

Accu.Target
1,843.34 L

Sales
1,475.50 L

Achieved %
80.05 %

HO Budget+ %
9.95 %

Total Com.
14.38 L

Note : Sales Period is From :01-Nov-2025 To :02-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	239.52	226.44	94.54 %	6,000.00	9.95 %	12,000.00
NORTH ARCOT	151.03	132.81	87.94 %	0.00	9.95 %	3,000.00
CHENNAI-02	231.10	199.69	86.41 %	0.00	9.95 %	3,000.00
SOUTH ARCOT	125.79	99.99	79.49 %	0.00	9.95 %	0.00
TRICHY-01	182.74	145.23	79.48 %	0.00	9.95 %	0.00
WEST-02	190.67	150.96	79.18 %	0.00	9.95 %	0.00
SOUTH-01	308.47	227.10	73.62 %	0.00	9.95 %	0.00
WEST-01	159.64	117.32	73.49 %	0.00	9.95 %	0.00
SOUTH-03	232.02	160.68	69.26 %	0.00	9.95 %	0.00
KL-SOUTH	22.38	12.83	57.32 %	0.00	9.95 %	0.00
OTHERS	0.00	2.44	0.00 %	0.00	0.00 %	0.00
Total	1,843.34	1,475.50	80.05 %		9.95 %	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	61.10	60.53	99.06%	0.00	9.95 %	0.00
	CH06	72.98	71.07	97.39%	0.00	9.95 %	0.00
	CH03	46.59	44.24	94.95%	0.00	9.95 %	0.00
	CH08	58.85	50.60	85.98%	0.00	9.95 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	53.40	51.18	95.83%	0.00	9.95 %	0.00
	NA03	46.23	43.15	93.33%	0.00	9.95 %	0.00
	NA02	51.39	38.48	74.88%	0.00	9.95 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	57.72	53.89	93.36%	0.00	9.95 %	0.00
	CH04	63.52	56.87	89.53%	0.00	9.95 %	0.00
	CH07	61.18	50.44	82.45%	0.00	9.95 %	0.00
	CH09	48.68	38.49	79.07%	0.00	9.95 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	40.90	37.44	91.55%	0.00	9.95 %	0.00
	SA02	44.94	36.31	80.79%	0.00	9.95 %	0.00
	SA03	39.95	26.24	65.69%	0.00	9.95 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	37.93	32.71	86.23%	0.00	9.95 %	0.00
	TRY1	54.18	46.62	86.05%	0.00	9.95 %	0.00
	TNJ1	41.49	32.21	77.62%	0.00	9.95 %	0.00
	PBR1	49.14	33.70	68.58%	0.00	9.95 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	39.25	42.98	109.49%	0.00	9.95 %	0.00
	ERD1	51.63	41.29	79.97%	0.00	9.95 %	0.00
	MTR1	44.22	31.68	71.64%	0.00	9.95 %	0.00
	SLM1	55.55	35.01	63.02%	0.00	9.95 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	67.12	54.35	80.97%	0.00	9.95 %	0.00
	TVL1	49.48	37.50	75.78%	0.00	9.95 %	0.00
	KVT1	53.74	40.42	75.22%	0.00	9.95 %	0.00
	NGR1	51.06	37.24	72.93%	0.00	9.95 %	0.00
	TKS1	44.91	31.68	70.54%	0.00	9.95 %	0.00
	VNR1	42.14	25.90	61.47%	0.00	9.95 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	28.82	24.68	85.63%	0.00	9.95 %	0.00
	CBE1	66.34	51.16	77.11%	0.00	9.95 %	0.00
	PLI1	22.08	16.39	74.20%	0.00	9.95 %	0.00
	TPR4	19.05	11.53	60.51%	0.00	9.95 %	0.00
	TPR1	23.34	13.56	58.11%	0.00	9.95 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	40.43	32.03	79.23%	0.00	9.95 %	0.00
	MDU2	68.00	52.80	77.64%	0.00	9.95 %	0.00
	KKD2	45.02	31.12	69.14%	0.00	9.95 %	0.00
	KRR1	8.25	5.27	63.86%	0.00	9.95 %	0.00
	DGL1	70.32	39.46	56.12%	0.00	9.95 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	22.38	12.83	57.32%	0.00	9.95 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH02	0.00	2.72	0.00%	0.00	0.00 %	0.00
	HO01	0.00	0.23	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	(0.51)	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)
CH37	3.81	7.41	0.00	194.77 %	7,144.60	40.00 %	2,857.84	9.95 %	2,857.84
CH45	6.74	10.89	0.00	161.59 %	9,233.40	40.00 %	3,693.36	9.95 %	3,693.36
CH39	5.41	8.26	0.00	152.58 %	6,947.20	40.00 %	2,778.88	9.95 %	2,778.88
AVD1	10.47	13.35	0.00	127.44 %	9,438.10	40.00 %	3,775.24	9.95 %	3,775.24
CH42	10.32	12.80	0.00	123.94 %	12,856.60	40.00 %	5,142.64	9.95 %	5,142.64
CH19	8.78	10.55	1.76	120.13 %	13,949.70	40.00 %	5,579.88	9.95 %	5,579.88
CH16	15.36	17.68	0.00	115.09 %	17,270.60	30.00 %	5,181.18	9.95 %	6,908.24
MC09	1.41	1.55	0.00	110.03 %	2,376.70	30.00 %	713.01	9.95 %	950.68
MRM1	7.68	8.23	0.00	107.08 %	8,363.90	25.00 %	2,090.98	9.95 %	2,509.17
CH05	13.97	14.90	0.00	106.69 %	11,218.70	25.00 %	2,804.68	9.95 %	3,365.61
KNR1	6.43	6.76	0.00	105.06 %	7,058.80	25.00 %	1,764.70	9.95 %	2,117.64
CH38	5.18	5.18	0.00	100.12 %	3,905.00	25.00 %	976.25	9.95 %	1,171.50
CH35	5.74	5.57	0.00	96.90 %	6,165.20	20.00 %	1,233.04	9.95 %	1,541.30
CH30	7.83	7.50	0.00	95.81 %	5,944.60	20.00 %	1,188.92	9.95 %	1,486.15
CGL1	5.73	5.32	0.00	92.88 %	4,221.30	15.00 %	633.20	9.95 %	1,055.33
CH22	8.19	7.12	0.00	87.00 %	5,946.60	10.00 %	594.66	9.95 %	1,189.32
MC10	1.97	1.66	0.00	84.41 %	820.50	10.00 %	82.05	9.95 %	123.08
GUD2	7.10	5.96	0.00	84.01 %	7,134.40	10.00 %	713.44	9.95 %	1,070.16
CH48	12.37	10.33	0.00	83.55 %	12,553.90	10.00 %	1,255.39	9.95 %	1,883.09
CH07	11.74	9.81	0.00	83.51 %	9,246.90	10.00 %	924.69	9.95 %	1,387.04
GUD1	7.20	5.99	0.00	83.27 %	9,704.40	10.00 %	970.44	9.95 %	1,455.66
CH08	16.81	13.50	0.00	80.30 %	23,944.80	10.00 %	2,394.48	9.95 %	2,394.48
CH28	11.96	9.47	0.00	79.15 %	11,945.60	0.00 %		9.95 %	1,194.56
CH11	7.58	5.46	0.00	72.07 %	7,383.40	0.00 %		9.95 %	
SKL1	5.79	4.12	0.00	71.10 %	4,930.10	0.00 %		9.95 %	
CH14	16.07	10.50	0.00	65.34 %	8,953.20	0.00 %		9.95 %	
CH29	2.75	1.54	0.00	55.80 %	1,807.20	0.00 %		9.95 %	
TKM1	4.39	2.07	0.00	47.11 %	3,817.40	0.00 %		9.95 %	
CH26	3.21	1.30	0.00	40.48 %	1,305.40	0.00 %		9.95 %	
MC02	1.57	0.38	0.00	24.09 %	291.40	0.00 %		9.95 %	
CH40	5.96	1.30	0.00	21.76 %	518.00	0.00 %		9.95 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CYR1	3.45	7.05	0.00	204.44 %	6,328.40	40.00 %	2,531.36	9.95 %	2,531.36
TRL1	8.83	13.14	0.26	148.79 %	17,163.70	40.00 %	6,865.48	9.95 %	6,865.48
SLG1	2.88	3.61	0.00	125.01 %	3,861.50	40.00 %	1,544.60	9.95 %	1,544.60
VNB1	4.26	5.24	0.00	122.92 %	3,769.40	40.00 %	1,507.76	9.95 %	1,507.76
AKM1	5.61	6.47	0.00	115.38 %	6,674.80	30.00 %	2,002.44	9.95 %	2,669.92
WJD1	6.46	7.20	0.50	111.46 %	11,199.60	30.00 %	3,359.88	9.95 %	4,479.84
WJP1	4.96	5.04	0.02	101.64 %	3,737.50	25.00 %	934.38	9.95 %	1,121.25
ABR1	5.37	4.96	0.00	92.49 %	3,755.10	15.00 %	563.27	9.95 %	938.78
KPM2	16.77	15.29	0.28	91.17 %	10,227.80	15.00 %	1,534.17	9.95 %	2,556.95
VSI1	7.22	6.33	0.00	87.66 %	5,420.70	10.00 %	542.07	9.95 %	1,084.14
UGI1	3.57	2.99	0.00	83.72 %	2,086.20	10.00 %	208.62	9.95 %	312.93
SBR1	9.31	7.56	0.00	81.20 %	8,098.20	10.00 %	809.82	9.95 %	1,214.73
TRR1	10.37	8.13	0.00	78.46 %	5,923.90	0.00 %		9.95 %	592.39
PLR1	2.89	2.24	0.00	77.49 %	2,147.00	0.00 %		9.95 %	214.70
GDM1	5.34	4.12	0.00	77.26 %	3,316.90	0.00 %		9.95 %	331.69
KPM1	6.15	4.40	0.00	71.60 %	2,988.20	0.00 %		9.95 %	
TRT1	4.25	2.99	0.00	70.37 %	1,909.80	0.00 %		9.95 %	
BGR1	3.63	2.51	0.00	69.11 %	1,565.10	0.00 %		9.95 %	
VEL2	10.32	7.12	0.00	69.04 %	8,013.80	0.00 %		9.95 %	
PTU1	3.18	2.00	1.43	62.73 %	1,393.40	0.00 %		9.95 %	
CPT1	3.36	2.04	0.00	60.60 %	2,317.50	0.00 %		9.95 %	
ARC2	6.70	3.99	0.02	59.57 %	3,616.50	0.00 %		9.95 %	
VEL1	7.48	3.93	0.00	52.51 %	3,343.60	0.00 %		9.95 %	
ANI1	3.30	1.73	0.00	52.40 %	1,941.50	0.00 %		9.95 %	
CGM1	5.37	2.73	0.00	50.85 %	1,487.50	0.00 %		9.95 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	2.46	3.65	0.00	148.39 %	4,601.20	40.00 %	1,840.48	9.95 %	1,840.48
CH24	7.56	9.99	0.67	132.07 %	10,235.40	40.00 %	4,094.16	9.95 %	4,094.16
CH34	8.18	10.71	0.00	131.04 %	9,635.60	40.00 %	3,854.24	9.95 %	3,854.24
CH06	8.05	9.53	0.00	118.38 %	10,080.70	30.00 %	3,024.21	9.95 %	4,032.28
CH23	3.36	3.62	0.00	107.91 %	4,297.20	25.00 %	1,074.30	9.95 %	1,289.16
PON1	5.45	5.72	0.00	104.96 %	9,481.20	25.00 %	2,370.30	9.95 %	2,844.36
CH43	6.50	6.41	0.00	98.60 %	7,379.40	20.00 %	1,475.88	9.95 %	1,844.85
CH33	8.01	7.80	0.21	97.42 %	9,504.80	20.00 %	1,900.96	9.95 %	2,376.20
CH18	11.48	11.05	0.03	96.22 %	14,081.10	20.00 %	2,816.22	9.95 %	3,520.28
CH12	12.64	11.76	0.00	93.08 %	13,367.70	15.00 %	2,005.16	9.95 %	3,341.93
CH20	12.41	11.47	0.15	92.43 %	9,934.80	15.00 %	1,490.22	9.95 %	2,483.70
CH21	15.39	13.67	2.23	88.79 %	11,137.30	10.00 %	1,113.73	9.95 %	2,227.46
CH09	8.20	7.24	0.00	88.26 %	9,147.50	10.00 %	914.75	9.95 %	1,829.50
UKI1	5.28	4.34	0.24	82.22 %	4,028.80	10.00 %	402.88	9.95 %	604.32
CH17	8.79	6.94	0.00	78.99 %	7,779.50	0.00 %		9.95 %	777.95
GPD1	5.84	4.59	0.00	78.63 %	4,142.80	0.00 %		9.95 %	414.28
CH03	22.73	17.62	0.00	77.55 %	14,149.70	0.00 %		9.95 %	1,414.97
MJR1	11.18	8.61	0.00	77.05 %	7,233.40	0.00 %		9.95 %	723.34
CH44	8.03	6.16	0.00	76.66 %	6,019.20	0.00 %		9.95 %	601.92
CH15	25.78	19.73	0.00	76.53 %	17,627.80	0.00 %		9.95 %	1,762.78
MC05	4.17	3.07	0.00	73.47 %	1,419.10	0.00 %		9.95 %	141.91
CH46	6.34	4.59	0.00	72.36 %	5,792.30	0.00 %		9.95 %	579.23
CH41	7.78	5.14	0.00	66.11 %	5,597.50	0.00 %		9.95 %	
CH01	0.40	0.22	0.00	55.93 %	38.80	0.00 %		9.95 %	
CH36	4.17	2.30	0.00	55.21 %	1,985.70	0.00 %		9.95 %	
MC06	3.38	1.35	0.00	40.02 %	567.10	0.00 %		9.95 %	
CH31	5.94	2.25	0.00	37.89 %	3,950.50	0.00 %		9.95 %	
CH32	1.61	0.15	0.00	9.07 %	321.10	0.00 %		9.95 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
POY2	8.49	9.67	0.00	113.83 %	7,334.10	30.00 %	2,200.23	9.95 %	2,933.64
CDM1	7.84	8.60	0.03	109.73 %	6,877.80	25.00 %	1,719.45	9.95 %	2,751.12
TVM1	4.20	4.50	0.00	107.12 %	4,343.70	25.00 %	1,085.93	9.95 %	1,303.11
STP1	2.99	3.15	0.00	105.54 %	1,626.30	25.00 %	406.58	9.95 %	487.89
KLM1	6.49	6.72	0.00	103.57 %	6,666.30	25.00 %	1,666.58	9.95 %	1,999.89
VCM1	3.97	4.00	0.00	100.71 %	1,364.40	25.00 %	341.10	9.95 %	409.32
MKM1	3.38	3.13	0.00	92.66 %	2,791.50	15.00 %	418.73	9.95 %	697.88
KKI2	6.87	6.24	0.49	90.80 %	4,998.20	15.00 %	749.73	9.95 %	1,249.55
CUD1	12.10	10.51	0.00	86.81 %	11,090.70	10.00 %	1,109.07	9.95 %	2,218.14
VPM2	6.38	5.20	0.00	81.53 %	6,035.20	10.00 %	603.52	9.95 %	905.28
PRT1	5.28	4.28	0.41	81.01 %	5,358.30	10.00 %	535.83	9.95 %	535.83
KML1	3.48	2.72	0.34	78.21 %	1,839.20	0.00 %		9.95 %	183.92
POY1	10.44	7.42	0.00	71.09 %	7,922.80	0.00 %		9.95 %	
TDM1	5.48	3.72	0.49	67.79 %	2,941.90	0.00 %		9.95 %	
ULP1	7.44	4.79	0.00	64.32 %	3,647.60	0.00 %		9.95 %	
TRK1	8.27	5.25	0.00	63.50 %	5,335.60	0.00 %		9.95 %	
SJI2	6.99	4.40	0.00	62.88 %	3,972.30	0.00 %		9.95 %	
TVM2	5.57	2.21	0.04	39.64 %	1,421.10	0.00 %		9.95 %	
NVL2	7.07	2.53	3.63	35.75 %	2,728.50	0.00 %		9.95 %	
VPM1	3.06	0.98	0.00	31.88 %	710.20	0.00 %		9.95 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY2	2.43	3.60	0.00	147.96 %	3,442.90	40.00 %	1,377.16	9.95 %	1,377.16
TVR1	3.10	4.03	0.00	130.12 %	3,093.00	40.00 %	1,237.20	9.95 %	1,237.20
MVM1	7.28	9.27	0.29	127.32 %	9,499.30	40.00 %	3,799.72	9.95 %	3,799.72
AYR1	4.98	5.90	0.00	118.51 %	3,603.80	30.00 %	1,081.14	9.95 %	1,441.52
KIK1	3.20	3.42	0.00	107.15 %	2,845.00	25.00 %	711.25	9.95 %	853.50
TVR2	6.50	6.92	0.00	106.51 %	5,657.10	25.00 %	1,414.28	9.95 %	1,697.13
TRY3	5.79	5.64	0.47	97.49 %	4,738.50	20.00 %	947.70	9.95 %	1,184.63
TNJ1	9.99	9.36	0.00	93.76 %	6,161.30	15.00 %	924.20	9.95 %	1,540.33
PDK1	2.81	2.52	0.12	89.56 %	2,571.20	10.00 %	257.12	9.95 %	514.24
TRY1	30.04	26.19	0.00	87.16 %	17,804.80	10.00 %	1,780.48	9.95 %	3,560.96
NMM1	4.45	3.86	0.00	86.83 %	5,028.80	10.00 %	502.88	9.95 %	1,005.76
TTP1	5.70	4.69	0.00	82.20 %	4,357.30	10.00 %	435.73	9.95 %	653.60
PTK1	7.09	5.70	0.90	80.40 %	6,862.50	10.00 %	686.25	9.95 %	686.25
KUM1	10.26	8.06	0.50	78.53 %	7,643.10	0.00 %		9.95 %	764.31
MDI1	6.22	4.66	0.00	75.00 %	4,617.60	0.00 %		9.95 %	461.76
NGT1	5.97	4.25	0.00	71.17 %	4,422.70	0.00 %		9.95 %	
KRN1	3.47	2.31	0.00	66.66 %	2,653.80	0.00 %		9.95 %	
TRY4	9.63	6.36	0.00	66.02 %	5,853.60	0.00 %		9.95 %	
ORU1	3.37	2.22	0.00	66.00 %	1,951.30	0.00 %		9.95 %	
TNJ2	7.89	4.99	0.00	63.24 %	3,194.60	0.00 %		9.95 %	
APM1	2.49	1.40	0.00	56.42 %	1,860.70	0.00 %		9.95 %	
TYR1	7.37	4.16	0.00	56.39 %	4,346.50	0.00 %		9.95 %	
PBR2	16.10	8.25	0.00	51.24 %	6,415.60	0.00 %		9.95 %	
PBR1	3.08	1.50	0.00	48.70 %	2,285.60	0.00 %		9.95 %	
JKM1	5.63	2.70	0.00	48.04 %	1,556.70	0.00 %		9.95 %	
NCK1	3.20	1.33	0.00	41.60 %	935.60	0.00 %		9.95 %	
MSI1	4.70	1.92	0.00	40.88 %	1,435.10	0.00 %		9.95 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERD2	10.21	14.69	0.00	143.90 %	17,229.10	40.00 %	6,891.64	9.95 %	6,891.64
HSR2	11.11	14.97	0.00	134.74 %	11,847.90	40.00 %	4,739.16	9.95 %	4,739.16
PMP1	3.44	4.29	0.00	124.63 %	2,323.50	40.00 %	929.40	9.95 %	929.40
PLC1	3.43	4.10	0.00	119.61 %	3,819.80	30.00 %	1,145.94	9.95 %	1,527.92
TCG1	3.09	3.51	0.00	113.68 %	4,491.10	30.00 %	1,347.33	9.95 %	1,796.44
EDP1	2.57	2.72	0.00	105.57 %	1,327.90	25.00 %	331.98	9.95 %	398.37
HSR1	9.21	9.49	0.00	103.05 %	8,169.70	25.00 %	2,042.43	9.95 %	2,450.91
SGI1	3.16	3.22	0.00	101.80 %	1,859.80	25.00 %	464.95	9.95 %	557.94
DPR1	2.97	2.94	0.00	99.21 %	1,458.40	20.00 %	291.68	9.95 %	437.52
OML1	6.85	6.31	0.00	92.06 %	4,197.50	15.00 %	629.63	9.95 %	1,049.38
MCR1	5.57	4.62	0.00	83.04 %	3,638.80	10.00 %	363.88	9.95 %	545.82
KVP1	3.10	2.45	0.00	78.98 %	2,303.40	0.00 %		9.95 %	230.34
SLM1	16.42	12.67	0.39	77.19 %	8,566.30	0.00 %		9.95 %	856.63
KRI1	5.80	4.46	0.00	76.92 %	2,797.50	0.00 %		9.95 %	279.75
NKL2	7.61	5.73	0.00	75.36 %	6,068.10	0.00 %		9.95 %	606.81
PDR1	2.63	1.88	0.00	71.45 %	2,004.20	0.00 %		9.95 %	
BMD1	4.77	3.30	0.00	69.22 %	3,486.50	0.00 %		9.95 %	
TRM1	8.29	5.74	0.00	69.21 %	4,642.10	0.00 %		9.95 %	
ERD1	9.54	6.58	0.00	68.93 %	5,839.80	0.00 %		9.95 %	
MTR1	7.37	4.93	1.21	66.83 %	6,564.00	0.00 %		9.95 %	
SLM2	5.63	3.60	0.00	64.00 %	2,585.30	0.00 %		9.95 %	
ATU1	6.27	3.81	0.00	60.73 %	3,689.60	0.00 %		9.95 %	
HRR1	4.63	2.80	4.21	60.44 %	2,230.60	0.00 %		9.95 %	
VKL1	3.23	1.95	0.00	60.33 %	2,749.90	0.00 %		9.95 %	
VPD1	6.17	3.63	0.00	58.83 %	4,919.50	0.00 %		9.95 %	
CMI1	3.43	1.94	0.00	56.51 %	1,931.70	0.00 %		9.95 %	
APN1	4.36	2.37	0.00	54.32 %	3,874.30	0.00 %		9.95 %	
KMM1	4.09	2.02	0.00	49.41 %	2,025.40	0.00 %		9.95 %	
SGG1	2.97	1.44	1.24	48.41 %	1,832.40	0.00 %		9.95 %	
SLM3	7.80	3.77	0.00	48.32 %	5,037.30	0.00 %		9.95 %	
EPI1	6.34	2.45	0.00	38.61 %	2,837.60	0.00 %		9.95 %	
RSP1	4.84	1.55	0.00	32.13 %	2,733.80	0.00 %		9.95 %	
DPR2	3.77	1.04	0.00	27.56 %	853.20	0.00 %		9.95 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PKD1	6.00	9.93	0.02	165.56 %	10,276.90	40.00 %	4,110.76	9.95 %	4,110.76
SGT1	3.43	4.64	0.00	135.40 %	2,888.20	40.00 %	1,155.28	9.95 %	1,155.28
ARM1	2.75	3.68	0.00	133.75 %	2,463.40	40.00 %	985.36	9.95 %	985.36
KYR1	3.61	4.01	0.00	110.99 %	3,039.20	30.00 %	911.76	9.95 %	1,215.68
PDI1	4.30	4.62	1.08	107.41 %	2,144.70	25.00 %	536.18	9.95 %	643.41
UDN1	3.82	4.06	0.41	106.42 %	4,010.80	25.00 %	1,002.70	9.95 %	1,203.24
VNR1	4.05	4.09	0.00	101.17 %	4,347.40	25.00 %	1,086.85	9.95 %	1,304.22
KGL1	3.67	3.43	0.00	93.51 %	2,183.70	15.00 %	327.56	9.95 %	545.93
COL1	1.80	1.65	0.00	91.47 %	689.10	15.00 %	103.37	9.95 %	172.28
TUT1	33.00	28.53	0.34	86.46 %	32,387.20	10.00 %	3,238.72	9.95 %	6,477.44
VLY1	9.96	8.43	1.69	84.66 %	4,320.60	10.00 %	432.06	9.95 %	648.09
ERL2	4.46	3.73	0.00	83.68 %	4,833.10	10.00 %	483.31	9.95 %	724.97
TUT2	13.27	11.07	0.00	83.39 %	8,775.70	10.00 %	877.57	9.95 %	1,316.36
RND1	8.28	6.85	1.31	82.69 %	8,437.90	10.00 %	843.79	9.95 %	1,265.69
NGR1	21.35	16.94	0.35	79.37 %	14,196.50	0.00 %		9.95 %	1,419.65
MMT1	5.12	3.97	1.03	77.50 %	3,087.60	0.00 %		9.95 %	308.76
KSM1	3.59	2.68	0.00	74.64 %	1,872.60	0.00 %		9.95 %	187.26
SDI1	4.05	2.89	0.00	71.34 %	3,394.30	0.00 %		9.95 %	
TKS1	8.58	6.10	0.00	71.09 %	6,502.40	0.00 %		9.95 %	
SKD1	4.11	2.92	0.00	70.99 %	2,551.40	0.00 %		9.95 %	
TVL1	28.89	20.47	2.96	70.84 %	14,984.60	0.00 %		9.95 %	
TVL2	2.33	1.59	0.00	68.26 %	1,164.60	0.00 %		9.95 %	
SVK1	10.30	6.96	0.86	67.57 %	7,215.60	0.00 %		9.95 %	
TKY1	5.93	3.95	0.00	66.69 %	2,871.60	0.00 %		9.95 %	
SNL1	6.43	4.18	0.00	64.98 %	3,817.80	0.00 %		9.95 %	
RPM1	8.80	5.66	0.13	64.35 %	4,859.90	0.00 %		9.95 %	
TCN1	6.98	4.47	0.04	64.03 %	5,496.60	0.00 %		9.95 %	
APK2	5.51	3.45	0.00	62.63 %	4,009.40	0.00 %		9.95 %	
ASM1	5.54	3.33	0.00	60.00 %	3,183.70	0.00 %		9.95 %	
VKM1	4.32	2.36	0.00	54.59 %	4,816.10	0.00 %		9.95 %	
APK1	7.40	3.93	3.48	53.15 %	3,389.40	0.00 %		9.95 %	
VNR2	14.89	7.47	0.00	50.17 %	8,962.10	0.00 %		9.95 %	
TKS2	15.75	7.77	0.00	49.30 %	6,277.60	0.00 %		9.95 %	
KVT1	16.80	8.23	3.10	49.00 %	11,560.30	0.00 %		9.95 %	
MAR1	9.61	4.62	0.00	48.09 %	4,674.20	0.00 %		9.95 %	
STU2	4.18	1.94	0.00	46.49 %	2,641.10	0.00 %		9.95 %	
TYI1	5.60	2.49	0.00	44.50 %	3,553.00	0.00 %		9.95 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SNR1	4.49	5.69	1.18	126.79 %	8,363.10	40.00 %	3,345.24	9.95 %	3,345.24
MPM1	4.10	5.00	1.54	121.82 %	7,193.90	40.00 %	2,877.56	9.95 %	2,877.56
CBE1	4.52	5.42	0.00	119.84 %	6,119.40	30.00 %	1,835.82	9.95 %	2,447.76
SUL1	3.45	3.95	0.00	114.57 %	5,231.90	30.00 %	1,569.57	9.95 %	2,092.76
UAM1	8.47	8.72	0.44	102.97 %	5,069.90	25.00 %	1,267.48	9.95 %	1,520.97
TPR3	4.21	4.28	0.00	101.51 %	5,401.20	25.00 %	1,350.30	9.95 %	1,620.36
KMR1	9.94	9.30	0.00	93.58 %	10,429.60	15.00 %	1,564.44	9.95 %	2,607.40
CBE4	7.34	6.83	0.00	93.06 %	6,934.70	15.00 %	1,040.21	9.95 %	1,733.68
CBE3	2.36	2.19	0.00	92.71 %	3,530.10	15.00 %	529.52	9.95 %	882.53
CBE6	5.73	5.30	0.24	92.54 %	7,559.20	15.00 %	1,133.88	9.95 %	1,889.80
DPM2	4.58	4.04	0.00	88.16 %	3,754.50	10.00 %	375.45	9.95 %	750.90
PDM1	3.64	3.20	0.00	87.88 %	2,530.30	10.00 %	253.03	9.95 %	506.06
GBM1	3.10	2.40	0.00	77.29 %	2,019.40	0.00 %		9.95 %	201.94
KMD1	2.64	2.03	0.94	76.79 %	6,444.50	0.00 %		9.95 %	644.45
KGI1	5.28	4.04	0.00	76.43 %	2,759.00	0.00 %		9.95 %	275.90
AVI1	3.79	2.79	0.00	73.40 %	2,741.90	0.00 %		9.95 %	274.19
CNR1	4.43	3.14	0.00	70.94 %	2,764.70	0.00 %		9.95 %	
PLI1	6.70	4.65	0.97	69.38 %	5,354.80	0.00 %		9.95 %	
UMP1	4.13	2.84	0.00	68.92 %	3,679.90	0.00 %		9.95 %	
PPI1	3.51	2.17	0.00	61.80 %	3,036.20	0.00 %		9.95 %	
CBE5	3.91	2.31	0.00	59.16 %	3,217.80	0.00 %		9.95 %	
KGM1	3.03	1.65	0.00	54.54 %	1,613.40	0.00 %		9.95 %	
SYM2	3.61	1.97	0.89	54.54 %	2,549.40	0.00 %		9.95 %	
TPR1	9.32	4.81	0.51	51.56 %	5,465.20	0.00 %		9.95 %	
TPR4	3.85	1.82	0.00	47.38 %	2,050.10	0.00 %		9.95 %	
TPR2	9.81	4.48	0.00	45.70 %	3,908.10	0.00 %		9.95 %	
GDR1	3.89	1.75	0.00	44.98 %	1,594.80	0.00 %		9.95 %	
CBE2	24.61	10.17	0.04	41.32 %	10,248.80	0.00 %		9.95 %	
ANR1	1.20	0.39	0.00	32.58 %	715.20	0.00 %		9.95 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	10.08	18.44	0.29	182.94 %	13,775.60	40.00 %	5,510.24	9.95 %	5,510.24
KYK1	4.51	5.08	3.36	112.67 %	7,423.80	30.00 %	2,227.14	9.95 %	2,969.52
PKM1	3.44	3.63	0.00	105.49 %	3,968.30	25.00 %	992.08	9.95 %	1,190.49
DKI1	5.07	4.98	0.00	98.19 %	7,325.30	20.00 %	1,465.06	9.95 %	1,831.33
KKD3	10.48	10.01	0.00	95.51 %	11,817.00	20.00 %	2,363.40	9.95 %	2,954.25
NKI1	4.43	4.20	0.00	94.98 %	3,957.30	15.00 %	593.60	9.95 %	989.33
DGL2	5.12	4.36	0.00	85.15 %	5,655.20	10.00 %	565.52	9.95 %	848.28
TMM1	7.64	6.18	0.94	80.94 %	5,725.50	10.00 %	572.55	9.95 %	572.55
KRR1	4.40	3.54	0.00	80.43 %	3,650.90	10.00 %	365.09	9.95 %	365.09
TEN2	6.45	4.97	0.00	77.00 %	3,596.60	0.00 %		9.95 %	359.66
MDU4	5.16	3.97	0.52	76.93 %	3,782.60	0.00 %		9.95 %	378.26
MDU5	4.65	3.57	0.00	76.89 %	5,261.30	0.00 %		9.95 %	526.13
MLR1	3.44	2.37	0.00	68.90 %	2,922.50	0.00 %		9.95 %	
USL1	4.90	3.29	0.00	67.19 %	3,613.30	0.00 %		9.95 %	
PVI1	5.04	3.29	0.00	65.32 %	3,205.30	0.00 %		9.95 %	
TPT1	5.35	3.48	0.00	65.03 %	6,846.80	0.00 %		9.95 %	
MDU1	30.87	20.05	0.07	64.97 %	15,285.40	0.00 %		9.95 %	
ADP1	4.79	3.06	0.00	63.86 %	4,180.10	0.00 %		9.95 %	
KPT1	4.09	2.61	0.00	63.74 %	2,049.80	0.00 %		9.95 %	
MDU2	11.68	7.38	1.61	63.18 %	6,999.20	0.00 %		9.95 %	
BNR1	4.11	2.52	0.00	61.21 %	3,527.20	0.00 %		9.95 %	
CBM1	7.24	4.32	0.00	59.58 %	4,174.70	0.00 %		9.95 %	
SVG1	4.97	2.94	0.00	59.27 %	3,441.50	0.00 %		9.95 %	
PNI1	3.04	1.80	0.00	59.11 %	2,809.20	0.00 %		9.95 %	
MNM1	3.60	2.07	0.00	57.41 %	1,542.40	0.00 %		9.95 %	
BTU1	3.02	1.73	0.00	57.18 %	1,549.20	0.00 %		9.95 %	
TDI1	5.14	2.71	2.08	52.78 %	3,205.80	0.00 %		9.95 %	
MPA1	6.85	3.36	0.00	49.01 %	4,334.40	0.00 %		9.95 %	
MDU3	8.02	3.74	0.00	46.68 %	2,463.70	0.00 %		9.95 %	
SGP1	3.50	1.59	0.00	45.43 %	1,216.50	0.00 %		9.95 %	
ODM1	3.84	1.72	1.83	44.88 %	1,716.50	0.00 %		9.95 %	
TEN1	6.80	3.02	0.00	44.49 %	2,506.00	0.00 %		9.95 %	
ATG1	6.83	2.99	0.00	43.77 %	3,016.00	0.00 %		9.95 %	
CMR1	3.66	1.38	0.00	37.59 %	2,115.00	0.00 %		9.95 %	
DGL1	15.51	4.96	0.00	32.01 %	3,382.20	0.00 %		9.95 %	
NTM1	4.28	1.35	0.00	31.60 %	1,037.00	0.00 %		9.95 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	3.60	3.36	0.00	93.20 %	2,598.10	15.00 %	389.72	9.95 %	649.53
PAS1	5.43	3.15	0.01	58.01 %	2,303.60	0.00 %		9.95 %	
TVP1	13.34	6.32	0.00	47.35 %	6,330.30	0.00 %		9.95 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	2.72	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	0.15	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.08	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	(0.51)	0.00	0.00 %	0.00	0.00 %		0.00 %	