

Accu.Target
4,608.37 L

Sales
4,747.78 L

Achieved %
103.03 %

HO Budget+ %
0.00 %

Total Com.
39.11 L

Note : Sales Period is From :01-Nov-2025 To :05-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	314.48	428.57	136.28 %	64,000.00	0.00 %	64,000.00
CHENNAI-02	577.75	650.10	112.52 %	48,000.00	0.00 %	48,000.00
WEST-02	476.67	522.66	109.65 %	0.00	0.00 %	0.00
NORTH ARCOT	377.57	410.58	108.74 %	24,000.00	0.00 %	24,000.00
TRICHY-01	456.84	482.37	105.59 %	0.00	0.00 %	0.00
CHENNAI-01	598.79	632.14	105.57 %	36,000.00	0.00 %	36,000.00
WEST-01	399.10	408.58	102.38 %	0.00	0.00 %	0.00
SOUTH-03	580.04	554.66	95.62 %	15,000.00	0.00 %	15,000.00
SOUTH-01	771.17	597.60	77.49 %	0.00	0.00 %	0.00
KL-SOUTH	55.95	38.70	69.17 %	0.00	0.00 %	0.00
OTHERS	0.00	21.82	0.00 %	0.00	0.00 %	0.00
Total	4,608.37	4,747.78	103.03 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	102.24	152.97	149.61%	40,000.00	0.00 %	40,000.00
	SA02	112.36	154.96	137.91%	40,000.00	0.00 %	40,000.00
	SA03	99.87	120.64	120.79%	30,000.00	0.00 %	30,000.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	144.31	184.33	127.73%	30,000.00	0.00 %	30,000.00
	CH09	121.69	136.71	112.34%	20,000.00	0.00 %	20,000.00
	CH07	152.94	164.68	107.68%	15,000.00	0.00 %	15,000.00
	CH04	158.81	164.37	103.50%	15,000.00	0.00 %	15,000.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	98.14	116.52	118.73%	20,000.00	0.00 %	20,000.00
	SLM1	138.88	162.95	117.33%	20,000.00	0.00 %	20,000.00
	ERD1	129.08	142.52	110.41%	20,000.00	0.00 %	20,000.00
	MTR1	110.56	100.66	91.04%	7,500.00	0.00 %	7,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	133.51	154.55	115.76%	20,000.00	0.00 %	20,000.00
	NA03	115.59	128.35	111.04%	20,000.00	0.00 %	20,000.00
	NA02	128.48	127.67	99.37%	7,500.00	0.00 %	7,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	94.82	118.61	125.08%	30,000.00	0.00 %	30,000.00
	TNJ1	103.73	117.80	113.56%	20,000.00	0.00 %	20,000.00
	TRY1	135.45	134.40	99.23%	7,500.00	0.00 %	7,500.00
	PBR1	122.84	111.56	90.82%	7,500.00	0.00 %	7,500.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	182.44	207.85	113.93%	40,000.00	0.00 %	40,000.00
	CH03	116.47	123.34	105.90%	15,000.00	0.00 %	15,000.00
	CH05	152.75	159.90	104.68%	15,000.00	0.00 %	15,000.00
	CH08	147.13	141.05	95.87%	7,500.00	0.00 %	7,500.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	72.05	77.30	107.29%	0.00	0.00 %	0.00
	CBE1	165.86	177.43	106.97%	15,000.00	0.00 %	15,000.00
	TPR4	47.63	50.66	106.36%	0.00	0.00 %	0.00
	PLI1	55.20	56.76	102.81%	0.00	0.00 %	0.00
	TPR1	58.34	46.43	79.58%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	112.54	127.30	113.11%	20,000.00	0.00 %	20,000.00
	KRR1	20.61	22.53	109.28%	0.00	0.00 %	0.00
	MDU2	170.00	169.42	99.66%	7,500.00	0.00 %	7,500.00
	SVG1	101.08	92.67	91.68%	0.00	0.00 %	0.00
	DGL1	175.81	142.75	81.20%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KVT1	134.36	111.05	82.66%	0.00	0.00 %	0.00
	TVL1	123.70	99.15	80.15%	0.00	0.00 %	0.00
	TUT1	167.81	133.56	79.59%	0.00	0.00 %	0.00
	NGR1	127.66	95.31	74.66%	0.00	0.00 %	0.00
	TKS1	112.29	82.86	73.79%	0.00	0.00 %	0.00
	VNR1	105.36	75.68	71.83%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	55.95	38.70	69.17%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.12	0.00%	0.00	0.00 %	0.00
	CH02	0.00	5.26	0.00%	0.00	0.00 %	0.00
	HO01	0.00	9.06	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	4.58	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	0.38	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.27	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	2.16	0.00%	0.00	0.00 %	0.00

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	8.69	19.54	0.05	224.84 %	10,484.70	40.00 %	4,193.88	0.00 %	4,193.88
POY2	21.24	40.00	0.00	188.34 %	23,319.40	40.00 %	9,327.76	0.00 %	9,327.76
POY1	26.10	44.15	0.00	169.16 %	28,730.60	40.00 %	11,492.24	0.00 %	11,492.24
CDM1	19.60	32.70	0.10	166.78 %	19,134.30	40.00 %	7,653.72	0.00 %	7,653.72
VPM2	15.94	24.58	0.35	154.19 %	18,281.00	40.00 %	7,312.40	0.00 %	7,312.40
KKI2	17.17	25.49	0.26	148.44 %	13,395.80	40.00 %	5,358.32	0.00 %	5,358.32
TDM1	13.70	18.68	0.78	136.31 %	9,235.00	40.00 %	3,694.00	0.00 %	3,694.00
KLM1	16.21	22.08	0.06	136.19 %	17,242.20	40.00 %	6,896.88	0.00 %	6,896.88
PRT1	13.21	17.86	0.10	135.19 %	14,844.20	40.00 %	5,937.68	0.00 %	5,937.68
SJI2	17.48	23.39	0.00	133.86 %	11,979.10	40.00 %	4,791.64	0.00 %	4,791.64
CUD1	30.25	38.84	0.37	128.40 %	33,135.80	40.00 %	13,254.32	0.00 %	13,254.32
VCM1	9.93	12.65	0.00	127.38 %	5,443.30	40.00 %	2,177.32	0.00 %	2,177.32
STP1	7.47	8.67	0.00	116.05 %	5,008.00	30.00 %	1,502.40	0.00 %	1,502.40
ULP1	18.61	21.36	0.00	114.80 %	15,620.80	30.00 %	4,686.24	0.00 %	4,686.24
TVM2	13.92	15.82	0.01	113.67 %	7,264.70	30.00 %	2,179.41	0.00 %	2,179.41
TVM1	10.49	11.46	0.00	109.17 %	6,666.50	25.00 %	1,666.63	0.00 %	1,666.63
TRK1	20.68	21.77	0.42	105.24 %	16,598.80	25.00 %	4,149.70	0.00 %	4,149.70
NVL2	17.67	16.68	1.79	94.43 %	11,260.60	15.00 %	1,689.09	0.00 %	1,689.09
MKM1	8.44	7.90	0.00	93.54 %	6,057.60	15.00 %	908.64	0.00 %	908.64
VPM1	7.66	4.94	0.48	64.58 %	2,956.60	0.00 %		0.00 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	4.01	7.36	0.00	183.34 %	2,474.40	40.00 %	989.76	0.00 %	989.76
CH24	18.91	33.09	0.35	174.97 %	24,605.90	40.00 %	9,842.36	0.00 %	9,842.36
CH27	6.14	9.22	0.00	150.13 %	8,105.80	40.00 %	3,242.32	0.00 %	3,242.32
CH23	8.39	12.49	1.70	148.88 %	10,955.80	40.00 %	4,382.32	0.00 %	4,382.32
CH34	20.44	30.18	0.08	147.65 %	21,019.00	40.00 %	8,407.60	0.00 %	8,407.60
CH12	31.60	43.17	0.10	136.63 %	37,025.20	40.00 %	14,810.08	0.00 %	14,810.08
CH33	20.01	26.61	0.51	132.98 %	24,342.10	40.00 %	9,736.84	0.00 %	9,736.84
CH17	21.98	29.08	0.13	132.30 %	25,934.10	40.00 %	10,373.64	0.00 %	10,373.64
CH41	19.45	25.09	0.77	129.01 %	19,406.20	40.00 %	7,762.48	0.00 %	7,762.48
CH06	20.14	25.36	0.10	125.95 %	21,389.00	40.00 %	8,555.60	0.00 %	8,555.60
CH20	31.03	38.57	0.05	124.29 %	32,007.40	40.00 %	12,802.96	0.00 %	12,802.96
CH43	16.24	20.00	0.27	123.15 %	21,388.30	40.00 %	8,555.32	0.00 %	8,555.32
CH18	28.71	35.16	0.01	122.45 %	39,197.90	40.00 %	15,679.16	0.00 %	15,679.16
PON1	13.62	16.53	0.10	121.33 %	17,589.80	40.00 %	7,035.92	0.00 %	7,035.92
CH46	15.85	18.06	0.00	113.95 %	13,700.70	30.00 %	4,110.21	0.00 %	4,110.21
CH03	56.81	61.70	0.10	108.59 %	41,567.10	25.00 %	10,391.78	0.00 %	10,391.78
UKI1	13.21	14.29	0.47	108.14 %	15,281.40	25.00 %	3,820.35	0.00 %	3,820.35
CH09	20.49	22.14	0.15	108.03 %	23,570.60	25.00 %	5,892.65	0.00 %	5,892.65
GPD1	14.59	15.00	0.16	102.83 %	10,269.90	25.00 %	2,567.48	0.00 %	2,567.48
MC06	8.46	8.52	0.04	100.73 %	3,771.00	25.00 %	942.75	0.00 %	942.75
CH44	20.08	20.05	0.00	99.86 %	19,062.50	20.00 %	3,812.50	0.00 %	3,812.50
MJR1	27.95	26.25	0.00	93.93 %	22,673.00	15.00 %	3,400.95	0.00 %	3,400.95
CH21	38.48	34.77	1.09	90.35 %	25,766.00	15.00 %	3,864.90	0.00 %	3,864.90
CH15	64.44	54.70	0.00	84.88 %	41,337.00	10.00 %	4,133.70	0.00 %	4,133.70
CH36	10.42	8.62	0.33	82.72 %	6,264.70	10.00 %	626.47	0.00 %	626.47
MC05	10.43	7.30	0.00	70.00 %	3,127.20	0.00 %		0.00 %	
CH01	0.99	0.55	0.00	55.33 %	148.80	0.00 %		0.00 %	
CH31	14.85	6.24	0.00	41.99 %	6,470.50	0.00 %		0.00 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PMP1	8.60	15.28	0.11	177.69 %	8,675.10	40.00 %	3,470.04	0.00 %	3,470.04
EDP1	6.43	11.16	0.63	173.55 %	4,881.90	40.00 %	1,952.76	0.00 %	1,952.76
SLM2	14.07	22.05	0.00	156.77 %	13,231.30	40.00 %	5,292.52	0.00 %	5,292.52
ERD2	25.51	37.10	0.00	145.42 %	38,909.00	40.00 %	15,563.60	0.00 %	15,563.60
KVP1	7.75	11.25	0.00	145.04 %	7,915.10	40.00 %	3,166.04	0.00 %	3,166.04
TCG1	7.73	11.00	0.01	142.34 %	9,152.10	40.00 %	3,660.84	0.00 %	3,660.84
PLC1	8.57	11.97	0.00	139.54 %	12,647.90	40.00 %	5,059.16	0.00 %	5,059.16
SLM1	41.04	54.18	0.27	132.02 %	31,343.50	40.00 %	12,537.40	0.00 %	12,537.40
HSR2	27.78	34.09	0.10	122.71 %	25,783.30	40.00 %	10,313.32	0.00 %	10,313.32
DPR1	7.41	9.01	0.00	121.56 %	4,609.80	40.00 %	1,843.92	0.00 %	1,843.92
SGI1	7.90	9.39	0.62	118.75 %	7,530.50	30.00 %	2,259.15	0.00 %	2,259.15
NKL2	19.02	21.76	0.12	114.36 %	19,505.60	30.00 %	5,851.68	0.00 %	5,851.68
ATU1	15.67	17.30	0.00	110.44 %	9,895.60	30.00 %	2,968.68	0.00 %	2,968.68
PDR1	6.56	7.25	0.32	110.42 %	6,381.70	30.00 %	1,914.51	0.00 %	1,914.51
SLM3	19.50	21.37	0.30	109.56 %	17,379.90	25.00 %	4,344.98	0.00 %	4,344.98
OML1	17.13	18.56	0.06	108.34 %	13,136.80	25.00 %	3,284.20	0.00 %	3,284.20
MCR1	13.91	14.97	0.00	107.59 %	11,375.90	25.00 %	2,843.98	0.00 %	2,843.98
ERD1	23.86	25.26	0.34	105.87 %	14,319.30	25.00 %	3,579.83	0.00 %	3,579.83
DPR2	9.43	9.63	0.08	102.09 %	4,637.50	25.00 %	1,159.38	0.00 %	1,159.38
VPD1	15.43	15.12	0.00	97.98 %	18,182.70	20.00 %	3,636.54	0.00 %	3,636.54
APN1	10.90	10.31	0.22	94.53 %	12,178.10	15.00 %	1,826.72	0.00 %	1,826.72
CMI1	8.58	8.06	0.00	94.03 %	7,782.10	15.00 %	1,167.32	0.00 %	1,167.32
HSR1	23.02	21.54	0.00	93.55 %	16,930.70	15.00 %	2,539.61	0.00 %	2,539.61
KRI1	14.51	13.02	0.00	89.74 %	6,192.60	10.00 %	619.26	0.00 %	619.26
SGG1	7.43	6.62	1.17	89.11 %	5,778.30	10.00 %	577.83	0.00 %	577.83
HRR1	11.58	10.21	1.16	88.17 %	6,345.10	10.00 %	634.51	0.00 %	634.51
KMM1	10.21	8.81	0.02	86.26 %	6,819.90	10.00 %	681.99	0.00 %	681.99
TRM1	20.73	17.84	1.08	86.04 %	12,176.20	10.00 %	1,217.62	0.00 %	1,217.62
VKL1	8.08	6.76	0.00	83.64 %	6,246.90	10.00 %	624.69	0.00 %	624.69
RSP1	12.09	9.90	0.70	81.86 %	8,652.10	10.00 %	865.21	0.00 %	865.21
BMD1	11.93	8.64	0.00	72.40 %	9,407.00	0.00 %		0.00 %	
EPI1	15.84	11.46	0.00	72.35 %	7,888.40	0.00 %		0.00 %	
MTR1	18.43	11.80	0.51	64.04 %	11,422.20	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)
AKM1	14.02	25.32	0.21	180.51 %	21,069.90	40.00 %	8,427.96	0.00 %	8,427.96
CYR1	8.62	15.04	0.05	174.50 %	11,336.10	40.00 %	4,534.44	0.00 %	4,534.44
SLG1	7.21	11.67	0.00	161.81 %	9,753.50	40.00 %	3,901.40	0.00 %	3,901.40
TRL1	22.07	35.35	0.21	160.15 %	38,925.10	40.00 %	15,570.04	0.00 %	15,570.04
VNB1	10.66	13.64	0.06	128.01 %	8,458.50	40.00 %	3,383.40	0.00 %	3,383.40
PLR1	7.23	9.09	0.18	125.69 %	5,383.90	40.00 %	2,153.56	0.00 %	2,153.56
WJP1	12.41	14.49	0.03	116.80 %	10,268.20	30.00 %	3,080.46	0.00 %	3,080.46
VEL1	18.69	21.24	0.01	113.64 %	24,360.80	30.00 %	7,308.24	0.00 %	7,308.24
CGM1	13.42	15.17	0.00	113.03 %	7,828.30	30.00 %	2,348.49	0.00 %	2,348.49
KPM2	41.93	46.70	0.31	111.39 %	29,169.20	30.00 %	8,750.76	0.00 %	8,750.76
SBR1	23.28	25.14	0.07	107.97 %	25,493.50	25.00 %	6,373.38	0.00 %	6,373.38
KPM1	15.37	15.97	0.16	103.92 %	8,949.30	25.00 %	2,237.33	0.00 %	2,237.33
UGI1	8.91	9.23	0.17	103.56 %	5,711.60	25.00 %	1,427.90	0.00 %	1,427.90
WJD1	16.15	16.65	0.92	103.08 %	19,673.30	25.00 %	4,918.33	0.00 %	4,918.33
TRT1	10.62	10.80	0.85	101.68 %	6,508.40	25.00 %	1,627.10	0.00 %	1,627.10
ABR1	13.42	13.37	0.02	99.68 %	11,799.10	20.00 %	2,359.82	0.00 %	2,359.82
ANI1	8.25	8.08	0.00	97.91 %	7,194.70	20.00 %	1,438.94	0.00 %	1,438.94
CPT1	8.40	8.20	0.00	97.66 %	7,074.10	20.00 %	1,414.82	0.00 %	1,414.82
BGR1	9.07	8.55	0.00	94.23 %	5,220.30	15.00 %	783.05	0.00 %	783.05
VEL2	25.79	23.04	0.05	89.31 %	22,880.50	10.00 %	2,288.05	0.00 %	2,288.05
TRR1	25.92	21.29	0.08	82.13 %	14,781.80	10.00 %	1,478.18	0.00 %	1,478.18
GDM1	13.35	10.84	0.00	81.18 %	9,548.90	10.00 %	954.89	0.00 %	954.89
VSI1	18.06	13.60	0.49	75.32 %	11,452.30	0.00 %		0.00 %	
ARC2	16.76	12.31	0.03	73.44 %	10,150.80	0.00 %		0.00 %	
PTU1	7.96	5.82	0.49	73.08 %	5,062.70	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	7.74	14.69	0.00	189.71 %	11,144.10	40.00 %	4,457.64	0.00 %	4,457.64
KIK1	7.99	14.12	0.00	176.75 %	10,047.10	40.00 %	4,018.84	0.00 %	4,018.84
TRY2	6.08	9.68	0.00	159.19 %	6,172.40	40.00 %	2,468.96	0.00 %	2,468.96
TVR2	16.25	25.26	0.00	155.46 %	16,674.60	40.00 %	6,669.84	0.00 %	6,669.84
PDK1	7.03	10.79	0.03	153.47 %	8,868.40	40.00 %	3,547.36	0.00 %	3,547.36
TRY3	14.47	20.83	0.13	143.89 %	15,086.60	40.00 %	6,034.64	0.00 %	6,034.64
TNJ1	24.97	32.40	0.08	129.77 %	17,901.90	40.00 %	7,160.76	0.00 %	7,160.76
MVM1	18.20	23.58	0.18	129.57 %	21,779.00	40.00 %	8,711.60	0.00 %	8,711.60
NMM1	11.12	13.59	0.00	122.19 %	14,428.90	40.00 %	5,771.56	0.00 %	5,771.56
TNJ2	19.73	23.19	0.00	117.52 %	16,937.50	30.00 %	5,081.25	0.00 %	5,081.25
NGT1	14.92	17.24	0.00	115.49 %	14,965.90	30.00 %	4,489.77	0.00 %	4,489.77
APM1	6.21	7.15	0.00	115.13 %	7,517.20	30.00 %	2,255.16	0.00 %	2,255.16
ORU1	8.43	9.36	0.00	111.09 %	6,734.10	30.00 %	2,020.23	0.00 %	2,020.23
TTP1	14.26	15.68	0.00	109.96 %	11,393.30	25.00 %	2,848.33	0.00 %	2,848.33
AYR1	12.44	13.22	0.00	106.29 %	8,518.10	25.00 %	2,129.53	0.00 %	2,129.53
MDI1	15.54	15.91	0.00	102.36 %	12,853.60	25.00 %	3,213.40	0.00 %	3,213.40
KRN1	8.68	8.69	0.00	100.07 %	6,714.80	20.00 %	1,342.96	0.00 %	1,342.96
TYR1	18.42	18.20	0.00	98.80 %	13,516.10	20.00 %	2,703.22	0.00 %	2,703.22
PBR1	7.70	7.59	0.00	98.56 %	6,552.30	20.00 %	1,310.46	0.00 %	1,310.46
KUM1	25.66	24.55	0.16	95.65 %	19,469.60	20.00 %	3,893.92	0.00 %	3,893.92
JKM1	14.07	13.05	0.07	92.75 %	7,984.90	15.00 %	1,197.74	0.00 %	1,197.74
PTK1	17.73	16.20	0.39	91.36 %	13,744.10	15.00 %	2,061.62	0.00 %	2,061.62
NCK1	7.99	7.07	0.00	88.46 %	4,354.20	10.00 %	435.42	0.00 %	435.42
TRY1	75.11	64.56	0.00	85.95 %	45,704.70	10.00 %	4,570.47	0.00 %	4,570.47
TRY4	24.07	19.86	0.00	82.52 %	16,684.20	10.00 %	1,668.42	0.00 %	1,668.42
MSI1	11.75	8.60	0.00	73.25 %	7,035.40	0.00 %		0.00 %	
PBR2	40.26	27.31	0.00	67.83 %	15,180.80	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	9.51	16.30	0.39	171.34 %	13,804.70	40.00 %	5,521.88	0.00 %	5,521.88
CH42	25.81	38.62	0.00	149.64 %	26,858.70	40.00 %	10,743.48	0.00 %	10,743.48
CH45	16.85	25.18	0.46	149.41 %	20,988.50	40.00 %	8,395.40	0.00 %	8,395.40
CH19	21.95	31.37	0.59	142.94 %	29,370.70	40.00 %	11,748.28	0.00 %	11,748.28
CH39	13.54	19.04	0.00	140.67 %	15,643.10	40.00 %	6,257.24	0.00 %	6,257.24
CH16	38.41	49.02	0.24	127.64 %	40,624.20	40.00 %	16,249.68	0.00 %	16,249.68
CH38	12.94	16.49	0.32	127.42 %	17,988.60	40.00 %	7,195.44	0.00 %	7,195.44
CGL1	14.32	17.66	0.40	123.28 %	12,092.70	40.00 %	4,837.08	0.00 %	4,837.08
CH05	34.92	41.24	0.66	118.10 %	26,806.30	30.00 %	8,041.89	0.00 %	8,041.89
CH35	14.36	16.57	0.69	115.35 %	15,350.50	30.00 %	4,605.15	0.00 %	4,605.15
MRM1	19.21	21.69	0.00	112.90 %	17,047.20	30.00 %	5,114.16	0.00 %	5,114.16
KNR1	16.07	18.07	0.00	112.41 %	14,860.40	30.00 %	4,458.12	0.00 %	4,458.12
CH11	18.94	20.95	0.00	110.62 %	20,212.10	30.00 %	6,063.63	0.00 %	6,063.63
CH22	20.47	22.20	0.00	108.48 %	16,256.60	25.00 %	4,064.15	0.00 %	4,064.15
CH28	29.91	31.56	0.08	105.50 %	43,071.50	25.00 %	10,767.88	0.00 %	10,767.88
SKL1	14.47	14.27	0.78	98.57 %	16,737.90	20.00 %	3,347.58	0.00 %	3,347.58
CH14	40.17	37.89	0.57	94.32 %	28,221.70	15.00 %	4,233.26	0.00 %	4,233.26
CH30	19.57	18.26	0.66	93.32 %	11,649.60	15.00 %	1,747.44	0.00 %	1,747.44
MC09	3.53	3.27	0.00	92.52 %	3,773.90	15.00 %	566.09	0.00 %	566.09
GUD1	17.99	16.63	0.00	92.45 %	29,234.10	15.00 %	4,385.12	0.00 %	4,385.12
CH08	42.02	38.65	0.00	91.97 %	51,560.60	15.00 %	7,734.09	0.00 %	7,734.09
CH07	29.36	26.74	0.28	91.10 %	18,805.60	15.00 %	2,820.84	0.00 %	2,820.84
AVD1	26.18	23.56	5.66	89.99 %	23,058.70	10.00 %	2,305.87	0.00 %	2,305.87
MC10	4.91	4.40	0.00	89.52 %	1,642.30	10.00 %	164.23	0.00 %	164.23
GUD2	17.74	15.79	0.15	89.01 %	15,047.80	10.00 %	1,504.78	0.00 %	1,504.78
CH26	8.03	6.08	0.00	75.64 %	4,885.50	0.00 %		0.00 %	
CH48	30.91	21.90	0.00	70.84 %	24,924.10	0.00 %		0.00 %	
TKM1	10.97	7.73	0.16	70.45 %	9,027.80	0.00 %		0.00 %	
CH29	6.88	3.56	0.00	51.65 %	4,443.60	0.00 %		0.00 %	
CH40	14.89	6.64	0.00	44.56 %	4,155.60	0.00 %		0.00 %	
MC02	3.93	0.82	0.00	20.77 %	474.80	0.00 %		0.00 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	7.75	15.27	0.17	197.06 %	9,784.50	40.00 %	3,913.80	0.00 %	3,913.80
SUL1	8.62	12.92	0.00	149.98 %	15,876.40	40.00 %	6,350.56	0.00 %	6,350.56
KMD1	6.61	9.68	0.20	146.49 %	15,981.40	40.00 %	6,392.56	0.00 %	6,392.56
SNR1	11.22	15.58	0.83	138.81 %	17,264.50	40.00 %	6,905.80	0.00 %	6,905.80
MPM1	10.26	13.95	0.55	136.03 %	14,217.40	40.00 %	5,686.96	0.00 %	5,686.96
CBE6	14.33	18.61	0.19	129.85 %	19,695.00	40.00 %	7,878.00	0.00 %	7,878.00
DPM2	11.46	14.50	0.00	126.54 %	10,678.70	40.00 %	4,271.48	0.00 %	4,271.48
KGI1	13.20	15.84	0.34	120.01 %	10,268.90	40.00 %	4,107.56	0.00 %	4,107.56
ANR1	2.99	3.53	0.00	117.99 %	3,536.00	30.00 %	1,060.80	0.00 %	1,060.80
CBE1	11.30	13.28	0.00	117.53 %	14,099.50	30.00 %	4,229.85	0.00 %	4,229.85
CBE3	5.89	6.84	0.00	116.00 %	7,328.00	30.00 %	2,198.40	0.00 %	2,198.40
CBE4	18.34	19.86	0.00	108.24 %	20,074.60	25.00 %	5,018.65	0.00 %	5,018.65
TPR4	9.62	9.98	0.00	103.73 %	9,460.60	25.00 %	2,365.15	0.00 %	2,365.15
CNR1	11.08	11.35	0.00	102.46 %	11,799.40	25.00 %	2,949.85	0.00 %	2,949.85
CBE2	61.52	62.52	0.03	101.62 %	48,012.40	25.00 %	12,003.10	0.00 %	12,003.10
PDM1	9.10	9.22	0.00	101.31 %	9,382.10	25.00 %	2,345.53	0.00 %	2,345.53
TPR3	10.53	10.57	0.00	100.36 %	15,759.40	25.00 %	3,939.85	0.00 %	3,939.85
KGM1	7.58	7.50	0.00	98.94 %	5,745.90	20.00 %	1,149.18	0.00 %	1,149.18
UAM1	21.17	20.31	0.33	95.91 %	14,211.30	20.00 %	2,842.26	0.00 %	2,842.26
PLI1	16.74	15.89	0.28	94.92 %	13,204.80	15.00 %	1,980.72	0.00 %	1,980.72
UMP1	10.32	9.64	0.00	93.44 %	9,875.30	15.00 %	1,481.30	0.00 %	1,481.30
AVI1	9.49	8.32	0.00	87.72 %	7,220.90	10.00 %	722.09	0.00 %	722.09
PPI1	8.77	7.09	0.00	80.82 %	8,164.20	10.00 %	816.42	0.00 %	816.42
KMR1	24.85	20.03	0.00	80.62 %	20,944.20	10.00 %	2,094.42	0.00 %	2,094.42
CBE5	9.78	7.79	0.00	79.62 %	10,484.20	0.00 %		0.00 %	
TPR1	23.30	18.22	0.14	78.21 %	13,177.30	0.00 %		0.00 %	
TPR2	24.52	17.64	0.00	71.96 %	15,341.20	0.00 %		0.00 %	
SYM2	9.01	6.48	0.27	71.85 %	6,737.10	0.00 %		0.00 %	
GDR1	9.74	6.17	0.00	63.38 %	4,506.80	0.00 %		0.00 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	25.20	44.28	0.16	175.73 %	31,621.70	40.00 %	12,648.68	0.00 %	12,648.68
KKD3	26.20	37.92	0.00	144.74 %	36,835.70	40.00 %	14,734.28	0.00 %	14,734.28
KRR1	11.01	15.08	0.00	137.01 %	11,662.60	40.00 %	4,665.04	0.00 %	4,665.04
DKI1	12.69	16.53	0.23	130.30 %	16,710.30	40.00 %	6,684.12	0.00 %	6,684.12
ATG1	17.08	19.74	0.00	115.57 %	17,020.90	30.00 %	5,106.27	0.00 %	5,106.27
TPT1	13.39	14.89	0.00	111.22 %	22,050.30	30.00 %	6,615.09	0.00 %	6,615.09
MDU4	12.91	14.30	1.15	110.80 %	13,252.30	30.00 %	3,975.69	0.00 %	3,975.69
PKM1	8.60	9.42	0.00	109.55 %	10,191.90	25.00 %	2,547.98	0.00 %	2,547.98
PNI1	7.61	8.09	0.33	106.29 %	6,155.70	25.00 %	1,538.93	0.00 %	1,538.93
TMM1	19.09	19.86	0.36	104.06 %	18,113.60	25.00 %	4,528.40	0.00 %	4,528.40
SVG1	12.41	12.59	0.00	101.43 %	12,526.80	25.00 %	3,131.70	0.00 %	3,131.70
SGP1	8.75	8.81	0.00	100.58 %	6,763.70	25.00 %	1,690.93	0.00 %	1,690.93
MDU5	11.62	11.65	0.00	100.23 %	14,509.60	25.00 %	3,627.40	0.00 %	3,627.40
KYK1	11.27	10.99	1.77	97.52 %	14,612.90	20.00 %	2,922.58	0.00 %	2,922.58
ADP1	11.97	11.58	0.00	96.79 %	12,694.30	20.00 %	2,538.86	0.00 %	2,538.86
PVI1	12.60	12.09	0.00	95.95 %	10,635.30	20.00 %	2,127.06	0.00 %	2,127.06
MLR1	8.61	8.16	0.00	94.81 %	6,610.30	15.00 %	991.55	0.00 %	991.55
DGL2	12.81	12.06	0.00	94.16 %	13,386.80	15.00 %	2,008.02	0.00 %	2,008.02
MDU2	29.21	27.48	1.36	94.08 %	19,594.30	15.00 %	2,939.15	0.00 %	2,939.15
TEN1	16.99	15.87	0.00	93.38 %	12,111.60	15.00 %	1,816.74	0.00 %	1,816.74
BNR1	10.28	9.52	0.00	92.64 %	9,529.90	15.00 %	1,429.49	0.00 %	1,429.49
USL1	12.24	10.24	0.00	83.68 %	9,337.30	10.00 %	933.73	0.00 %	933.73
MDU1	77.17	64.42	0.17	83.48 %	40,408.20	10.00 %	4,040.82	0.00 %	4,040.82
CBM1	18.11	14.73	0.00	81.35 %	10,276.50	10.00 %	1,027.65	0.00 %	1,027.65
CMR1	9.15	7.43	0.00	81.23 %	6,079.20	10.00 %	607.92	0.00 %	607.92
TEN2	16.13	13.05	0.00	80.87 %	7,083.00	10.00 %	708.30	0.00 %	708.30
MNM1	8.99	7.24	0.00	80.49 %	7,218.10	10.00 %	721.81	0.00 %	721.81
DGL1	38.77	30.65	0.59	79.05 %	21,012.00	0.00 %		0.00 %	
TDI1	12.84	10.08	0.56	78.52 %	10,358.50	0.00 %		0.00 %	
NKI1	11.07	8.65	0.63	78.18 %	8,974.20	0.00 %		0.00 %	
KPT1	10.24	7.96	1.01	77.77 %	7,560.90	0.00 %		0.00 %	
ODM1	9.61	7.45	1.19	77.51 %	4,384.10	0.00 %		0.00 %	
NTM1	10.70	7.20	0.00	67.25 %	1,513.20	0.00 %		0.00 %	
BTU1	7.56	4.79	0.43	63.38 %	4,126.30	0.00 %		0.00 %	
MDU3	20.05	11.17	0.56	55.73 %	7,101.40	0.00 %		0.00 %	
MPA1	17.13	8.69	0.00	50.74 %	9,423.30	0.00 %		0.00 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	9.16	12.74	0.00	139.03 %	8,961.00	40.00 %	3,584.40	0.00 %	3,584.40
TVL2	5.83	7.79	0.17	133.49 %	5,284.90	40.00 %	2,113.96	0.00 %	2,113.96
PKD1	15.00	18.91	0.01	126.11 %	19,235.80	40.00 %	7,694.32	0.00 %	7,694.32
ARM1	6.87	8.22	0.00	119.65 %	6,316.80	30.00 %	1,895.04	0.00 %	1,895.04
KYR1	9.04	10.63	0.00	117.62 %	8,229.90	30.00 %	2,468.97	0.00 %	2,468.97
SGT1	8.57	9.77	0.00	114.03 %	6,172.30	30.00 %	1,851.69	0.00 %	1,851.69
ERL2	11.15	12.53	0.53	112.39 %	12,979.80	30.00 %	3,893.94	0.00 %	3,893.94
RND1	20.70	19.42	1.03	93.84 %	24,691.90	15.00 %	3,703.79	0.00 %	3,703.79
COL1	4.51	4.11	0.00	91.17 %	2,967.20	15.00 %	445.08	0.00 %	445.08
VNR1	10.11	9.18	0.19	90.75 %	8,846.60	15.00 %	1,326.99	0.00 %	1,326.99
UDN1	9.54	8.62	0.19	90.31 %	8,119.20	15.00 %	1,217.88	0.00 %	1,217.88
RPM1	22.01	19.51	0.04	88.67 %	19,517.80	10.00 %	1,951.78	0.00 %	1,951.78
VLY1	24.90	21.94	0.73	88.10 %	13,240.10	10.00 %	1,324.01	0.00 %	1,324.01
SDI1	10.12	8.71	0.00	86.07 %	7,489.20	10.00 %	748.92	0.00 %	748.92
TCN1	17.44	14.99	0.63	85.95 %	19,413.30	10.00 %	1,941.33	0.00 %	1,941.33
MAR1	24.03	20.35	0.04	84.69 %	12,016.40	10.00 %	1,201.64	0.00 %	1,201.64
SNL1	16.08	13.57	0.18	84.35 %	10,889.00	10.00 %	1,088.90	0.00 %	1,088.90
PDI1	10.75	9.05	0.71	84.19 %	5,119.80	10.00 %	511.98	0.00 %	511.98
SKD1	10.27	8.23	0.25	80.14 %	5,730.40	10.00 %	573.04	0.00 %	573.04
MMT1	12.80	10.16	0.40	79.39 %	6,560.60	0.00 %		0.00 %	
TYI1	14.01	11.10	0.00	79.23 %	12,561.30	0.00 %		0.00 %	
TUT1	82.49	65.06	0.21	78.87 %	59,902.10	0.00 %		0.00 %	
VNR2	37.23	28.96	0.30	77.80 %	29,156.00	0.00 %		0.00 %	
STU2	10.45	7.98	0.00	76.31 %	7,209.30	0.00 %		0.00 %	
TKS1	21.46	15.78	0.00	73.56 %	13,773.90	0.00 %		0.00 %	
TVL1	72.23	51.82	2.45	71.74 %	43,694.20	0.00 %		0.00 %	
VKM1	10.81	7.65	0.00	70.81 %	14,232.20	0.00 %		0.00 %	
SVK1	25.74	17.81	0.72	69.21 %	15,464.10	0.00 %		0.00 %	
NGR1	53.37	36.58	0.49	68.54 %	30,335.00	0.00 %		0.00 %	
APK2	13.77	9.33	0.57	67.72 %	10,163.20	0.00 %		0.00 %	
ASM1	13.86	9.38	0.54	67.65 %	8,512.10	0.00 %		0.00 %	
TUT2	33.17	21.25	7.25	64.06 %	18,911.30	0.00 %		0.00 %	
KVT1	42.01	24.66	1.18	58.70 %	28,818.90	0.00 %		0.00 %	
KSM1	8.97	5.04	0.00	56.25 %	3,577.60	0.00 %		0.00 %	
APK1	18.51	10.40	1.47	56.18 %	8,515.50	0.00 %		0.00 %	
TKS2	39.38	20.02	0.00	50.85 %	15,993.90	0.00 %		0.00 %	
TKY1	14.82	6.33	0.83	42.67 %	5,588.20	0.00 %		0.00 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	9.01	10.19	1.72	113.19 %	5,512.80	30.00 %	1,653.84	0.00 %	1,653.84
PAS1	13.59	11.20	0.00	82.40 %	8,415.40	10.00 %	841.54	0.00 %	841.54
TVP1	33.36	17.31	0.25	51.89 %	17,285.40	0.00 %		0.00 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	4.74	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	8.86	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.19	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	2.16	19.69	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	4.58	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 %	
WZSD	0.00	0.12	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	0.38	0.00	0.00 %	0.00	0.00 %		0.00 %	