

Accu.Target 1,558.26 L	Sales 1,291.06 L	Achieved % 82.85 %	HO Budget+ % 7.15 %	Total Com. 12.99 L
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Note : Sales Period is From :01-Oct-2025 To :01-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	189.21	189.04	99.91 %	3,000.00	7.15 %	6,000.00
NORTH ARCOT	122.42	113.90	93.04 %	3,000.00	7.15 %	6,000.00
CHENNAI-02	186.97	164.70	88.09 %	0.00	7.15 %	3,000.00
SOUTH ARCOT	112.23	97.82	87.16 %	0.00	7.15 %	0.00
WEST-02	170.23	145.55	85.50 %	0.00	7.15 %	0.00
TRICHY-01	163.66	138.17	84.42 %	0.00	7.15 %	0.00
SOUTH-01	265.18	207.36	78.19 %	0.00	7.15 %	0.00
WEST-01	133.15	99.32	74.60 %	0.00	7.15 %	0.00
SOUTH-03	199.30	129.53	64.99 %	0.00	7.15 %	0.00
KL-SOUTH	15.92	4.77	30.00 %	0.00	7.15 %	0.00
OTHERS	0.00	0.91	0.00 %	0.00	0.00 %	0.00
Total	1,558.26	1,291.06	82.85 %		7.15 %	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	36.39	40.09	110.18%	0.00	7.15 %	0.00
	CH08	42.36	43.54	102.79%	0.00	7.15 %	0.00
	CH06	57.84	58.05	100.36%	0.00	7.15 %	0.00
	CH05	52.63	47.36	89.99%	0.00	7.15 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	44.95	50.24	111.77%	0.00	7.15 %	0.00
	NA02	38.07	37.16	97.62%	0.00	7.15 %	0.00
	NA03	39.40	26.50	67.24%	0.00	7.15 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	36.78	35.25	95.83%	0.00	7.15 %	0.00
	CH01	48.40	44.99	92.95%	0.00	7.15 %	0.00
	CH04	57.50	48.63	84.59%	0.00	7.15 %	0.00
	CH07	44.30	35.83	80.90%	0.00	7.15 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	28.34	26.15	92.30%	0.00	7.15 %	0.00
	SA01	42.58	38.03	89.30%	0.00	7.15 %	0.00
	SA02	41.31	33.64	81.42%	0.00	7.15 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	34.46	33.53	97.32%	0.00	7.15 %	0.00
	ERD1	45.17	40.83	90.40%	0.00	7.15 %	0.00
	SLM1	54.59	44.28	81.10%	0.00	7.15 %	0.00
	MTR1	36.01	26.91	74.72%	0.00	7.15 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	35.17	32.83	93.36%	0.00	7.15 %	0.00
	TNJ1	39.61	35.52	89.66%	0.00	7.15 %	0.00
	TRY1	47.28	37.69	79.72%	0.00	7.15 %	0.00
	PBR1	41.59	32.12	77.22%	0.00	7.15 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	36.87	37.61	102.01%	0.00	7.15 %	0.00
	TUT1	54.53	47.38	86.89%	0.00	7.15 %	0.00
	TVL1	43.66	35.74	81.85%	0.00	7.15 %	0.00
	VNR1	36.99	25.40	68.65%	0.00	7.15 %	0.00
	KVT1	48.36	32.43	67.05%	0.00	7.15 %	0.00
	NGR1	44.77	28.81	64.36%	0.00	7.15 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	15.62	17.38	111.26%	0.00	7.15 %	0.00
	UAM1	24.22	21.93	90.55%	0.00	7.15 %	0.00
	TPR1	18.17	12.26	67.46%	0.00	7.15 %	0.00
	CBE1	54.95	36.74	66.86%	0.00	7.15 %	0.00
	PLI1	20.19	11.02	54.56%	0.00	7.15 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	56.99	41.74	73.24%	0.00	7.15 %	0.00
	KKD2	36.67	26.57	72.46%	0.00	7.15 %	0.00
	SVG1	34.66	23.14	66.76%	0.00	7.15 %	0.00
	KRR1	8.99	5.62	62.53%	0.00	7.15 %	0.00
	DGL1	61.97	32.44	52.35%	0.00	7.15 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	15.92	4.77	30.00%	0.00	7.15 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.08	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	0.18	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	(0.12)	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.33	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	0.44	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)
GUD2	5.19	7.66	0.00	147.64 %	11,115.80	40.00 %	4,446.32	7.15 %	4,446.32
CH28	6.32	8.45	0.00	133.67 %	13,446.10	40.00 %	5,378.44	7.15 %	5,378.44
TKM1	2.98	3.96	0.00	132.95 %	5,048.40	40.00 %	2,019.36	7.15 %	2,019.36
CH26	1.89	2.35	0.00	124.16 %	2,614.70	40.00 %	1,045.88	7.15 %	1,045.88
CH22	5.60	6.88	0.00	122.92 %	7,617.40	40.00 %	3,046.96	7.15 %	3,046.96
CH16	12.63	15.16	0.00	120.04 %	14,739.90	40.00 %	5,895.96	7.15 %	5,895.96
CGL1	4.22	4.96	0.00	117.67 %	6,149.60	30.00 %	1,844.88	7.15 %	2,459.84
MRM1	5.86	6.79	0.00	115.76 %	7,942.70	30.00 %	2,382.81	7.15 %	3,177.08
CH35	4.85	5.58	0.00	115.01 %	6,501.20	30.00 %	1,950.36	7.15 %	2,600.48
CH05	11.30	12.45	0.00	110.23 %	13,008.60	30.00 %	3,902.58	7.15 %	3,902.58
CH19	7.15	7.72	0.00	107.99 %	5,982.70	25.00 %	1,495.68	7.15 %	1,794.81
CH45	6.39	6.73	0.21	105.39 %	6,702.40	25.00 %	1,675.60	7.15 %	2,010.72
GUD1	5.27	5.55	0.00	105.25 %	6,751.70	25.00 %	1,687.93	7.15 %	2,025.51
CH48	7.28	7.61	0.00	104.48 %	10,715.40	25.00 %	2,678.85	7.15 %	3,214.62
CH29	2.17	2.26	0.00	104.06 %	3,481.00	25.00 %	870.25	7.15 %	1,044.30
CH08	13.27	13.80	0.00	103.98 %	24,501.30	25.00 %	6,125.33	7.15 %	7,350.39
CH07	9.40	9.45	0.00	100.46 %	10,245.90	25.00 %	2,561.48	7.15 %	2,561.48
CH42	8.01	7.60	0.00	94.94 %	8,014.60	15.00 %	1,202.19	7.15 %	2,003.65
CH39	3.59	3.30	0.00	92.07 %	5,370.80	15.00 %	805.62	7.15 %	1,074.16
CH38	4.81	4.39	0.00	91.12 %	5,253.10	15.00 %	787.97	7.15 %	1,050.62
AVD1	9.04	8.13	0.00	90.00 %	7,612.50	10.00 %	761.25	7.15 %	1,522.50
CH40	3.92	3.52	0.00	89.79 %	1,692.60	10.00 %	169.26	7.15 %	338.52
KNR1	6.60	5.83	0.00	88.40 %	6,186.80	10.00 %	618.68	7.15 %	1,237.36
CH14	13.68	12.07	0.00	88.24 %	10,963.70	10.00 %	1,096.37	7.15 %	1,644.56
CH30	7.73	5.61	0.06	72.55 %	4,650.10	0.00 %		7.15 %	
SKL1	4.93	3.53	0.00	71.58 %	7,504.90	0.00 %		7.15 %	
CH11	7.10	4.68	0.00	65.89 %	5,548.10	0.00 %		7.15 %	
MC09	1.19	0.74	0.00	61.95 %	348.70	0.00 %		7.15 %	
MC10	1.55	0.91	0.00	58.81 %	793.00	0.00 %		7.15 %	
CH37	4.14	1.17	0.00	28.22 %	1,635.30	0.00 %		7.15 %	
MC02	1.15	0.20	0.00	17.09 %	199.00	0.00 %		7.15 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
WJP1	3.87	8.28	0.00	214.20 %	7,443.80	40.00 %	2,977.52	7.15 %	2,977.52
KPM1	4.43	8.72	0.00	196.94 %	10,410.80	40.00 %	4,164.32	7.15 %	4,164.32
WJD1	4.53	7.25	0.00	160.07 %	8,493.20	40.00 %	3,397.28	7.15 %	3,397.28
PLR1	2.49	2.95	0.00	118.34 %	2,333.20	30.00 %	699.96	7.15 %	933.28
ABR1	4.01	4.64	0.00	115.81 %	4,867.60	30.00 %	1,460.28	7.15 %	1,947.04
TRL1	7.53	8.39	0.00	111.40 %	9,944.50	30.00 %	2,983.35	7.15 %	2,983.35
VEL1	6.12	6.69	0.00	109.33 %	4,207.10	25.00 %	1,051.78	7.15 %	1,262.13
CGM1	3.54	3.71	0.00	104.66 %	2,115.00	25.00 %	528.75	7.15 %	634.50
VEL2	7.14	7.32	0.00	102.41 %	12,272.90	25.00 %	3,068.23	7.15 %	3,681.87
AKM1	6.98	7.06	0.44	101.17 %	6,484.40	25.00 %	1,621.10	7.15 %	1,621.10
TRR1	6.84	6.36	0.20	92.96 %	6,894.20	15.00 %	1,034.13	7.15 %	1,723.55
ANI1	2.67	2.39	0.00	89.58 %	2,819.10	10.00 %	281.91	7.15 %	563.82
ARC2	4.75	3.70	0.00	77.87 %	2,227.90	0.00 %		7.15 %	222.79
CPT1	2.54	1.97	0.00	77.55 %	2,177.80	0.00 %		7.15 %	217.78
VNB1	4.09	3.17	0.00	77.39 %	2,030.60	0.00 %		7.15 %	203.06
CYR1	3.26	2.40	0.00	73.68 %	3,109.00	0.00 %		7.15 %	
KPM2	14.48	10.46	0.00	72.19 %	7,925.70	0.00 %		7.15 %	
BGR1	2.39	1.65	0.00	69.02 %	1,792.20	0.00 %		7.15 %	
UGI1	3.11	2.09	0.00	67.46 %	1,826.60	0.00 %		7.15 %	
SBR1	9.34	5.74	0.00	61.50 %	7,049.10	0.00 %		7.15 %	
GDM1	3.84	2.34	0.00	60.93 %	3,182.10	0.00 %		7.15 %	
VSI1	4.37	2.32	0.00	53.18 %	4,024.50	0.00 %		7.15 %	
SLG1	3.42	1.55	0.00	45.49 %	1,557.60	0.00 %		7.15 %	
PTU1	1.65	0.75	0.00	45.47 %	1,240.00	0.00 %		7.15 %	
TRT1	5.06	2.02	0.00	39.95 %	2,220.00	0.00 %		7.15 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH46	4.01	8.89	0.00	221.50 %	4,838.00	40.00 %	1,935.20	7.15 %	1,935.20
CH32	1.21	1.90	0.00	157.15 %	1,159.20	40.00 %	463.68	7.15 %	463.68
CH23	2.84	3.55	0.00	124.95 %	3,003.30	40.00 %	1,201.32	7.15 %	1,201.32
CH24	6.86	7.63	0.00	111.26 %	11,491.40	30.00 %	3,447.42	7.15 %	3,447.42
CH18	7.99	8.84	0.00	110.65 %	12,355.00	30.00 %	3,706.50	7.15 %	3,706.50
CH34	8.10	8.75	0.57	107.96 %	6,506.60	25.00 %	1,626.65	7.15 %	1,951.98
CH15	19.02	19.91	0.00	104.66 %	15,767.70	25.00 %	3,941.93	7.15 %	4,730.31
UKI1	5.03	5.23	0.00	103.95 %	5,138.50	25.00 %	1,284.63	7.15 %	1,541.55
CH21	13.02	13.12	0.00	100.77 %	9,441.80	25.00 %	2,360.45	7.15 %	2,360.45
CH12	10.38	10.04	0.00	96.73 %	9,097.90	20.00 %	1,819.58	7.15 %	2,274.48
CH09	7.55	7.22	0.00	95.68 %	10,697.80	20.00 %	2,139.56	7.15 %	2,674.45
CH03	18.33	17.05	0.12	93.02 %	15,597.30	15.00 %	2,339.60	7.15 %	3,899.33
CH31	3.10	2.78	0.00	89.91 %	2,785.50	10.00 %	278.55	7.15 %	557.10
CH41	6.93	5.96	0.00	85.99 %	8,612.60	10.00 %	861.26	7.15 %	1,291.89
PON1	4.10	3.53	0.00	85.93 %	3,020.70	10.00 %	302.07	7.15 %	453.11
MC05	2.99	2.45	0.00	81.74 %	1,120.80	10.00 %	112.08	7.15 %	112.08
CH44	6.13	4.99	0.00	81.27 %	3,484.60	10.00 %	348.46	7.15 %	348.46
GPD1	5.79	4.65	0.00	80.29 %	3,205.40	10.00 %	320.54	7.15 %	320.54
CH33	5.56	4.28	0.00	76.89 %	4,704.40	0.00 %		7.15 %	470.44
CH06	7.72	5.36	0.00	69.50 %	6,783.50	0.00 %		7.15 %	
CH20	9.63	6.12	0.06	63.50 %	7,816.50	0.00 %		7.15 %	
CH17	2.80	1.75	0.00	62.45 %	3,757.20	0.00 %		7.15 %	
MC06	2.26	1.35	0.00	59.41 %	1,397.20	0.00 %		7.15 %	
CH27	2.85	1.60	0.00	56.18 %	2,148.50	0.00 %		7.15 %	
MJR1	12.33	5.93	0.00	48.13 %	5,532.90	0.00 %		7.15 %	
CH36	3.90	1.26	0.00	32.31 %	1,302.40	0.00 %		7.15 %	
CH43	5.98	0.58	3.54	9.63 %	1,112.70	0.00 %		7.15 %	
CH01	0.55	0.00		0.00 %	0.00	0.00 %		7.15 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TDM1	4.93	6.72	0.00	136.40 %	6,221.70	40.00 %	2,488.68	7.15 %	2,488.68
MKM1	2.52	3.35	0.00	133.10 %	3,575.90	40.00 %	1,430.36	7.15 %	1,430.36
VPM2	5.52	6.95	0.00	126.03 %	8,106.80	40.00 %	3,242.72	7.15 %	3,242.72
NVL2	6.59	7.88	0.55	119.58 %	7,851.60	30.00 %	2,355.48	7.15 %	3,140.64
POY2	8.53	9.90	0.00	116.06 %	11,152.80	30.00 %	3,345.84	7.15 %	4,461.12
PRT1	4.49	5.21	0.00	116.00 %	5,038.50	30.00 %	1,511.55	7.15 %	2,015.40
VPM1	2.23	2.32	0.00	104.00 %	2,110.80	25.00 %	527.70	7.15 %	633.24
CUD1	10.84	11.06	0.00	102.01 %	11,677.10	25.00 %	2,919.28	7.15 %	2,919.28
ULP1	5.59	5.63	0.00	100.82 %	6,565.80	25.00 %	1,641.45	7.15 %	1,641.45
KLM1	5.55	5.58	0.00	100.52 %	6,516.50	25.00 %	1,629.13	7.15 %	1,629.13
KKI2	7.33	7.29	0.00	99.52 %	5,911.50	20.00 %	1,182.30	7.15 %	1,477.88
POY1	9.54	8.14	0.00	85.31 %	7,652.60	10.00 %	765.26	7.15 %	1,147.89
KML1	3.15	2.67	0.00	84.82 %	2,191.70	10.00 %	219.17	7.15 %	328.76
TVM2	5.13	3.85	0.00	75.12 %	3,376.20	0.00 %		7.15 %	337.62
STP1	2.50	1.83	0.00	73.01 %	2,346.50	0.00 %		7.15 %	
TRK1	7.10	4.53	0.00	63.73 %	5,403.20	0.00 %		7.15 %	
TVM1	3.43	1.92	1.20	55.86 %	1,699.70	0.00 %		7.15 %	
VCM1	3.45	1.05	0.00	30.52 %	465.90	0.00 %		7.15 %	
CDM1	8.22	2.08	0.00	25.27 %	2,811.20	0.00 %		7.15 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	
SJI2	5.60	0.00		0.00 %	0.00	0.00 %		7.15 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
EDP1	2.50	4.72	0.00	188.37 %	2,885.70	40.00 %	1,154.28	7.15 %	1,154.28
ERD1	8.06	13.53	0.00	167.81 %	9,930.50	40.00 %	3,972.20	7.15 %	3,972.20
HSR2	8.81	13.85	0.36	157.16 %	14,709.20	40.00 %	5,883.68	7.15 %	5,883.68
HRR1	3.17	4.44	0.00	139.89 %	3,573.40	40.00 %	1,429.36	7.15 %	1,429.36
PDR1	2.28	2.94	0.00	128.97 %	3,551.80	40.00 %	1,420.72	7.15 %	1,420.72
SLM2	5.48	5.80	0.00	105.93 %	3,849.70	25.00 %	962.43	7.15 %	1,154.91
KVP1	3.11	3.28	0.00	105.44 %	3,590.80	25.00 %	897.70	7.15 %	1,077.24
DPR1	2.38	2.43	0.00	102.15 %	2,817.60	25.00 %	704.40	7.15 %	845.28
PLC1	3.77	3.85	0.00	102.06 %	4,774.30	25.00 %	1,193.58	7.15 %	1,193.58
BMD1	3.21	3.18	0.00	99.14 %	3,766.40	20.00 %	753.28	7.15 %	941.60
APN1	3.14	2.95	0.78	93.91 %	4,108.20	15.00 %	616.23	7.15 %	1,027.05
SGI1	3.25	3.00	0.00	92.18 %	3,028.80	15.00 %	454.32	7.15 %	605.76
ATU1	6.73	6.15	0.00	91.47 %	6,620.90	15.00 %	993.14	7.15 %	1,324.18
VKL1	2.25	1.99	0.00	88.48 %	2,578.80	10.00 %	257.88	7.15 %	515.76
KMM1	3.60	3.15	0.00	87.61 %	3,396.10	10.00 %	339.61	7.15 %	509.42
TCG1	3.04	2.63	0.00	86.70 %	1,470.00	10.00 %	147.00	7.15 %	220.50
SLM1	16.73	14.21	0.00	84.91 %	8,396.00	10.00 %	839.60	7.15 %	1,259.40
NKL2	7.76	6.46	0.13	83.29 %	5,742.30	10.00 %	574.23	7.15 %	574.23
OML1	5.44	4.49	0.00	82.57 %	5,972.10	10.00 %	597.21	7.15 %	597.21
TRM1	5.95	4.70	0.00	78.86 %	3,224.90	0.00 %		7.15 %	322.49
ERD2	8.36	6.45	0.00	77.14 %	8,420.10	0.00 %		7.15 %	842.01
HSR1	6.94	5.17	0.32	74.42 %	4,055.20	0.00 %		7.15 %	405.52
PMP1	3.77	2.68	0.02	71.03 %	1,958.40	0.00 %		7.15 %	
VPD1	6.57	4.08	0.00	62.13 %	5,378.40	0.00 %		7.15 %	
EPI1	5.47	3.34	0.00	61.11 %	6,053.30	0.00 %		7.15 %	
RSP1	4.70	2.57	0.00	54.65 %	3,158.10	0.00 %		7.15 %	
MTR1	6.57	3.55	0.00	54.06 %	3,176.50	0.00 %		7.15 %	
DPR2	3.19	1.56	0.00	49.01 %	1,408.50	0.00 %		7.15 %	
MCR1	6.10	2.56	0.00	41.98 %	2,935.60	0.00 %		7.15 %	
SLM3	7.97	3.02	0.00	37.91 %	2,264.10	0.00 %		7.15 %	
KRI1	4.79	1.71	0.00	35.61 %	1,536.60	0.00 %		7.15 %	
SGG1	2.44	0.74	0.00	30.38 %	1,364.00	0.00 %		7.15 %	
CMI1	2.68	0.37	0.00	13.71 %	353.70	0.00 %		7.15 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TNJ1	10.30	14.04	0.00	136.23 %	11,918.30	40.00 %	4,767.32	7.15 %	4,767.32
TVR1	2.36	3.00	0.00	127.17 %	2,112.70	40.00 %	845.08	7.15 %	845.08
TVR2	6.14	7.45	0.00	121.29 %	4,787.10	40.00 %	1,914.84	7.15 %	1,914.84
TRY3	4.34	5.05	0.67	116.47 %	3,237.40	30.00 %	971.22	7.15 %	1,294.96
MVM1	6.98	7.53	0.00	107.79 %	7,292.60	25.00 %	1,823.15	7.15 %	2,187.78
NMM1	3.69	3.79	0.78	102.75 %	3,612.80	25.00 %	903.20	7.15 %	1,083.84
KUM1	9.02	9.18	0.00	101.78 %	8,363.20	25.00 %	2,090.80	7.15 %	2,090.80
TRY2	3.04	3.03	0.00	99.77 %	2,900.10	20.00 %	580.02	7.15 %	725.03
TNJ2	8.13	7.82	0.00	96.22 %	6,318.70	20.00 %	1,263.74	7.15 %	1,579.68
TTP1	5.71	5.42	0.00	94.90 %	4,567.70	15.00 %	685.16	7.15 %	1,141.93
TYR1	6.67	5.99	0.00	89.81 %	5,718.50	10.00 %	571.85	7.15 %	1,143.70
PBR2	10.50	9.22	0.00	87.86 %	5,959.00	10.00 %	595.90	7.15 %	893.85
ORU1	3.09	2.59	0.00	83.74 %	2,560.90	10.00 %	256.09	7.15 %	384.14
MDI1	4.81	3.87	0.00	80.42 %	4,521.60	10.00 %	452.16	7.15 %	452.16
TRY1	33.33	26.06	0.10	78.18 %	19,374.10	0.00 %		7.15 %	1,937.41
KIK1	3.51	2.68	0.00	76.49 %	2,768.60	0.00 %		7.15 %	276.86
KRN1	3.06	2.30	0.00	75.36 %	1,652.30	0.00 %		7.15 %	165.23
NGT1	5.62	4.21	0.00	74.91 %	4,609.90	0.00 %		7.15 %	460.99
AYR1	4.33	3.02	0.00	69.64 %	2,982.30	0.00 %		7.15 %	
MSI1	4.33	2.85	0.00	65.76 %	2,457.90	0.00 %		7.15 %	
APM1	2.20	1.12	0.00	51.07 %	1,766.90	0.00 %		7.15 %	
PBR1	3.26	1.51	0.00	46.38 %	1,933.30	0.00 %		7.15 %	
JKM1	5.52	2.01	0.00	36.31 %	1,831.50	0.00 %		7.15 %	
PDK1	3.52	1.25	0.00	35.54 %	1,551.70	0.00 %		7.15 %	
NCK1	2.82	0.90	0.00	32.01 %	980.80	0.00 %		7.15 %	
PTK1	7.39	2.28	0.00	30.92 %	2,052.50	0.00 %		7.15 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
RPM1	8.12	15.44	0.00	190.24 %	11,677.60	40.00 %	4,671.04	7.15 %	4,671.04
ERL2	3.26	5.63	0.00	172.62 %	6,087.20	40.00 %	2,434.88	7.15 %	2,434.88
ARM1	3.42	4.03	1.25	117.94 %	2,550.90	30.00 %	765.27	7.15 %	1,020.36
ASM1	3.74	3.76	0.61	100.45 %	4,042.60	25.00 %	1,010.65	7.15 %	1,010.65
TYI1	4.33	4.23	0.00	97.66 %	6,607.60	20.00 %	1,321.52	7.15 %	1,651.90
SKD1	3.15	2.96	0.00	93.96 %	2,277.20	15.00 %	341.58	7.15 %	569.30
APK2	6.45	6.03	0.00	93.49 %	4,724.50	15.00 %	708.68	7.15 %	1,181.13
TVL1	25.61	23.59	0.35	92.09 %	21,179.40	15.00 %	3,176.91	7.15 %	4,235.88
STU2	3.27	2.98	0.00	91.26 %	1,387.30	15.00 %	208.10	7.15 %	277.46
TUT1	27.66	25.15	0.00	90.90 %	25,372.20	15.00 %	3,805.83	7.15 %	5,074.44
TKS2	10.07	8.64	0.00	85.82 %	8,455.80	10.00 %	845.58	7.15 %	1,268.37
SDI1	3.82	3.22	0.00	84.20 %	2,622.20	10.00 %	262.22	7.15 %	393.33
MMT1	4.39	3.68	0.03	83.85 %	3,075.90	10.00 %	307.59	7.15 %	461.39
UDN1	3.30	2.73	0.00	82.94 %	2,258.20	10.00 %	225.82	7.15 %	225.82
VNR2	12.71	10.02	0.00	78.89 %	9,164.90	0.00 %		7.15 %	916.49
TKS1	8.36	6.00	0.69	71.78 %	4,995.80	0.00 %		7.15 %	
TKY1	6.13	4.39	0.00	71.62 %	4,831.20	0.00 %		7.15 %	
KYR1	2.71	1.90	0.00	70.32 %	1,248.20	0.00 %		7.15 %	
PDI1	4.08	2.85	0.00	69.88 %	3,728.90	0.00 %		7.15 %	
NGR1	16.30	11.28	0.00	69.18 %	10,062.00	0.00 %		7.15 %	
KVT1	13.67	9.36	0.00	68.44 %	9,848.80	0.00 %		7.15 %	
TUT2	10.60	7.25	0.50	68.38 %	4,394.90	0.00 %		7.15 %	
RND1	9.63	6.16	0.00	63.99 %	5,569.00	0.00 %		7.15 %	
SNL1	5.23	3.35	0.00	63.99 %	4,652.10	0.00 %		7.15 %	
KGL1	3.97	2.53	0.00	63.81 %	2,708.90	0.00 %		7.15 %	
SVK1	8.57	5.44	0.93	63.53 %	4,809.00	0.00 %		7.15 %	
SGT1	2.42	1.46	0.00	60.13 %	1,543.20	0.00 %		7.15 %	
PKD1	7.16	3.95	0.00	55.16 %	3,575.30	0.00 %		7.15 %	
KSM1	2.67	1.41	0.00	52.89 %	933.90	0.00 %		7.15 %	
MAR1	9.45	4.71	0.00	49.84 %	4,594.70	0.00 %		7.15 %	
VKM1	3.53	1.76	0.00	49.75 %	2,980.20	0.00 %		7.15 %	
TCN1	5.38	2.40	0.00	44.52 %	2,729.80	0.00 %		7.15 %	
COL1	1.86	0.81	0.00	43.48 %	630.30	0.00 %		7.15 %	
APK1	5.77	2.44	0.00	42.26 %	4,287.40	0.00 %		7.15 %	
VNR1	3.50	1.46	0.00	41.74 %	1,153.30	0.00 %		7.15 %	
VLV1	8.45	3.40	0.00	40.21 %	2,017.60	0.00 %		7.15 %	
TVL2	2.44	0.96	0.00	39.45 %	640.00	0.00 %		7.15 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AVI1	3.21	4.92	0.00	153.09 %	3,335.70	40.00 %	1,334.28	7.15 %	1,334.28
GBM1	3.00	4.55	0.95	151.96 %	2,494.60	40.00 %	997.84	7.15 %	997.84
KMD1	1.88	2.75	0.00	146.33 %	4,014.60	40.00 %	1,605.84	7.15 %	1,605.84
PPI1	2.49	3.34	0.00	134.22 %	4,059.90	40.00 %	1,623.96	7.15 %	1,623.96
MPM1	3.51	4.08	0.00	116.06 %	7,188.60	30.00 %	2,156.58	7.15 %	2,875.44
TPR4	2.15	2.43	0.00	113.06 %	2,078.80	30.00 %	623.64	7.15 %	831.52
KGM1	2.18	2.47	0.00	112.95 %	1,858.40	30.00 %	557.52	7.15 %	743.36
KMR1	7.82	8.26	0.00	105.66 %	10,598.80	25.00 %	2,649.70	7.15 %	3,179.64
KGI1	4.04	3.74	0.00	92.54 %	2,635.50	15.00 %	395.33	7.15 %	527.10
TPR2	8.20	7.36	0.00	89.75 %	6,837.80	10.00 %	683.78	7.15 %	1,367.56
SUL1	3.25	2.83	0.00	86.97 %	4,095.10	10.00 %	409.51	7.15 %	614.27
GDR1	3.54	2.91	0.00	82.31 %	1,982.20	10.00 %	198.22	7.15 %	198.22
CNR1	3.12	2.52	0.00	80.85 %	2,502.70	10.00 %	250.27	7.15 %	250.27
CBE2	20.04	15.61	0.00	77.90 %	13,796.90	0.00 %		7.15 %	1,379.69
TPR3	3.20	2.41	0.00	75.33 %	5,212.20	0.00 %		7.15 %	521.22
UAM1	8.13	5.93	0.00	72.94 %	8,698.50	0.00 %		7.15 %	
ANR1	1.07	0.77	0.00	71.27 %	1,137.00	0.00 %		7.15 %	
CBE6	4.20	2.95	0.00	70.18 %	3,007.70	0.00 %		7.15 %	
PDM1	2.26	1.58	0.00	69.96 %	1,897.80	0.00 %		7.15 %	
UMP1	4.24	2.97	0.00	69.94 %	3,609.80	0.00 %		7.15 %	
CBE4	6.76	3.19	0.00	47.15 %	3,018.60	0.00 %		7.15 %	
CBE3	2.16	0.86	0.00	39.98 %	1,655.60	0.00 %		7.15 %	
DPM2	4.42	1.74	0.00	39.33 %	1,799.40	0.00 %		7.15 %	
SYM2	3.71	1.38	0.00	37.29 %	1,062.80	0.00 %		7.15 %	
TPR1	6.77	2.49	0.00	36.75 %	2,308.00	0.00 %		7.15 %	
SNR1	4.46	1.50	0.00	33.73 %	2,334.40	0.00 %		7.15 %	
PLI1	7.09	2.26	0.00	31.95 %	1,669.80	0.00 %		7.15 %	
CBE5	2.91	0.81	1.21	27.96 %	1,598.90	0.00 %		7.15 %	
CBE1	3.35	0.73	0.00	21.68 %	136.00	0.00 %		7.15 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TEN1	4.77	6.22	0.00	130.36 %	5,966.90	40.00 %	2,386.76	7.15 %	2,386.76
TDI1	3.14	3.94	0.00	125.40 %	3,954.40	40.00 %	1,581.76	7.15 %	1,581.76
TEN2	4.82	5.54	0.02	115.09 %	3,176.60	30.00 %	952.98	7.15 %	1,270.64
KKD3	4.44	4.96	0.00	111.69 %	3,952.90	30.00 %	1,185.87	7.15 %	1,581.16
BNR1	3.90	3.77	0.00	96.76 %	3,331.60	20.00 %	666.32	7.15 %	832.90
PNI1	1.87	1.74	0.00	93.07 %	1,714.90	15.00 %	257.24	7.15 %	428.73
USL1	4.35	4.04	0.00	92.97 %	5,344.50	15.00 %	801.68	7.15 %	1,336.13
PVI1	3.65	3.27	0.00	89.70 %	6,414.40	10.00 %	641.44	7.15 %	1,282.88
MDU2	12.51	11.17	0.12	89.30 %	9,464.30	10.00 %	946.43	7.15 %	1,892.86
MNM1	3.14	2.78	0.00	88.59 %	3,277.20	10.00 %	327.72	7.15 %	655.44
DGL2	2.89	2.41	0.00	83.47 %	2,317.00	10.00 %	231.70	7.15 %	231.70
KPT1	2.58	2.08	0.00	80.83 %	2,359.00	10.00 %	235.90	7.15 %	235.90
TMM1	7.76	5.96	0.00	76.84 %	5,946.60	0.00 %		7.15 %	594.66
DKI1	4.79	3.59	0.00	74.96 %	4,937.70	0.00 %		7.15 %	493.77
PKM1	2.13	1.57	0.00	73.89 %	2,233.90	0.00 %		7.15 %	
KRR1	5.67	4.00	0.00	70.54 %	3,761.30	0.00 %		7.15 %	
SGP1	2.29	1.58	0.00	69.09 %	2,190.40	0.00 %		7.15 %	
MDU4	4.82	3.24	0.00	67.07 %	2,525.40	0.00 %		7.15 %	
MDU5	4.37	2.89	0.00	65.98 %	5,949.10	0.00 %		7.15 %	
MDU1	25.85	15.84	0.68	61.28 %	11,637.80	0.00 %		7.15 %	
CBM1	5.85	3.52	0.00	60.06 %	3,089.30	0.00 %		7.15 %	
NTM1	3.73	2.14	0.00	57.40 %	2,590.10	0.00 %		7.15 %	
BTU1	2.12	1.21	0.00	57.08 %	1,568.20	0.00 %		7.15 %	
SVG1	5.25	2.99	0.00	56.93 %	3,947.10	0.00 %		7.15 %	
KYK1	2.39	1.32	0.00	55.09 %	484.70	0.00 %		7.15 %	
MPA1	5.79	3.07	0.00	53.04 %	5,217.70	0.00 %		7.15 %	
NKI1	4.76	2.52	2.02	52.91 %	2,936.70	0.00 %		7.15 %	
ATG1	5.62	2.87	0.00	51.02 %	2,485.70	0.00 %		7.15 %	
ODM1	3.32	1.62	0.00	48.84 %	1,439.10	0.00 %		7.15 %	
PNV1	2.13	0.99	0.00	46.31 %	1,311.70	0.00 %		7.15 %	
ADP1	3.83	1.72	0.00	44.95 %	2,151.20	0.00 %		7.15 %	
MLR1	3.33	1.45	0.00	43.45 %	1,583.70	0.00 %		7.15 %	
MDU3	7.63	3.19	0.00	41.76 %	3,112.60	0.00 %		7.15 %	
TPT1	4.44	1.79	0.00	40.44 %	1,687.00	0.00 %		7.15 %	
MDU6	5.69	2.18	0.00	38.34 %	1,634.50	0.00 %		7.15 %	
CMR1	3.17	1.20	0.00	37.80 %	787.00	0.00 %		7.15 %	
KKD2	3.04	0.81	0.00	26.54 %	647.10	0.00 %		7.15 %	
DGL1	17.46	4.35	0.00	24.90 %	4,543.20	0.00 %		7.15 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	2.99	1.39	0.00	46.48 %	1,970.10	0.00 %		7.15 %	
PAS1	3.69	1.00	0.00	27.20 %	1,154.20	0.00 %		7.15 %	
TVP1	9.24	2.38	0.00	25.77 %	2,293.60	0.00 %		7.15 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
S2SD	0.00	0.44	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	0.18	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	0.33	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	0.08	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	(0.12)	-156.43	0.00 %	0.00	0.00 %		0.00 %	