

Accu.Target
2,765.03 L

Sales
1,950.41 L

Achieved %
70.54 %

HO Budget+ %
19.46 %

Total Com.
19.32 L

Note : Sales Period is From :01-Nov-2025 To :03-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	226.55	179.51	79.24 %	0.00	19.46 %	3,000.00
CHENNAI-01	359.28	278.17	77.42 %	0.00	19.46 %	6,000.00
TRICHY-01	274.11	210.00	76.61 %	0.00	19.46 %	0.00
CHENNAI-02	346.65	251.71	72.61 %	0.00	19.46 %	6,000.00
SOUTH ARCOT	188.69	134.15	71.10 %	0.00	19.46 %	0.00
WEST-02	286.00	198.88	69.54 %	0.00	19.46 %	0.00
WEST-01	239.46	157.54	65.79 %	0.00	19.46 %	0.00
SOUTH-01	462.71	299.21	64.67 %	0.00	19.46 %	0.00
SOUTH-03	348.03	218.00	62.64 %	0.00	19.46 %	0.00
KL-SOUTH	33.57	18.98	56.55 %	0.00	19.46 %	0.00
OTHERS	0.00	4.26	0.00 %	0.00	0.00 %	0.00
Total	2,765.03	1,950.41	70.54 %		19.46 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA03	69.35	59.72	86.11%	0.00	19.46 %	0.00
	NA01	80.11	68.93	86.05%	0.00	19.46 %	0.00
	NA02	77.09	50.86	65.98%	0.00	19.46 %	0.00
CHENNAI- 01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	109.47	95.19	86.96%	0.00	19.46 %	0.00
	CH03	69.89	52.32	74.87%	0.00	19.46 %	0.00
	CH05	91.65	67.70	73.87%	0.00	19.46 %	0.00
	CH08	88.28	62.95	71.31%	0.00	19.46 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	81.27	70.94	87.29%	0.00	19.46 %	0.00
	KUM1	56.89	44.37	77.99%	0.00	19.46 %	0.00
	TNJ1	62.24	48.22	77.48%	0.00	19.46 %	0.00
	PBR1	73.71	46.47	63.04%	0.00	19.46 %	0.00
CHENNAI- 02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	86.58	65.92	76.14%	0.00	19.46 %	0.00
	CH04	95.29	72.07	75.64%	0.00	19.46 %	0.00
	CH09	73.02	50.83	69.62%	0.00	19.46 %	0.00
	CH07	91.77	62.88	68.52%	0.00	19.46 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	61.35	46.27	75.43%	0.00	19.46 %	0.00
	SA02	67.42	50.31	74.62%	0.00	19.46 %	0.00
	SA03	59.92	37.57	62.70%	0.00	19.46 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	58.88	54.58	92.69%	0.00	19.46 %	0.00
	ERD1	77.45	54.50	70.37%	0.00	19.46 %	0.00
	MTR1	66.34	41.70	62.86%	0.00	19.46 %	0.00
	SLM1	83.33	48.10	57.73%	0.00	19.46 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	99.52	73.14	73.49%	0.00	19.46 %	0.00
	UAM1	43.23	29.72	68.74%	0.00	19.46 %	0.00
	PLI1	33.12	21.44	64.71%	0.00	19.46 %	0.00
	TPR4	28.58	17.14	59.97%	0.00	19.46 %	0.00
	TPR1	35.01	16.12	46.04%	0.00	19.46 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	100.69	73.83	73.33%	0.00	19.46 %	0.00
	KVT1	80.61	55.56	68.93%	0.00	19.46 %	0.00
	TKS1	67.37	41.31	61.32%	0.00	19.46 %	0.00
	TVL1	74.22	45.24	60.95%	0.00	19.46 %	0.00
	NGR1	76.60	46.29	60.44%	0.00	19.46 %	0.00
	VNR1	63.22	36.96	58.47%	0.00	19.46 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	102.00	71.34	69.94%	0.00	19.46 %	0.00
	SVG1	60.65	39.46	65.07%	0.00	19.46 %	0.00
	KKD2	67.53	43.89	64.99%	0.00	19.46 %	0.00
	KRR1	12.37	7.76	62.71%	0.00	19.46 %	0.00
	DGL1	105.49	55.56	52.67%	0.00	19.46 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	33.57	18.98	56.55%	0.00	19.46 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH02	0.00	4.53	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

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CYR1	5.17	7.96	0.00	153.94 %	7,454.90	40.00 %	2,981.96	19.46 %	2,981.96
TRL1	13.24	18.67	0.18	140.98 %	25,290.40	40.00 %	10,116.16	19.46 %	10,116.16
VNB1	6.39	6.83	0.00	106.89 %	3,532.50	25.00 %	883.13	19.46 %	1,413.00
SLG1	4.33	4.59	0.00	106.19 %	4,289.90	25.00 %	1,072.48	19.46 %	1,715.96
WJD1	9.69	9.34	0.66	96.40 %	12,998.70	20.00 %	2,599.74	19.46 %	3,899.61
AKM1	8.42	8.10	0.27	96.29 %	7,670.10	20.00 %	1,534.02	19.46 %	2,301.03
KPM2	25.16	24.11	0.26	95.85 %	14,912.30	20.00 %	2,982.46	19.46 %	4,473.69
TRT1	6.37	5.78	0.00	90.71 %	3,190.70	15.00 %	478.61	19.46 %	957.21
WJP1	7.45	6.44	0.01	86.48 %	4,981.80	10.00 %	498.18	19.46 %	1,245.45
PLR1	4.34	3.61	0.00	83.15 %	3,014.30	10.00 %	301.43	19.46 %	753.58
ABR1	8.05	6.27	0.00	77.83 %	6,438.30	0.00 %		19.46 %	1,287.66
GDM1	8.01	6.05	0.00	75.59 %	5,449.70	0.00 %		19.46 %	817.46
PTU1	4.78	3.42	0.83	71.65 %	3,181.50	0.00 %		19.46 %	318.15
VSI1	10.84	7.54	0.68	69.59 %	6,695.90	0.00 %		19.46 %	669.59
SBR1	13.97	9.65	0.00	69.10 %	10,941.90	0.00 %		19.46 %	1,094.19
UGI1	5.35	3.66	0.00	68.35 %	2,406.00	0.00 %		19.46 %	240.60
BGR1	5.44	3.57	0.00	65.55 %	2,916.80	0.00 %		19.46 %	291.68
VEL2	15.48	9.42	0.00	60.85 %	10,515.00	0.00 %		19.46 %	
CGM1	8.05	4.80	0.00	59.57 %	2,814.50	0.00 %		19.46 %	
TRR1	15.55	8.92	0.19	57.34 %	6,666.00	0.00 %		19.46 %	
ARC2	10.06	5.75	0.02	57.17 %	4,658.70	0.00 %		19.46 %	
CPT1	5.04	2.84	0.00	56.26 %	2,832.50	0.00 %		19.46 %	
ANI1	4.95	2.77	0.00	55.86 %	3,194.50	0.00 %		19.46 %	
KPM1	9.22	4.46	0.37	48.36 %	3,398.10	0.00 %		19.46 %	
VEL1	11.21	4.97	0.00	44.31 %	5,645.70	0.00 %		19.46 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	5.71	7.58	0.00	132.77 %	6,626.50	40.00 %	2,650.60	19.46 %	2,650.60
CH45	10.11	12.65	0.50	125.10 %	11,869.50	40.00 %	4,747.80	19.46 %	4,747.80
CH19	13.17	15.47	1.20	117.49 %	18,924.30	30.00 %	5,677.29	19.46 %	7,569.72
CH42	15.49	18.18	0.00	117.37 %	16,254.50	30.00 %	4,876.35	19.46 %	6,501.80
CH39	8.12	8.91	0.00	109.74 %	7,763.10	25.00 %	1,940.78	19.46 %	3,105.24
MC09	2.12	2.23	0.00	105.14 %	3,050.30	25.00 %	762.58	19.46 %	1,220.12
CH16	23.04	22.14	0.29	96.09 %	21,007.70	20.00 %	4,201.54	19.46 %	6,302.31
CH05	20.95	17.07	0.73	81.48 %	14,029.00	10.00 %	1,402.90	19.46 %	3,507.25
CH38	7.77	6.28	0.85	80.89 %	5,851.40	10.00 %	585.14	19.46 %	1,462.85
KNR1	9.65	7.74	0.00	80.25 %	7,923.80	10.00 %	792.38	19.46 %	1,584.76
MRM1	11.53	9.18	0.00	79.68 %	8,070.20	0.00 %		19.46 %	1,614.04
GUD1	10.79	8.38	0.00	77.64 %	15,251.60	0.00 %		19.46 %	3,050.32
CH35	8.62	6.47	1.78	75.05 %	7,446.80	0.00 %		19.46 %	1,117.02
CH22	12.28	9.07	0.00	73.89 %	6,770.30	0.00 %		19.46 %	1,015.55
CH30	11.74	8.40	0.43	71.55 %	7,493.00	0.00 %		19.46 %	749.30
GUD2	10.64	7.60	0.30	71.39 %	9,225.80	0.00 %		19.46 %	922.58
CH08	25.21	17.83	0.00	70.73 %	29,770.60	0.00 %		19.46 %	2,977.06
CH48	18.55	13.05	0.00	70.37 %	16,351.10	0.00 %		19.46 %	1,635.11
CH28	17.95	12.46	0.19	69.43 %	17,833.50	0.00 %		19.46 %	1,783.35
CH14	24.10	16.71	1.14	69.32 %	15,012.70	0.00 %		19.46 %	1,501.27
MC10	2.95	2.03	0.00	68.84 %	971.70	0.00 %		19.46 %	97.17
CH07	17.61	11.42	0.46	64.82 %	10,878.90	0.00 %		19.46 %	1,087.89
AVD1	15.71	9.68	13.77	61.63 %	11,436.90	0.00 %		19.46 %	
CH11	11.37	6.88	0.00	60.51 %	9,726.20	0.00 %		19.46 %	
CGL1	8.59	4.92	1.44	57.28 %	4,430.90	0.00 %		19.46 %	
SKL1	8.69	4.93	2.27	56.82 %	6,141.10	0.00 %		19.46 %	
CH29	4.13	2.11	0.00	51.20 %	3,061.70	0.00 %		19.46 %	
CH40	8.94	3.66	0.00	40.93 %	2,324.70	0.00 %		19.46 %	
TKM1	6.58	2.62	0.48	39.85 %	4,709.70	0.00 %		19.46 %	
CH26	4.82	1.80	0.00	37.25 %	2,431.40	0.00 %		19.46 %	
MC02	2.36	0.70	0.00	29.73 %	409.30	0.00 %		19.46 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY2	3.65	6.42	0.00	175.89 %	4,668.50	40.00 %	1,867.40	19.46 %	1,867.40
TRY3	8.69	10.35	0.25	119.13 %	7,606.10	30.00 %	2,281.83	19.46 %	3,042.44
TVR1	4.65	5.45	0.00	117.37 %	5,161.40	30.00 %	1,548.42	19.46 %	2,064.56
MVM1	10.92	11.68	0.23	106.96 %	12,855.30	25.00 %	3,213.83	19.46 %	5,142.12
TNJ1	14.98	14.97	0.00	99.95 %	10,323.20	20.00 %	2,064.64	19.46 %	4,129.28
TVR2	9.75	9.73	0.00	99.82 %	7,369.30	20.00 %	1,473.86	19.46 %	2,947.72
AYR1	7.47	7.30	0.00	97.77 %	5,465.10	20.00 %	1,093.02	19.46 %	2,186.04
KIK1	4.79	4.60	0.00	95.92 %	3,884.20	20.00 %	776.84	19.46 %	1,165.26
PDK1	4.22	3.95	0.08	93.71 %	4,300.30	15.00 %	645.05	19.46 %	1,290.09
NMM1	6.67	5.69	0.00	85.30 %	6,583.10	10.00 %	658.31	19.46 %	1,645.78
TRY1	45.07	36.93	0.00	81.94 %	26,444.90	10.00 %	2,644.49	19.46 %	6,611.23
APM1	3.73	2.77	0.00	74.38 %	3,111.80	0.00 %		19.46 %	466.77
PTK1	10.64	7.83	0.66	73.58 %	8,020.40	0.00 %		19.46 %	1,203.06
TTP1	8.56	6.03	0.00	70.45 %	5,952.10	0.00 %		19.46 %	595.21
TRY4	14.44	9.98	0.00	69.09 %	8,636.30	0.00 %		19.46 %	863.63
TNJ2	11.84	8.11	0.00	68.48 %	6,451.50	0.00 %		19.46 %	645.15
NGT1	8.96	6.09	0.00	68.04 %	7,118.40	0.00 %		19.46 %	711.84
KUM1	15.40	10.45	0.38	67.89 %	9,942.50	0.00 %		19.46 %	994.25
MDI1	9.32	6.16	0.00	66.02 %	7,117.10	0.00 %		19.46 %	711.71
KRN1	5.21	3.32	0.00	63.67 %	3,403.30	0.00 %		19.46 %	
TYR1	11.05	7.02	0.00	63.55 %	6,344.50	0.00 %		19.46 %	
MSI1	7.05	4.10	0.00	58.12 %	2,852.30	0.00 %		19.46 %	
ORU1	5.06	2.70	0.00	53.31 %	2,513.60	0.00 %		19.46 %	
PBR1	4.62	2.32	0.00	50.22 %	3,710.70	0.00 %		19.46 %	
JKM1	8.44	3.91	0.00	46.31 %	2,686.10	0.00 %		19.46 %	
NCK1	4.80	2.01	0.00	41.99 %	1,576.80	0.00 %		19.46 %	
PBR2	24.16	10.14	0.00	41.97 %	8,216.20	0.00 %		19.46 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	3.69	4.16	0.00	112.80 %	5,381.40	30.00 %	1,614.42	19.46 %	2,152.56
PON1	8.17	8.75	0.00	107.10 %	11,644.50	25.00 %	2,911.13	19.46 %	4,657.80
CH24	11.35	12.14	0.77	106.98 %	12,222.60	25.00 %	3,055.65	19.46 %	4,889.04
CH34	12.26	12.49	0.19	101.83 %	11,302.30	25.00 %	2,825.58	19.46 %	4,520.92
CH43	9.75	9.01	0.29	92.50 %	11,193.40	15.00 %	1,679.01	19.46 %	3,358.02
CH06	12.08	10.32	0.04	85.44 %	10,756.20	10.00 %	1,075.62	19.46 %	2,689.05
CH23	5.03	4.13	5.13	82.11 %	5,739.20	10.00 %	573.92	19.46 %	1,434.80
CH20	18.62	14.93	0.12	80.17 %	14,736.00	10.00 %	1,473.60	19.46 %	2,947.20
CH09	12.30	9.37	0.33	76.22 %	12,288.20	0.00 %		19.46 %	1,843.23
CH18	17.23	13.03	0.02	75.67 %	16,972.70	0.00 %		19.46 %	2,545.91
CH21	23.09	17.40	2.05	75.35 %	14,798.30	0.00 %		19.46 %	2,219.75
CH41	11.67	8.53	0.00	73.07 %	8,023.00	0.00 %		19.46 %	1,203.45
CH33	12.01	8.74	0.33	72.79 %	11,522.00	0.00 %		19.46 %	1,728.30
CH03	34.09	24.71	0.23	72.48 %	18,202.90	0.00 %		19.46 %	1,820.29
CH46	9.51	6.75	0.00	70.96 %	7,413.70	0.00 %		19.46 %	741.37
CH17	13.19	9.10	0.40	69.00 %	12,010.50	0.00 %		19.46 %	1,201.05
GPD1	8.76	6.03	0.00	68.92 %	5,296.60	0.00 %		19.46 %	529.66
CH32	2.41	1.65	0.00	68.50 %	838.10	0.00 %		19.46 %	83.81
CH12	18.96	12.96	0.32	68.38 %	15,577.50	0.00 %		19.46 %	1,557.75
CH44	12.05	8.15	0.00	67.65 %	9,662.90	0.00 %		19.46 %	966.29
MJR1	16.77	10.65	0.00	63.50 %	9,968.00	0.00 %		19.46 %	
UKI1	7.93	5.03	1.31	63.48 %	4,944.50	0.00 %		19.46 %	
CH15	38.67	22.87	0.00	59.14 %	20,093.60	0.00 %		19.46 %	
MC05	6.26	3.57	0.00	56.98 %	1,826.60	0.00 %		19.46 %	
CH36	6.25	2.81	0.00	44.97 %	2,840.90	0.00 %		19.46 %	
CH01	0.60	0.25	0.00	41.51 %	114.80	0.00 %		19.46 %	
MC06	5.07	1.65	0.20	32.61 %	761.60	0.00 %		19.46 %	
CH31	8.91	2.51	0.00	28.20 %	4,139.20	0.00 %		19.46 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CDM1	11.76	11.86	0.02	100.82 %	9,399.90	25.00 %	2,349.98	19.46 %	3,759.96
PRT1	7.93	7.05	0.25	88.99 %	7,522.00	10.00 %	752.20	19.46 %	2,256.60
MKM1	5.07	4.38	0.00	86.40 %	4,491.80	10.00 %	449.18	19.46 %	1,122.95
POY2	12.74	11.00	0.00	86.32 %	8,645.50	10.00 %	864.55	19.46 %	2,161.38
STP1	4.48	3.78	0.00	84.34 %	2,327.90	10.00 %	232.79	19.46 %	581.98
TVM1	6.30	5.10	0.00	81.07 %	4,766.10	10.00 %	476.61	19.46 %	1,191.53
VCM1	5.96	4.77	0.00	80.00 %	2,003.50	0.00 %		19.46 %	400.70
KLM1	9.73	7.69	0.07	79.05 %	7,243.60	0.00 %		19.46 %	1,448.72
KKI2	10.30	7.92	0.52	76.87 %	6,081.90	0.00 %		19.46 %	1,216.38
CUD1	18.15	13.11	0.00	72.23 %	13,952.30	0.00 %		19.46 %	1,395.23
KML1	5.21	3.73	0.25	71.58 %	2,298.90	0.00 %		19.46 %	229.89
VPM2	9.56	6.50	0.47	67.97 %	7,601.50	0.00 %		19.46 %	760.15
TRK1	12.41	8.28	0.00	66.74 %	7,685.50	0.00 %		19.46 %	768.55
ULP1	11.17	7.24	0.00	64.86 %	6,630.90	0.00 %		19.46 %	663.09
POY1	15.66	10.09	0.00	64.47 %	11,323.10	0.00 %		19.46 %	
SJI2	10.49	6.71	0.00	64.01 %	6,095.20	0.00 %		19.46 %	
TVM2	8.35	4.88	0.02	58.49 %	2,877.70	0.00 %		19.46 %	
TDM1	8.22	4.63	0.40	56.28 %	3,791.50	0.00 %		19.46 %	
NVL2	10.60	3.95	6.34	37.25 %	4,329.80	0.00 %		19.46 %	
VPM1	4.59	1.46	0.00	31.82 %	1,251.80	0.00 %		19.46 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PMP1	5.16	6.96	0.00	134.98 %	4,085.70	40.00 %	1,634.28	19.46 %	1,634.28
ERD2	15.31	17.16	0.00	112.12 %	21,791.20	30.00 %	6,537.36	19.46 %	8,716.48
HSR2	16.67	18.52	0.00	111.10 %	14,604.90	30.00 %	4,381.47	19.46 %	5,841.96
PLC1	5.15	5.39	0.00	104.70 %	5,800.60	25.00 %	1,450.15	19.46 %	2,320.24
SGI1	4.74	4.90	1.19	103.37 %	3,880.80	25.00 %	970.20	19.46 %	1,552.32
EDP1	3.86	3.54	1.12	91.79 %	1,828.20	15.00 %	274.23	19.46 %	548.46
TCG1	4.64	3.90	0.00	83.99 %	5,217.60	10.00 %	521.76	19.46 %	1,304.40
OML1	10.28	8.63	0.00	83.93 %	6,640.10	10.00 %	664.01	19.46 %	1,660.03
DPR1	4.45	3.58	0.00	80.40 %	2,096.50	10.00 %	209.65	19.46 %	419.30
HSR1	13.81	9.94	0.00	71.98 %	9,017.50	0.00 %		19.46 %	901.75
VKL1	4.85	3.47	0.00	71.54 %	4,152.40	0.00 %		19.46 %	415.24
KVP1	4.65	3.23	0.00	69.42 %	3,035.20	0.00 %		19.46 %	303.52
SLM1	24.62	17.01	0.29	69.07 %	11,330.30	0.00 %		19.46 %	1,133.03
MCR1	8.35	5.72	0.00	68.48 %	5,080.30	0.00 %		19.46 %	508.03
PDR1	3.94	2.59	0.00	65.72 %	3,220.10	0.00 %		19.46 %	322.01
KRI1	8.71	5.64	0.00	64.80 %	3,259.00	0.00 %		19.46 %	325.90
HRR1	6.95	4.44	2.65	63.96 %	3,867.80	0.00 %		19.46 %	
NKL2	11.41	7.23	0.37	63.31 %	8,907.80	0.00 %		19.46 %	
TRM1	12.44	7.71	0.05	62.00 %	7,332.90	0.00 %		19.46 %	
CMI1	5.15	3.16	0.00	61.32 %	2,916.50	0.00 %		19.46 %	
ERD1	14.32	8.70	0.00	60.78 %	6,975.40	0.00 %		19.46 %	
SLM2	8.44	5.12	0.00	60.60 %	3,909.40	0.00 %		19.46 %	
VPD1	9.26	5.58	0.00	60.23 %	8,659.00	0.00 %		19.46 %	
ATU1	9.40	5.56	0.00	59.14 %	4,348.50	0.00 %		19.46 %	
MTR1	11.06	6.27	0.95	56.73 %	8,263.50	0.00 %		19.46 %	
BMD1	7.16	3.97	0.00	55.46 %	4,758.70	0.00 %		19.46 %	
SGG1	4.46	2.31	0.77	51.83 %	2,426.70	0.00 %		19.46 %	
APN1	6.54	3.27	0.70	50.01 %	5,510.70	0.00 %		19.46 %	
RSP1	7.26	3.56	0.33	49.12 %	4,591.40	0.00 %		19.46 %	
SLM3	11.70	5.23	0.00	44.69 %	7,523.40	0.00 %		19.46 %	
KMM1	6.13	2.43	0.00	39.58 %	3,038.10	0.00 %		19.46 %	
EPI1	9.50	2.80	0.00	29.48 %	3,493.20	0.00 %		19.46 %	
DPR2	5.66	1.38	0.00	24.39 %	1,108.90	0.00 %		19.46 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SNR1	6.73	7.96	0.84	118.23 %	10,613.10	30.00 %	3,183.93	19.46 %	4,245.24
SUL1	5.17	5.59	0.00	108.15 %	7,782.90	25.00 %	1,945.73	19.46 %	3,113.16
GBM1	4.65	4.24	0.00	91.15 %	3,454.20	15.00 %	518.13	19.46 %	1,036.26
CBE1	6.78	6.07	0.00	89.49 %	6,896.60	10.00 %	689.66	19.46 %	2,068.98
PDM1	5.46	4.71	0.00	86.31 %	5,106.70	10.00 %	510.67	19.46 %	1,276.68
MPM1	6.15	5.23	1.47	84.92 %	7,597.60	10.00 %	759.76	19.46 %	1,899.40
CBE3	3.54	2.91	0.00	82.26 %	3,949.50	10.00 %	394.95	19.46 %	987.38
CBE4	11.01	8.73	0.00	79.28 %	9,578.80	0.00 %		19.46 %	1,915.76
KMD1	3.97	3.06	0.63	77.07 %	7,725.30	0.00 %		19.46 %	1,545.06
KGI1	7.92	5.85	0.00	73.82 %	4,350.10	0.00 %		19.46 %	652.52
UAM1	12.70	9.15	0.42	72.03 %	5,732.80	0.00 %		19.46 %	573.28
DPM2	6.88	4.89	0.00	71.16 %	4,516.40	0.00 %		19.46 %	451.64
CBE6	8.60	6.05	0.59	70.31 %	8,647.90	0.00 %		19.46 %	864.79
AVI1	5.69	3.98	0.00	69.84 %	3,908.20	0.00 %		19.46 %	390.82
KMR1	14.91	10.34	0.00	69.36 %	11,633.20	0.00 %		19.46 %	1,163.32
TPR3	6.32	4.28	0.00	67.68 %	5,429.10	0.00 %		19.46 %	542.91
UMP1	6.19	3.87	0.00	62.49 %	5,674.60	0.00 %		19.46 %	
CBE2	36.91	22.57	0.02	61.14 %	20,531.40	0.00 %		19.46 %	
CNR1	6.65	3.92	0.00	59.00 %	3,845.00	0.00 %		19.46 %	
PLI1	10.05	5.90	0.76	58.75 %	6,718.20	0.00 %		19.46 %	
PPI1	5.27	2.95	0.00	56.07 %	4,686.80	0.00 %		19.46 %	
ANR1	1.79	1.00	0.00	56.00 %	1,206.20	0.00 %		19.46 %	
CBE5	5.87	2.93	0.00	49.89 %	4,212.00	0.00 %		19.46 %	
TPR4	5.77	2.65	0.00	45.94 %	3,241.30	0.00 %		19.46 %	
KGM1	4.55	2.06	0.00	45.25 %	2,088.70	0.00 %		19.46 %	
TPR2	14.71	6.46	0.00	43.90 %	6,566.20	0.00 %		19.46 %	
GDR1	5.84	2.52	0.00	43.06 %	1,831.60	0.00 %		19.46 %	
SYM2	5.41	2.32	0.76	42.89 %	3,195.60	0.00 %		19.46 %	
TPR1	13.98	5.38	0.46	38.50 %	6,211.50	0.00 %		19.46 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PKD1	9.00	10.66	0.02	118.43 %	11,371.40	30.00 %	3,411.42	19.46 %	4,548.56
SGT1	5.14	5.53	0.00	107.56 %	3,537.40	25.00 %	884.35	19.46 %	1,414.96
ARM1	4.12	4.31	0.00	104.48 %	3,147.90	25.00 %	786.98	19.46 %	1,259.16
KYR1	5.42	5.25	0.00	96.75 %	4,392.60	20.00 %	878.52	19.46 %	1,757.04
KGL1	5.50	5.08	0.00	92.45 %	4,204.90	15.00 %	630.74	19.46 %	1,261.47
ERL2	6.69	6.07	0.05	90.74 %	7,353.10	15.00 %	1,102.97	19.46 %	2,205.93
UDN1	5.73	5.15	0.32	89.90 %	5,176.10	10.00 %	517.61	19.46 %	1,552.83
PDI1	6.45	5.70	0.87	88.38 %	3,427.70	10.00 %	342.77	19.46 %	856.93
VNR1	6.07	5.15	0.05	84.85 %	5,797.50	10.00 %	579.75	19.46 %	1,449.38
VLY1	14.94	11.35	1.41	75.95 %	6,111.60	0.00 %		19.46 %	916.74
RND1	12.42	9.27	0.97	74.65 %	12,418.80	0.00 %		19.46 %	1,862.82
TUT1	49.50	36.90	0.28	74.56 %	38,708.20	0.00 %		19.46 %	5,806.23
COL1	2.71	1.96	0.00	72.42 %	1,165.50	0.00 %		19.46 %	116.55
TUT2	19.91	13.93	0.00	69.98 %	11,415.00	0.00 %		19.46 %	1,141.50
SDI1	6.07	4.25	0.00	69.94 %	4,559.10	0.00 %		19.46 %	455.91
TYI1	8.40	5.86	0.00	69.68 %	7,377.90	0.00 %		19.46 %	737.79
SKD1	6.16	4.27	0.00	69.29 %	4,026.80	0.00 %		19.46 %	402.68
TVL2	3.50	2.32	0.00	66.37 %	1,663.00	0.00 %		19.46 %	166.30
MMT1	7.68	5.10	0.80	66.37 %	4,356.30	0.00 %		19.46 %	435.63
SNL1	9.65	6.31	0.00	65.39 %	5,620.60	0.00 %		19.46 %	562.06
RPM1	13.20	8.44	0.08	63.92 %	8,812.30	0.00 %		19.46 %	
NGR1	32.02	20.06	0.29	62.64 %	16,188.90	0.00 %		19.46 %	
KSM1	5.38	3.28	0.00	60.99 %	2,571.90	0.00 %		19.46 %	
VKM1	6.48	3.93	0.00	60.54 %	8,195.60	0.00 %		19.46 %	
VNR2	22.34	12.99	0.63	58.17 %	15,398.90	0.00 %		19.46 %	
SVK1	15.44	8.91	0.67	57.67 %	9,106.50	0.00 %		19.46 %	
TCN1	10.47	5.92	0.17	56.61 %	7,973.00	0.00 %		19.46 %	
TKS1	12.87	7.22	0.00	56.09 %	8,245.60	0.00 %		19.46 %	
APK2	8.26	4.51	1.17	54.61 %	5,249.20	0.00 %		19.46 %	
ASM1	8.32	4.45	0.00	53.46 %	4,862.50	0.00 %		19.46 %	
TVL1	43.34	22.82	4.75	52.64 %	19,253.10	0.00 %		19.46 %	
STU2	6.27	3.23	0.00	51.42 %	3,949.00	0.00 %		19.46 %	
KVT1	25.20	12.66	2.27	50.23 %	17,910.10	0.00 %		19.46 %	
APK1	11.11	5.40	2.53	48.67 %	4,917.30	0.00 %		19.46 %	
TKY1	8.89	4.28	0.00	48.07 %	3,692.20	0.00 %		19.46 %	
MAR1	14.42	6.54	0.00	45.35 %	5,377.40	0.00 %		19.46 %	
TKS2	23.63	10.17	0.00	43.05 %	9,098.50	0.00 %		19.46 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	15.12	23.80	0.22	157.40 %	17,944.40	40.00 %	7,177.76	19.46 %	7,177.76
KKD3	15.72	14.37	0.00	91.43 %	16,754.00	15.00 %	2,513.10	19.46 %	5,026.20
PKM1	5.16	4.69	0.00	90.91 %	5,063.60	15.00 %	759.54	19.46 %	1,519.08
KYK1	6.76	6.08	2.80	90.01 %	9,130.30	10.00 %	913.03	19.46 %	2,739.09
MDU4	7.75	6.23	0.67	80.50 %	7,041.70	10.00 %	704.17	19.46 %	1,408.34
KRR1	6.60	5.22	0.00	78.97 %	5,271.70	0.00 %		19.46 %	1,054.34
NKI1	6.64	4.98	0.00	75.02 %	5,033.80	0.00 %		19.46 %	755.07
DGL2	7.69	5.56	0.00	72.38 %	6,808.00	0.00 %		19.46 %	680.80
DKI1	7.61	5.51	0.00	72.35 %	7,804.60	0.00 %		19.46 %	780.46
TPT1	8.03	5.47	0.00	68.13 %	10,637.00	0.00 %		19.46 %	1,063.70
MNM1	5.40	3.64	0.00	67.41 %	4,090.60	0.00 %		19.46 %	409.06
MDU5	6.97	4.68	0.00	67.19 %	7,514.20	0.00 %		19.46 %	751.42
TEN2	9.68	6.39	0.00	65.98 %	4,921.80	0.00 %		19.46 %	492.18
MLR1	5.17	3.27	0.00	63.38 %	3,853.10	0.00 %		19.46 %	
PVI1	7.56	4.68	0.00	61.85 %	3,758.20	0.00 %		19.46 %	
BNR1	6.17	3.71	0.00	60.15 %	4,425.20	0.00 %		19.46 %	
TMM1	11.45	6.88	1.03	60.03 %	7,278.80	0.00 %		19.46 %	
PNI1	4.57	2.70	0.00	59.14 %	3,488.90	0.00 %		19.46 %	
USL1	7.34	4.33	0.00	58.98 %	4,448.80	0.00 %		19.46 %	
MDU1	46.30	26.98	0.20	58.27 %	20,255.70	0.00 %		19.46 %	
TEN1	10.20	5.92	0.00	58.10 %	5,044.80	0.00 %		19.46 %	
KPT1	6.14	3.54	0.91	57.62 %	2,909.10	0.00 %		19.46 %	
ADP1	7.18	4.05	0.00	56.37 %	5,365.80	0.00 %		19.46 %	
MDU2	17.53	9.28	1.29	52.92 %	8,090.70	0.00 %		19.46 %	
CMR1	5.49	2.70	0.00	49.11 %	2,661.30	0.00 %		19.46 %	
SVG1	7.45	3.65	0.00	49.04 %	4,455.90	0.00 %		19.46 %	
TDI1	7.71	3.53	1.60	45.84 %	4,541.80	0.00 %		19.46 %	
ATG1	10.25	4.61	0.00	45.04 %	4,344.90	0.00 %		19.46 %	
BTU1	4.53	2.03	0.00	44.81 %	1,993.40	0.00 %		19.46 %	
ODM1	5.76	2.54	1.37	44.08 %	2,132.00	0.00 %		19.46 %	
MPA1	10.28	4.36	0.00	42.45 %	5,075.80	0.00 %		19.46 %	
MDU3	12.03	4.96	0.58	41.27 %	3,918.00	0.00 %		19.46 %	
CBM1	10.87	4.31	0.00	39.62 %	4,094.70	0.00 %		19.46 %	
SGP1	5.25	2.07	0.00	39.48 %	1,899.40	0.00 %		19.46 %	
DGL1	23.26	8.95	1.18	38.46 %	6,955.80	0.00 %		19.46 %	
NTM1	6.42	2.32	0.00	36.12 %	(305.20)	0.00 %		19.46 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	5.40	4.71	3.73	87.09 %	2,740.50	10.00 %	274.05	19.46 %	685.13
PAS1	8.15	4.63	0.01	56.76 %	3,417.40	0.00 %		19.46 %	
TVP1	20.02	9.65	0.00	48.21 %	10,014.00	0.00 %		19.46 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	4.12	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 %	
WHC3	0.00	0.41	0.00	0.00 %	0.00	0.00 %		0.00 %	