

Accu.Target 14,008.41 L	Sales 9,928.60 L	Achieved % 70.88 %	HO Budget+ % 19.12 %	Total Com. 92.62 L
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Note : Sales Period is From :01-Oct-2025 To :09-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	1,472.91	1,142.29	77.55 %	0.00	19.12 %	0.00
SOUTH ARCOT	1,010.09	743.98	73.65 %	0.00	19.12 %	21,000.00
CHENNAI-01	1,702.90	1,242.81	72.98 %	0.00	19.12 %	36,000.00
WEST-01	1,198.32	847.36	70.71 %	0.00	19.12 %	0.00
WEST-02	1,532.04	1,051.04	68.60 %	0.00	19.12 %	0.00
CHENNAI-02	1,682.69	1,149.93	68.34 %	0.00	19.12 %	0.00
SOUTH-01	2,386.66	1,593.56	66.77 %	0.00	19.12 %	0.00
NORTH ARCOT	1,101.80	731.58	66.40 %	0.00	19.12 %	0.00
SOUTH-03	1,793.66	1,180.91	65.84 %	0.00	19.12 %	0.00
KL-SOUTH	127.34	74.06	58.16 %	0.00	19.12 %	0.00
OTHERS	0.00	171.09	0.00 %	0.00	0.00 %	0.00
Total	14,008.41	9,928.60	70.88 %		19.12 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	316.51	268.20	84.74%	0.00	19.12 %	30,000.00
	TNJ1	356.52	290.76	81.56%	0.00	19.12 %	30,000.00
	PBR1	374.34	283.37	75.70%	0.00	19.12 %	15,000.00
	TRY1	425.54	299.95	70.49%	0.00	19.12 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	305.45	251.60	82.37%	0.00	19.12 %	30,000.00
	SA01	332.81	255.63	76.81%	0.00	19.12 %	15,000.00
	SA02	371.83	236.75	63.67%	0.00	19.12 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	520.55	426.57	81.95%	0.00	19.12 %	60,000.00
	CH03	327.51	264.94	80.89%	0.00	19.12 %	30,000.00
	CH08	381.20	268.63	70.47%	0.00	19.12 %	0.00
	CH05	473.64	282.67	59.68%	0.00	19.12 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	140.59	113.21	80.52%	0.00	19.12 %	7,500.00
	CBE1	494.53	380.06	76.85%	0.00	19.12 %	22,500.00
	UAM1	217.98	165.88	76.10%	0.00	19.12 %	7,500.00
	TPR1	163.52	94.01	57.50%	0.00	19.12 %	0.00
	PLI1	181.70	94.18	51.83%	0.00	19.12 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SLM1	491.31	351.25	71.49%	0.00	19.12 %	0.00
	ERD1	406.53	284.33	69.94%	0.00	19.12 %	0.00
	HSR1	310.10	211.17	68.10%	0.00	19.12 %	0.00
	MTR1	324.10	204.29	63.03%	0.00	19.12 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	398.66	281.77	70.68%	0.00	19.12 %	0.00
	CH01	435.56	306.05	70.27%	0.00	19.12 %	0.00
	CH09	331.01	232.34	70.19%	0.00	19.12 %	0.00
	CH04	517.46	329.75	63.73%	0.00	19.12 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	331.79	255.50	77.01%	0.00	19.12 %	15,000.00
	TUT1	490.76	372.35	75.87%	0.00	19.12 %	22,500.00
	NGR1	402.96	266.33	66.09%	0.00	19.12 %	0.00
	TVL1	392.97	245.65	62.51%	0.00	19.12 %	0.00
	VNR1	332.94	198.96	59.76%	0.00	19.12 %	0.00
	KVT1	435.26	254.76	58.53%	0.00	19.12 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	342.62	283.64	82.79%	0.00	19.12 %	30,000.00
	NA01	404.57	248.66	61.46%	0.00	19.12 %	0.00
	NA03	354.62	199.27	56.19%	0.00	19.12 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	330.04	269.81	81.75%	0.00	19.12 %	30,000.00
	MDU2	512.95	340.77	66.43%	0.00	19.12 %	0.00
	SVG1	311.97	205.27	65.80%	0.00	19.12 %	0.00
	KRR1	80.95	51.83	64.02%	0.00	19.12 %	0.00
	DGL1	557.76	313.23	56.16%	0.00	19.12 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	127.34	74.06	58.16%	0.00	19.12 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.67	0.00%	0.00	0.00 %	0.00
	CH02	0.00	34.14	0.00%	0.00	0.00 %	0.00
	HO01	0.00	114.54	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	4.90	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	3.75	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	2.10	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	7.97	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	21.21	24.87	0.00	117.27 %	18,446.60	30.00 %	5,533.98	19.12 %	7,378.64
TRY3	39.06	44.78	0.14	114.64 %	29,592.30	30.00 %	8,877.69	19.12 %	11,836.92
TVR2	55.25	56.87	0.00	102.93 %	42,169.90	25.00 %	10,542.48	19.12 %	16,867.96
MDI1	43.26	41.53	0.34	96.00 %	36,493.20	20.00 %	7,298.64	19.12 %	10,947.96
MVM1	62.84	58.55	0.00	93.17 %	60,611.10	15.00 %	9,091.67	19.12 %	18,183.33
ORU1	27.85	25.68	0.17	92.22 %	28,651.60	15.00 %	4,297.74	19.12 %	8,595.48
TNJ1	92.73	82.75	0.05	89.25 %	60,169.90	10.00 %	6,016.99	19.12 %	18,050.97
TNJ2	73.17	63.25	0.00	86.45 %	55,513.10	10.00 %	5,551.31	19.12 %	13,878.28
KIK1	31.55	27.16	0.00	86.07 %	29,816.60	10.00 %	2,981.66	19.12 %	7,454.15
KUM1	81.19	68.99	0.05	84.96 %	53,627.70	10.00 %	5,362.77	19.12 %	13,406.93
NGT1	50.56	42.60	0.07	84.25 %	41,781.10	10.00 %	4,178.11	19.12 %	10,445.28
TRY2	27.33	22.44	0.00	82.12 %	18,627.60	10.00 %	1,862.76	19.12 %	4,656.90
TYR1	59.99	49.12	0.02	81.88 %	38,483.70	10.00 %	3,848.37	19.12 %	9,620.93
PDK1	31.68	23.70	0.59	74.83 %	21,120.40	0.00 %		19.12 %	3,168.06
PBR1	29.35	21.86	0.00	74.48 %	19,271.80	0.00 %		19.12 %	2,890.77
PBR2	94.49	69.88	0.20	73.96 %	50,933.80	0.00 %		19.12 %	7,640.07
KRN1	27.51	19.73	0.04	71.70 %	19,643.50	0.00 %		19.12 %	1,964.35
AYR1	38.99	27.43	0.00	70.35 %	16,366.40	0.00 %		19.12 %	1,636.64
TTP1	51.38	35.31	0.00	68.72 %	34,967.20	0.00 %		19.12 %	3,496.72
NMM1	33.23	22.58	0.13	67.94 %	25,474.30	0.00 %		19.12 %	2,547.43
MSI1	38.98	25.69	0.04	65.90 %	20,743.00	0.00 %		19.12 %	2,074.30
APM1	19.79	12.83	0.34	64.80 %	12,832.50	0.00 %		19.12 %	1,283.25
PTK1	66.49	42.14	0.36	63.39 %	36,094.40	0.00 %		19.12 %	
TRY1	299.96	189.31	0.04	63.11 %	145,099.10	0.00 %		19.12 %	
JKM1	49.70	30.83	0.00	62.04 %	22,873.90	0.00 %		19.12 %	
NCK1	25.37	12.42	0.00	48.93 %	12,048.00	0.00 %		19.12 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SJI2	50.43	78.09	0.00	154.84 %	40,924.10	40.00 %	16,369.64	19.12 %	16,369.64
NVL2	59.30	55.66	0.26	93.86 %	53,775.70	15.00 %	8,066.36	19.12 %	16,132.71
VPM2	49.65	43.38	0.16	87.36 %	37,848.20	10.00 %	3,784.82	19.12 %	9,462.05
CUD1	97.57	78.03	0.36	79.97 %	72,360.70	0.00 %		19.12 %	14,472.14
POY2	76.75	61.25	0.00	79.81 %	46,973.30	0.00 %		19.12 %	9,394.66
POY1	85.87	66.76	0.06	77.74 %	71,515.10	0.00 %		19.12 %	14,303.02
PRT1	40.40	30.56	0.28	75.64 %	27,902.00	0.00 %		19.12 %	4,185.30
KML1	28.33	21.36	0.76	75.42 %	20,702.20	0.00 %		19.12 %	3,105.33
TRK1	63.92	48.03	0.20	75.14 %	45,639.90	0.00 %		19.12 %	6,845.99
ULP1	50.30	37.71	0.09	74.97 %	36,032.00	0.00 %		19.12 %	5,404.80
KLM1	49.96	35.60	0.04	71.26 %	42,120.50	0.00 %		19.12 %	4,212.05
TDM1	44.34	29.80	0.00	67.19 %	25,330.10	0.00 %		19.12 %	2,533.01
VPM1	20.08	13.28	0.35	66.13 %	10,607.80	0.00 %		19.12 %	1,060.78
STP1	22.53	14.26	0.00	63.29 %	13,768.90	0.00 %		19.12 %	
KKI2	65.93	40.74	0.14	61.79 %	31,298.30	0.00 %		19.12 %	
MKM1	22.65	13.99	0.32	61.76 %	14,468.00	0.00 %		19.12 %	
TVM1	30.89	17.62	0.52	57.05 %	11,655.20	0.00 %		19.12 %	
TVM2	46.13	21.54	0.00	46.69 %	13,063.40	0.00 %		19.12 %	
VCM1	31.06	11.65	0.00	37.52 %	10,020.10	0.00 %		19.12 %	
CDM1	73.98	24.80	0.09	33.52 %	24,597.70	0.00 %		19.12 %	
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	56.89	66.77	0.17	117.35 %	95,123.40	30.00 %	28,537.02	19.12 %	38,049.36
TKM1	26.79	27.40	0.00	102.30 %	31,270.90	25.00 %	7,817.73	19.12 %	12,508.36
CH19	64.36	63.88	0.12	99.26 %	61,037.70	20.00 %	12,207.54	19.12 %	24,415.08
CH42	72.09	68.68	0.09	95.27 %	70,516.90	20.00 %	14,103.38	19.12 %	21,155.07
GUD2	46.69	43.16	0.12	92.45 %	40,316.00	15.00 %	6,047.40	19.12 %	12,094.80
MC10	13.97	12.34	0.00	88.30 %	8,200.20	10.00 %	820.02	19.12 %	2,050.05
CH16	113.69	98.17	0.14	86.35 %	107,881.60	10.00 %	10,788.16	19.12 %	26,970.40
CH40	35.25	30.15	0.00	85.53 %	11,535.50	10.00 %	1,153.55	19.12 %	2,883.88
MRM1	52.77	41.88	0.07	79.36 %	39,906.50	0.00 %		19.12 %	7,981.30
CH22	50.36	39.69	0.07	78.82 %	43,149.20	0.00 %		19.12 %	8,629.84
GUD1	47.47	36.62	0.11	77.15 %	53,241.50	0.00 %		19.12 %	10,648.30
CH45	57.50	44.19	0.43	76.85 %	45,320.60	0.00 %		19.12 %	6,798.09
CH39	32.28	24.24	0.15	75.10 %	23,618.70	0.00 %		19.12 %	3,542.81
CH08	119.46	89.64	0.04	75.04 %	123,601.40	0.00 %		19.12 %	18,540.21
CH48	65.52	49.12	0.09	74.97 %	53,007.00	0.00 %		19.12 %	7,951.05
SKL1	44.36	32.43	0.00	73.12 %	44,414.90	0.00 %		19.12 %	6,662.24
CH35	43.68	31.53	0.26	72.19 %	38,710.30	0.00 %		19.12 %	3,871.03
CGL1	37.96	26.91	0.22	70.89 %	23,729.00	0.00 %		19.12 %	2,372.90
CH05	101.66	70.28	0.13	69.13 %	63,637.10	0.00 %		19.12 %	6,363.71
CH38	43.33	29.45	0.02	67.96 %	33,109.50	0.00 %		19.12 %	3,310.95
CH14	123.10	83.50	0.07	67.83 %	78,197.50	0.00 %		19.12 %	7,819.75
CH07	84.63	56.38	0.00	66.61 %	58,913.40	0.00 %		19.12 %	5,891.34
CH11	63.87	40.47	0.05	63.37 %	38,779.50	0.00 %		19.12 %	
CH30	69.54	42.72	0.36	61.43 %	30,347.30	0.00 %		19.12 %	
CH29	19.55	11.33	0.00	57.96 %	17,277.30	0.00 %		19.12 %	
CH37	37.30	19.92	0.00	53.42 %	21,226.20	0.00 %		19.12 %	
MC09	10.73	5.03	0.00	46.87 %	2,468.00	0.00 %		19.12 %	
CH26	17.03	7.58	0.00	44.52 %	8,773.00	0.00 %		19.12 %	
KNR1	59.40	20.49	0.00	34.49 %	21,104.20	0.00 %		19.12 %	
AVD1	81.33	27.14	0.11	33.37 %	26,732.90	0.00 %		19.12 %	
MC02	10.32	1.70	0.00	16.47 %	666.50	0.00 %		19.12 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	16.93	25.55	0.18	150.93 %	38,712.10	40.00 %	15,484.84	19.12 %	15,484.84
GBM1	26.96	31.18	0.18	115.64 %	20,178.30	30.00 %	6,053.49	19.12 %	8,071.32
MPM1	31.63	31.75	0.00	100.38 %	45,846.90	25.00 %	11,461.73	19.12 %	18,338.76
CBE2	180.35	165.79	0.01	91.93 %	138,072.80	15.00 %	20,710.92	19.12 %	41,421.84
KMR1	70.35	63.65	0.05	90.49 %	75,660.40	15.00 %	11,349.06	19.12 %	22,698.12
PPI1	22.39	20.23	0.00	90.35 %	23,170.70	15.00 %	3,475.61	19.12 %	6,951.21
TPR3	28.79	25.26	0.00	87.74 %	36,764.90	10.00 %	3,676.49	19.12 %	9,191.23
KGM1	19.66	16.61	0.29	84.47 %	18,813.00	10.00 %	1,881.30	19.12 %	4,703.25
CBE6	37.79	30.50	0.00	80.71 %	31,902.70	10.00 %	3,190.27	19.12 %	6,380.54
ANR1	9.66	7.62	0.57	78.79 %	10,186.10	0.00 %		19.12 %	2,037.22
CNR1	28.08	21.33	0.00	75.95 %	22,596.50	0.00 %		19.12 %	3,389.48
AVI1	28.90	21.38	0.00	74.00 %	20,056.70	0.00 %		19.12 %	3,008.51
TPR4	19.31	13.89	0.07	71.95 %	12,372.80	0.00 %		19.12 %	1,237.28
CBE1	30.14	21.37	0.04	70.90 %	32,715.80	0.00 %		19.12 %	3,271.58
GDR1	31.84	22.06	0.13	69.27 %	14,746.00	0.00 %		19.12 %	1,474.60
PDM1	20.30	13.56	0.00	66.83 %	13,906.60	0.00 %		19.12 %	1,390.66
CBE3	19.44	12.32	0.00	63.39 %	23,232.40	0.00 %		19.12 %	
CBE5	26.23	15.93	0.14	60.74 %	28,387.50	0.00 %		19.12 %	
UAM1	73.18	44.12	0.08	60.30 %	47,326.10	0.00 %		19.12 %	
SUL1	29.26	17.17	0.39	58.66 %	25,408.80	0.00 %		19.12 %	
KGI1	36.33	21.08	0.00	58.02 %	16,042.70	0.00 %		19.12 %	
SYM2	33.38	18.92	0.00	56.68 %	20,776.30	0.00 %		19.12 %	
DPM2	39.74	22.25	0.00	55.99 %	23,217.90	0.00 %		19.12 %	
CBE4	60.85	32.80	0.00	53.91 %	36,182.90	0.00 %		19.12 %	
TPR2	73.79	38.19	0.00	51.76 %	27,099.20	0.00 %		19.12 %	
SNR1	40.12	20.53	0.00	51.16 %	22,984.90	0.00 %		19.12 %	
TPR1	60.94	30.56	0.41	50.15 %	26,071.10	0.00 %		19.12 %	
PLI1	63.80	29.40	0.01	46.08 %	31,101.60	0.00 %		19.12 %	
UMP1	38.19	12.36	1.41	32.35 %	15,378.10	0.00 %		19.12 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PMP1	33.91	37.40	0.12	110.28 %	20,727.70	30.00 %	6,218.31	19.12 %	8,291.08
SLM3	71.73	72.32	0.10	100.82 %	45,225.40	25.00 %	11,306.35	19.12 %	18,090.16
SGG1	21.96	19.71	0.27	89.76 %	15,048.40	10.00 %	1,504.84	19.12 %	4,514.52
PDR1	20.51	18.18	0.19	88.62 %	19,816.50	10.00 %	1,981.65	19.12 %	4,954.13
HSR2	79.32	69.56	0.10	87.70 %	62,120.10	10.00 %	6,212.01	19.12 %	15,530.03
APN1	28.25	24.35	0.28	86.22 %	25,191.20	10.00 %	2,519.12	19.12 %	6,297.80
HRR1	28.54	24.27	0.36	85.03 %	18,513.20	10.00 %	1,851.32	19.12 %	4,628.30
EDP1	22.54	18.85	0.00	83.64 %	12,860.80	10.00 %	1,286.08	19.12 %	3,215.20
DPR1	21.39	17.66	0.00	82.55 %	13,910.00	10.00 %	1,391.00	19.12 %	3,477.50
ERD1	72.54	59.76	0.05	82.38 %	45,666.20	10.00 %	4,566.62	19.12 %	11,416.55
BMD1	28.85	22.41	0.00	77.67 %	25,373.50	0.00 %		19.12 %	5,074.70
ERD2	75.22	56.84	0.12	75.57 %	68,904.50	0.00 %		19.12 %	10,335.68
SLM2	49.29	36.86	0.24	74.78 %	26,583.20	0.00 %		19.12 %	3,987.48
NKL2	69.84	51.87	0.10	74.27 %	48,953.50	0.00 %		19.12 %	7,343.03
ATU1	60.55	42.89	0.09	70.84 %	31,838.70	0.00 %		19.12 %	3,183.87
SLM1	150.59	103.02	0.00	68.41 %	62,683.70	0.00 %		19.12 %	6,268.37
VKL1	20.25	13.85	0.00	68.38 %	12,516.60	0.00 %		19.12 %	1,251.66
TCG1	27.34	18.03	0.68	65.96 %	13,613.70	0.00 %		19.12 %	1,361.37
KVP1	28.01	18.16	0.00	64.82 %	15,431.80	0.00 %		19.12 %	1,543.18
OML1	48.98	31.60	0.00	64.50 %	33,246.30	0.00 %		19.12 %	
TRM1	53.59	33.86	0.00	63.18 %	30,387.30	0.00 %		19.12 %	
MCR1	54.93	34.11	0.01	62.09 %	26,791.50	0.00 %		19.12 %	
HSR1	62.47	36.61	0.12	58.60 %	32,583.50	0.00 %		19.12 %	
VPD1	59.14	33.94	0.00	57.40 %	37,655.50	0.00 %		19.12 %	
DPR2	28.69	16.46	0.00	57.38 %	14,363.80	0.00 %		19.12 %	
KMM1	32.39	18.32	0.22	56.57 %	21,643.20	0.00 %		19.12 %	
SGI1	29.26	15.24	0.00	52.07 %	11,976.00	0.00 %		19.12 %	
RSP1	42.33	20.86	0.27	49.29 %	20,013.80	0.00 %		19.12 %	
PLC1	33.97	16.68	0.00	49.09 %	17,734.50	0.00 %		19.12 %	
KRI1	43.14	17.53	0.00	40.64 %	9,674.50	0.00 %		19.12 %	
MTR1	59.12	23.93	0.11	40.48 %	19,792.40	0.00 %		19.12 %	
EPI1	49.24	19.01	0.23	38.62 %	24,550.60	0.00 %		19.12 %	
CMI1	24.15	6.90	0.00	28.58 %	8,748.90	0.00 %		19.12 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH34	72.94	62.44	0.12	85.60 %	50,635.10	10.00 %	5,063.51	19.12 %	12,658.78
CH33	50.06	42.67	0.00	85.23 %	44,531.20	10.00 %	4,453.12	19.12 %	11,132.80
CH18	71.91	60.76	0.00	84.49 %	75,282.00	10.00 %	7,528.20	19.12 %	18,820.50
CH32	10.88	9.11	0.00	83.71 %	3,341.00	10.00 %	334.10	19.12 %	835.25
CH44	55.21	46.01	0.08	83.33 %	35,494.30	10.00 %	3,549.43	19.12 %	8,873.58
CH31	27.87	23.00	0.00	82.52 %	23,451.60	10.00 %	2,345.16	19.12 %	5,862.90
CH46	36.12	29.25	0.06	80.98 %	22,459.80	10.00 %	2,245.98	19.12 %	5,614.95
CH15	171.20	135.22	0.30	78.99 %	117,294.20	0.00 %		19.12 %	23,458.84
CH24	61.73	48.48	0.20	78.53 %	50,191.20	0.00 %		19.12 %	10,038.24
CH12	93.43	71.12	0.39	76.12 %	71,752.60	0.00 %		19.12 %	10,762.89
CH03	164.96	120.70	0.29	73.17 %	112,351.30	0.00 %		19.12 %	16,852.70
CH21	117.16	85.07	0.18	72.61 %	58,273.10	0.00 %		19.12 %	5,827.31
CH17	25.21	17.60	0.00	69.83 %	23,087.40	0.00 %		19.12 %	2,308.74
CH20	86.68	58.45	0.01	67.43 %	55,996.70	0.00 %		19.12 %	5,599.67
MC06	20.38	13.45	0.00	65.99 %	9,541.80	0.00 %		19.12 %	954.18
CH23	25.59	16.75	0.00	65.44 %	20,687.20	0.00 %		19.12 %	2,068.72
CH41	62.34	38.64	0.30	61.98 %	44,475.40	0.00 %		19.12 %	
CH09	67.95	40.34	0.00	59.37 %	48,494.40	0.00 %		19.12 %	
GPD1	52.09	30.75	0.27	59.03 %	18,128.90	0.00 %		19.12 %	
CH27	25.63	15.08	0.00	58.84 %	16,087.60	0.00 %		19.12 %	
PON1	36.93	21.73	0.04	58.83 %	22,817.50	0.00 %		19.12 %	
MC05	26.95	15.09	0.00	56.01 %	5,681.60	0.00 %		19.12 %	
UKI1	45.24	24.84	0.33	54.90 %	20,778.50	0.00 %		19.12 %	
CH36	35.09	18.93	0.00	53.93 %	12,760.80	0.00 %		19.12 %	
CH06	69.47	35.55	0.18	51.18 %	40,404.60	0.00 %		19.12 %	
CH43	53.82	24.09	0.09	44.75 %	34,776.30	0.00 %		19.12 %	
MJR1	110.93	43.82	0.00	39.50 %	40,759.50	0.00 %		19.12 %	
CH01	4.92	0.98	0.00	19.98 %	1,136.70	0.00 %		19.12 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	29.35	31.59	0.12	107.65 %	36,477.60	25.00 %	9,119.40	19.12 %	14,591.04
TKY1	55.15	57.76	0.02	104.72 %	40,006.10	25.00 %	10,001.53	19.12 %	16,002.44
RPM1	73.06	70.24	0.48	96.14 %	62,495.90	20.00 %	12,499.18	19.12 %	18,748.77
UDN1	29.66	27.98	0.00	94.33 %	26,250.60	15.00 %	3,937.59	19.12 %	7,875.18
TKS2	90.59	69.96	0.09	77.22 %	59,552.50	0.00 %		19.12 %	11,910.50
TKS1	75.22	58.07	0.26	77.20 %	57,873.00	0.00 %		19.12 %	11,574.60
VNR1	31.52	23.88	0.00	75.77 %	24,239.50	0.00 %		19.12 %	3,635.93
TUT1	248.98	185.39	0.14	74.46 %	203,687.80	0.00 %		19.12 %	30,553.17
ARM1	30.75	22.69	0.24	73.80 %	21,299.90	0.00 %		19.12 %	3,194.99
TCN1	48.44	34.78	0.04	71.81 %	37,431.20	0.00 %		19.12 %	3,743.12
KYR1	24.38	17.36	0.00	71.22 %	15,879.10	0.00 %		19.12 %	1,587.91
ASM1	33.69	23.93	0.10	71.05 %	28,037.10	0.00 %		19.12 %	2,803.71
TUT2	95.38	67.19	0.05	70.44 %	55,267.80	0.00 %		19.12 %	5,526.78
VNR2	114.36	79.53	0.07	69.54 %	75,819.70	0.00 %		19.12 %	7,581.97
SGT1	21.79	14.81	0.01	67.97 %	11,707.90	0.00 %		19.12 %	1,170.79
NGR1	146.71	99.54	0.24	67.85 %	88,075.90	0.00 %		19.12 %	8,807.59
SKD1	28.37	18.92	0.01	66.68 %	16,974.10	0.00 %		19.12 %	1,697.41
TYI1	38.96	25.42	0.00	65.26 %	35,498.70	0.00 %		19.12 %	3,549.87
SDI1	34.42	22.24	0.30	64.61 %	19,717.60	0.00 %		19.12 %	
TVL1	230.52	148.66	0.45	64.49 %	120,372.30	0.00 %		19.12 %	
SNL1	47.10	30.14	0.19	63.98 %	25,349.10	0.00 %		19.12 %	
VKM1	31.78	19.94	0.09	62.76 %	23,399.60	0.00 %		19.12 %	
KVT1	123.06	76.65	0.23	62.29 %	86,233.80	0.00 %		19.12 %	
KGL1	35.72	22.21	0.08	62.18 %	23,191.30	0.00 %		19.12 %	
RND1	86.69	51.31	0.09	59.19 %	70,285.70	0.00 %		19.12 %	
APK2	58.06	33.25	0.17	57.27 %	35,369.10	0.00 %		19.12 %	
MMT1	39.54	22.43	0.23	56.72 %	18,419.80	0.00 %		19.12 %	
PDI1	36.71	20.18	0.34	54.99 %	20,283.90	0.00 %		19.12 %	
STU2	29.42	15.86	0.50	53.91 %	10,826.50	0.00 %		19.12 %	
SVK1	77.11	41.21	0.21	53.44 %	41,535.90	0.00 %		19.12 %	
MAR1	85.07	44.74	0.14	52.59 %	40,322.60	0.00 %		19.12 %	
VLV1	76.05	39.23	0.38	51.59 %	31,326.00	0.00 %		19.12 %	
TVL2	21.96	11.13	0.43	50.67 %	5,583.90	0.00 %		19.12 %	
COL1	16.74	8.23	0.00	49.14 %	7,810.30	0.00 %		19.12 %	
KSM1	24.02	11.43	0.17	47.56 %	10,333.60	0.00 %		19.12 %	
APK1	51.90	21.10	0.00	40.65 %	28,144.50	0.00 %		19.12 %	
PKD1	64.45	24.58	0.27	38.14 %	26,633.40	0.00 %		19.12 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PLR1	22.40	21.45	0.00	95.75 %	20,338.50	20.00 %	4,067.70	19.12 %	6,101.55
VEL1	55.07	52.45	0.06	95.24 %	49,523.60	20.00 %	9,904.72	19.12 %	14,857.08
GDM1	34.53	32.20	0.20	93.26 %	33,503.10	15.00 %	5,025.47	19.12 %	10,050.93
WJP1	34.79	32.18	0.17	92.49 %	29,830.20	15.00 %	4,474.53	19.12 %	8,949.06
CGM1	31.87	28.98	0.00	90.93 %	18,211.40	15.00 %	2,731.71	19.12 %	5,463.42
ABR1	36.09	32.20	0.00	89.23 %	30,685.20	10.00 %	3,068.52	19.12 %	9,205.56
KPM1	39.84	34.28	0.09	86.07 %	36,007.20	10.00 %	3,600.72	19.12 %	9,001.80
BGR1	21.53	17.97	0.00	83.47 %	19,063.80	10.00 %	1,906.38	19.12 %	4,765.95
VEL2	64.30	51.06	0.09	79.41 %	61,621.30	0.00 %		19.12 %	12,324.26
TRR1	61.54	46.91	1.12	76.22 %	35,758.90	0.00 %		19.12 %	5,363.84
WJD1	40.76	30.97	0.15	75.98 %	32,694.80	0.00 %		19.12 %	4,904.22
ARC2	42.75	31.40	0.08	73.46 %	24,359.10	0.00 %		19.12 %	3,653.87
UGI1	27.95	20.31	0.33	72.68 %	18,531.40	0.00 %		19.12 %	1,853.14
TRL1	67.75	47.52	0.02	70.14 %	58,834.90	0.00 %		19.12 %	5,883.49
CPT1	22.85	15.65	0.00	68.49 %	16,564.40	0.00 %		19.12 %	1,656.44
ANI1	23.99	15.88	0.24	66.19 %	14,212.40	0.00 %		19.12 %	1,421.24
VSI1	39.31	25.82	0.35	65.69 %	31,646.70	0.00 %		19.12 %	3,164.67
KPM2	130.35	71.67	0.10	54.98 %	56,006.60	0.00 %		19.12 %	
PTU1	14.88	7.66	0.01	51.48 %	9,839.40	0.00 %		19.12 %	
CYR1	29.32	14.75	0.08	50.31 %	14,785.10	0.00 %		19.12 %	
VNB1	36.81	18.39	0.00	49.96 %	14,223.50	0.00 %		19.12 %	
SBR1	84.06	41.32	0.03	49.16 %	47,630.30	0.00 %		19.12 %	
TRT1	45.53	14.69	1.19	32.28 %	15,114.20	0.00 %		19.12 %	
AKM1	62.78	17.53	0.24	27.93 %	14,397.70	0.00 %		19.12 %	
SLG1	30.76	8.32	0.00	27.06 %	10,194.70	0.00 %		19.12 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	39.95	65.30	0.28	163.48 %	76,157.90	40.00 %	30,463.16	19.12 %	30,463.16
PNI1	16.84	16.64	1.02	98.86 %	13,287.00	20.00 %	2,657.40	19.12 %	5,314.80
MLR1	29.94	27.40	0.00	91.53 %	24,642.90	15.00 %	3,696.44	19.12 %	7,392.87
TEN1	42.94	39.14	0.01	91.15 %	40,126.60	15.00 %	6,018.99	19.12 %	12,037.98
PVI1	32.83	29.20	0.03	88.95 %	35,668.40	10.00 %	3,566.84	19.12 %	8,917.10
TEN2	43.35	37.77	0.02	87.12 %	26,609.60	10.00 %	2,660.96	19.12 %	6,652.40
KYK1	21.51	18.16	0.24	84.43 %	20,087.60	10.00 %	2,008.76	19.12 %	5,021.90
TDI1	28.27	23.67	0.00	83.73 %	24,686.90	10.00 %	2,468.69	19.12 %	6,171.73
DKI1	43.09	34.00	0.07	78.90 %	42,887.50	0.00 %		19.12 %	8,577.50
PNV1	19.15	15.10	0.00	78.86 %	16,404.40	0.00 %		19.12 %	3,280.88
ATG1	50.61	39.60	0.62	78.26 %	45,747.50	0.00 %		19.12 %	9,149.50
MDU2	112.55	86.48	0.39	76.84 %	63,811.80	0.00 %		19.12 %	9,571.77
BTU1	19.08	13.91	0.79	72.91 %	16,957.40	0.00 %		19.12 %	2,543.61
PKM1	19.17	13.70	0.30	71.45 %	15,714.40	0.00 %		19.12 %	1,571.44
DGL1	157.16	111.13	0.25	70.72 %	89,675.00	0.00 %		19.12 %	8,967.50
KRR1	51.07	36.02	0.01	70.53 %	36,457.70	0.00 %		19.12 %	3,645.77
SVG1	47.28	33.26	0.00	70.34 %	31,186.20	0.00 %		19.12 %	3,118.62
TPT1	39.92	27.38	0.16	68.59 %	44,933.10	0.00 %		19.12 %	4,493.31
BNR1	35.09	23.99	0.00	68.38 %	23,004.90	0.00 %		19.12 %	2,300.49
MDU4	43.41	29.07	0.27	66.96 %	25,618.90	0.00 %		19.12 %	2,561.89
DGL2	25.98	16.96	0.00	65.28 %	18,743.60	0.00 %		19.12 %	1,874.36
USL1	39.12	24.21	0.04	61.88 %	25,847.40	0.00 %		19.12 %	
ADP1	34.49	21.32	0.30	61.81 %	22,410.90	0.00 %		19.12 %	
TMM1	69.84	41.65	0.07	59.64 %	29,963.00	0.00 %		19.12 %	
SGP1	20.57	12.15	0.00	59.06 %	14,765.10	0.00 %		19.12 %	
CBM1	52.67	31.06	0.12	58.96 %	32,116.80	0.00 %		19.12 %	
KPT1	23.20	12.99	0.42	55.99 %	14,808.80	0.00 %		19.12 %	
MDU3	68.70	38.02	0.24	55.34 %	27,174.70	0.00 %		19.12 %	
MDU5	39.37	21.79	0.14	55.33 %	32,063.10	0.00 %		19.12 %	
ODM1	29.88	15.81	0.64	52.90 %	9,950.50	0.00 %		19.12 %	
MNM1	28.27	14.86	0.25	52.57 %	19,069.60	0.00 %		19.12 %	
CMR1	28.54	14.89	0.00	52.19 %	12,198.90	0.00 %		19.12 %	
MPA1	52.13	26.95	0.29	51.69 %	33,739.30	0.00 %		19.12 %	
NKI1	42.83	20.00	0.54	46.69 %	24,402.40	0.00 %		19.12 %	
MDU1	232.68	106.39	0.45	45.72 %	83,003.20	0.00 %		19.12 %	
NTM1	33.60	13.37	0.00	39.79 %	14,014.60	0.00 %		19.12 %	
MDU6	51.20	19.02	0.00	37.16 %	17,130.60	0.00 %		19.12 %	
KKD2	27.40	8.55	0.00	31.20 %	9,761.30	0.00 %		19.12 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	73.82	46.09	0.42	62.44 %	36,625.30	0.00 %		19.12 %	
PAS1	29.60	15.88	0.00	53.65 %	13,254.80	0.00 %		19.12 %	
KLR1	23.92	12.08	0.00	50.52 %	10,468.50	0.00 %		19.12 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	23.01	0.00	0.00 %	128.00	0.00 %		0.00 %	
GHUB	0.00	113.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.03	3.70	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	7.97	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	4.90	15.59	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	2.10	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	3.67	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	3.75	11.00	0.00 %	0.00	0.00 %		0.00 %	