

Accu.Target 4,669.47 L	Sales 3,606.93 L	Achieved % 77.24 %	HO Budget+ % 12.76 %	Total Com. 36.09 L
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Note : Sales Period is From :01-Oct-2025 To :03-Oct-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
CHENNAI-01	567.63	507.31	89.37 %	0.00	12.76 %	30,000.00
TRICHY-01	490.97	407.54	83.01 %	0.00	12.76 %	0.00
NORTH ARCOT	367.27	298.79	81.35 %	0.00	12.76 %	6,000.00
CHENNAI-02	560.90	451.84	80.56 %	0.00	12.76 %	12,000.00
SOUTH ARCOT	336.70	250.66	74.45 %	0.00	12.76 %	0.00
WEST-02	510.68	374.87	73.41 %	0.00	12.76 %	0.00
WEST-01	399.44	283.67	71.02 %	0.00	12.76 %	0.00
SOUTH-01	795.55	543.66	68.34 %	0.00	12.76 %	0.00
SOUTH-03	597.89	408.54	68.33 %	0.00	12.76 %	0.00
KL-SOUTH	42.45	16.98	40.00 %	0.00	12.76 %	0.00
OTHERS	0.00	63.08	0.00 %	0.00	0.00 %	0.00
Total	4,669.47	3,606.93	77.24 %		12.76 %	

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	109.17	108.27	99.18%	7,500.00	12.76 %	20,000.00
	CH06	173.52	171.84	99.04%	7,500.00	12.76 %	20,000.00
	CH08	127.07	106.26	83.63%	0.00	12.76 %	7,500.00
	CH05	157.88	120.93	76.60%	0.00	12.76 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	105.50	95.74	90.75%	0.00	12.76 %	0.00
	TNJ1	118.84	105.78	89.01%	0.00	12.76 %	15,000.00
	PBR1	124.78	101.25	81.14%	0.00	12.76 %	7,500.00
	TRY1	141.85	104.77	73.86%	0.00	12.76 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	114.21	109.12	95.55%	7,500.00	12.76 %	15,000.00
	NA01	134.86	109.50	81.20%	0.00	12.76 %	7,500.00
	NA03	118.21	80.16	67.82%	0.00	12.76 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	145.19	121.42	83.63%	0.00	12.76 %	7,500.00
	CH04	172.49	140.02	81.18%	0.00	12.76 %	7,500.00
	CH09	110.34	88.15	79.89%	0.00	12.76 %	0.00
	CH07	132.89	102.25	76.94%	0.00	12.76 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	85.01	67.95	79.93%	0.00	12.76 %	0.00
	SA01	127.75	97.13	76.04%	0.00	12.76 %	0.00
	SA02	123.94	85.58	69.05%	0.00	12.76 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	ERD1	135.51	109.57	80.85%	0.00	12.76 %	7,500.00
	HSR1	103.37	83.05	80.34%	0.00	12.76 %	0.00
	MTR1	108.03	78.53	72.69%	0.00	12.76 %	0.00
	SLM1	163.77	103.72	63.33%	0.00	12.76 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	46.86	43.20	92.18%	0.00	12.76 %	0.00
	UAM1	72.66	54.78	75.39%	0.00	12.76 %	0.00
	CBE1	164.84	116.43	70.63%	0.00	12.76 %	0.00
	TPR1	54.51	33.47	61.41%	0.00	12.76 %	0.00
	PLI1	60.57	35.79	59.10%	0.00	12.76 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	110.60	97.34	88.02%	0.00	12.76 %	0.00
	TUT1	163.59	118.40	72.38%	0.00	12.76 %	0.00
	VNR1	110.98	74.35	67.00%	0.00	12.76 %	0.00
	TVL1	130.99	84.89	64.81%	0.00	12.76 %	0.00
	NGR1	134.32	81.66	60.79%	0.00	12.76 %	0.00
	KVT1	145.09	87.01	59.97%	0.00	12.76 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	110.01	79.96	72.68%	0.00	12.76 %	0.00
	MDU2	170.98	121.52	71.07%	0.00	12.76 %	0.00
	DGL1	185.92	127.88	68.78%	0.00	12.76 %	0.00
	KRR1	26.98	16.39	60.74%	0.00	12.76 %	0.00
	SVG1	103.99	62.79	60.38%	0.00	12.76 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	42.45	16.98	40.00%	0.00	12.76 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	1.76	0.00%	0.00	0.00 %	0.00
	CH02	0.00	6.34	0.00%	0.00	0.00 %	0.00
	HO01	0.00	45.37	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	4.52	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	(0.04)	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	(0.60)	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	5.74	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	15.56	21.44	0.14	137.77 %	22,677.90	40.00 %	9,071.16	12.76 %	9,071.16
CH40	11.75	16.01	0.00	136.28 %	6,326.30	40.00 %	2,530.52	12.76 %	2,530.52
TKM1	8.93	11.92	0.00	133.48 %	15,128.30	40.00 %	6,051.32	12.76 %	6,051.32
CH28	18.96	23.35	0.26	123.14 %	36,780.50	40.00 %	14,712.20	12.76 %	14,712.20
CH19	21.45	25.74	0.00	120.00 %	27,530.80	40.00 %	11,012.32	12.76 %	11,012.32
CH42	24.03	26.75	0.00	111.32 %	23,012.60	30.00 %	6,903.78	12.76 %	9,205.04
CH16	37.90	41.20	0.22	108.71 %	46,542.30	25.00 %	11,635.58	12.76 %	18,616.92
CGL1	12.65	13.29	0.00	104.99 %	12,904.10	25.00 %	3,226.03	12.76 %	5,161.64
GUD1	15.82	15.44	0.27	97.58 %	21,051.40	20.00 %	4,210.28	12.76 %	6,315.42
CH35	14.56	13.74	0.00	94.41 %	16,398.70	15.00 %	2,459.81	12.76 %	4,099.68
CH05	33.89	31.99	0.17	94.41 %	28,395.50	15.00 %	4,259.33	12.76 %	7,098.88
CH08	39.82	37.36	0.00	93.82 %	51,349.20	15.00 %	7,702.38	12.76 %	12,837.30
MC10	4.66	4.35	0.00	93.52 %	1,913.70	15.00 %	287.06	12.76 %	478.43
MRM1	17.59	16.31	0.12	92.73 %	16,762.30	15.00 %	2,514.35	12.76 %	4,190.58
CH07	28.21	25.64	0.00	90.89 %	28,942.80	15.00 %	4,341.42	12.76 %	7,235.70
CH14	41.03	35.61	0.00	86.79 %	36,289.00	10.00 %	3,628.90	12.76 %	7,257.80
CH48	21.84	18.76	0.00	85.87 %	24,284.90	10.00 %	2,428.49	12.76 %	4,856.98
CH22	16.79	14.29	0.16	85.11 %	15,681.80	10.00 %	1,568.18	12.76 %	3,136.36
CH45	19.17	15.38	0.09	80.27 %	17,213.00	10.00 %	1,721.30	12.76 %	2,581.95
CH30	23.18	17.08	0.02	73.67 %	11,581.50	0.00 %		12.76 %	1,158.15
CH39	10.76	7.79	0.00	72.38 %	8,751.40	0.00 %		12.76 %	875.14
CH38	14.44	10.43	0.00	72.24 %	13,863.70	0.00 %		12.76 %	1,386.37
CH26	5.68	4.07	0.00	71.71 %	5,066.30	0.00 %		12.76 %	506.63
SKL1	14.79	10.13	0.00	68.55 %	17,965.90	0.00 %		12.76 %	
CH11	21.29	13.50	0.15	63.40 %	14,465.00	0.00 %		12.76 %	
KNR1	19.80	11.31	0.00	57.14 %	11,558.50	0.00 %		12.76 %	
CH29	6.52	3.63	0.00	55.65 %	5,578.80	0.00 %		12.76 %	
MC09	3.58	1.95	0.00	54.42 %	944.40	0.00 %		12.76 %	
AVD1	27.11	12.84	0.23	47.36 %	13,366.40	0.00 %		12.76 %	
CH37	12.43	5.59	0.00	44.97 %	7,908.60	0.00 %		12.76 %	
MC02	3.44	0.53	0.00	15.47 %	305.20	0.00 %		12.76 %	
CH49	0.00	(0.14)	-6.18	0.00 %	(136.00)	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	7.07	8.94	0.00	126.54 %	7,553.00	40.00 %	3,021.20	12.76 %	3,021.20
TVR2	18.42	22.84	0.14	124.03 %	19,267.60	40.00 %	7,707.04	12.76 %	7,707.04
TRY3	13.02	15.84	0.39	121.65 %	12,401.70	40.00 %	4,960.68	12.76 %	4,960.68
TNJ1	30.91	36.00	0.06	116.47 %	28,853.10	30.00 %	8,655.93	12.76 %	11,541.24
MVM1	20.95	23.87	0.00	113.96 %	23,321.50	30.00 %	6,996.45	12.76 %	9,328.60
ORU1	9.28	9.51	0.00	102.42 %	9,675.30	25.00 %	2,418.83	12.76 %	2,902.59
TNJ2	24.39	23.85	0.01	97.79 %	21,890.50	20.00 %	4,378.10	12.76 %	6,567.15
KIK1	10.52	9.42	0.00	89.58 %	12,079.00	10.00 %	1,207.90	12.76 %	3,019.75
KUM1	27.06	23.26	0.10	85.94 %	18,521.40	10.00 %	1,852.14	12.76 %	3,704.28
MDI1	14.42	12.39	0.13	85.91 %	13,350.40	10.00 %	1,335.04	12.76 %	2,670.08
TYR1	20.00	16.81	0.00	84.06 %	14,425.70	10.00 %	1,442.57	12.76 %	2,885.14
NGT1	16.85	13.73	0.22	81.47 %	17,119.40	10.00 %	1,711.94	12.76 %	2,567.91
NMM1	11.08	8.93	0.33	80.58 %	10,462.60	10.00 %	1,046.26	12.76 %	1,569.39
KRN1	9.17	7.33	0.10	79.92 %	6,579.10	0.00 %		12.76 %	986.87
TTP1	17.13	13.51	0.00	78.87 %	14,876.00	0.00 %		12.76 %	2,231.40
MSI1	12.99	10.22	0.00	78.62 %	8,479.90	0.00 %		12.76 %	1,271.99
PBR2	31.50	24.38	0.00	77.41 %	16,515.00	0.00 %		12.76 %	1,651.50
AYR1	13.00	10.01	0.00	77.03 %	7,664.20	0.00 %		12.76 %	766.42
PBR1	9.78	7.09	0.00	72.43 %	6,514.50	0.00 %		12.76 %	651.45
TRY1	99.99	69.60	0.12	69.61 %	56,549.20	0.00 %		12.76 %	
TRY2	9.11	5.89	0.00	64.70 %	6,418.90	0.00 %		12.76 %	
APM1	6.60	4.17	0.00	63.22 %	5,009.00	0.00 %		12.76 %	
PDK1	10.56	6.10	0.00	57.81 %	7,177.70	0.00 %		12.76 %	
JKM1	16.57	8.87	0.00	53.53 %	7,960.80	0.00 %		12.76 %	
PTK1	22.16	10.94	0.07	49.34 %	11,209.40	0.00 %		12.76 %	
NCK1	8.46	4.04	0.00	47.72 %	5,333.70	0.00 %		12.76 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
WJP1	11.60	16.76	0.00	144.50 %	17,901.20	40.00 %	7,160.48	12.76 %	7,160.48
GDM1	11.51	13.97	0.35	121.43 %	15,839.30	40.00 %	6,335.72	12.76 %	6,335.72
ABR1	12.03	14.40	0.00	119.68 %	14,499.40	30.00 %	4,349.82	12.76 %	5,799.76
PLR1	7.47	8.84	0.00	118.40 %	10,163.30	30.00 %	3,048.99	12.76 %	4,065.32
KPM1	13.28	14.97	0.00	112.74 %	17,826.30	30.00 %	5,347.89	12.76 %	7,130.52
TRR1	20.51	20.78	1.89	101.31 %	15,768.80	25.00 %	3,942.20	12.76 %	4,730.64
CGM1	10.62	10.63	0.00	100.09 %	5,615.80	20.00 %	1,123.16	12.76 %	1,684.74
WJD1	13.59	13.30	0.03	97.90 %	15,087.50	20.00 %	3,017.50	12.76 %	4,526.25
TRL1	22.58	21.45	0.01	95.01 %	28,347.70	15.00 %	4,252.16	12.76 %	7,086.93
ANI1	8.00	7.45	0.00	93.15 %	7,768.20	15.00 %	1,165.23	12.76 %	1,942.05
VEL1	18.36	16.54	0.04	90.08 %	17,278.80	10.00 %	1,727.88	12.76 %	4,319.70
UGI1	9.32	8.27	0.18	88.79 %	8,378.30	10.00 %	837.83	12.76 %	2,094.58
CPT1	7.62	6.48	0.00	85.07 %	7,887.80	10.00 %	788.78	12.76 %	1,577.56
VEL2	21.43	17.75	0.18	82.83 %	28,921.80	10.00 %	2,892.18	12.76 %	4,338.27
ARC2	14.25	11.16	0.00	78.33 %	8,003.10	0.00 %		12.76 %	800.31
VSI1	13.10	9.84	0.65	75.11 %	11,352.00	0.00 %		12.76 %	1,135.20
BGR1	7.18	5.31	0.00	74.02 %	7,032.30	0.00 %		12.76 %	703.23
CYR1	9.77	6.47	0.07	66.23 %	7,269.40	0.00 %		12.76 %	
KPM2	43.45	28.71	0.11	66.07 %	24,917.10	0.00 %		12.76 %	
SBR1	28.02	15.63	0.00	55.79 %	15,865.20	0.00 %		12.76 %	
SLG1	10.25	5.60	0.00	54.63 %	7,590.50	0.00 %		12.76 %	
PTU1	4.96	2.54	0.00	51.16 %	4,820.30	0.00 %		12.76 %	
AKM1	20.93	10.68	0.29	51.06 %	9,214.20	0.00 %		12.76 %	
VNB1	12.27	6.20	0.00	50.56 %	5,097.30	0.00 %		12.76 %	
TRT1	15.18	5.03	3.49	33.14 %	5,707.10	0.00 %		12.76 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH46	12.04	15.93	0.00	132.31 %	10,198.10	40.00 %	4,079.24	12.76 %	4,079.24
GPD1	17.36	18.53	0.00	106.69 %	9,392.70	25.00 %	2,348.18	12.76 %	3,757.08
CH31	9.29	9.19	0.00	98.90 %	9,568.70	20.00 %	1,913.74	12.76 %	2,870.61
CH34	24.31	23.94	0.21	98.47 %	18,317.60	20.00 %	3,663.52	12.76 %	5,495.28
CH44	18.40	17.90	0.00	97.26 %	12,427.40	20.00 %	2,485.48	12.76 %	3,728.22
CH32	3.63	3.48	0.00	95.86 %	1,381.20	20.00 %	276.24	12.76 %	345.30
CH15	57.07	53.72	0.22	94.14 %	51,004.30	15.00 %	7,650.65	12.76 %	12,751.08
CH24	20.58	18.88	0.00	91.73 %	23,497.30	15.00 %	3,524.60	12.76 %	5,874.33
CH12	31.14	28.26	0.54	90.74 %	26,775.40	15.00 %	4,016.31	12.76 %	6,693.85
UKI1	15.08	13.10	0.33	86.87 %	11,956.70	10.00 %	1,195.67	12.76 %	2,391.34
CH18	23.97	20.60	0.00	85.95 %	31,091.80	10.00 %	3,109.18	12.76 %	6,218.36
CH03	54.99	46.42	0.39	84.42 %	43,827.70	10.00 %	4,382.77	12.76 %	8,765.54
MC05	8.98	7.42	0.00	82.59 %	2,757.70	10.00 %	275.77	12.76 %	413.66
CH23	8.53	7.00	0.00	82.04 %	8,666.10	10.00 %	866.61	12.76 %	1,299.92
CH21	39.05	31.94	0.00	81.80 %	18,980.60	10.00 %	1,898.06	12.76 %	2,847.09
CH33	16.69	13.48	0.00	80.78 %	14,152.00	10.00 %	1,415.20	12.76 %	2,122.80
CH09	22.65	16.87	0.00	74.49 %	21,075.00	0.00 %		12.76 %	2,107.50
CH27	8.54	6.26	0.00	73.29 %	7,272.20	0.00 %		12.76 %	727.22
PON1	12.31	8.84	0.00	71.84 %	9,506.20	0.00 %		12.76 %	950.62
CH17	8.40	5.90	0.00	70.18 %	9,337.80	0.00 %		12.76 %	933.78
CH06	23.16	16.22	0.09	70.05 %	18,823.60	0.00 %		12.76 %	1,882.36
MC06	6.79	4.65	0.00	68.44 %	4,642.80	0.00 %		12.76 %	
CH41	20.78	14.02	0.25	67.48 %	17,431.10	0.00 %		12.76 %	
CH20	28.89	18.66	0.02	64.57 %	22,451.40	0.00 %		12.76 %	
MJR1	36.98	18.35	0.00	49.62 %	20,291.40	0.00 %		12.76 %	
CH43	17.94	8.24	0.25	45.91 %	11,722.80	0.00 %		12.76 %	
CH36	11.70	3.80	0.00	32.47 %	4,324.60	0.00 %		12.76 %	
CH01	1.64	0.25	0.00	15.24 %	750.00	0.00 %		12.76 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NVL2	19.77	24.92	0.57	126.05 %	26,072.70	40.00 %	10,429.08	12.76 %	10,429.08
MKM1	7.55	7.74	0.14	102.55 %	7,579.80	25.00 %	1,894.95	12.76 %	2,273.94
TDM1	14.78	14.34	0.00	97.04 %	14,070.70	20.00 %	2,814.14	12.76 %	4,221.21
KLM1	16.65	15.87	0.00	95.28 %	19,025.60	20.00 %	3,805.12	12.76 %	4,756.40
VPM1	6.69	6.13	0.75	91.63 %	6,025.90	15.00 %	903.89	12.76 %	1,506.48
CUD1	32.52	28.74	0.00	88.38 %	30,170.10	10.00 %	3,017.01	12.76 %	7,542.53
VPM2	16.55	14.59	0.00	88.16 %	14,967.90	10.00 %	1,496.79	12.76 %	3,741.98
PRT1	13.47	11.55	0.00	85.75 %	11,138.60	10.00 %	1,113.86	12.76 %	2,227.72
POY2	25.58	21.59	0.00	84.38 %	21,285.10	10.00 %	2,128.51	12.76 %	4,257.02
POY1	28.62	23.19	0.00	81.02 %	27,382.70	10.00 %	2,738.27	12.76 %	4,107.41
TRK1	21.31	17.20	0.00	80.74 %	19,227.00	10.00 %	1,922.70	12.76 %	2,884.05
KKI2	21.98	16.28	0.00	74.09 %	15,532.40	0.00 %		12.76 %	1,553.24
TVM1	10.30	7.61	0.65	73.89 %	5,088.40	0.00 %		12.76 %	508.84
ULP1	16.77	12.39	0.00	73.88 %	13,848.70	0.00 %		12.76 %	1,384.87
STP1	7.51	4.94	0.00	65.72 %	5,361.30	0.00 %		12.76 %	
KML1	9.44	6.03	0.00	63.85 %	7,461.20	0.00 %		12.76 %	
TVM2	15.38	8.20	0.00	53.32 %	5,882.70	0.00 %		12.76 %	
VCM1	10.35	3.39	0.00	32.71 %	2,451.70	0.00 %		12.76 %	
CDM1	24.66	6.10	0.00	24.73 %	9,520.30	0.00 %		12.76 %	
SJI1	0.00	(0.14)	-12.95	0.00 %	(45.90)	0.00 %		0.00 %	
SJI2	16.81	0.00		0.00 %	0.00	0.00 %		12.76 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERD1	24.18	29.21	0.00	120.80 %	21,086.00	40.00 %	8,434.40	12.76 %	8,434.40
EDP1	7.51	8.79	0.00	116.94 %	7,256.80	30.00 %	2,177.04	12.76 %	2,902.72
HSR2	26.44	28.47	0.25	107.66 %	29,256.10	25.00 %	7,314.03	12.76 %	11,702.44
PDR1	6.84	7.34	0.00	107.40 %	10,489.80	25.00 %	2,622.45	12.76 %	4,195.92
DPR1	7.13	7.28	0.00	102.13 %	6,347.80	25.00 %	1,586.95	12.76 %	1,904.34
KVP1	9.34	9.18	0.00	98.36 %	8,457.40	20.00 %	1,691.48	12.76 %	2,537.22
HRR1	9.51	9.23	0.00	97.05 %	8,694.70	20.00 %	1,738.94	12.76 %	2,608.41
HSR1	20.82	19.15	0.14	91.98 %	17,303.30	15.00 %	2,595.50	12.76 %	4,325.83
ERD2	25.07	22.30	0.00	88.95 %	24,464.10	10.00 %	2,446.41	12.76 %	6,116.03
BMD1	9.62	8.27	0.00	86.04 %	9,452.80	10.00 %	945.28	12.76 %	1,890.56
OML1	16.33	13.66	0.00	83.63 %	16,528.00	10.00 %	1,652.80	12.76 %	3,305.60
VKL1	6.75	5.55	0.00	82.25 %	6,285.40	10.00 %	628.54	12.76 %	942.81
APN1	9.42	7.52	0.31	79.84 %	9,311.90	0.00 %		12.76 %	1,396.79
NKL2	23.28	18.56	0.06	79.73 %	17,523.20	0.00 %		12.76 %	2,628.48
TCG1	9.11	7.13	0.20	78.25 %	5,398.20	0.00 %		12.76 %	539.82
SLM2	16.43	12.83	0.00	78.10 %	10,660.70	0.00 %		12.76 %	1,066.07
TRM1	17.86	13.08	0.00	73.24 %	12,828.40	0.00 %		12.76 %	1,282.84
SGI1	9.75	7.10	0.00	72.76 %	6,506.50	0.00 %		12.76 %	650.65
PLC1	11.32	8.13	0.00	71.82 %	10,213.70	0.00 %		12.76 %	1,021.37
ATU1	20.18	14.45	0.27	71.58 %	13,355.30	0.00 %		12.76 %	1,335.53
SLM1	50.20	34.98	0.00	69.68 %	22,837.90	0.00 %		12.76 %	
MCR1	18.31	12.30	0.00	67.16 %	10,514.10	0.00 %		12.76 %	
RSP1	14.11	9.15	0.00	64.87 %	10,079.40	0.00 %		12.76 %	
VPD1	19.71	12.63	0.00	64.06 %	16,519.40	0.00 %		12.76 %	
KMM1	10.80	6.84	0.00	63.37 %	9,242.60	0.00 %		12.76 %	
DPR2	9.56	5.85	0.00	61.15 %	6,572.60	0.00 %		12.76 %	
PMP1	11.30	6.39	0.71	56.52 %	4,954.90	0.00 %		12.76 %	
EPI1	16.41	7.74	0.00	47.14 %	12,865.80	0.00 %		12.76 %	
MTR1	19.71	8.86	0.00	44.95 %	7,002.60	0.00 %		12.76 %	
KRI1	14.38	4.62	0.00	32.15 %	3,329.20	0.00 %		12.76 %	
SGG1	7.32	1.73	0.49	23.62 %	2,251.10	0.00 %		12.76 %	
CMI1	8.05	1.74	0.00	21.66 %	2,251.30	0.00 %		12.76 %	
SLM3	23.91	4.80	0.00	20.09 %	4,129.20	0.00 %		12.76 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KMD1	5.64	7.72	0.00	136.84 %	13,130.80	40.00 %	5,252.32	12.76 %	5,252.32
GBM1	8.99	11.53	0.48	128.31 %	10,161.30	40.00 %	4,064.52	12.76 %	4,064.52
KGM1	6.55	7.10	0.31	108.27 %	7,298.90	25.00 %	1,824.73	12.76 %	2,919.56
PPI1	7.46	7.96	0.00	106.67 %	8,900.30	25.00 %	2,225.08	12.76 %	3,560.12
AVI1	9.63	10.12	0.00	105.11 %	8,478.50	25.00 %	2,119.63	12.76 %	3,391.40
MPM1	10.54	9.66	0.00	91.67 %	15,216.20	15.00 %	2,282.43	12.76 %	3,804.05
TPR4	6.44	5.75	0.00	89.29 %	5,270.20	10.00 %	527.02	12.76 %	1,317.55
CBE2	60.12	51.11	0.00	85.02 %	47,558.40	10.00 %	4,755.84	12.76 %	9,511.68
KMR1	23.45	19.34	0.00	82.49 %	24,661.00	10.00 %	2,466.10	12.76 %	3,699.15
CNR1	9.36	7.01	0.00	74.86 %	7,871.10	0.00 %		12.76 %	787.11
PDM1	6.77	5.05	0.00	74.69 %	6,973.60	0.00 %		12.76 %	697.36
CBE1	10.05	7.42	0.00	73.86 %	10,369.50	0.00 %		12.76 %	1,036.95
TPR2	24.60	17.47	0.00	71.01 %	15,610.70	0.00 %		12.76 %	1,561.07
TPR3	9.60	6.72	0.00	69.98 %	13,223.60	0.00 %		12.76 %	1,322.36
ANR1	3.22	2.21	1.97	68.52 %	3,028.40	0.00 %		12.76 %	
SUL1	9.75	6.55	0.00	67.15 %	10,651.80	0.00 %		12.76 %	
KGI1	12.11	8.02	0.00	66.24 %	5,905.10	0.00 %		12.76 %	
CBE6	12.60	8.34	0.00	66.22 %	7,951.10	0.00 %		12.76 %	
GDR1	10.61	6.96	0.42	65.61 %	5,127.20	0.00 %		12.76 %	
UAM1	24.39	15.40	0.00	63.12 %	19,524.00	0.00 %		12.76 %	
CBE3	6.48	3.78	0.00	58.29 %	8,720.90	0.00 %		12.76 %	
DPM2	13.25	7.41	0.00	55.94 %	8,140.10	0.00 %		12.76 %	
CBE4	20.28	10.57	0.00	52.13 %	10,822.90	0.00 %		12.76 %	
SYM2	11.13	5.63	0.00	50.59 %	5,561.10	0.00 %		12.76 %	
UMP1	12.73	6.32	0.34	49.66 %	7,045.30	0.00 %		12.76 %	
SNR1	13.37	6.58	0.00	49.19 %	8,574.60	0.00 %		12.76 %	
PLI1	21.27	9.91	0.04	46.61 %	11,304.40	0.00 %		12.76 %	
TPR1	20.31	9.29	0.00	45.72 %	9,265.60	0.00 %		12.76 %	
CBE5	8.74	2.74	0.80	31.33 %	5,157.80	0.00 %		12.76 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
RPM1	24.35	32.83	0.21	134.81 %	26,467.10	40.00 %	10,586.84	12.76 %	10,586.84
ERL2	9.78	12.02	0.00	122.91 %	14,744.10	40.00 %	5,897.64	12.76 %	5,897.64
ARM1	10.25	8.83	0.59	86.13 %	5,679.00	10.00 %	567.90	12.76 %	1,135.80
TKS1	25.07	21.18	0.19	84.46 %	21,423.80	10.00 %	2,142.38	12.76 %	4,284.76
SDI1	11.47	9.14	0.37	79.66 %	9,828.40	0.00 %		12.76 %	1,474.26
TKY1	18.38	14.42	0.10	78.43 %	14,487.30	0.00 %		12.76 %	1,448.73
VNR2	38.12	29.09	0.01	76.31 %	26,555.30	0.00 %		12.76 %	2,655.53
KGL1	11.91	8.91	0.19	74.79 %	10,266.50	0.00 %		12.76 %	1,026.65
SGT1	7.26	5.36	0.00	73.83 %	5,164.60	0.00 %		12.76 %	516.46
TUT1	82.99	61.21	0.05	73.76 %	69,020.70	0.00 %		12.76 %	6,902.07
SKD1	9.46	6.94	0.00	73.33 %	7,076.20	0.00 %		12.76 %	707.62
VNR1	10.51	7.64	0.00	72.74 %	6,480.50	0.00 %		12.76 %	648.05
ASM1	11.23	8.00	0.29	71.21 %	10,168.50	0.00 %		12.76 %	1,016.85
UDN1	9.89	6.92	0.00	70.01 %	5,411.00	0.00 %		12.76 %	541.10
TUT2	31.79	22.23	0.16	69.92 %	17,436.30	0.00 %		12.76 %	1,743.63
TKS2	30.20	20.96	0.25	69.41 %	21,762.50	0.00 %		12.76 %	
TVL1	76.84	52.64	0.17	68.50 %	48,118.70	0.00 %		12.76 %	
TVL2	7.32	4.90	0.17	66.98 %	2,955.80	0.00 %		12.76 %	
VKM1	10.59	7.09	0.25	66.97 %	9,537.40	0.00 %		12.76 %	
APK2	19.35	12.75	0.00	65.86 %	10,128.80	0.00 %		12.76 %	
TYI1	12.99	8.51	0.00	65.50 %	12,186.60	0.00 %		12.76 %	
KVT1	41.02	26.54	0.00	64.70 %	27,802.20	0.00 %		12.76 %	
PDI1	12.24	7.87	0.88	64.33 %	9,488.60	0.00 %		12.76 %	
SVK1	25.70	16.22	0.31	63.09 %	15,452.80	0.00 %		12.76 %	
RND1	28.90	18.00	0.11	62.30 %	23,021.70	0.00 %		12.76 %	
STU2	9.81	6.02	1.32	61.39 %	3,182.80	0.00 %		12.76 %	
SNL1	15.70	9.30	0.00	59.24 %	9,484.00	0.00 %		12.76 %	
MAR1	28.36	16.79	0.13	59.22 %	14,933.50	0.00 %		12.76 %	
MMT1	13.18	7.61	0.68	57.71 %	7,108.40	0.00 %		12.76 %	
NGR1	48.90	27.13	0.20	55.47 %	26,487.20	0.00 %		12.76 %	
KSM1	8.01	4.19	0.00	52.32 %	3,850.40	0.00 %		12.76 %	
APK1	17.30	8.66	0.00	50.07 %	13,147.70	0.00 %		12.76 %	
COL1	5.58	2.62	0.00	46.89 %	3,866.30	0.00 %		12.76 %	
TCN1	16.15	7.51	0.18	46.51 %	8,263.80	0.00 %		12.76 %	
KYR1	8.13	3.76	0.00	46.22 %	3,444.60	0.00 %		12.76 %	
PKD1	21.48	9.36	0.00	43.57 %	9,990.50	0.00 %		12.76 %	
VLY1	25.35	10.53	0.52	41.54 %	9,644.30	0.00 %		12.76 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	13.32	18.35	0.32	137.79 %	22,940.50	40.00 %	9,176.20	12.76 %	9,176.20
DGL1	52.39	55.56	0.00	106.06 %	43,473.80	25.00 %	10,868.45	12.76 %	17,389.52
TEN1	14.31	15.12	0.00	105.64 %	14,759.10	25.00 %	3,689.78	12.76 %	5,903.64
TEN2	14.45	14.00	0.01	96.88 %	8,893.00	20.00 %	1,778.60	12.76 %	2,667.90
MLR1	9.98	9.52	0.00	95.40 %	8,712.60	20.00 %	1,742.52	12.76 %	2,178.15
MDU2	37.52	34.42	0.15	91.75 %	25,382.30	15.00 %	3,807.35	12.76 %	6,345.58
TDI1	9.42	8.29	0.00	88.02 %	10,947.20	10.00 %	1,094.72	12.76 %	2,736.80
DKI1	14.36	12.34	0.00	85.93 %	16,015.50	10.00 %	1,601.55	12.76 %	3,203.10
PNI1	5.61	4.53	0.00	80.72 %	4,439.60	10.00 %	443.96	12.76 %	665.94
KYK1	7.17	5.42	0.77	75.57 %	6,110.40	0.00 %		12.76 %	611.04
BNR1	11.70	8.38	0.00	71.68 %	8,108.40	0.00 %		12.76 %	810.84
DGL2	8.66	6.08	0.00	70.18 %	7,126.60	0.00 %		12.76 %	712.66
TMM1	23.28	16.07	0.16	69.01 %	12,993.20	0.00 %		12.76 %	
PVI1	10.94	7.24	0.00	66.13 %	12,819.20	0.00 %		12.76 %	
KRR1	17.02	10.76	0.00	63.18 %	11,931.60	0.00 %		12.76 %	
MDU5	13.12	8.21	0.00	62.53 %	12,387.10	0.00 %		12.76 %	
SGP1	6.86	4.20	0.00	61.21 %	5,803.90	0.00 %		12.76 %	
CBM1	17.56	10.72	0.00	61.08 %	9,342.80	0.00 %		12.76 %	
ATG1	16.87	10.28	2.37	60.93 %	14,247.40	0.00 %		12.76 %	
MDU4	14.47	8.78	0.00	60.64 %	7,440.10	0.00 %		12.76 %	
PKM1	6.39	3.82	0.92	59.75 %	5,459.20	0.00 %		12.76 %	
SVG1	15.76	9.19	0.00	58.34 %	11,457.70	0.00 %		12.76 %	
MNM1	9.42	5.46	0.00	57.89 %	7,049.30	0.00 %		12.76 %	
ODM1	9.96	5.63	0.00	56.56 %	3,924.30	0.00 %		12.76 %	
USL1	13.04	7.34	0.00	56.31 %	9,593.70	0.00 %		12.76 %	
MDU3	22.90	12.13	0.35	52.95 %	9,022.80	0.00 %		12.76 %	
NTM1	11.20	5.88	0.00	52.49 %	6,256.10	0.00 %		12.76 %	
ADP1	11.50	5.94	0.00	51.70 %	7,386.00	0.00 %		12.76 %	
TPT1	13.31	6.86	0.00	51.53 %	11,464.40	0.00 %		12.76 %	
MDU1	77.56	39.39	0.54	50.79 %	32,132.40	0.00 %		12.76 %	
CMR1	9.51	4.76	0.00	50.09 %	4,454.00	0.00 %		12.76 %	
MPA1	17.38	8.24	0.00	47.42 %	10,585.10	0.00 %		12.76 %	
BTU1	6.36	2.94	0.44	46.20 %	3,987.10	0.00 %		12.76 %	
KKD2	9.13	4.21	0.00	46.13 %	3,783.90	0.00 %		12.76 %	
PNV1	6.38	2.74	0.00	42.97 %	3,789.10	0.00 %		12.76 %	
KPT1	7.73	3.31	0.37	42.83 %	4,154.00	0.00 %		12.76 %	
MDU6	17.07	7.26	0.00	42.53 %	5,525.10	0.00 %		12.76 %	
NKI1	14.28	5.18	0.98	36.28 %	7,235.00	0.00 %		12.76 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	7.97	3.74	0.00	46.96 %	4,178.10	0.00 %		12.76 %	
TVP1	24.61	10.04	0.40	40.79 %	9,789.50	0.00 %		12.76 %	
PAS1	9.87	3.19	0.00	32.38 %	3,144.80	0.00 %		12.76 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	4.52	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	44.85	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.52	7.39	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	5.74	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	4.52	16.93	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	(0.60)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	1.82	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	1.76	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	(0.04)	-423.52	0.00 %	0.00	0.00 %		0.00 %	