

Accu.Target
3,686.70 L

Sales
2,251.23 L

Achieved %
61.06 %

HO Budget+ %
28.94 %

Total Com.
22.54 L

Note : Sales Period is From :01-Nov-2025 To :04-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	302.06	210.15	69.57 %	0.00	28.94 %	6,000.00
CHENNAI-01	479.04	313.49	65.44 %	0.00	28.94 %	9,000.00
TRICHY-01	365.48	237.62	65.02 %	0.00	28.94 %	0.00
CHENNAI-02	462.20	289.82	62.71 %	0.00	28.94 %	0.00
SOUTH ARCOT	251.58	149.92	59.59 %	0.00	28.94 %	0.00
WEST-02	381.34	221.84	58.17 %	0.00	28.94 %	0.00
WEST-01	319.28	183.70	57.54 %	0.00	28.94 %	0.00
SOUTH-01	616.94	351.93	57.04 %	0.00	28.94 %	0.00
SOUTH-03	464.03	264.19	56.93 %	0.00	28.94 %	0.00
KL-SOUTH	44.76	21.81	48.72 %	0.00	28.94 %	0.00
OTHERS	0.00	6.76	0.00 %	0.00	0.00 %	0.00
Total	3,686.70	2,251.23	61.06 %		28.94 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	106.81	80.69	75.55%	0.00	28.94 %	0.00
	NA03	92.47	69.56	75.23%	0.00	28.94 %	0.00
	NA02	102.78	59.90	58.28%	0.00	28.94 %	0.00
CHENNAI- 01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	145.95	107.81	73.87%	0.00	28.94 %	15,000.00
	CH05	122.20	77.87	63.72%	0.00	28.94 %	0.00
	CH03	93.18	58.33	62.60%	0.00	28.94 %	0.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	108.36	75.79	69.94%	0.00	28.94 %	0.00
	KUM1	75.86	52.09	68.66%	0.00	28.94 %	0.00
	TNJ1	82.99	56.28	67.82%	0.00	28.94 %	0.00
CHENNAI- 02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	PBR1	98.28	53.46	54.40%	0.00	28.94 %	0.00
	CH01	115.45	78.82	68.28%	0.00	28.94 %	0.00
	CH04	127.05	83.11	65.42%	0.00	28.94 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	97.35	58.71	60.30%	0.00	28.94 %	0.00
	CH07	122.35	69.18	56.54%	0.00	28.94 %	0.00
	SA02	89.89	56.50	62.86%	0.00	28.94 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	81.79	50.63	61.90%	0.00	28.94 %	0.00
	SA03	79.90	42.79	53.56%	0.00	28.94 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	78.51	59.36	75.61%	0.00	28.94 %	0.00
	ERD1	103.27	61.73	59.77%	0.00	28.94 %	0.00
	MTR1	88.45	47.49	53.69%	0.00	28.94 %	0.00
	SLM1	111.11	53.26	47.94%	0.00	28.94 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	132.69	84.16	63.43%	0.00	28.94 %	0.00
	UAM1	57.64	35.76	62.04%	0.00	28.94 %	0.00
	PLI1	44.16	23.28	52.72%	0.00	28.94 %	0.00
	TPR4	38.11	19.87	52.13%	0.00	28.94 %	0.00
	TPR1	46.68	20.63	44.20%	0.00	28.94 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	134.25	87.43	65.12%	0.00	28.94 %	0.00
	KVT1	107.49	66.18	61.57%	0.00	28.94 %	0.00
	TVL1	98.96	54.11	54.68%	0.00	28.94 %	0.00
	TKS1	89.83	48.17	53.62%	0.00	28.94 %	0.00
	NGR1	102.13	52.90	51.79%	0.00	28.94 %	0.00
	VNR1	84.29	43.15	51.20%	0.00	28.94 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	136.00	84.61	62.21%	0.00	28.94 %	0.00
	SVG1	80.86	48.27	59.70%	0.00	28.94 %	0.00
	KRR1	16.49	9.67	58.67%	0.00	28.94 %	0.00
	KKD2	90.03	52.77	58.61%	0.00	28.94 %	0.00
	DGL1	140.65	68.86	48.96%	0.00	28.94 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	44.76	21.81	48.72%	0.00	28.94 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH02	0.00	5.14	0.00%	0.00	0.00 %	0.00
	HO01	0.00	1.14	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	0.49	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.27	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	(0.27)	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	6.89	8.30	0.00	120.35 %	7,916.70	40.00 %	3,166.68	28.94 %	3,166.68
TRL1	17.66	20.09	0.17	113.80 %	26,437.90	30.00 %	7,931.37	28.94 %	10,575.16
SLG1	5.77	5.58	0.00	96.69 %	6,037.10	20.00 %	1,207.42	28.94 %	2,414.84
VNB1	8.53	7.86	0.00	92.15 %	4,352.90	15.00 %	652.94	28.94 %	1,741.16
KPM2	33.54	29.78	0.49	88.80 %	19,620.40	10.00 %	1,962.04	28.94 %	7,848.16
WJD1	12.92	10.60	0.59	82.07 %	14,365.70	10.00 %	1,436.57	28.94 %	4,309.71
WJP1	9.93	7.86	0.01	79.14 %	6,269.10	0.00 %		28.94 %	1,880.73
AKM1	11.22	8.81	0.44	78.49 %	8,991.80	0.00 %		28.94 %	2,697.54
TRT1	8.49	6.14	0.42	72.29 %	3,562.30	0.00 %		28.94 %	890.58
PLR1	5.79	3.98	0.42	68.76 %	3,482.40	0.00 %		28.94 %	696.48
SBR1	18.63	12.25	0.00	65.74 %	12,555.00	0.00 %		28.94 %	1,883.25
UGI1	7.13	4.66	0.01	65.40 %	3,018.40	0.00 %		28.94 %	452.76
PTU1	6.37	4.15	0.69	65.18 %	3,559.00	0.00 %		28.94 %	533.85
ABR1	10.73	6.85	0.00	63.81 %	6,573.50	0.00 %		28.94 %	657.35
GDM1	10.68	6.76	0.00	63.31 %	6,352.50	0.00 %		28.94 %	635.25
VEL2	20.63	12.44	0.00	60.27 %	13,190.20	0.00 %		28.94 %	1,319.02
BGR1	7.25	4.31	0.00	59.43 %	3,857.20	0.00 %		28.94 %	385.72
CGM1	10.74	6.37	0.00	59.30 %	3,945.90	0.00 %		28.94 %	394.59
VSI1	14.45	8.55	0.60	59.17 %	7,157.70	0.00 %		28.94 %	715.77
CPT1	6.72	3.83	0.00	57.00 %	4,068.70	0.00 %		28.94 %	406.87
ARC2	13.41	6.57	0.01	49.02 %	6,099.30	0.00 %		28.94 %	
ANI1	6.60	3.19	0.00	48.34 %	3,536.70	0.00 %		28.94 %	
TRR1	20.73	9.63	0.18	46.43 %	7,431.20	0.00 %		28.94 %	
KPM1	12.30	5.58	0.30	45.39 %	4,232.90	0.00 %		28.94 %	
VEL1	14.95	6.02	0.00	40.28 %	7,393.70	0.00 %		28.94 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	7.61	8.39	0.75	110.28 %	7,473.90	30.00 %	2,242.17	28.94 %	2,989.56
CH19	17.56	17.84	1.04	101.60 %	21,707.30	25.00 %	5,426.83	28.94 %	8,682.92
CH42	20.65	20.04	0.00	97.04 %	17,516.20	20.00 %	3,503.24	28.94 %	7,006.48
CH45	13.48	12.92	0.89	95.80 %	12,281.80	20.00 %	2,456.36	28.94 %	4,912.72
MC09	2.82	2.53	0.00	89.63 %	3,507.30	10.00 %	350.73	28.94 %	1,402.92
CH39	10.83	9.07	0.00	83.76 %	7,932.30	10.00 %	793.23	28.94 %	2,379.69
CH16	30.73	25.44	0.46	82.81 %	24,416.20	10.00 %	2,441.62	28.94 %	7,324.86
MRM1	15.37	11.02	0.00	71.69 %	11,028.80	0.00 %		28.94 %	2,757.20
CH05	27.94	19.14	0.65	68.51 %	16,594.80	0.00 %		28.94 %	3,318.96
CH38	10.35	7.03	0.76	67.90 %	6,792.80	0.00 %		28.94 %	1,358.56
CH35	11.49	7.74	1.48	67.38 %	8,805.30	0.00 %		28.94 %	1,320.80
CH14	32.14	21.12	1.02	65.73 %	18,632.40	0.00 %		28.94 %	2,794.86
KNR1	12.86	8.40	0.00	65.35 %	8,866.40	0.00 %		28.94 %	1,329.96
MC10	3.93	2.52	0.00	64.11 %	1,347.30	0.00 %		28.94 %	202.10
CH22	16.37	10.20	0.00	62.29 %	8,665.30	0.00 %		28.94 %	866.53
GUD1	14.39	8.92	0.00	61.95 %	16,812.40	0.00 %		28.94 %	1,681.24
CH08	33.62	20.71	0.00	61.62 %	34,281.30	0.00 %		28.94 %	3,428.13
GUD2	14.19	8.57	0.27	60.41 %	10,002.40	0.00 %		28.94 %	1,000.24
CH48	24.73	14.12	0.00	57.08 %	18,183.50	0.00 %		28.94 %	1,818.35
CH28	23.93	13.58	0.18	56.75 %	20,017.90	0.00 %		28.94 %	
CH29	5.51	3.07	0.00	55.77 %	3,981.80	0.00 %		28.94 %	
CH07	23.49	12.92	0.58	54.99 %	12,656.30	0.00 %		28.94 %	
CH30	15.66	8.61	1.39	54.97 %	7,714.60	0.00 %		28.94 %	
AVD1	20.95	10.77	12.38	51.43 %	13,060.40	0.00 %		28.94 %	
CGL1	11.46	5.80	1.22	50.65 %	5,325.30	0.00 %		28.94 %	
CH11	15.15	7.46	0.00	49.24 %	10,484.90	0.00 %		28.94 %	
SKL1	11.58	5.70	1.96	49.18 %	7,415.10	0.00 %		28.94 %	
CH40	11.91	4.18	0.00	35.05 %	2,681.10	0.00 %		28.94 %	
TKM1	8.77	2.88	0.43	32.86 %	4,891.10	0.00 %		28.94 %	
CH26	6.43	2.09	0.00	32.58 %	2,812.20	0.00 %		28.94 %	
MC02	3.14	0.70	0.00	22.30 %	409.30	0.00 %		28.94 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TRY2	4.87	6.56	0.00	134.81 %	4,734.50	40.00 %	1,893.80	28.94 %	1,893.80
TVR1	6.19	6.81	0.00	109.93 %	7,806.70	25.00 %	1,951.68	28.94 %	3,122.68
APM1	4.97	4.69	0.00	94.28 %	5,975.60	15.00 %	896.34	28.94 %	2,390.24
TRY3	11.58	10.76	0.24	92.92 %	8,163.30	15.00 %	1,224.50	28.94 %	3,265.32
TVR2	13.00	11.94	0.00	91.87 %	8,804.40	15.00 %	1,320.66	28.94 %	3,521.76
TNJ1	19.97	18.23	0.00	91.29 %	11,830.00	15.00 %	1,774.50	28.94 %	4,732.00
KIK1	6.39	5.75	0.00	89.89 %	4,927.80	10.00 %	492.78	28.94 %	1,971.12
MVM1	14.56	12.67	0.21	87.03 %	13,958.10	10.00 %	1,395.81	28.94 %	5,583.24
AYR1	9.95	8.24	0.00	82.80 %	5,948.60	10.00 %	594.86	28.94 %	1,784.58
PDK1	5.63	4.15	0.07	73.83 %	4,522.70	0.00 %		28.94 %	1,130.68
NMM1	8.90	6.35	0.00	71.33 %	7,560.30	0.00 %		28.94 %	1,890.08
TRY1	60.09	38.97	0.00	64.85 %	28,840.00	0.00 %		28.94 %	4,326.00
TRY4	19.25	11.60	0.00	60.23 %	10,393.30	0.00 %		28.94 %	1,039.33
TTP1	11.41	6.87	0.00	60.19 %	6,801.40	0.00 %		28.94 %	680.14
PTK1	14.19	8.33	0.76	58.73 %	8,673.80	0.00 %		28.94 %	867.38
KUM1	20.53	11.74	0.34	57.18 %	11,281.40	0.00 %		28.94 %	1,128.14
TNJ2	15.79	8.91	0.00	56.45 %	7,040.80	0.00 %		28.94 %	
TYR1	14.74	8.17	0.00	55.43 %	7,615.30	0.00 %		28.94 %	
MDI1	12.43	6.78	0.00	54.53 %	8,440.10	0.00 %		28.94 %	
NGT1	11.94	6.48	0.00	54.25 %	7,216.20	0.00 %		28.94 %	
KRN1	6.94	3.75	0.00	54.01 %	3,913.10	0.00 %		28.94 %	
MSI1	9.40	4.89	0.00	52.05 %	4,050.60	0.00 %		28.94 %	
PBR1	6.16	2.78	0.00	45.10 %	4,006.10	0.00 %		28.94 %	
ORU1	6.74	3.00	0.00	44.47 %	2,920.80	0.00 %		28.94 %	
JKM1	11.26	4.69	0.00	41.62 %	3,013.80	0.00 %		28.94 %	
NCK1	6.39	2.51	0.00	39.21 %	1,956.40	0.00 %		28.94 %	
PBR2	32.21	12.02	0.00	37.33 %	8,816.50	0.00 %		28.94 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH24	15.13	13.91	0.84	91.95 %	13,765.60	15.00 %	2,064.84	28.94 %	5,506.24
CH34	16.35	14.10	0.17	86.26 %	13,120.70	10.00 %	1,312.07	28.94 %	5,248.28
CH27	4.91	4.23	0.00	86.13 %	5,570.90	10.00 %	557.09	28.94 %	2,228.36
PON1	10.90	8.93	0.19	81.93 %	11,910.10	10.00 %	1,191.01	28.94 %	3,573.03
CH12	25.28	19.08	0.22	75.49 %	21,155.50	0.00 %		28.94 %	5,288.88
CH43	12.99	9.53	0.57	73.31 %	11,518.00	0.00 %		28.94 %	2,879.50
CH09	16.40	11.81	0.27	72.01 %	14,356.60	0.00 %		28.94 %	3,589.15
CH06	16.11	11.52	0.21	71.54 %	11,880.10	0.00 %		28.94 %	2,970.03
CH23	6.71	4.77	4.44	71.04 %	6,075.60	0.00 %		28.94 %	1,215.12
CH18	22.97	15.71	0.02	68.41 %	20,815.60	0.00 %		28.94 %	4,163.12
CH20	24.83	16.81	0.10	67.72 %	16,999.60	0.00 %		28.94 %	3,399.92
UKI1	10.57	6.98	0.97	66.08 %	8,782.80	0.00 %		28.94 %	1,317.42
GPD1	11.67	7.61	0.00	65.16 %	5,882.20	0.00 %		28.94 %	882.33
CH33	16.01	10.39	1.30	64.91 %	14,011.40	0.00 %		28.94 %	2,101.71
CH21	30.78	19.70	1.92	63.99 %	16,891.30	0.00 %		28.94 %	1,689.13
CH44	16.06	9.92	0.00	61.76 %	14,336.20	0.00 %		28.94 %	1,433.62
CH03	45.45	27.79	0.21	61.13 %	21,220.70	0.00 %		28.94 %	2,122.07
CH41	15.56	9.45	2.06	60.75 %	8,805.50	0.00 %		28.94 %	880.55
CH01	0.80	0.48	0.00	60.65 %	114.80	0.00 %		28.94 %	11.48
CH46	12.68	7.46	0.00	58.86 %	7,880.40	0.00 %		28.94 %	788.04
CH17	17.58	10.10	0.37	57.44 %	13,407.10	0.00 %		28.94 %	1,340.71
CH32	3.21	1.78	0.00	55.37 %	944.70	0.00 %		28.94 %	
MJR1	22.36	12.09	0.00	54.05 %	11,740.30	0.00 %		28.94 %	
CH15	51.55	24.66	0.00	47.83 %	21,235.90	0.00 %		28.94 %	
MC05	8.35	3.78	0.00	45.28 %	2,147.60	0.00 %		28.94 %	
CH36	8.33	2.70	1.04	32.34 %	2,805.90	0.00 %		28.94 %	
MC06	6.77	1.75	0.19	25.88 %	791.40	0.00 %		28.94 %	
CH31	11.88	2.78	0.00	23.38 %	4,543.20	0.00 %		28.94 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CDM1	15.68	12.29	0.02	78.37 %	9,716.20	0.00 %		28.94 %	2,914.86
PRT1	10.57	8.05	0.22	76.14 %	8,808.20	0.00 %		28.94 %	2,202.05
POY2	16.99	12.00	0.00	70.61 %	9,776.40	0.00 %		28.94 %	1,955.28
MKM1	6.75	4.60	0.00	68.05 %	4,003.40	0.00 %		28.94 %	800.68
TVM1	8.39	5.50	0.00	65.57 %	4,946.30	0.00 %		28.94 %	741.95
KKI2	13.74	8.81	0.47	64.16 %	6,647.40	0.00 %		28.94 %	997.11
STP1	5.98	3.81	0.00	63.79 %	2,490.30	0.00 %		28.94 %	249.03
ULP1	14.89	9.26	0.00	62.17 %	8,611.40	0.00 %		28.94 %	861.14
VCM1	7.95	4.93	0.00	62.00 %	2,154.70	0.00 %		28.94 %	215.47
KLM1	12.97	7.91	0.07	60.98 %	6,337.90	0.00 %		28.94 %	633.79
CUD1	24.20	14.65	0.00	60.53 %	15,007.30	0.00 %		28.94 %	1,500.73
KML1	6.95	4.11	0.23	59.07 %	2,726.30	0.00 %		28.94 %	272.63
TRK1	16.55	9.56	0.00	57.79 %	9,332.90	0.00 %		28.94 %	933.29
VPM2	12.75	7.28	0.42	57.08 %	8,009.20	0.00 %		28.94 %	800.92
SJI2	13.98	7.79	0.00	55.70 %	6,895.60	0.00 %		28.94 %	
POY1	20.88	11.48	0.00	54.98 %	13,029.70	0.00 %		28.94 %	
TVM2	11.14	5.62	0.01	50.50 %	3,282.80	0.00 %		28.94 %	
TDM1	10.96	5.18	0.35	47.26 %	4,073.20	0.00 %		28.94 %	
NVL2	14.13	5.25	4.77	37.11 %	4,932.10	0.00 %		28.94 %	
VPM1	6.13	1.85	0.00	30.26 %	1,444.40	0.00 %		28.94 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PMP1	6.88	7.56	0.00	109.93 %	4,287.30	25.00 %	1,071.83	28.94 %	1,714.92
ERD2	20.41	19.69	0.00	96.49 %	27,336.20	20.00 %	5,467.24	28.94 %	10,934.48
PLC1	6.86	6.01	0.00	87.61 %	7,091.80	10.00 %	709.18	28.94 %	2,836.72
HSR2	22.22	18.99	0.00	85.47 %	14,483.00	10.00 %	1,448.30	28.94 %	5,793.20
SGI1	6.32	5.38	1.08	85.11 %	4,431.20	10.00 %	443.12	28.94 %	1,329.36
TCG1	6.18	4.74	0.00	76.70 %	5,673.10	0.00 %		28.94 %	1,418.28
EDP1	5.14	3.80	1.85	73.82 %	2,095.60	0.00 %		28.94 %	523.90
OML1	13.71	9.94	0.00	72.55 %	7,713.20	0.00 %		28.94 %	1,928.30
DPR1	5.93	3.84	0.00	64.79 %	2,219.90	0.00 %		28.94 %	332.99
HSR1	18.42	11.23	0.00	60.98 %	10,331.70	0.00 %		28.94 %	1,033.17
KRI1	11.61	6.71	0.00	57.85 %	3,665.50	0.00 %		28.94 %	366.55
SLM1	32.83	18.48	0.27	56.29 %	12,673.20	0.00 %		28.94 %	
KVP1	6.20	3.47	0.00	55.94 %	3,140.00	0.00 %		28.94 %	
CMI1	6.86	3.82	0.00	55.64 %	3,941.10	0.00 %		28.94 %	
HRR1	9.27	5.00	2.36	54.01 %	4,129.40	0.00 %		28.94 %	
VKL1	6.46	3.47	0.00	53.77 %	4,182.40	0.00 %		28.94 %	
MCR1	11.13	5.91	0.00	53.12 %	5,288.90	0.00 %		28.94 %	
NKL2	15.22	8.08	0.33	53.10 %	9,336.90	0.00 %		28.94 %	
TRM1	16.58	8.67	0.17	52.30 %	8,539.40	0.00 %		28.94 %	
PDR1	5.25	2.73	0.84	51.90 %	3,597.30	0.00 %		28.94 %	
MTR1	14.74	7.55	0.79	51.18 %	9,319.00	0.00 %		28.94 %	
BMD1	9.54	4.88	0.00	51.13 %	6,115.60	0.00 %		28.94 %	
VPD1	12.35	6.18	0.00	50.04 %	9,419.50	0.00 %		28.94 %	
KMM1	8.17	4.06	0.00	49.68 %	3,548.40	0.00 %		28.94 %	
APN1	8.72	4.20	0.54	48.17 %	6,079.50	0.00 %		28.94 %	
ERD1	19.09	9.08	0.07	47.56 %	7,431.70	0.00 %		28.94 %	
ATU1	12.53	5.90	0.00	47.09 %	4,403.30	0.00 %		28.94 %	
SLM2	11.25	5.26	0.00	46.70 %	3,993.40	0.00 %		28.94 %	
SGG1	5.94	2.50	3.11	42.00 %	3,765.90	0.00 %		28.94 %	
SLM3	15.60	6.37	0.00	40.83 %	9,760.10	0.00 %		28.94 %	
RSP1	9.67	3.55	1.96	36.71 %	4,729.60	0.00 %		28.94 %	
EPI1	12.67	3.08	0.00	24.30 %	3,737.20	0.00 %		28.94 %	
DPR2	7.55	1.68	0.45	22.31 %	1,499.70	0.00 %		28.94 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SNR1	8.98	8.95	1.45	99.69 %	11,699.50	20.00 %	2,339.90	28.94 %	4,679.80
SUL1	6.89	6.01	0.00	87.14 %	9,047.90	10.00 %	904.79	28.94 %	3,619.16
GBM1	6.20	4.99	0.53	80.59 %	3,849.30	10.00 %	384.93	28.94 %	1,154.79
CBE1	9.04	7.22	0.00	79.83 %	8,443.30	0.00 %		28.94 %	2,532.99
MPM1	8.21	6.39	1.21	77.85 %	9,604.10	0.00 %		28.94 %	2,401.03
CBE3	4.71	3.57	0.00	75.73 %	4,569.30	0.00 %		28.94 %	1,142.33
KMD1	5.29	3.90	0.49	73.84 %	8,997.10	0.00 %		28.94 %	2,249.28
TPR3	8.42	6.07	0.00	72.13 %	9,186.60	0.00 %		28.94 %	2,296.65
PDM1	7.28	5.07	0.00	69.58 %	6,036.10	0.00 %		28.94 %	1,207.22
KGI1	10.56	6.90	0.77	65.37 %	4,822.40	0.00 %		28.94 %	723.36
CBE4	14.68	9.52	0.00	64.84 %	10,954.00	0.00 %		28.94 %	1,643.10
UAM1	16.94	10.85	0.35	64.08 %	7,371.10	0.00 %		28.94 %	1,105.67
CBE6	11.47	7.03	0.51	61.33 %	10,003.70	0.00 %		28.94 %	1,000.37
DPM2	9.17	5.31	0.00	57.97 %	5,125.40	0.00 %		28.94 %	512.54
KMR1	19.88	11.24	0.00	56.56 %	12,732.80	0.00 %		28.94 %	
CBE2	49.21	27.21	0.02	55.29 %	25,272.00	0.00 %		28.94 %	
AVI1	7.59	4.14	0.00	54.60 %	4,160.10	0.00 %		28.94 %	
PPI1	7.02	3.81	0.00	54.27 %	6,330.10	0.00 %		28.94 %	
CNR1	8.86	4.49	0.00	50.63 %	4,714.60	0.00 %		28.94 %	
ANR1	2.39	1.16	0.00	48.54 %	1,285.00	0.00 %		28.94 %	
UMP1	8.26	4.01	0.00	48.53 %	5,811.20	0.00 %		28.94 %	
PLI1	13.39	6.41	0.70	47.84 %	7,244.80	0.00 %		28.94 %	
CBE5	7.83	3.41	0.00	43.62 %	5,043.00	0.00 %		28.94 %	
GDR1	7.79	3.22	0.00	41.39 %	2,079.90	0.00 %		28.94 %	
KGM1	6.06	2.49	0.00	41.02 %	2,943.80	0.00 %		28.94 %	
TPR4	7.70	3.16	0.00	41.02 %	3,723.10	0.00 %		28.94 %	
TPR2	19.62	7.84	0.00	39.98 %	8,302.10	0.00 %		28.94 %	
SYM2	7.21	2.60	0.67	36.05 %	3,622.80	0.00 %		28.94 %	
TPR1	18.64	6.71	0.37	36.02 %	7,115.90	0.00 %		28.94 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVL2	4.67	4.97	0.27	106.61 %	4,704.10	25.00 %	1,176.03	28.94 %	1,881.64
PKD1	12.00	12.65	0.01	105.40 %	14,374.60	25.00 %	3,593.65	28.94 %	5,749.84
ARM1	5.50	5.50	0.00	100.08 %	4,456.80	20.00 %	891.36	28.94 %	1,782.72
KGL1	7.33	6.39	0.00	87.15 %	4,873.90	10.00 %	487.39	28.94 %	1,949.56
SGT1	6.85	5.71	0.00	83.31 %	4,003.90	10.00 %	400.39	28.94 %	1,201.17
KYR1	7.23	5.85	0.00	80.85 %	5,120.10	10.00 %	512.01	28.94 %	1,536.03
ERL2	8.92	7.07	0.04	79.28 %	8,448.70	0.00 %		28.94 %	2,534.61
UDN1	7.63	5.91	0.28	77.40 %	5,449.80	0.00 %		28.94 %	1,362.45
COL1	3.61	2.74	0.00	75.96 %	1,794.20	0.00 %		28.94 %	448.55
PDI1	8.60	6.35	0.78	73.77 %	3,647.50	0.00 %		28.94 %	911.88
RND1	16.56	12.06	0.74	72.82 %	15,413.50	0.00 %		28.94 %	3,853.38
VNR1	8.09	5.44	0.31	67.26 %	6,313.40	0.00 %		28.94 %	947.01
TUT1	65.99	43.23	0.31	65.51 %	44,136.50	0.00 %		28.94 %	6,620.48
VLY1	19.92	12.90	1.24	64.76 %	7,725.10	0.00 %		28.94 %	1,158.77
SKD1	8.22	5.30	0.00	64.48 %	4,973.30	0.00 %		28.94 %	746.00
TYI1	11.21	7.03	0.00	62.76 %	8,478.60	0.00 %		28.94 %	847.86
MMT1	10.24	6.21	0.66	60.67 %	5,184.50	0.00 %		28.94 %	518.45
TUT2	26.54	16.08	0.00	60.59 %	12,506.90	0.00 %		28.94 %	1,250.69
RPM1	17.61	10.53	0.07	59.81 %	11,484.10	0.00 %		28.94 %	1,148.41
TCN1	13.95	8.10	1.16	58.05 %	10,478.70	0.00 %		28.94 %	1,047.87
SDI1	8.10	4.58	0.00	56.62 %	5,156.80	0.00 %		28.94 %	
VKM1	8.65	4.80	0.00	55.53 %	9,313.60	0.00 %		28.94 %	
SNL1	12.87	7.06	0.00	54.90 %	6,157.00	0.00 %		28.94 %	
KSM1	7.17	3.81	0.00	53.14 %	2,746.40	0.00 %		28.94 %	
VNR2	29.78	15.67	0.56	52.60 %	18,403.30	0.00 %		28.94 %	
NGR1	42.69	22.01	0.59	51.54 %	19,017.40	0.00 %		28.94 %	
APK2	11.02	5.65	0.93	51.31 %	8,190.50	0.00 %		28.94 %	
SVK1	20.59	10.12	0.59	49.16 %	10,679.50	0.00 %		28.94 %	
TKS1	17.17	8.42	0.00	49.04 %	9,545.10	0.00 %		28.94 %	
STU2	8.36	3.81	0.00	45.51 %	5,032.60	0.00 %		28.94 %	
TVL1	57.79	26.05	4.86	45.08 %	22,265.80	0.00 %		28.94 %	
KVT1	33.61	14.66	1.98	43.61 %	21,166.30	0.00 %		28.94 %	
APK1	14.81	6.27	2.44	42.35 %	5,827.20	0.00 %		28.94 %	
ASM1	11.09	4.68	0.00	42.22 %	5,305.00	0.00 %		28.94 %	
TKS2	31.51	12.58	0.00	39.93 %	11,085.70	0.00 %		28.94 %	
MAR1	19.22	7.54	0.00	39.25 %	6,674.30	0.00 %		28.94 %	
TKY1	11.86	4.19	1.26	35.34 %	3,990.00	0.00 %		28.94 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	20.16	27.11	0.19	134.47 %	21,085.40	40.00 %	8,434.16	28.94 %	8,434.16
PKM1	6.88	5.64	0.00	82.01 %	6,044.40	10.00 %	604.44	28.94 %	1,813.32
KKD3	20.96	15.88	0.00	75.75 %	18,108.20	0.00 %		28.94 %	4,527.05
MDU5	9.30	6.70	0.00	72.04 %	11,251.00	0.00 %		28.94 %	2,812.75
KYK1	9.01	6.33	2.70	70.25 %	9,674.00	0.00 %		28.94 %	1,934.80
TPT1	10.71	7.36	0.00	68.72 %	14,536.60	0.00 %		28.94 %	2,907.32
MDU4	10.33	7.07	1.96	68.48 %	8,154.90	0.00 %		28.94 %	1,630.98
DKI1	10.15	6.52	0.04	64.25 %	8,589.80	0.00 %		28.94 %	1,288.47
KPT1	8.19	5.23	0.61	63.92 %	4,340.00	0.00 %		28.94 %	434.00
KRR1	8.81	5.62	0.00	63.77 %	6,353.50	0.00 %		28.94 %	635.35
NKI1	8.85	5.56	0.00	62.84 %	5,686.60	0.00 %		28.94 %	568.66
PVI1	10.08	6.15	0.00	61.04 %	5,192.60	0.00 %		28.94 %	519.26
MNM1	7.19	4.28	0.00	59.53 %	4,753.10	0.00 %		28.94 %	475.31
TEN2	12.91	7.46	0.00	57.80 %	6,436.20	0.00 %		28.94 %	643.62
DGL2	10.25	5.88	0.00	57.41 %	7,306.90	0.00 %		28.94 %	730.69
USL1	9.79	5.60	0.00	57.23 %	5,332.90	0.00 %		28.94 %	533.29
TMM1	15.27	8.55	0.83	55.96 %	10,376.50	0.00 %		28.94 %	
BNR1	8.22	4.42	0.00	53.79 %	4,914.10	0.00 %		28.94 %	
PNI1	6.09	3.26	0.00	53.57 %	3,854.10	0.00 %		28.94 %	
MDU1	61.73	32.93	0.16	53.34 %	25,457.90	0.00 %		28.94 %	
SVG1	9.93	5.28	0.00	53.15 %	6,606.60	0.00 %		28.94 %	
ODM1	7.69	4.06	0.85	52.82 %	3,306.90	0.00 %		28.94 %	
TEN1	13.59	7.09	0.00	52.12 %	6,244.50	0.00 %		28.94 %	
MLR1	6.89	3.51	0.00	51.00 %	3,944.50	0.00 %		28.94 %	
ADP1	9.57	4.74	0.00	49.54 %	6,231.80	0.00 %		28.94 %	
CMR1	7.32	3.57	0.00	48.81 %	3,263.20	0.00 %		28.94 %	
MDU2	23.37	11.16	1.07	47.73 %	9,830.20	0.00 %		28.94 %	
SGP1	7.00	3.16	0.00	45.19 %	3,356.70	0.00 %		28.94 %	
BTU1	6.05	2.56	0.81	42.39 %	2,975.50	0.00 %		28.94 %	
TDI1	10.27	4.34	1.30	42.20 %	4,809.00	0.00 %		28.94 %	
MPA1	13.70	5.60	0.00	40.89 %	6,623.70	0.00 %		28.94 %	
MDU3	16.04	6.33	0.46	39.45 %	5,142.30	0.00 %		28.94 %	
CBM1	14.49	5.67	0.00	39.10 %	5,190.80	0.00 %		28.94 %	
DGL1	31.02	11.85	1.52	38.21 %	9,104.50	0.00 %		28.94 %	
ATG1	13.66	5.07	0.00	37.14 %	5,139.20	0.00 %		28.94 %	
NTM1	8.56	2.63	0.00	30.75 %	155.00	0.00 %		28.94 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	7.21	5.24	3.35	72.71 %	2,995.90	0.00 %		28.94 %	748.98
PAS1	10.87	5.61	0.00	51.62 %	4,486.70	0.00 %		28.94 %	
TVP1	26.69	10.96	0.39	41.07 %	10,256.00	0.00 %		28.94 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	4.62	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	1.05	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	(0.27)	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	0.49	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	0.27	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	0.52	0.00	0.00 %	0.00	0.00 %		0.00 %	