
PDK1	21.12	14.75	0.00	69.85 %	14,985.70	0.00 %		10.68 %	
AYR1	26.00	17.87	0.00	68.76 %	11,714.70	0.00 %		10.68 %	
NMM1	22.16	14.96	0.20	67.53 %	15,902.60	0.00 %		10.68 %	
JKM1	33.13	21.61	0.00	65.23 %	17,117.70	0.00 %		10.68 %	
APM1	13.19	8.58	0.25	65.00 %	8,915.00	0.00 %		10.68 %	
TRY1	199.98	128.40	0.07	64.21 %	104,344.50	0.00 %		10.68 %	
PTK1	44.32	26.76	0.57	60.37 %	24,830.40	0.00 %		10.68 %	
NCK1	16.92	7.55	0.00	44.64 %	8,170.80	0.00 %		10.68 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH34	48.63	49.36	0.15	101.49 %	39,199.10	25.00 %	9,799.78	10.68 %	11,759.73
CH12	62.29	63.04	0.27	101.21 %	62,260.20	25.00 %	15,565.05	10.68 %	18,678.06
CH44	36.81	36.88	0.00	100.21 %	25,675.90	25.00 %	6,418.98	10.68 %	7,702.77
CH46	24.08	23.50	0.00	97.58 %	16,823.70	20.00 %	3,364.74	10.68 %	4,205.93
CH33	33.37	31.31	0.00	93.84 %	30,632.70	15.00 %	4,594.91	10.68 %	7,658.18
CH32	7.26	6.73	0.00	92.78 %	2,409.40	15.00 %	361.41	10.68 %	602.35
CH15	114.13	103.25	0.15	90.47 %	92,011.10	15.00 %	13,801.67	10.68 %	23,002.78
CH24	41.15	37.23	0.10	90.46 %	40,809.70	15.00 %	6,121.46	10.68 %	10,202.43
CH18	47.94	42.44	0.00	88.53 %	57,780.80	10.00 %	5,778.08	10.68 %	11,556.16
GPD1	34.73	28.57	0.00	82.26 %	17,386.10	10.00 %	1,738.61	10.68 %	2,607.92
MC06	13.59	11.15	0.00	82.10 %	8,058.80	10.00 %	805.88	10.68 %	1,208.82
CH03	109.97	89.80	0.29	81.66 %	80,652.40	10.00 %	8,065.24	10.68 %	12,097.86
CH31	18.58	14.59	0.00	78.51 %	14,800.80	0.00 %		10.68 %	1,480.08
CH17	16.80	13.13	0.00	78.14 %	18,239.60	0.00 %		10.68 %	1,823.96
CH20	57.78	45.13	0.01	78.10 %	44,692.20	0.00 %		10.68 %	4,469.22
CH21	78.10	60.75	0.00	77.78 %	37,275.70	0.00 %		10.68 %	3,727.57
CH41	41.56	31.91	0.22	76.80 %	37,143.10	0.00 %		10.68 %	3,714.31
CH27	17.09	12.60	0.00	73.73 %	13,090.60	0.00 %		10.68 %	1,309.06
UKI1	30.16	22.19	0.36	73.58 %	18,126.90	0.00 %		10.68 %	1,812.69
CH23	17.06	12.27	0.00	71.88 %	14,685.50	0.00 %		10.68 %	1,468.55
PON1	24.62	17.45	0.00	70.87 %	18,265.90	0.00 %		10.68 %	
CH09	45.30	31.89	0.00	70.40 %	39,933.70	0.00 %		10.68 %	
MC05	17.97	12.02	0.00	66.90 %	4,228.50	0.00 %		10.68 %	
CH36	23.40	15.00	0.00	64.10 %	9,818.10	0.00 %		10.68 %	
CH06	46.31	29.49	0.05	63.68 %	34,920.50	0.00 %		10.68 %	
CH43	35.88	18.81	0.11	52.42 %	25,728.30	0.00 %		10.68 %	
MJR1	73.95	35.37	0.00	47.83 %	33,214.20	0.00 %		10.68 %	
CH01	3.28	0.49	0.00	14.85 %	798.00	0.00 %		10.68 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	26.63	46.69	0.13	175.33 %	53,671.00	40.00 %	21,468.40	10.68 %	21,468.40
MLR1	19.96	23.78	0.00	119.14 %	21,662.70	30.00 %	6,498.81	10.68 %	8,665.08
TEN2	28.90	31.29	0.00	108.25 %	20,373.90	25.00 %	5,093.48	10.68 %	8,149.56
PNI1	11.22	12.06	1.41	107.47 %	10,395.70	25.00 %	2,598.93	10.68 %	4,158.28
KYK1	14.34	15.33	0.28	106.92 %	16,845.80	25.00 %	4,211.45	10.68 %	5,053.74
TEN1	28.63	28.95	0.00	101.13 %	29,024.60	25.00 %	7,256.15	10.68 %	8,707.38
PVI1	21.89	22.10	0.00	100.97 %	27,733.40	25.00 %	6,933.35	10.68 %	8,320.02
TDI1	18.84	18.52	0.00	98.27 %	19,018.90	20.00 %	3,803.78	10.68 %	5,705.67
MDU2	75.03	70.59	0.27	94.08 %	48,908.90	15.00 %	7,336.34	10.68 %	12,227.23
KRR1	34.05	30.11	0.00	88.44 %	28,477.90	10.00 %	2,847.79	10.68 %	5,695.58
ATG1	33.74	29.51	0.83	87.48 %	31,066.50	10.00 %	3,106.65	10.68 %	6,213.30
DGL1	104.77	90.49	0.12	86.37 %	73,097.20	10.00 %	7,309.72	10.68 %	14,619.44
DKI1	28.72	24.65	0.10	85.82 %	30,213.50	10.00 %	3,021.35	10.68 %	6,042.70
BTU1	12.72	10.84	0.12	85.20 %	13,369.40	10.00 %	1,336.94	10.68 %	2,673.88
PKM1	12.78	10.55	0.33	82.58 %	13,205.80	10.00 %	1,320.58	10.68 %	1,980.87
BNR1	23.39	19.01	0.00	81.28 %	18,172.50	10.00 %	1,817.25	10.68 %	2,725.88
SVG1	31.52	24.87	0.00	78.91 %	22,999.00	0.00 %		10.68 %	2,299.90
USL1	26.08	20.53	0.05	78.70 %	21,677.50	0.00 %		10.68 %	2,167.75
DGL2	17.32	13.62	0.00	78.67 %	12,968.20	0.00 %		10.68 %	1,296.82
ADP1	23.00	18.01	0.00	78.33 %	18,569.30	0.00 %		10.68 %	1,856.93
MDU4	28.94	21.90	0.00	75.66 %	18,630.10	0.00 %		10.68 %	1,863.01
PNV1	12.77	9.58	0.00	75.04 %	11,217.20	0.00 %		10.68 %	1,121.72
TMM1	46.56	33.43	0.08	71.79 %	22,785.60	0.00 %		10.68 %	2,278.56
CBM1	35.12	24.83	0.00	70.70 %	25,109.20	0.00 %		10.68 %	
TPT1	26.61	18.79	0.00	70.61 %	29,772.20	0.00 %		10.68 %	
MDU3	45.80	31.53	0.13	68.83 %	22,540.90	0.00 %		10.68 %	
SGP1	13.71	9.37	0.00	68.37 %	10,259.10	0.00 %		10.68 %	
CMR1	19.03	12.68	0.00	66.67 %	10,540.40	0.00 %		10.68 %	
MDU5	26.25	17.39	0.00	66.26 %	23,780.10	0.00 %		10.68 %	
MNM1	18.85	11.61	0.32	61.60 %	15,739.20	0.00 %		10.68 %	
ODM1	19.92	11.50	0.89	57.72 %	7,456.40	0.00 %		10.68 %	
KPT1	15.46	8.85	0.14	57.24 %	10,467.50	0.00 %		10.68 %	
MDU1	155.12	87.50	0.34	56.41 %	68,591.60	0.00 %		10.68 %	
MPA1	34.75	19.10	0.19	54.97 %	24,833.80	0.00 %		10.68 %	
NKI1	28.55	15.51	0.70	54.33 %	18,963.00	0.00 %		10.68 %	
NTM1	22.40	10.49	0.00	46.85 %	11,795.50	0.00 %		10.68 %	
MDU6	34.13	15.51	0.00	45.44 %	14,914.60	0.00 %		10.68 %	
KKD2	18.27	6.92	0.00	37.90 %	7,429.20	0.00 %		10.68 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
POY2	51.17	52.75	0.00	103.10 %	41,958.70	25.00 %	10,489.68	10.68 %	12,587.61
POY1	57.25	55.69	0.00	97.28 %	56,306.00	20.00 %	11,261.20	10.68 %	14,076.50
KLM1	33.31	30.86	0.00	92.64 %	33,570.00	15.00 %	5,035.50	10.68 %	8,392.50
VPM2	33.10	30.40	0.00	91.84 %	29,000.60	15.00 %	4,350.09	10.68 %	7,250.15
NVL2	39.54	34.62	0.41	87.56 %	35,929.00	10.00 %	3,592.90	10.68 %	7,185.80
TRK1	42.61	36.19	0.08	84.93 %	32,489.00	10.00 %	3,248.90	10.68 %	4,873.35
VPM1	13.39	11.35	0.41	84.74 %	9,542.30	10.00 %	954.23	10.68 %	1,431.35
PRT1	26.93	21.30	0.00	79.07 %	19,975.30	0.00 %		10.68 %	1,997.53
CUD1	65.05	51.01	0.06	78.42 %	49,621.20	0.00 %		10.68 %	4,962.12
TVM1	20.60	15.57	0.32	75.58 %	9,392.40	0.00 %		10.68 %	939.24
ULP1	33.53	25.10	0.00	74.84 %	25,326.50	0.00 %		10.68 %	2,532.65
TDM1	29.56	22.05	0.00	74.58 %	19,620.10	0.00 %		10.68 %	1,962.01
MKM1	15.10	11.08	0.10	73.36 %	10,740.60	0.00 %		10.68 %	1,074.06
SJI2	33.62	24.62	0.00	73.22 %	11,382.80	0.00 %		10.68 %	1,138.28
KML1	18.88	13.55	0.00	71.77 %	13,988.30	0.00 %		10.68 %	1,398.83
STP1	15.02	10.33	0.00	68.80 %	9,907.20	0.00 %		10.68 %	
KKI2	43.95	27.27	0.00	62.05 %	22,776.90	0.00 %		10.68 %	
TVM2	30.75	15.62	0.00	50.81 %	8,841.10	0.00 %		10.68 %	
VCM1	20.71	8.21	0.00	39.67 %	5,577.00	0.00 %		10.68 %	
CDM1	49.32	18.55	0.00	37.60 %	19,885.60	0.00 %		10.68 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	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)
PLR1	14.93	16.37	0.00	109.62 %	16,894.70	25.00 %	4,223.68	10.68 %	6,757.88
CGM1	21.25	21.90	0.00	103.06 %	14,207.80	25.00 %	3,551.95	10.68 %	4,262.34
WJP1	23.19	23.52	0.00	101.39 %	23,136.00	25.00 %	5,784.00	10.68 %	6,940.80
KPM1	26.56	26.00	0.12	97.90 %	30,950.40	20.00 %	6,190.08	10.68 %	7,737.60
GDM1	23.02	22.00	0.22	95.57 %	25,317.40	20.00 %	5,063.48	10.68 %	6,329.35
TRR1	41.02	37.52	1.05	91.45 %	28,137.20	15.00 %	4,220.58	10.68 %	7,034.30
ABR1	24.06	21.99	0.00	91.40 %	21,175.20	15.00 %	3,176.28	10.68 %	5,293.80
UGI1	18.63	16.99	0.29	91.19 %	16,328.80	15.00 %	2,449.32	10.68 %	4,082.20
VEL1	36.71	32.86	0.03	89.52 %	33,116.70	10.00 %	3,311.67	10.68 %	8,279.18
ANI1	15.99	13.37	0.25	83.60 %	12,763.10	10.00 %	1,276.31	10.68 %	1,914.47
BGR1	14.35	11.77	0.00	81.99 %	13,038.10	10.00 %	1,303.81	10.68 %	1,955.72
VEL2	42.87	34.90	0.09	81.40 %	50,843.10	10.00 %	5,084.31	10.68 %	7,626.47
TRL1	45.16	35.56	0.01	78.73 %	44,592.70	0.00 %		10.68 %	4,459.27
CPT1	15.24	11.85	0.00	77.78 %	13,734.80	0.00 %		10.68 %	1,373.48
WJD1	27.17	20.70	0.02	76.19 %	22,960.60	0.00 %		10.68 %	2,296.06
VSI1	26.21	18.97	0.34	72.39 %	22,058.00	0.00 %		10.68 %	2,205.80
ARC2	28.50	20.62	0.00	72.37 %	18,064.20	0.00 %		10.68 %	1,806.42
KPM2	86.90	55.80	0.06	64.21 %	43,552.40	0.00 %		10.68 %	
CYR1	19.55	11.49	0.04	58.79 %	12,199.00	0.00 %		10.68 %	
VNB1	24.54	13.97	0.00	56.92 %	11,458.00	0.00 %		10.68 %	
SBR1	56.04	30.64	0.04	54.68 %	34,087.80	0.00 %		10.68 %	
PTU1	9.92	4.59	0.00	46.28 %	7,154.60	0.00 %		10.68 %	
TRT1	30.35	11.40	1.54	37.55 %	11,304.80	0.00 %		10.68 %	
AKM1	41.85	14.19	0.29	33.90 %	12,284.70	0.00 %		10.68 %	
SLG1	20.51	6.82	0.00	33.24 %	8,993.00	0.00 %		10.68 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TKY1	36.77	41.13	0.03	111.87 %	30,136.70	30.00 %	9,041.01	10.68 %	12,054.68
ERL2	19.56	20.67	0.00	105.67 %	24,635.10	25.00 %	6,158.78	10.68 %	7,390.53
RPM1	48.70	50.27	0.18	103.22 %	43,254.30	25.00 %	10,813.58	10.68 %	12,976.29
UDN1	19.77	20.02	0.00	101.27 %	20,103.50	25.00 %	5,025.88	10.68 %	6,031.05
TKS2	60.40	50.86	0.10	84.20 %	43,240.70	10.00 %	4,324.07	10.68 %	6,486.11
SGT1	14.53	12.04	0.00	82.92 %	10,121.90	10.00 %	1,012.19	10.68 %	1,518.29
ARM1	20.50	16.98	0.31	82.81 %	15,972.60	10.00 %	1,597.26	10.68 %	2,395.89
SKD1	18.92	15.49	0.00	81.87 %	13,615.20	10.00 %	1,361.52	10.68 %	2,042.28
SDI1	22.95	18.63	0.18	81.21 %	16,596.30	10.00 %	1,659.63	10.68 %	2,489.45
VNR1	21.01	16.90	0.00	80.45 %	16,774.80	10.00 %	1,677.48	10.68 %	1,677.48
TKS1	50.15	40.11	0.10	79.99 %	40,154.90	0.00 %		10.68 %	4,015.49
VNR2	76.24	60.90	0.03	79.89 %	54,854.90	0.00 %		10.68 %	5,485.49
TUT1	165.98	131.81	0.08	79.41 %	148,262.40	0.00 %		10.68 %	14,826.24
ASM1	22.46	17.21	0.13	76.63 %	19,457.40	0.00 %		10.68 %	1,945.74
KGL1	23.81	18.12	0.09	76.08 %	18,933.50	0.00 %		10.68 %	1,893.35
KYR1	16.25	12.02	0.00	73.94 %	10,507.10	0.00 %		10.68 %	1,050.71
TCN1	32.29	23.70	0.06	73.40 %	26,066.70	0.00 %		10.68 %	2,606.67
SNL1	31.40	22.53	0.24	71.75 %	21,708.70	0.00 %		10.68 %	2,170.87
TUT2	63.59	42.28	0.09	66.49 %	34,551.60	0.00 %		10.68 %	
KVT1	82.04	54.34	0.09	66.24 %	59,064.80	0.00 %		10.68 %	
TYI1	25.97	17.17	0.00	66.10 %	25,013.70	0.00 %		10.68 %	
TVL1	153.68	100.13	0.37	65.15 %	87,583.70	0.00 %		10.68 %	
KSM1	16.01	9.94	0.00	62.05 %	8,028.80	0.00 %		10.68 %	
VKM1	21.19	13.12	0.13	61.94 %	16,357.00	0.00 %		10.68 %	
SVK1	51.41	31.73	0.27	61.73 %	33,035.90	0.00 %		10.68 %	
APK2	38.71	23.87	0.00	61.67 %	23,446.50	0.00 %		10.68 %	
MMT1	26.36	15.98	0.33	60.61 %	11,682.60	0.00 %		10.68 %	
RND1	57.79	34.69	0.06	60.03 %	47,969.30	0.00 %		10.68 %	
MAR1	56.71	33.90	0.19	59.77 %	31,331.30	0.00 %		10.68 %	
COL1	11.16	6.56	0.00	58.75 %	6,020.40	0.00 %		10.68 %	
STU2	19.61	11.46	0.69	58.42 %	7,332.40	0.00 %		10.68 %	
TVL2	14.64	8.49	0.10	57.98 %	6,503.60	0.00 %		10.68 %	
PDI1	24.47	14.17	0.49	57.93 %	16,286.80	0.00 %		10.68 %	
VLY1	50.70	29.15	0.19	57.49 %	23,686.30	0.00 %		10.68 %	
NGR1	97.80	50.04	0.24	51.16 %	47,457.60	0.00 %		10.68 %	
APK1	34.60	16.34	0.00	47.21 %	22,315.20	0.00 %		10.68 %	
PKD1	42.97	16.88	0.10	39.29 %	18,830.20	0.00 %		10.68 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	19.73	11.60	0.00	58.78 %	10,101.00	0.00 %		10.68 %	
TVP1	49.21	27.13	0.65	55.13 %	22,691.10	0.00 %		10.68 %	
KLR1	15.95	8.57	0.00	53.77 %	7,751.40	0.00 %		10.68 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	13.80	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	0.78	4.90	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	7.63	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	4.75	16.08	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	8.47	0.91	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	0.93	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 %	