

Accu.Target 3,116.52 L	Sales 2,707.32 L	Achieved % 86.87 %	HO Budget+ % 3.13 %	Total Com. 28.02 L
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Note : Sales Period is From :01-Oct-2025 To :02-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	378.42	396.03	104.65 %	18,000.00	3.13 %	18,000.00
CHENNAI-02	373.93	357.37	95.57 %	9,000.00	3.13 %	9,000.00
NORTH ARCOT	244.85	233.55	95.39 %	6,000.00	3.13 %	6,000.00
TRICHY-01	327.31	302.85	92.52 %	0.00	3.13 %	0.00
SOUTH ARCOT	224.46	195.14	86.93 %	0.00	3.13 %	0.00
WEST-02	340.45	292.08	85.79 %	0.00	3.13 %	0.00
WEST-01	266.29	219.85	82.56 %	0.00	3.13 %	0.00
SOUTH-01	530.37	420.72	79.33 %	0.00	3.13 %	0.00
SOUTH-03	398.59	277.14	69.53 %	0.00	3.13 %	0.00
KL-SOUTH	31.84	11.69	36.71 %	0.00	3.13 %	0.00
OTHERS	0.00	0.91	0.00 %	0.00	0.00 %	0.00
Total	3,116.52	2,707.32	86.87 %		3.13 %	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	72.78	86.46	118.80%	0.00	3.13 %	0.00
	CH06	115.68	127.73	110.41%	20,000.00	3.13 %	20,000.00
	CH08	84.71	87.02	102.72%	0.00	3.13 %	0.00
	CH05	105.25	94.83	90.09%	0.00	3.13 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	96.79	99.83	103.14%	0.00	3.13 %	0.00
	CH04	114.99	111.50	96.96%	7,500.00	3.13 %	15,000.00
	CH09	73.56	66.71	90.70%	0.00	3.13 %	0.00
	CH07	88.59	79.32	89.53%	0.00	3.13 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	76.14	85.57	112.38%	0.00	3.13 %	0.00
	NA01	89.90	89.10	99.11%	0.00	3.13 %	0.00
	NA03	78.80	58.88	74.72%	0.00	3.13 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TNJ1	79.23	78.98	99.69%	0.00	3.13 %	0.00
	KUM1	70.34	69.46	98.76%	0.00	3.13 %	0.00
	PBR1	83.19	72.98	87.72%	0.00	3.13 %	0.00
	TRY1	94.56	81.43	86.11%	0.00	3.13 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	56.67	52.61	92.83%	0.00	3.13 %	0.00
	SA01	85.16	75.15	88.25%	0.00	3.13 %	0.00
	SA02	82.63	67.37	81.53%	0.00	3.13 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	68.91	66.61	96.67%	0.00	3.13 %	0.00
	ERD1	90.34	81.95	90.71%	0.00	3.13 %	0.00
	MTR1	72.02	61.65	85.59%	0.00	3.13 %	0.00
	SLM1	109.18	81.87	74.98%	0.00	3.13 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	31.24	34.62	110.82%	0.00	3.13 %	0.00
	CBE1	109.89	93.15	84.76%	0.00	3.13 %	0.00
	UAM1	48.44	37.72	77.87%	0.00	3.13 %	0.00
	TPR1	36.34	27.23	74.94%	0.00	3.13 %	0.00
	PLI1	40.38	27.13	67.19%	0.00	3.13 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	73.73	77.75	105.45%	0.00	3.13 %	0.00
	TUT1	109.06	91.25	83.67%	0.00	3.13 %	0.00
	VNR1	73.99	59.74	80.75%	0.00	3.13 %	0.00
	TVL1	87.33	69.17	79.21%	0.00	3.13 %	0.00
	KVT1	96.72	65.33	67.55%	0.00	3.13 %	0.00
	NGR1	89.55	57.48	64.19%	0.00	3.13 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	73.34	59.31	80.87%	0.00	3.13 %	0.00
	MDU2	113.99	89.81	78.79%	0.00	3.13 %	0.00
	KRR1	17.99	13.06	72.58%	0.00	3.13 %	0.00
	SVG1	69.33	49.37	71.21%	0.00	3.13 %	0.00
	DGL1	123.95	65.60	52.92%	0.00	3.13 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	31.84	11.69	36.71%	0.00	3.13 %	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	10.38	17.10	0.18	164.82 %	19,842.40	40.00 %	7,936.96	3.13 %	7,936.96
CH40	7.83	10.95	0.00	139.73 %	4,984.50	40.00 %	1,993.80	3.13 %	1,993.80
CH28	12.64	17.55	0.00	138.83 %	26,995.90	40.00 %	10,798.36	3.13 %	10,798.36
CGL1	8.44	11.54	0.00	136.79 %	10,200.00	40.00 %	4,080.00	3.13 %	4,080.00
TKM1	5.95	8.01	0.00	134.51 %	10,387.70	40.00 %	4,155.08	3.13 %	4,155.08
CH16	25.27	33.56	0.00	132.83 %	37,269.30	40.00 %	14,907.72	3.13 %	14,907.72
GUD1	10.55	13.84	0.00	131.18 %	18,637.20	40.00 %	7,454.88	3.13 %	7,454.88
CH19	14.30	17.36	0.00	121.39 %	17,263.00	40.00 %	6,905.20	3.13 %	6,905.20
CH22	11.19	13.40	0.00	119.72 %	14,582.70	30.00 %	4,374.81	3.13 %	5,833.08
CH08	26.55	29.89	0.00	112.59 %	43,672.40	30.00 %	13,101.72	3.13 %	13,101.72
CH05	22.59	25.07	0.00	110.98 %	22,464.90	30.00 %	6,739.47	3.13 %	6,739.47
CH35	9.71	10.70	0.00	110.29 %	12,742.70	30.00 %	3,822.81	3.13 %	3,822.81
CH48	14.56	15.73	0.00	108.05 %	21,604.50	25.00 %	5,401.13	3.13 %	6,481.35
MRM1	11.73	12.62	0.00	107.57 %	14,276.50	25.00 %	3,569.13	3.13 %	4,282.95
CH07	18.81	19.73	0.00	104.89 %	25,268.50	25.00 %	6,317.13	3.13 %	6,317.13
CH14	27.36	28.46	0.00	104.02 %	30,475.40	25.00 %	7,618.85	3.13 %	7,618.85
CH42	16.02	16.28	0.00	101.63 %	16,834.90	25.00 %	4,208.73	3.13 %	4,208.73
MC10	3.10	3.12	0.00	100.40 %	1,606.30	25.00 %	401.58	3.13 %	401.58
CH26	3.78	3.57	0.00	94.25 %	3,751.30	15.00 %	562.70	3.13 %	750.26
CH39	7.17	6.74	0.00	93.97 %	8,452.50	15.00 %	1,267.88	3.13 %	1,690.50
CH45	12.78	11.84	0.12	92.70 %	11,649.40	15.00 %	1,747.41	3.13 %	2,329.88
CH38	9.63	8.53	0.00	88.58 %	11,897.00	10.00 %	1,189.70	3.13 %	1,784.55
SKL1	9.86	8.40	0.00	85.21 %	15,335.90	10.00 %	1,533.59	3.13 %	1,533.59
MC09	2.39	1.93	0.00	81.00 %	921.40	10.00 %	92.14	3.13 %	92.14
CH30	15.45	12.18	0.03	78.81 %	9,698.20	0.00 %		3.13 %	969.82
KNR1	13.20	9.82	0.00	74.38 %	9,978.40	0.00 %		3.13 %	
CH29	4.34	3.14	0.00	72.22 %	5,068.20	0.00 %		3.13 %	
CH11	14.19	9.81	0.00	69.11 %	11,015.90	0.00 %		3.13 %	
AVD1	18.07	11.24	0.26	62.18 %	11,448.10	0.00 %		3.13 %	
CH37	8.29	3.61	0.00	43.57 %	6,014.30	0.00 %		3.13 %	
MC02	2.29	0.33	0.00	14.17 %	238.60	0.00 %		3.13 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH46	8.03	13.70	0.00	170.63 %	8,888.90	40.00 %	3,555.56	3.13 %	3,555.56
CH31	6.19	7.86	0.00	126.88 %	7,946.70	40.00 %	3,178.68	3.13 %	3,178.68
CH34	16.21	20.07	0.25	123.79 %	14,982.70	40.00 %	5,993.08	3.13 %	5,993.08
GPD1	11.58	14.22	0.00	122.85 %	7,368.90	40.00 %	2,947.56	3.13 %	2,947.56
CH24	13.72	15.96	0.00	116.34 %	20,629.20	30.00 %	6,188.76	3.13 %	8,251.68
CH44	12.27	14.07	0.00	114.71 %	10,484.40	30.00 %	3,145.32	3.13 %	3,145.32
CH15	38.04	43.12	0.28	113.35 %	39,236.40	30.00 %	11,770.92	3.13 %	11,770.92
CH03	36.66	40.63	0.05	110.84 %	36,597.60	30.00 %	10,979.28	3.13 %	10,979.28
CH18	15.98	17.15	0.00	107.30 %	26,564.90	25.00 %	6,641.23	3.13 %	7,969.47
CH21	26.03	27.50	0.00	105.61 %	18,400.40	25.00 %	4,600.10	3.13 %	4,600.10
CH23	5.69	5.85	0.00	102.79 %	7,041.70	25.00 %	1,760.43	3.13 %	1,760.43
CH12	20.76	20.91	0.00	100.71 %	19,810.10	25.00 %	4,952.53	3.13 %	4,952.53
CH32	2.42	2.33	0.00	96.27 %	1,247.20	20.00 %	249.44	3.13 %	249.44
MC06	4.53	4.23	0.00	93.50 %	3,927.50	15.00 %	589.13	3.13 %	785.50
MC05	5.99	5.39	0.00	89.96 %	1,984.70	10.00 %	198.47	3.13 %	297.71
CH41	13.85	12.19	0.29	87.98 %	18,068.00	10.00 %	1,806.80	3.13 %	2,710.20
CH33	11.12	9.62	0.00	86.48 %	11,977.40	10.00 %	1,197.74	3.13 %	1,197.74
CH27	5.70	4.87	0.00	85.44 %	5,784.40	10.00 %	578.44	3.13 %	578.44
UKI1	10.05	8.33	0.00	82.88 %	7,811.20	10.00 %	781.12	3.13 %	781.12
CH06	15.44	12.25	0.13	79.38 %	12,853.00	0.00 %		3.13 %	1,285.30
CH09	15.10	10.87	0.00	71.97 %	15,614.00	0.00 %		3.13 %	
PON1	8.21	5.83	0.00	71.03 %	6,405.90	0.00 %		3.13 %	
MJR1	24.65	16.09	0.00	65.28 %	19,299.70	0.00 %		3.13 %	
CH20	19.26	12.48	0.03	64.81 %	16,837.30	0.00 %		3.13 %	
CH17	5.60	3.38	0.00	60.41 %	6,413.60	0.00 %		3.13 %	
CH43	11.96	5.48	0.37	45.84 %	8,925.50	0.00 %		3.13 %	
CH36	7.80	2.74	0.00	35.13 %	2,827.00	0.00 %		3.13 %	
CH01	1.09	0.25	0.00	22.85 %	750.00	0.00 %		3.13 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
WJP1	7.73	13.36	0.00	172.80 %	12,385.60	40.00 %	4,954.24	3.13 %	4,954.24
GDM1	7.67	11.79	0.42	153.73 %	14,177.80	40.00 %	5,671.12	3.13 %	5,671.12
KPM1	8.85	13.05	0.00	147.38 %	16,357.80	40.00 %	6,543.12	3.13 %	6,543.12
PLR1	4.98	7.12	0.00	143.12 %	7,913.30	40.00 %	3,165.32	3.13 %	3,165.32
ABR1	8.02	11.09	0.00	138.22 %	12,207.90	40.00 %	4,883.16	3.13 %	4,883.16
WJD1	9.06	11.37	0.03	125.56 %	13,268.00	40.00 %	5,307.20	3.13 %	5,307.20
CGM1	7.08	8.55	0.00	120.66 %	4,670.80	40.00 %	1,868.32	3.13 %	1,868.32
ANI1	5.33	6.13	0.00	115.07 %	5,499.80	30.00 %	1,649.94	3.13 %	1,649.94
TRR1	13.67	14.82	0.09	108.37 %	12,612.80	25.00 %	3,153.20	3.13 %	3,783.84
TRL1	15.05	15.97	0.00	106.05 %	22,550.10	25.00 %	5,637.53	3.13 %	5,637.53
VEL1	12.24	12.75	0.00	104.20 %	11,440.10	25.00 %	2,860.03	3.13 %	2,860.03
VEL2	14.29	14.19	0.22	99.32 %	24,343.60	20.00 %	4,868.72	3.13 %	6,085.90
CPT1	5.08	4.99	0.00	98.27 %	5,883.00	20.00 %	1,176.60	3.13 %	1,470.75
UGI1	6.21	5.85	0.26	94.21 %	6,543.10	15.00 %	981.47	3.13 %	1,308.62
ARC2	9.50	8.87	0.00	93.37 %	6,993.40	15.00 %	1,049.01	3.13 %	1,398.68
BGR1	4.78	4.09	0.00	85.56 %	5,430.60	10.00 %	543.06	3.13 %	543.06
KPM2	28.97	22.91	0.13	79.11 %	20,100.60	0.00 %		3.13 %	2,010.06
VSI1	8.74	6.86	0.93	78.50 %	8,678.10	0.00 %		3.13 %	867.81
AKM1	13.95	9.64	0.32	69.14 %	8,774.80	0.00 %		3.13 %	
VNB1	8.18	5.25	0.00	64.18 %	4,386.80	0.00 %		3.13 %	
SBR1	18.68	11.42	0.00	61.12 %	12,098.50	0.00 %		3.13 %	
SLG1	6.84	4.17	0.00	61.02 %	5,738.90	0.00 %		3.13 %	
CYR1	6.52	3.76	0.12	57.68 %	5,227.90	0.00 %		3.13 %	
PTU1	3.31	1.72	0.00	52.03 %	3,423.10	0.00 %		3.13 %	
TRT1	10.12	3.81	4.60	37.70 %	3,819.60	0.00 %		3.13 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TNJ1	20.61	27.66	0.08	134.26 %	21,775.90	40.00 %	8,710.36	3.13 %	8,710.36
MVM1	13.97	18.30	0.00	131.06 %	17,857.50	40.00 %	7,143.00	3.13 %	7,143.00
TVR2	12.28	16.08	0.00	130.93 %	13,991.00	40.00 %	5,596.40	3.13 %	5,596.40
TVR1	4.71	6.01	0.00	127.48 %	4,737.60	40.00 %	1,895.04	3.13 %	1,895.04
TRY3	8.68	11.04	0.56	127.23 %	8,290.00	40.00 %	3,316.00	3.13 %	3,316.00
ORU1	6.19	7.17	0.00	115.90 %	7,357.90	30.00 %	2,207.37	3.13 %	2,207.37
TNJ2	16.26	18.26	0.01	112.31 %	17,614.20	30.00 %	5,284.26	3.13 %	5,284.26
KUM1	18.04	18.12	0.00	100.42 %	14,512.10	25.00 %	3,628.03	3.13 %	3,628.03
KIK1	7.01	6.96	0.00	99.32 %	8,470.30	20.00 %	1,694.06	3.13 %	2,117.58
PBR2	21.00	19.25	0.00	91.70 %	13,482.10	15.00 %	2,022.32	3.13 %	2,022.32
NGT1	11.24	10.10	0.00	89.88 %	13,089.00	10.00 %	1,308.90	3.13 %	1,963.35
AYR1	8.67	7.68	0.00	88.64 %	6,250.80	10.00 %	625.08	3.13 %	937.62
MDI1	9.61	8.32	0.00	86.59 %	9,348.80	10.00 %	934.88	3.13 %	934.88
TYR1	13.33	11.53	0.00	86.46 %	10,024.80	10.00 %	1,002.48	3.13 %	1,002.48
TRY1	66.66	57.17	0.11	85.77 %	45,526.60	10.00 %	4,552.66	3.13 %	4,552.66
TTP1	11.42	9.52	0.00	83.36 %	10,816.20	10.00 %	1,081.62	3.13 %	1,081.62
NMM1	7.39	6.06	0.49	82.03 %	7,241.70	10.00 %	724.17	3.13 %	724.17
TRY2	6.07	4.94	0.00	81.40 %	5,245.30	10.00 %	524.53	3.13 %	524.53
KRN1	6.11	4.89	0.15	79.95 %	4,399.90	0.00 %		3.13 %	439.99
APM1	4.40	3.36	0.00	76.43 %	4,083.70	0.00 %		3.13 %	
MSI1	8.66	6.46	0.00	74.55 %	5,478.50	0.00 %		3.13 %	
PBR1	6.52	3.68	0.00	56.47 %	3,916.20	0.00 %		3.13 %	
PTK1	14.77	8.14	0.09	55.06 %	7,898.10	0.00 %		3.13 %	
JKM1	11.04	6.07	0.00	54.97 %	5,615.40	0.00 %		3.13 %	
PDK1	7.04	3.38	0.00	48.04 %	4,844.20	0.00 %		3.13 %	
NCK1	5.64	2.68	0.00	47.55 %	2,993.10	0.00 %		3.13 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NVL2	13.18	19.82	0.72	150.39 %	21,625.10	40.00 %	8,650.04	3.13 %	8,650.04
MKM1	5.03	5.96	0.00	118.34 %	5,822.90	30.00 %	1,746.87	3.13 %	2,329.16
VPM1	4.46	5.25	0.88	117.72 %	4,360.90	30.00 %	1,308.27	3.13 %	1,744.36
CUD1	21.68	25.37	0.00	117.02 %	28,350.30	30.00 %	8,505.09	3.13 %	11,340.12
TDM1	9.85	11.47	0.00	116.41 %	12,366.00	30.00 %	3,709.80	3.13 %	4,946.40
VPM2	11.03	12.23	0.00	110.80 %	13,117.70	30.00 %	3,935.31	3.13 %	3,935.31
PRT1	8.98	9.41	0.00	104.84 %	8,926.60	25.00 %	2,231.65	3.13 %	2,231.65
KLM1	11.10	11.58	0.00	104.27 %	13,288.40	25.00 %	3,322.10	3.13 %	3,322.10
POY2	17.06	16.12	0.00	94.52 %	17,565.80	15.00 %	2,634.87	3.13 %	3,513.16
TRK1	14.20	12.76	0.00	89.82 %	13,792.80	10.00 %	1,379.28	3.13 %	2,068.92
KKI2	14.65	12.75	0.00	87.05 %	11,525.90	10.00 %	1,152.59	3.13 %	1,152.59
POY1	19.08	16.13	0.00	84.50 %	18,142.50	10.00 %	1,814.25	3.13 %	1,814.25
ULP1	11.18	9.16	0.00	81.93 %	9,920.50	10.00 %	992.05	3.13 %	992.05
KML1	6.29	5.11	0.00	81.20 %	6,070.20	10.00 %	607.02	3.13 %	607.02
TVM1	6.87	4.95	0.46	72.06 %	4,166.20	0.00 %		3.13 %	
TVM2	10.25	6.09	0.00	59.41 %	4,636.90	0.00 %		3.13 %	
STP1	5.01	2.90	0.00	57.94 %	3,701.50	0.00 %		3.13 %	
VCM1	6.90	3.35	0.00	48.57 %	2,387.30	0.00 %		3.13 %	
CDM1	16.44	4.86	0.00	29.58 %	7,716.10	0.00 %		3.13 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	
SJI2	11.21	0.00		0.00 %	0.00	0.00 %		3.13 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
EDP1	5.01	7.45	0.00	148.75 %	5,932.70	40.00 %	2,373.08	3.13 %	2,373.08
ERD1	16.12	22.43	0.00	139.13 %	17,410.80	40.00 %	6,964.32	3.13 %	6,964.32
PDR1	4.56	6.23	0.00	136.70 %	9,119.00	40.00 %	3,647.60	3.13 %	3,647.60
HSR2	17.63	24.08	0.29	136.63 %	23,863.10	40.00 %	9,545.24	3.13 %	9,545.24
HRR1	6.34	8.04	0.00	126.77 %	7,947.10	40.00 %	3,178.84	3.13 %	3,178.84
DPR1	4.75	5.98	0.00	125.81 %	5,131.10	40.00 %	2,052.44	3.13 %	2,052.44
KVP1	6.23	7.56	0.00	121.52 %	7,019.00	40.00 %	2,807.60	3.13 %	2,807.60
HSR1	13.88	14.97	0.19	107.83 %	14,597.10	25.00 %	3,649.28	3.13 %	4,379.13
BMD1	6.41	6.70	0.00	104.48 %	7,099.20	25.00 %	1,774.80	3.13 %	1,774.80
OML1	10.89	10.40	0.00	95.53 %	12,749.80	20.00 %	2,549.96	3.13 %	2,549.96
SLM2	10.95	10.46	0.00	95.48 %	8,017.70	20.00 %	1,603.54	3.13 %	1,603.54
ATU1	13.46	12.76	0.31	94.84 %	12,313.10	15.00 %	1,846.97	3.13 %	2,462.62
NKL2	15.52	14.47	0.06	93.23 %	14,349.10	15.00 %	2,152.37	3.13 %	2,869.82
TRM1	11.91	10.77	0.00	90.40 %	10,370.90	15.00 %	1,555.64	3.13 %	1,555.64
ERD2	16.72	14.50	0.00	86.73 %	16,643.90	10.00 %	1,664.39	3.13 %	1,664.39
SLM1	33.46	28.38	0.00	84.80 %	19,140.30	10.00 %	1,914.03	3.13 %	1,914.03
PLC1	7.55	6.34	0.00	84.02 %	8,318.10	10.00 %	831.81	3.13 %	831.81
APN1	6.28	5.19	0.44	82.62 %	6,793.50	10.00 %	679.35	3.13 %	679.35
VKL1	4.50	3.69	0.00	81.92 %	4,317.30	10.00 %	431.73	3.13 %	431.73
TCG1	6.08	4.96	0.29	81.69 %	3,293.30	10.00 %	329.33	3.13 %	329.33
SGI1	6.50	5.25	0.00	80.79 %	4,973.20	10.00 %	497.32	3.13 %	497.32
RSP1	9.41	7.32	0.00	77.86 %	8,488.70	0.00 %		3.13 %	848.87
KMM1	7.20	5.59	0.00	77.68 %	6,627.60	0.00 %		3.13 %	662.76
DPR2	6.38	4.41	0.00	69.16 %	5,897.30	0.00 %		3.13 %	
MCR1	12.21	8.42	0.00	69.01 %	8,125.30	0.00 %		3.13 %	
VPD1	13.14	7.90	0.00	60.15 %	10,546.30	0.00 %		3.13 %	
PMP1	7.54	4.48	1.01	59.44 %	3,241.60	0.00 %		3.13 %	
MTR1	13.14	6.93	0.00	52.75 %	5,836.00	0.00 %		3.13 %	
EPI1	10.94	5.65	0.00	51.66 %	10,270.70	0.00 %		3.13 %	
KRI1	9.59	3.92	0.00	40.87 %	2,946.70	0.00 %		3.13 %	
SGG1	4.88	1.36	0.62	27.85 %	1,894.90	0.00 %		3.13 %	
CMI1	5.37	1.40	0.00	26.16 %	2,062.50	0.00 %		3.13 %	
SLM3	15.94	4.08	0.00	25.59 %	3,013.30	0.00 %		3.13 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	3.76	5.81	0.00	154.44 %	9,440.50	40.00 %	3,776.20	3.13 %	3,776.20
GBM1	5.99	8.76	0.63	146.15 %	6,007.30	40.00 %	2,402.92	3.13 %	2,402.92
AVI1	6.42	9.01	0.00	140.36 %	7,166.30	40.00 %	2,866.52	3.13 %	2,866.52
PPI1	4.98	6.48	0.00	130.23 %	6,808.50	40.00 %	2,723.40	3.13 %	2,723.40
KGM1	4.37	5.24	0.43	119.84 %	4,878.00	30.00 %	1,463.40	3.13 %	1,951.20
KMR1	15.63	16.76	0.00	107.20 %	21,979.20	25.00 %	5,494.80	3.13 %	6,593.76
CBE2	40.08	42.55	0.00	106.17 %	42,175.10	25.00 %	10,543.78	3.13 %	10,543.78
PDM1	4.51	4.60	0.00	101.91 %	6,090.00	25.00 %	1,522.50	3.13 %	1,522.50
MPM1	7.03	6.89	0.00	98.01 %	11,954.50	20.00 %	2,390.90	3.13 %	2,988.63
SUL1	6.50	6.05	0.00	93.09 %	9,415.30	15.00 %	1,412.30	3.13 %	1,883.06
TPR4	4.29	3.98	0.00	92.73 %	3,916.60	15.00 %	587.49	3.13 %	783.32
ANR1	2.15	1.93	0.00	89.76 %	2,619.60	10.00 %	261.96	3.13 %	392.94
TPR3	6.40	5.63	0.00	87.93 %	11,545.80	10.00 %	1,154.58	3.13 %	1,731.87
CBE6	8.40	7.36	0.00	87.60 %	6,948.40	10.00 %	694.84	3.13 %	1,042.26
TPR2	16.40	13.88	0.00	84.66 %	12,350.40	10.00 %	1,235.04	3.13 %	1,235.04
CNR1	6.24	4.69	0.00	75.17 %	5,790.50	0.00 %		3.13 %	
KGI1	8.07	6.06	0.00	75.08 %	3,900.30	0.00 %		3.13 %	
UMP1	8.49	6.28	0.00	73.98 %	6,884.40	0.00 %		3.13 %	
CBE1	6.70	4.94	0.00	73.72 %	6,520.30	0.00 %		3.13 %	
CBE3	4.32	3.15	0.00	72.98 %	6,392.90	0.00 %		3.13 %	
GDR1	7.08	5.02	0.58	70.90 %	4,366.80	0.00 %		3.13 %	
SYM2	7.42	4.47	0.00	60.25 %	4,033.20	0.00 %		3.13 %	
DPM2	8.83	5.29	0.00	59.90 %	5,921.30	0.00 %		3.13 %	
TPR1	13.54	7.72	0.00	57.04 %	6,449.90	0.00 %		3.13 %	
UAM1	16.26	9.26	0.00	56.92 %	12,776.60	0.00 %		3.13 %	
SNR1	8.91	4.39	0.00	49.19 %	6,099.00	0.00 %		3.13 %	
CBE4	13.52	5.61	0.00	41.47 %	5,796.00	0.00 %		3.13 %	
PLI1	14.18	5.73	0.00	40.39 %	6,105.20	0.00 %		3.13 %	
CBE5	5.83	2.35	0.94	40.29 %	4,432.40	0.00 %		3.13 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
RPM1	16.23	28.95	0.00	178.33 %	23,484.10	40.00 %	9,393.64	3.13 %	9,393.64
ERL2	6.52	10.06	0.00	154.31 %	10,932.50	40.00 %	4,373.00	3.13 %	4,373.00
ARM1	6.83	6.99	0.72	102.35 %	4,143.20	25.00 %	1,035.80	3.13 %	1,035.80
TKS1	16.72	16.74	0.25	100.17 %	15,440.00	25.00 %	3,860.00	3.13 %	3,860.00
SKD1	6.31	6.13	0.00	97.24 %	5,874.40	20.00 %	1,174.88	3.13 %	1,468.60
VNR2	25.41	23.62	0.01	92.93 %	22,298.20	15.00 %	3,344.73	3.13 %	4,459.64
APK2	12.90	11.36	0.00	88.02 %	8,650.10	10.00 %	865.01	3.13 %	1,297.52
SDI1	7.65	6.67	0.50	87.19 %	7,940.50	10.00 %	794.05	3.13 %	794.05
TUT1	55.33	48.12	0.06	86.98 %	53,468.50	10.00 %	5,346.85	3.13 %	5,346.85
ASM1	7.49	6.44	0.36	86.06 %	8,007.70	10.00 %	800.77	3.13 %	800.77
TVL1	51.23	44.01	0.19	85.91 %	38,989.00	10.00 %	3,898.90	3.13 %	3,898.90
STU2	6.54	5.53	0.52	84.64 %	3,133.00	10.00 %	313.30	3.13 %	313.30
UDN1	6.59	5.48	0.00	83.10 %	4,502.40	10.00 %	450.24	3.13 %	450.24
TKY1	12.26	10.12	0.00	82.56 %	9,815.60	10.00 %	981.56	3.13 %	981.56
MMT1	8.79	7.22	0.02	82.13 %	6,476.70	10.00 %	647.67	3.13 %	647.67
SVK1	17.14	13.71	0.37	80.04 %	13,038.30	0.00 %		3.13 %	1,303.83
PDI1	8.16	6.43	0.00	78.86 %	8,386.40	0.00 %		3.13 %	838.64
TKS2	20.13	15.46	0.00	76.81 %	15,455.80	0.00 %		3.13 %	
KVT1	27.35	20.49	0.00	74.94 %	23,179.00	0.00 %		3.13 %	
VNR1	7.00	5.15	0.00	73.49 %	4,666.80	0.00 %		3.13 %	
TYI1	8.66	6.35	0.00	73.38 %	10,018.70	0.00 %		3.13 %	
SGT1	4.84	3.49	0.00	71.99 %	3,760.60	0.00 %		3.13 %	
VKM1	7.06	5.06	0.35	71.65 %	5,972.00	0.00 %		3.13 %	
TUT2	21.20	14.94	0.24	70.49 %	11,212.20	0.00 %		3.13 %	
SNL1	10.47	6.99	0.00	66.78 %	7,741.90	0.00 %		3.13 %	
TVL2	4.88	3.24	0.26	66.31 %	2,443.50	0.00 %		3.13 %	
NGR1	32.60	21.55	0.00	66.09 %	20,589.60	0.00 %		3.13 %	
RND1	19.26	12.22	0.16	63.46 %	14,463.20	0.00 %		3.13 %	
KGL1	7.94	4.90	0.00	61.78 %	5,592.90	0.00 %		3.13 %	
TCN1	10.76	6.29	0.00	58.47 %	6,471.60	0.00 %		3.13 %	
KYR1	5.42	3.16	0.00	58.38 %	2,788.30	0.00 %		3.13 %	
MAR1	18.90	10.05	0.00	53.14 %	9,490.30	0.00 %		3.13 %	
APK1	11.53	5.91	0.00	51.24 %	8,666.60	0.00 %		3.13 %	
VLY1	16.90	8.49	0.65	50.23 %	8,047.50	0.00 %		3.13 %	
KSM1	5.34	2.35	0.00	44.11 %	1,678.10	0.00 %		3.13 %	
PKD1	14.32	5.74	0.00	40.06 %	5,561.10	0.00 %		3.13 %	
COL1	3.72	1.29	0.00	34.68 %	1,839.90	0.00 %		3.13 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	8.88	13.25	0.44	149.28 %	14,786.20	40.00 %	5,914.48	3.13 %	5,914.48
TEN1	9.54	11.70	0.00	122.59 %	10,646.50	40.00 %	4,258.60	3.13 %	4,258.60
MLR1	6.65	7.80	0.00	117.24 %	7,372.40	30.00 %	2,211.72	3.13 %	2,948.96
TEN2	9.63	10.45	0.01	108.49 %	6,693.50	25.00 %	1,673.38	3.13 %	2,008.05
DKI1	9.57	10.32	0.00	107.76 %	12,971.50	25.00 %	3,242.88	3.13 %	3,891.45
MDU2	25.01	25.97	0.18	103.85 %	20,038.90	25.00 %	5,009.73	3.13 %	5,009.73
TDI1	6.28	6.36	0.00	101.29 %	8,138.10	25.00 %	2,034.53	3.13 %	2,034.53
DGL2	5.77	5.23	0.00	90.65 %	5,777.50	15.00 %	866.63	3.13 %	866.63
TMM1	15.52	14.00	0.19	90.20 %	11,108.80	15.00 %	1,666.32	3.13 %	1,666.32
BNR1	7.80	6.86	0.00	88.02 %	6,203.10	10.00 %	620.31	3.13 %	930.47
PNI1	3.74	3.17	0.00	84.81 %	3,327.20	10.00 %	332.72	3.13 %	332.72
KRR1	11.35	9.53	0.00	83.97 %	10,129.50	10.00 %	1,012.95	3.13 %	1,012.95
MDU5	8.75	7.16	0.00	81.81 %	11,906.00	10.00 %	1,190.60	3.13 %	1,190.60
KYK1	4.78	3.88	0.00	81.17 %	3,868.90	10.00 %	386.89	3.13 %	386.89
PVI1	7.30	5.77	0.00	79.12 %	10,980.60	0.00 %		3.13 %	1,098.06
MDU4	9.65	7.41	0.00	76.83 %	6,067.80	0.00 %		3.13 %	
SGP1	4.57	3.38	0.00	73.99 %	4,910.80	0.00 %		3.13 %	
PKM1	4.26	2.82	1.25	66.28 %	4,006.70	0.00 %		3.13 %	
ATG1	11.25	7.44	0.47	66.20 %	8,626.60	0.00 %		3.13 %	
USL1	8.69	5.68	0.00	65.38 %	7,367.30	0.00 %		3.13 %	
MNM1	6.28	4.05	0.00	64.47 %	4,718.70	0.00 %		3.13 %	
MDU3	15.27	9.28	0.46	60.77 %	7,669.70	0.00 %		3.13 %	
NTM1	7.47	4.46	0.00	59.67 %	5,191.30	0.00 %		3.13 %	
MDU1	51.71	30.58	0.59	59.14 %	24,079.20	0.00 %		3.13 %	
BTU1	4.24	2.42	0.00	57.04 %	2,912.00	0.00 %		3.13 %	
CBM1	11.71	6.53	0.00	55.75 %	5,812.90	0.00 %		3.13 %	
TPT1	8.87	4.78	0.00	53.88 %	7,215.50	0.00 %		3.13 %	
ADP1	7.67	4.12	0.00	53.75 %	5,275.30	0.00 %		3.13 %	
ODM1	6.64	3.53	0.00	53.12 %	3,163.30	0.00 %		3.13 %	
SVG1	10.51	5.51	0.00	52.41 %	8,032.80	0.00 %		3.13 %	
PNV1	4.26	2.20	0.00	51.76 %	2,788.70	0.00 %		3.13 %	
KPT1	5.15	2.65	0.46	51.32 %	3,089.30	0.00 %		3.13 %	
NKI1	9.52	4.61	1.10	48.45 %	6,327.20	0.00 %		3.13 %	
MDU6	11.38	4.82	0.00	42.40 %	4,107.70	0.00 %		3.13 %	
CMR1	6.34	2.67	0.00	42.04 %	3,133.30	0.00 %		3.13 %	
MPA1	11.58	4.82	0.00	41.63 %	5,663.80	0.00 %		3.13 %	
DGL1	34.92	10.18	0.00	29.14 %	12,396.40	0.00 %		3.13 %	
KKD2	6.09	1.75	0.00	28.67 %	2,594.00	0.00 %		3.13 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	5.99	2.47	0.00	41.24 %	3,011.80	0.00 %		3.13 %	
TVP1	18.47	7.32	0.00	39.63 %	6,360.60	0.00 %		3.13 %	
PAS1	7.38	1.90	0.00	25.70 %	2,058.70	0.00 %		3.13 %	

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 %	