

Accu.Target 10,895.43 L	Sales 8,647.21 L	Achieved % 79.37 %	HO Budget+ % 10.63 %	Total Com. 79.96 L
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Note : Sales Period is From :01-Oct-2025 To :07-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	1,145.60	978.24	85.39 %	0.00	10.63 %	0.00
SOUTH ARCOT	785.63	669.57	85.23 %	0.00	10.63 %	18,000.00
CHENNAI-01	1,324.48	1,086.64	82.04 %	0.00	10.63 %	30,000.00
WEST-01	932.02	745.68	80.01 %	0.00	10.63 %	0.00
WEST-02	1,191.59	919.75	77.19 %	0.00	10.63 %	0.00
CHENNAI-02	1,308.76	999.10	76.34 %	0.00	10.63 %	0.00
SOUTH-01	1,856.29	1,390.16	74.89 %	0.00	10.63 %	0.00
NORTH ARCOT	856.96	633.87	73.97 %	0.00	10.63 %	0.00
SOUTH-03	1,395.07	1,018.21	72.99 %	0.00	10.63 %	0.00
KL-SOUTH	99.04	62.86	63.47 %	0.00	10.63 %	0.00
OTHERS	0.00	143.13	0.00 %	0.00	0.00 %	0.00
Total	10,895.43	8,647.21	79.37 %		10.63 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	246.18	232.46	94.43%	15,000.00	10.63 %	30,000.00
	TNJ1	277.29	249.14	89.85%	0.00	10.63 %	30,000.00
	PBR1	291.16	241.73	83.03%	0.00	10.63 %	15,000.00
	TRY1	330.97	254.91	77.02%	0.00	10.63 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	237.58	225.96	95.11%	15,000.00	10.63 %	30,000.00
	SA01	258.85	232.90	89.98%	0.00	10.63 %	30,000.00
	SA02	289.20	210.71	72.86%	0.00	10.63 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	404.87	371.96	91.87%	22,500.00	10.63 %	45,000.00
	CH03	254.73	230.63	90.54%	15,000.00	10.63 %	30,000.00
	CH08	296.49	237.38	80.06%	0.00	10.63 %	0.00
	CH05	368.39	246.67	66.96%	0.00	10.63 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	109.35	98.29	89.88%	0.00	10.63 %	0.00
	CBE1	384.63	342.00	88.92%	0.00	10.63 %	22,500.00
	UAM1	169.54	138.44	81.66%	0.00	10.63 %	7,500.00
	TPR1	127.18	84.68	66.58%	0.00	10.63 %	0.00
	PLI1	141.32	82.26	58.21%	0.00	10.63 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SLM1	382.13	314.23	82.23%	0.00	10.63 %	22,500.00
	ERD1	316.19	250.56	79.24%	0.00	10.63 %	0.00
	HSR1	241.19	174.28	72.26%	0.00	10.63 %	0.00
	MTR1	252.08	180.68	71.67%	0.00	10.63 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	338.77	269.49	79.55%	0.00	10.63 %	0.00
	CH07	310.07	241.75	77.97%	0.00	10.63 %	0.00
	CH09	257.45	199.53	77.50%	0.00	10.63 %	0.00
	CH04	402.47	288.33	71.64%	0.00	10.63 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	258.06	219.89	85.21%	0.00	10.63 %	15,000.00
	TUT1	381.70	320.99	84.10%	0.00	10.63 %	22,500.00
	NGR1	313.41	239.54	76.43%	0.00	10.63 %	0.00
	TVL1	305.64	215.60	70.54%	0.00	10.63 %	0.00
	VNR1	258.95	175.14	67.63%	0.00	10.63 %	0.00
	KVT1	338.53	219.00	64.69%	0.00	10.63 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	266.48	245.95	92.29%	15,000.00	10.63 %	30,000.00
	NA01	314.66	213.58	67.88%	0.00	10.63 %	0.00
	NA03	275.82	174.34	63.21%	0.00	10.63 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	256.70	221.66	86.35%	0.00	10.63 %	15,000.00
	MDU2	398.96	296.57	74.34%	0.00	10.63 %	0.00
	SVG1	242.64	179.97	74.17%	0.00	10.63 %	0.00
	KRR1	62.96	44.54	70.75%	0.00	10.63 %	0.00
	DGL1	433.81	275.46	63.50%	0.00	10.63 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	99.04	62.86	63.47%	0.00	10.63 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.58	0.00%	0.00	0.00 %	0.00
	CH02	0.00	24.94	0.00%	0.00	0.00 %	0.00
	HO01	0.00	97.39	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	4.75	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	2.77	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	2.06	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	7.63	0.00%	0.00	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	16.49	22.00	0.00	133.38 %	16,787.50	40.00 %	6,715.00	10.63 %	6,715.00
TRY3	30.38	37.69	0.16	124.08 %	23,897.20	40.00 %	9,558.88	10.63 %	9,558.88
TVR2	42.97	50.16	0.06	116.73 %	36,413.30	30.00 %	10,923.99	10.63 %	14,565.32
MDI1	33.65	36.84	0.04	109.50 %	30,958.20	25.00 %	7,739.55	10.63 %	12,383.28
ORU1	21.66	22.34	0.00	103.12 %	23,836.00	25.00 %	5,959.00	10.63 %	7,150.80
MVM1	48.88	49.82	0.00	101.93 %	48,029.20	25.00 %	12,007.30	10.63 %	14,408.76
TNJ1	72.12	72.05	0.03	99.91 %	52,512.30	20.00 %	10,502.46	10.63 %	15,753.69
KIK1	24.54	24.01	0.00	97.82 %	25,282.40	20.00 %	5,056.48	10.63 %	6,320.60
TRY2	21.25	20.24	0.00	95.25 %	16,717.00	20.00 %	3,343.40	10.63 %	4,179.25
TNJ2	56.91	53.63	0.00	94.24 %	44,678.90	15.00 %	6,701.84	10.63 %	11,169.73
KUM1	63.15	59.05	0.06	93.51 %	44,698.80	15.00 %	6,704.82	10.63 %	11,174.70
NGT1	39.33	35.74	0.09	90.89 %	35,873.90	15.00 %	5,381.09	10.63 %	8,968.48
TYR1	46.66	40.83	0.02	87.51 %	31,637.00	10.00 %	3,163.70	10.63 %	6,327.40
PBR2	73.49	62.07	0.22	84.46 %	43,739.80	10.00 %	4,373.98	10.63 %	6,560.97
PDK1	24.64	20.53	0.07	83.34 %	18,204.60	10.00 %	1,820.46	10.63 %	2,730.69
AYR1	30.33	24.92	0.00	82.16 %	14,218.90	10.00 %	1,421.89	10.63 %	2,132.84
KRN1	21.40	17.57	0.04	82.10 %	17,267.00	10.00 %	1,726.70	10.63 %	2,590.05
TTP1	39.96	31.38	0.00	78.54 %	33,319.30	0.00 %		10.63 %	3,331.93
APM1	15.39	11.88	0.37	77.18 %	11,591.40	0.00 %		10.63 %	1,159.14
PBR1	22.83	17.18	0.00	75.27 %	14,702.10	0.00 %		10.63 %	1,470.21
NMM1	25.85	18.51	0.16	71.63 %	20,234.90	0.00 %		10.63 %	2,023.49
MSI1	30.32	21.64	0.00	71.37 %	17,778.10	0.00 %		10.63 %	
TRY1	233.31	158.87	0.05	68.10 %	123,660.20	0.00 %		10.63 %	
PTK1	51.71	33.89	0.45	65.53 %	30,170.00	0.00 %		10.63 %	
JKM1	38.66	25.27	0.00	65.38 %	18,784.20	0.00 %		10.63 %	
NCK1	19.74	10.12	0.00	51.26 %	9,968.50	0.00 %		10.63 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	39.22	69.38	0.00	176.87 %	36,747.70	40.00 %	14,699.08	10.63 %	14,699.08
NVL2	46.13	51.29	0.28	111.20 %	48,620.80	30.00 %	14,586.24	10.63 %	19,448.32
VPM2	38.62	39.81	0.00	103.07 %	34,732.00	25.00 %	8,683.00	10.63 %	10,419.60
POY2	59.69	57.68	0.00	96.62 %	45,447.60	20.00 %	9,089.52	10.63 %	11,361.90
CUD1	75.89	69.96	0.40	92.18 %	64,316.10	15.00 %	9,647.42	10.63 %	16,079.03
KML1	22.03	19.73	0.00	89.56 %	18,663.60	10.00 %	1,866.36	10.63 %	4,665.90
POY1	66.79	59.22	0.07	88.66 %	60,162.20	10.00 %	6,016.22	10.63 %	12,032.44
TRK1	49.71	42.28	0.23	85.04 %	38,670.40	10.00 %	3,867.04	10.63 %	7,734.08
PRT1	31.42	26.67	0.32	84.89 %	24,814.80	10.00 %	2,481.48	10.63 %	3,722.22
KLM1	38.86	32.72	0.00	84.20 %	36,297.40	10.00 %	3,629.74	10.63 %	5,444.61
ULP1	39.12	32.57	0.04	83.24 %	30,943.90	10.00 %	3,094.39	10.63 %	4,641.59
VPM1	15.62	12.40	0.37	79.39 %	9,782.90	0.00 %		10.63 %	978.29
TDM1	34.49	27.22	0.00	78.92 %	21,633.50	0.00 %		10.63 %	2,163.35
MKM1	17.62	13.33	0.34	75.66 %	13,520.50	0.00 %		10.63 %	1,352.05
STP1	17.52	12.54	0.00	71.58 %	11,955.80	0.00 %		10.63 %	1,195.58
KKI2	51.28	34.45	0.17	67.18 %	26,235.40	0.00 %		10.63 %	
TVM1	24.03	16.04	0.57	66.75 %	9,766.90	0.00 %		10.63 %	
TVM2	35.88	18.97	0.00	52.88 %	10,696.50	0.00 %		10.63 %	
VCM1	24.16	10.45	0.00	43.28 %	8,178.80	0.00 %		10.63 %	
CDM1	57.54	23.00	0.09	39.97 %	22,197.30	0.00 %		10.63 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	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	44.25	57.28	0.20	129.45 %	83,413.00	40.00 %	33,365.20	10.63 %	33,365.20
TKM1	20.83	23.76	0.00	114.06 %	26,688.50	30.00 %	8,006.55	10.63 %	10,675.40
CH19	50.05	53.67	0.14	107.22 %	49,920.90	25.00 %	12,480.23	10.63 %	14,976.27
GUD2	36.31	37.04	0.14	102.00 %	34,243.50	25.00 %	8,560.88	10.63 %	10,273.05
CH42	56.07	56.79	0.11	101.28 %	55,030.20	25.00 %	13,757.55	10.63 %	16,509.06
CH16	88.43	88.00	0.13	99.52 %	97,598.60	20.00 %	19,519.72	10.63 %	29,279.58
CH40	27.42	26.98	0.00	98.39 %	10,246.60	20.00 %	2,049.32	10.63 %	3,073.98
CH22	39.17	36.06	0.07	92.07 %	38,454.80	15.00 %	5,768.22	10.63 %	9,613.70
MRM1	41.05	37.45	0.08	91.24 %	35,897.40	15.00 %	5,384.61	10.63 %	8,974.35
MC10	10.87	9.88	0.00	90.95 %	6,829.90	15.00 %	1,024.49	10.63 %	1,707.48
CH08	92.92	82.15	0.04	88.41 %	109,291.90	10.00 %	10,929.19	10.63 %	21,858.38
CH48	50.96	44.81	0.10	87.93 %	47,038.20	10.00 %	4,703.82	10.63 %	9,407.64
GUD1	36.92	32.04	0.13	86.78 %	45,320.70	10.00 %	4,532.07	10.63 %	9,064.14
CH45	44.72	38.14	0.50	85.28 %	38,526.00	10.00 %	3,852.60	10.63 %	7,705.20
CGL1	29.53	24.41	0.25	82.67 %	21,992.40	10.00 %	2,199.24	10.63 %	3,298.86
CH39	25.11	20.72	0.17	82.51 %	20,983.60	10.00 %	2,098.36	10.63 %	3,147.54
SKL1	34.50	27.90	0.00	80.88 %	40,101.40	10.00 %	4,010.14	10.63 %	6,015.21
CH05	79.07	62.81	0.14	79.44 %	55,370.60	0.00 %		10.63 %	5,537.06
CH35	33.97	26.78	0.30	78.83 %	31,240.60	0.00 %		10.63 %	3,124.06
CH14	95.75	73.21	0.00	76.46 %	68,301.90	0.00 %		10.63 %	6,830.19
CH07	65.83	49.76	0.00	75.59 %	54,045.00	0.00 %		10.63 %	5,404.50
CH30	54.09	38.45	0.40	71.08 %	27,685.50	0.00 %		10.63 %	
CH11	49.68	35.20	0.06	70.87 %	35,127.50	0.00 %		10.63 %	
CH38	33.70	23.45	0.02	69.57 %	26,957.70	0.00 %		10.63 %	
CH29	15.21	8.45	0.00	55.58 %	11,334.10	0.00 %		10.63 %	
CH37	29.01	14.74	0.00	50.83 %	15,865.90	0.00 %		10.63 %	
MC09	8.35	4.17	0.00	49.96 %	1,984.00	0.00 %		10.63 %	
CH26	13.24	6.59	0.00	49.73 %	7,665.60	0.00 %		10.63 %	
KNR1	46.20	20.22	0.00	43.77 %	21,240.40	0.00 %		10.63 %	
AVD1	63.26	24.10	0.12	38.09 %	22,488.90	0.00 %		10.63 %	
MC02	8.03	1.63	0.00	20.25 %	656.50	0.00 %		10.63 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	13.17	22.31	0.20	169.44 %	33,318.70	40.00 %	13,327.48	10.63 %	13,327.48
GBM1	20.97	28.01	0.20	133.58 %	18,192.20	40.00 %	7,276.88	10.63 %	7,276.88
MPM1	24.60	28.21	0.00	114.67 %	39,845.80	30.00 %	11,953.74	10.63 %	15,938.32
CBE2	140.27	153.53	0.01	109.45 %	122,289.70	25.00 %	30,572.43	10.63 %	48,915.88
PPI1	17.41	17.78	0.00	102.11 %	20,679.40	25.00 %	5,169.85	10.63 %	6,203.82
KMR1	54.71	55.01	0.00	100.54 %	61,270.00	25.00 %	15,317.50	10.63 %	18,381.00
TPR3	22.39	22.30	0.00	99.59 %	31,929.50	20.00 %	6,385.90	10.63 %	9,578.85
KGM1	15.29	14.89	0.32	97.33 %	16,544.40	20.00 %	3,308.88	10.63 %	4,136.10
ANR1	7.52	6.84	0.64	91.01 %	9,199.20	15.00 %	1,379.88	10.63 %	2,299.80
CBE1	23.45	20.33	0.04	86.73 %	30,472.60	10.00 %	3,047.26	10.63 %	6,094.52
CBE6	29.39	25.06	0.00	85.25 %	27,128.70	10.00 %	2,712.87	10.63 %	5,425.74
TPR4	15.02	12.31	0.00	81.94 %	12,377.70	10.00 %	1,237.77	10.63 %	1,856.66
AVI1	22.47	17.35	0.00	77.21 %	15,829.40	0.00 %		10.63 %	1,582.94
CBE3	15.12	11.55	0.00	76.40 %	21,415.60	0.00 %		10.63 %	2,141.56
PDM1	15.79	12.04	0.00	76.24 %	12,476.00	0.00 %		10.63 %	1,247.60
GDR1	24.76	18.82	0.15	76.01 %	12,222.60	0.00 %		10.63 %	1,222.26
CBE5	20.40	14.41	0.15	70.64 %	25,069.20	0.00 %		10.63 %	
SUL1	22.76	15.62	0.43	68.63 %	23,551.10	0.00 %		10.63 %	
UAM1	56.92	37.33	0.10	65.59 %	40,368.80	0.00 %		10.63 %	
CNR1	21.84	13.90	0.00	63.63 %	14,722.50	0.00 %		10.63 %	
DPM2	30.91	19.58	0.00	63.36 %	19,585.00	0.00 %		10.63 %	
KGI1	28.26	17.87	0.00	63.25 %	14,714.50	0.00 %		10.63 %	
CBE4	47.33	29.64	0.00	62.62 %	30,139.20	0.00 %		10.63 %	
SYM2	25.96	16.00	0.00	61.62 %	16,224.60	0.00 %		10.63 %	
TPR2	57.39	34.25	0.00	59.68 %	24,339.80	0.00 %		10.63 %	
TPR1	47.39	28.13	0.45	59.35 %	24,494.90	0.00 %		10.63 %	
SNR1	31.20	16.86	0.00	54.03 %	20,310.70	0.00 %		10.63 %	
PLI1	49.62	24.43	0.02	49.23 %	27,211.60	0.00 %		10.63 %	
UMP1	29.71	11.33	1.53	38.13 %	13,393.20	0.00 %		10.63 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SLM3	55.79	63.31	0.12	113.48 %	38,661.90	30.00 %	11,598.57	10.63 %	15,464.76
APN1	21.97	22.60	0.10	102.89 %	21,500.00	25.00 %	5,375.00	10.63 %	6,450.00
PDR1	15.95	16.03	0.22	100.48 %	17,336.20	25.00 %	4,334.05	10.63 %	5,200.86
SGG1	17.08	17.03	0.31	99.72 %	12,197.50	20.00 %	2,439.50	10.63 %	3,659.25
HRR1	22.20	21.58	0.40	97.22 %	16,081.20	20.00 %	3,216.24	10.63 %	4,020.30
HSR2	61.69	58.92	0.12	95.51 %	53,726.50	20.00 %	10,745.30	10.63 %	13,431.63
ERD1	56.42	53.48	0.06	94.79 %	40,757.00	15.00 %	6,113.55	10.63 %	10,189.25
EDP1	17.53	16.46	0.00	93.87 %	11,421.20	15.00 %	1,713.18	10.63 %	2,855.30
BMD1	22.44	20.54	0.00	91.53 %	22,594.30	15.00 %	3,389.15	10.63 %	5,648.58
DPR1	16.64	14.91	0.00	89.63 %	12,414.70	10.00 %	1,241.47	10.63 %	3,103.68
ERD2	58.51	50.59	0.13	86.47 %	58,555.30	10.00 %	5,855.53	10.63 %	11,711.06
SLM2	38.34	32.65	0.27	85.16 %	23,243.00	10.00 %	2,324.30	10.63 %	4,648.60
VKL1	15.75	13.25	0.00	84.15 %	12,030.90	10.00 %	1,203.09	10.63 %	1,804.64
ATU1	47.10	38.81	0.10	82.40 %	28,378.10	10.00 %	2,837.81	10.63 %	4,256.72
PMP1	26.38	21.26	0.21	80.60 %	12,778.70	10.00 %	1,277.87	10.63 %	1,916.81
NKL2	54.32	43.40	0.12	79.89 %	39,292.20	0.00 %		10.63 %	3,929.22
SLM1	117.12	90.43	0.01	77.21 %	53,942.50	0.00 %		10.63 %	5,394.25
TRM1	41.68	31.75	0.00	76.16 %	28,508.40	0.00 %		10.63 %	2,850.84
KVP1	21.79	16.52	0.00	75.81 %	14,189.50	0.00 %		10.63 %	1,418.95
TCG1	21.26	15.31	0.80	72.02 %	11,632.70	0.00 %		10.63 %	1,163.27
HSR1	48.59	34.46	0.12	70.93 %	29,520.50	0.00 %		10.63 %	
OML1	38.10	26.40	0.00	69.31 %	24,934.60	0.00 %		10.63 %	
VPD1	45.99	31.67	0.00	68.87 %	35,083.40	0.00 %		10.63 %	
DPR2	22.31	15.15	0.00	67.89 %	13,481.40	0.00 %		10.63 %	
MCR1	42.72	28.36	0.01	66.38 %	20,816.80	0.00 %		10.63 %	
SGI1	22.76	14.19	0.00	62.34 %	11,522.60	0.00 %		10.63 %	
KMM1	25.19	15.44	0.00	61.28 %	17,564.30	0.00 %		10.63 %	
RSP1	32.92	19.81	0.29	60.16 %	18,289.00	0.00 %		10.63 %	
PLC1	26.42	15.35	0.00	58.08 %	16,615.80	0.00 %		10.63 %	
MTR1	45.99	21.98	0.12	47.81 %	17,714.10	0.00 %		10.63 %	
EPI1	38.29	18.30	0.24	47.80 %	23,617.20	0.00 %		10.63 %	
KRI1	33.56	13.58	0.00	40.47 %	8,078.70	0.00 %		10.63 %	
CMI1	18.78	6.22	0.00	33.11 %	7,341.00	0.00 %		10.63 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH34	56.73	54.72	0.13	96.45 %	43,599.70	20.00 %	8,719.94	10.63 %	10,899.93
CH33	38.93	36.08	0.00	92.66 %	36,337.70	15.00 %	5,450.66	10.63 %	9,084.43
CH31	21.68	20.06	0.00	92.54 %	19,541.40	15.00 %	2,931.21	10.63 %	4,885.35
CH32	8.47	7.80	0.00	92.16 %	2,794.40	15.00 %	419.16	10.63 %	698.60
CH12	72.67	66.65	0.25	91.72 %	65,536.50	15.00 %	9,830.48	10.63 %	16,384.13
CH44	42.94	38.99	0.00	90.79 %	28,646.00	15.00 %	4,296.90	10.63 %	7,161.50
CH18	55.93	50.75	0.00	90.73 %	66,391.70	15.00 %	9,958.76	10.63 %	16,597.93
CH24	48.01	42.98	0.22	89.53 %	44,451.40	10.00 %	4,445.14	10.63 %	11,112.85
CH46	28.10	24.49	0.07	87.15 %	17,996.30	10.00 %	1,799.63	10.63 %	3,599.26
CH15	133.15	115.70	0.35	86.89 %	101,683.10	10.00 %	10,168.31	10.63 %	20,336.62
MC06	15.85	12.84	0.00	81.03 %	9,125.00	10.00 %	912.50	10.63 %	1,368.75
CH17	19.60	15.88	0.00	81.00 %	21,337.60	10.00 %	2,133.76	10.63 %	3,200.64
CH03	128.30	100.95	0.31	78.69 %	92,062.50	0.00 %		10.63 %	9,206.25
CH21	91.12	70.44	0.03	77.30 %	46,226.40	0.00 %		10.63 %	4,622.64
GPD1	40.52	29.96	0.11	73.95 %	17,483.90	0.00 %		10.63 %	1,748.39
CH20	67.41	49.49	0.01	73.41 %	47,397.40	0.00 %		10.63 %	4,739.74
CH23	19.91	14.23	0.00	71.47 %	16,986.60	0.00 %		10.63 %	
CH41	48.48	33.97	0.21	70.07 %	39,185.30	0.00 %		10.63 %	
UKI1	35.19	23.65	0.34	67.22 %	19,477.30	0.00 %		10.63 %	
CH27	19.93	13.38	0.00	67.13 %	13,871.00	0.00 %		10.63 %	
CH09	52.85	35.44	0.00	67.06 %	42,876.10	0.00 %		10.63 %	
PON1	28.72	18.80	0.05	65.44 %	19,199.20	0.00 %		10.63 %	
MC05	20.96	12.97	0.00	61.89 %	4,709.10	0.00 %		10.63 %	
CH36	27.30	16.58	0.00	60.73 %	11,070.40	0.00 %		10.63 %	
CH06	54.03	31.83	0.05	58.91 %	37,776.50	0.00 %		10.63 %	
CH43	41.86	20.70	0.10	49.45 %	29,793.80	0.00 %		10.63 %	
MJR1	86.28	38.81	0.00	44.98 %	35,661.30	0.00 %		10.63 %	
CH01	3.83	0.97	0.00	25.26 %	1,086.70	0.00 %		10.63 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TKY1	42.90	54.91	0.03	128.00 %	37,170.10	40.00 %	14,868.04	10.63 %	14,868.04
ERL2	22.82	26.87	0.01	117.73 %	29,866.60	30.00 %	8,959.98	10.63 %	11,946.64
RPM1	56.82	58.40	0.58	102.78 %	51,564.00	25.00 %	12,891.00	10.63 %	15,469.20
UDN1	23.07	23.48	0.00	101.77 %	22,725.60	25.00 %	5,681.40	10.63 %	6,817.68
TKS2	70.46	60.56	0.09	85.95 %	51,305.80	10.00 %	5,130.58	10.63 %	10,261.16
VNR1	24.51	20.95	0.00	85.46 %	21,360.90	10.00 %	2,136.09	10.63 %	4,272.18
KYR1	18.96	16.20	0.00	85.45 %	14,528.40	10.00 %	1,452.84	10.63 %	2,905.68
TUT1	193.65	164.59	0.11	84.99 %	180,414.10	10.00 %	18,041.41	10.63 %	36,082.82
TKS1	58.50	49.47	0.31	84.56 %	49,096.00	10.00 %	4,909.60	10.63 %	7,364.40
ARM1	23.92	19.52	0.27	81.61 %	17,609.10	10.00 %	1,760.91	10.63 %	2,641.37
ASM1	26.20	21.11	0.11	80.59 %	24,988.40	10.00 %	2,498.84	10.63 %	3,748.26
SGT1	16.95	13.65	0.01	80.54 %	11,636.20	10.00 %	1,163.62	10.63 %	1,745.43
VNR2	88.94	69.59	0.08	78.23 %	61,816.60	0.00 %		10.63 %	6,181.66
SKD1	22.07	17.05	0.00	77.26 %	14,880.30	0.00 %		10.63 %	1,488.03
NGR1	114.10	88.07	0.21	77.18 %	78,141.70	0.00 %		10.63 %	7,814.17
SNL1	36.64	28.12	0.20	76.75 %	25,161.60	0.00 %		10.63 %	2,516.16
TUT2	74.18	56.30	0.06	75.90 %	45,201.00	0.00 %		10.63 %	4,520.10
TCN1	37.67	28.35	0.05	75.25 %	30,801.00	0.00 %		10.63 %	3,080.10
SDI1	26.77	19.75	0.34	73.78 %	17,502.60	0.00 %		10.63 %	1,750.26
TVL1	179.29	131.65	0.28	73.43 %	106,572.30	0.00 %		10.63 %	10,657.23
TYI1	30.30	21.40	0.00	70.63 %	30,477.60	0.00 %		10.63 %	
KGL1	27.78	19.42	0.09	69.89 %	19,792.40	0.00 %		10.63 %	
KVT1	95.71	64.94	0.23	67.85 %	72,041.80	0.00 %		10.63 %	
VKM1	24.72	16.72	0.11	67.65 %	19,721.20	0.00 %		10.63 %	
RND1	67.43	43.30	0.10	64.22 %	60,625.10	0.00 %		10.63 %	
MMT1	30.76	19.69	0.26	64.02 %	16,049.90	0.00 %		10.63 %	
PDI1	28.55	18.05	0.38	63.23 %	19,080.30	0.00 %		10.63 %	
SVK1	59.97	37.90	0.23	63.19 %	38,146.70	0.00 %		10.63 %	
APK2	45.16	28.11	0.09	62.25 %	28,524.90	0.00 %		10.63 %	
COL1	13.02	8.08	0.00	62.07 %	7,653.70	0.00 %		10.63 %	
MAR1	66.17	38.57	0.16	58.29 %	34,186.40	0.00 %		10.63 %	
KSM1	18.68	10.80	0.00	57.83 %	9,068.20	0.00 %		10.63 %	
VLY1	59.15	33.85	0.41	57.23 %	28,502.10	0.00 %		10.63 %	
TVL2	17.08	9.47	0.09	55.43 %	6,659.20	0.00 %		10.63 %	
STU2	22.88	12.52	0.63	54.72 %	8,246.30	0.00 %		10.63 %	
APK1	40.37	18.60	0.00	46.07 %	25,303.60	0.00 %		10.63 %	
PKD1	50.13	20.14	0.21	40.18 %	21,295.00	0.00 %		10.63 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PLR1	17.42	19.20	0.00	110.18 %	17,733.70	30.00 %	5,320.11	10.63 %	7,093.48
GDM1	26.85	28.68	0.22	106.80 %	31,551.80	25.00 %	7,887.95	10.63 %	9,465.54
CGM1	24.79	26.02	0.00	104.96 %	16,223.40	25.00 %	4,055.85	10.63 %	4,867.02
WJP1	27.06	27.57	0.20	101.88 %	26,794.40	25.00 %	6,698.60	10.63 %	8,038.32
ABR1	28.07	27.13	0.00	96.66 %	26,470.00	20.00 %	5,294.00	10.63 %	6,617.50
VEL1	42.83	40.51	0.08	94.57 %	39,230.60	15.00 %	5,884.59	10.63 %	9,807.65
BGR1	16.74	15.79	0.00	94.33 %	16,009.50	15.00 %	2,401.43	10.63 %	4,002.38
KPM1	30.98	28.54	0.11	92.11 %	33,715.10	15.00 %	5,057.27	10.63 %	8,428.78
VEL2	50.01	45.05	0.10	90.08 %	57,807.50	10.00 %	5,780.75	10.63 %	14,451.88
TRR1	47.86	42.88	0.92	89.58 %	31,634.50	10.00 %	3,163.45	10.63 %	7,908.63
UGI1	21.74	18.37	0.36	84.52 %	17,249.20	10.00 %	1,724.92	10.63 %	2,587.38
CPT1	17.78	14.69	0.00	82.66 %	15,458.40	10.00 %	1,545.84	10.63 %	2,318.76
ARC2	33.25	27.16	0.00	81.67 %	20,976.90	10.00 %	2,097.69	10.63 %	3,146.54
TRL1	52.69	42.13	0.01	79.96 %	51,374.30	0.00 %		10.63 %	5,137.43
ANI1	18.66	14.63	0.25	78.45 %	13,237.20	0.00 %		10.63 %	1,323.72
WJD1	31.70	23.66	0.19	74.63 %	25,224.80	0.00 %		10.63 %	2,522.48
VSI1	30.58	22.62	0.28	73.99 %	26,342.70	0.00 %		10.63 %	2,634.27
KPM2	101.38	61.73	0.12	60.89 %	47,222.00	0.00 %		10.63 %	
CYR1	22.81	13.50	0.08	59.18 %	13,673.20	0.00 %		10.63 %	
VNB1	28.63	16.48	0.00	57.54 %	12,572.20	0.00 %		10.63 %	
SBR1	65.38	33.47	0.04	51.19 %	37,294.10	0.00 %		10.63 %	
PTU1	11.57	5.75	0.00	49.65 %	8,541.60	0.00 %		10.63 %	
TRT1	35.41	14.08	1.25	39.75 %	14,407.80	0.00 %		10.63 %	
AKM1	48.83	16.79	0.25	34.39 %	13,868.90	0.00 %		10.63 %	
SLG1	23.93	7.43	0.00	31.06 %	9,195.60	0.00 %		10.63 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	31.07	55.13	0.11	177.45 %	63,276.30	40.00 %	25,310.52	10.63 %	25,310.52
PNI1	13.09	14.23	1.19	108.70 %	11,694.60	25.00 %	2,923.65	10.63 %	4,677.84
MLR1	23.28	24.93	0.00	107.06 %	22,193.80	25.00 %	5,548.45	10.63 %	6,658.14
KYK1	16.73	16.50	0.26	98.63 %	18,926.40	20.00 %	3,785.28	10.63 %	5,677.92
TEN2	33.72	32.41	0.02	96.12 %	21,598.00	20.00 %	4,319.60	10.63 %	5,399.50
PVI1	25.53	24.52	0.00	96.04 %	30,129.70	20.00 %	6,025.94	10.63 %	7,532.43
TEN1	33.40	31.46	0.00	94.21 %	32,435.10	15.00 %	4,865.27	10.63 %	8,108.78
MDU2	87.54	78.17	0.32	89.30 %	55,992.70	10.00 %	5,599.27	10.63 %	11,198.54
TDI1	21.98	19.32	0.00	87.87 %	20,267.40	10.00 %	2,026.74	10.63 %	4,053.48
ATG1	39.36	31.75	0.77	80.66 %	35,212.00	10.00 %	3,521.20	10.63 %	5,281.80
PNV1	14.90	11.98	0.00	80.45 %	13,221.20	10.00 %	1,322.12	10.63 %	1,322.12
DGL1	122.23	97.70	0.11	79.93 %	78,024.30	0.00 %		10.63 %	7,802.43
PKM1	14.91	11.85	0.35	79.51 %	14,356.30	0.00 %		10.63 %	1,435.63
SVG1	36.77	29.14	0.00	79.26 %	27,288.30	0.00 %		10.63 %	2,728.83
KRR1	39.72	31.47	0.00	79.24 %	30,916.60	0.00 %		10.63 %	3,091.66
DKI1	33.51	26.52	0.10	79.13 %	32,588.60	0.00 %		10.63 %	3,258.86
BTU1	14.84	11.65	0.11	78.46 %	14,180.50	0.00 %		10.63 %	1,418.05
BNR1	27.29	20.80	0.00	76.20 %	19,892.70	0.00 %		10.63 %	1,989.27
USL1	30.43	21.87	0.05	71.88 %	23,194.20	0.00 %		10.63 %	2,319.42
MDU4	33.77	24.04	0.27	71.20 %	20,957.90	0.00 %		10.63 %	
ADP1	26.83	19.05	0.33	71.03 %	19,953.00	0.00 %		10.63 %	
DGL2	20.20	14.32	0.00	70.90 %	13,793.70	0.00 %		10.63 %	
TPT1	31.05	21.49	0.00	69.22 %	34,316.80	0.00 %		10.63 %	
TMM1	54.32	35.75	0.07	65.81 %	24,633.10	0.00 %		10.63 %	
CBM1	40.97	26.68	0.00	65.13 %	26,144.80	0.00 %		10.63 %	
SGP1	16.00	10.31	0.00	64.48 %	12,038.60	0.00 %		10.63 %	
MDU3	53.44	33.52	0.13	62.73 %	23,692.20	0.00 %		10.63 %	
CMR1	22.20	13.87	0.00	62.50 %	11,036.80	0.00 %		10.63 %	
MDU5	30.62	19.01	0.00	62.09 %	27,198.40	0.00 %		10.63 %	
KPT1	18.04	11.00	0.11	61.00 %	13,000.40	0.00 %		10.63 %	
MNM1	21.99	12.98	0.29	59.06 %	16,613.60	0.00 %		10.63 %	
MPA1	40.55	23.59	0.16	58.19 %	30,186.20	0.00 %		10.63 %	
ODM1	23.24	13.07	0.78	56.24 %	7,943.40	0.00 %		10.63 %	
MDU1	180.98	95.42	0.41	52.72 %	74,469.10	0.00 %		10.63 %	
NKI1	33.31	17.27	0.63	51.85 %	20,563.00	0.00 %		10.63 %	
NTM1	26.13	11.18	0.00	42.78 %	12,321.30	0.00 %		10.63 %	
MDU6	39.82	16.55	0.00	41.57 %	16,053.80	0.00 %		10.63 %	
KKD2	21.31	7.65	0.00	35.90 %	8,013.30	0.00 %		10.63 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	57.41	38.66	0.50	67.34 %	30,383.20	0.00 %		10.63 %	
PAS1	23.02	14.14	0.00	61.42 %	11,917.00	0.00 %		10.63 %	
KLR1	18.60	10.06	0.00	54.07 %	8,535.60	0.00 %		10.63 %	

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 %	128.00	0.00 %		0.00 %	
GHUB	0.00	96.52	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.88	4.35	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	2.06	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	11.14	0.69	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	3.58	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	2.77	14.93	0.00 %	0.00	0.00 %		0.00 %	