

Accu.Target
5,530.07 L

Sales
5,875.78 L

Achieved %
106.25 %

HO Budget+ %
0.00 %

Total Com.
47.02 L

Note : Sales Period is From :01-Nov-2025 To :06-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	548.22	747.14	136.28 %	0.00	0.00 %	0.00
SOUTH ARCOT	377.37	512.04	135.68 %	80,000.00	0.00 %	80,000.00
CHENNAI-02	693.30	754.92	108.89 %	42,000.00	0.00 %	42,000.00
NORTH ARCOT	453.09	467.33	103.14 %	24,000.00	0.00 %	24,000.00
CHENNAI-01	718.56	741.04	103.13 %	42,000.00	0.00 %	42,000.00
WEST-02	572.00	587.34	102.68 %	0.00	0.00 %	0.00
WEST-01	478.92	468.36	97.80 %	0.00	0.00 %	0.00
SOUTH-01	925.41	864.75	93.45 %	0.00	0.00 %	0.00
SOUTH-03	696.05	636.81	91.49 %	18,000.00	0.00 %	18,000.00
KL-SOUTH	67.14	61.38	91.42 %	0.00	0.00 %	0.00
OTHERS	0.00	34.69	0.00 %	0.00	0.00 %	0.00
Total	5,530.07	5,875.78	106.25 %		0.00 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	113.79	178.65	157.01%	40,000.00	0.00 %	40,000.00
	TRY1	162.54	226.99	139.66%	80,000.00	0.00 %	80,000.00
	TNJ1	124.48	173.21	139.15%	40,000.00	0.00 %	40,000.00
	PBR1	147.41	168.28	114.15%	20,000.00	0.00 %	20,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	122.69	188.59	153.71%	40,000.00	0.00 %	40,000.00
	SA02	134.83	184.04	136.49%	40,000.00	0.00 %	40,000.00
	SA03	119.85	139.41	116.32%	20,000.00	0.00 %	20,000.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	173.17	210.42	121.51%	60,000.00	0.00 %	60,000.00
	CH07	183.53	200.44	109.21%	30,000.00	0.00 %	30,000.00
	CH09	146.03	155.36	106.39%	15,000.00	0.00 %	15,000.00
	CH04	190.57	188.70	99.02%	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	160.21	177.25	110.63%	20,000.00	0.00 %	20,000.00
	NA03	138.71	147.56	106.38%	15,000.00	0.00 %	15,000.00
	NA02	154.17	142.52	92.44%	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	218.93	241.65	110.38%	40,000.00	0.00 %	40,000.00
	CH03	139.77	151.21	108.18%	15,000.00	0.00 %	15,000.00
	CH05	183.30	180.02	98.21%	7,500.00	0.00 %	7,500.00
	CH08	176.55	168.16	95.25%	7,500.00	0.00 %	7,500.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SLM1	166.66	185.50	111.30%	20,000.00	0.00 %	20,000.00
	HSR1	117.77	130.75	111.03%	20,000.00	0.00 %	20,000.00
	ERD1	154.90	156.80	101.23%	15,000.00	0.00 %	15,000.00
	MTR1	132.68	114.30	86.15%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	199.03	207.93	104.47%	30,000.00	0.00 %	30,000.00
	TPR4	57.16	56.70	99.19%	0.00	0.00 %	0.00
	UAM1	86.46	83.75	96.87%	0.00	0.00 %	0.00
	PLI1	66.25	63.44	95.77%	0.00	0.00 %	0.00
	TPR1	70.01	56.53	80.74%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	148.44	155.87	105.00%	15,000.00	0.00 %	15,000.00
	TUT1	201.37	191.12	94.91%	7,500.00	0.00 %	7,500.00
	KVT1	161.23	152.49	94.58%	7,500.00	0.00 %	7,500.00
	TKS1	134.74	121.57	90.22%	7,500.00	0.00 %	7,500.00
	VNR1	126.43	111.97	88.57%	0.00	0.00 %	0.00
	NGR1	153.19	131.74	85.99%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	135.05	145.10	107.44%	15,000.00	0.00 %	15,000.00
	KRR1	24.74	24.83	100.38%	0.00	0.00 %	0.00
	MDU2	204.00	201.46	98.76%	15,000.00	0.00 %	15,000.00
	SVG1	121.30	103.10	85.00%	0.00	0.00 %	0.00
	DGL1	210.97	162.32	76.94%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	67.14	61.38	91.42%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	2.23	0.00%	0.00	0.00 %	0.00
	CH02	0.00	12.42	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	1.48	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	2.75	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	2.18	0.00%	0.00	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)
TVR2	19.50	42.76	0.00	219.23 %	24,475.30	40.00 %	9,790.12	0.00 %	9,790.12
TRY2	7.30	15.89	0.00	217.76 %	8,130.30	40.00 %	3,252.12	0.00 %	3,252.12
PDK1	8.44	17.17	0.02	203.53 %	12,363.00	40.00 %	4,945.20	0.00 %	4,945.20
TVR1	9.29	18.73	0.00	201.65 %	12,610.80	40.00 %	5,044.32	0.00 %	5,044.32
KIK1	9.59	17.50	0.00	182.48 %	11,225.30	40.00 %	4,490.12	0.00 %	4,490.12
TRY3	17.37	31.14	0.08	179.27 %	19,061.80	40.00 %	7,624.72	0.00 %	7,624.72
MVM1	21.84	36.45	0.12	166.90 %	34,035.50	40.00 %	13,614.20	0.00 %	13,614.20
KRN1	10.42	16.24	0.00	155.94 %	11,538.50	40.00 %	4,615.40	0.00 %	4,615.40
TNJ1	29.96	45.70	0.06	152.52 %	24,679.10	40.00 %	9,871.64	0.00 %	9,871.64
NMM1	13.35	19.73	0.00	147.87 %	20,910.70	40.00 %	8,364.28	0.00 %	8,364.28
TNJ2	23.68	34.81	0.02	147.00 %	23,810.50	40.00 %	9,524.20	0.00 %	9,524.20
MDI1	18.65	27.37	0.00	146.78 %	19,322.10	40.00 %	7,728.84	0.00 %	7,728.84
NGT1	17.91	25.33	0.00	141.42 %	20,650.00	40.00 %	8,260.00	0.00 %	8,260.00
APM1	7.46	10.48	0.00	140.58 %	10,029.30	40.00 %	4,011.72	0.00 %	4,011.72
KUM1	30.79	42.46	0.09	137.89 %	30,050.60	40.00 %	12,020.24	0.00 %	12,020.24
TRY1	90.13	120.71	0.01	133.92 %	68,211.80	40.00 %	27,284.72	0.00 %	27,284.72
TTP1	17.11	21.53	0.00	125.84 %	16,509.60	40.00 %	6,603.84	0.00 %	6,603.84
AYR1	14.93	18.69	0.00	125.18 %	11,384.60	40.00 %	4,553.84	0.00 %	4,553.84
ORU1	10.11	12.15	0.00	120.17 %	8,877.50	40.00 %	3,551.00	0.00 %	3,551.00
TYR1	22.11	26.17	0.00	118.39 %	17,456.70	30.00 %	5,237.01	0.00 %	5,237.01
PTK1	21.28	22.97	0.30	107.95 %	16,778.10	25.00 %	4,194.53	0.00 %	4,194.53
NCK1	9.59	10.35	0.00	107.88 %	5,470.00	25.00 %	1,367.50	0.00 %	1,367.50
JKM1	16.89	17.84	0.05	105.63 %	11,364.10	25.00 %	2,841.03	0.00 %	2,841.03
PBR1	9.25	9.34	0.00	101.00 %	7,138.60	25.00 %	1,784.65	0.00 %	1,784.65
PBR2	48.31	47.84	0.00	99.02 %	24,284.90	20.00 %	4,856.98	0.00 %	4,856.98
TRY4	28.88	25.84	0.00	89.46 %	20,826.20	10.00 %	2,082.62	0.00 %	2,082.62
MSI1	14.10	11.96	0.00	84.82 %	8,649.10	10.00 %	864.91	0.00 %	864.91

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	10.43	21.79	0.04	208.93 %	11,472.60	40.00 %	4,589.04	0.00 %	4,589.04
POY2	25.48	47.77	0.00	187.45 %	26,718.40	40.00 %	10,687.36	0.00 %	10,687.36
POY1	31.32	49.94	0.00	159.48 %	34,043.90	40.00 %	13,617.56	0.00 %	13,617.56
CDM1	23.53	37.05	0.09	157.49 %	22,512.20	40.00 %	9,004.88	0.00 %	9,004.88
CUD1	36.30	56.65	0.25	156.03 %	46,950.00	40.00 %	18,780.00	0.00 %	18,780.00
VPM2	19.13	29.31	0.30	153.23 %	21,146.80	40.00 %	8,458.72	0.00 %	8,458.72
KKI2	20.61	30.12	0.50	146.17 %	16,281.40	40.00 %	6,512.56	0.00 %	6,512.56
TDM1	16.44	22.74	0.64	138.31 %	10,808.30	40.00 %	4,323.32	0.00 %	4,323.32
KLM1	19.46	26.09	0.05	134.10 %	20,876.50	40.00 %	8,350.60	0.00 %	8,350.60
NVL2	21.20	28.08	1.13	132.42 %	17,962.80	40.00 %	7,185.12	0.00 %	7,185.12
SJI2	20.97	26.77	0.00	127.62 %	13,762.30	40.00 %	5,504.92	0.00 %	5,504.92
PRT1	15.85	19.68	0.09	124.12 %	16,573.60	40.00 %	6,629.44	0.00 %	6,629.44
VCM1	11.92	14.06	0.00	117.97 %	6,830.80	30.00 %	2,049.24	0.00 %	2,049.24
STP1	8.97	10.03	0.00	111.83 %	5,757.80	30.00 %	1,727.34	0.00 %	1,727.34
ULP1	22.33	23.24	0.00	104.06 %	17,269.10	25.00 %	4,317.28	0.00 %	4,317.28
TVM2	16.70	17.16	0.00	102.74 %	8,805.80	25.00 %	2,201.45	0.00 %	2,201.45
TRK1	24.82	25.39	0.36	102.30 %	20,245.70	25.00 %	5,061.43	0.00 %	5,061.43
TVM1	12.59	12.09	0.00	96.03 %	6,827.30	20.00 %	1,365.46	0.00 %	1,365.46
MKM1	10.13	8.13	0.00	80.29 %	6,302.60	10.00 %	630.26	0.00 %	630.26
VPM1	9.19	5.95	0.40	64.76 %	3,382.30	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)
CH24	22.69	37.20	0.50	163.93 %	28,128.10	40.00 %	11,251.24	0.00 %	11,251.24
CH32	4.82	7.68	0.00	159.49 %	2,784.40	40.00 %	1,113.76	0.00 %	1,113.76
CH23	10.07	14.84	1.43	147.43 %	15,074.60	40.00 %	6,029.84	0.00 %	6,029.84
CH27	7.37	10.57	0.00	143.38 %	9,004.60	40.00 %	3,601.84	0.00 %	3,601.84
CH17	26.38	36.97	0.10	140.16 %	33,024.80	40.00 %	13,209.92	0.00 %	13,209.92
CH33	24.02	32.48	0.41	135.26 %	31,588.70	40.00 %	12,635.48	0.00 %	12,635.48
CH34	24.53	31.30	0.08	127.60 %	22,285.80	40.00 %	8,914.32	0.00 %	8,914.32
CH12	37.92	47.96	0.15	126.48 %	41,256.50	40.00 %	16,502.60	0.00 %	16,502.60
CH41	23.34	29.36	0.66	125.80 %	23,121.70	40.00 %	9,248.68	0.00 %	9,248.68
CH18	34.45	42.01	0.15	121.93 %	51,991.20	40.00 %	20,796.48	0.00 %	20,796.48
PON1	16.35	18.87	0.09	115.42 %	19,647.60	30.00 %	5,894.28	0.00 %	5,894.28
CH20	37.24	41.88	0.55	112.45 %	34,378.30	30.00 %	10,313.49	0.00 %	10,313.49
CH43	19.49	21.64	0.25	111.01 %	23,928.70	30.00 %	7,178.61	0.00 %	7,178.61
CH03	68.18	75.33	0.08	110.48 %	53,747.50	30.00 %	16,124.25	0.00 %	16,124.25
CH06	24.16	25.95	0.09	107.39 %	22,432.00	25.00 %	5,608.00	0.00 %	5,608.00
CH46	19.02	19.52	0.00	102.63 %	15,010.30	25.00 %	3,752.58	0.00 %	3,752.58
CH09	24.59	25.07	0.13	101.94 %	27,280.10	25.00 %	6,820.03	0.00 %	6,820.03
UKI1	15.85	15.82	0.43	99.82 %	16,784.40	20.00 %	3,356.88	0.00 %	3,356.88
MJR1	33.54	33.43	0.00	99.66 %	26,398.80	20.00 %	5,279.76	0.00 %	5,279.76
GPD1	17.51	16.66	0.14	95.14 %	11,222.80	20.00 %	2,244.56	0.00 %	2,244.56
CH21	46.17	43.26	0.97	93.69 %	31,972.80	15.00 %	4,795.92	0.00 %	4,795.92
CH15	77.33	71.32	0.07	92.23 %	51,578.90	15.00 %	7,736.84	0.00 %	7,736.84
CH44	24.10	21.91	0.25	90.93 %	20,965.30	15.00 %	3,144.80	0.00 %	3,144.80
MC06	10.15	9.15	0.04	90.15 %	4,082.50	15.00 %	612.38	0.00 %	612.38
CH36	12.50	9.70	0.29	77.61 %	7,046.90	0.00 %		0.00 %	
MC05	12.52	7.45	0.00	59.50 %	3,185.80	0.00 %		0.00 %	
CH01	1.19	0.55	0.00	46.11 %	148.80	0.00 %		0.00 %	
CH31	17.82	7.05	0.00	39.55 %	7,020.00	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)
AKM1	16.83	29.22	0.18	173.65 %	23,170.70	40.00 %	9,268.28	0.00 %	9,268.28
CYR1	10.34	17.70	0.16	171.17 %	13,927.00	40.00 %	5,570.80	0.00 %	5,570.80
SLG1	8.65	13.46	0.00	155.56 %	10,648.20	40.00 %	4,259.28	0.00 %	4,259.28
TRL1	26.49	40.36	0.18	152.37 %	42,031.10	40.00 %	16,812.44	0.00 %	16,812.44
VNB1	12.79	16.13	0.05	126.17 %	9,741.30	40.00 %	3,896.52	0.00 %	3,896.52
TRT1	12.74	14.12	0.65	110.84 %	7,873.90	30.00 %	2,362.17	0.00 %	2,362.17
PLR1	8.68	9.48	0.18	109.19 %	5,669.10	25.00 %	1,417.28	0.00 %	1,417.28
KPM2	50.31	54.26	0.27	107.85 %	32,902.00	25.00 %	8,225.50	0.00 %	8,225.50
WJP1	14.89	15.95	0.03	107.09 %	11,800.60	25.00 %	2,950.15	0.00 %	2,950.15
CGM1	16.10	16.66	0.00	103.44 %	8,522.50	25.00 %	2,130.63	0.00 %	2,130.63
UGI1	10.70	10.98	0.14	102.59 %	6,617.10	25.00 %	1,654.28	0.00 %	1,654.28
SBR1	27.94	28.64	0.06	102.48 %	27,883.50	25.00 %	6,970.88	0.00 %	6,970.88
VEL1	22.43	22.02	0.01	98.17 %	24,889.60	20.00 %	4,977.92	0.00 %	4,977.92
WJD1	19.38	18.64	0.82	96.21 %	22,261.10	20.00 %	4,452.22	0.00 %	4,452.22
ABR1	16.10	14.64	0.02	90.91 %	13,241.20	15.00 %	1,986.18	0.00 %	1,986.18
KPM1	18.45	16.74	0.15	90.77 %	9,952.70	15.00 %	1,492.91	0.00 %	1,492.91
GDM1	16.02	14.29	0.00	89.23 %	11,483.80	10.00 %	1,148.38	0.00 %	1,148.38
BGR1	10.88	9.46	0.00	86.90 %	6,005.20	10.00 %	600.52	0.00 %	600.52
CPT1	10.08	8.57	0.00	85.05 %	7,352.50	10.00 %	735.25	0.00 %	735.25
ANI1	9.90	8.30	0.00	83.83 %	7,318.80	10.00 %	731.88	0.00 %	731.88
VEL2	30.95	25.44	0.05	82.20 %	25,607.60	10.00 %	2,560.76	0.00 %	2,560.76
ARC2	20.11	16.43	0.02	81.68 %	13,696.30	10.00 %	1,369.63	0.00 %	1,369.63
TRR1	31.10	23.85	0.07	76.70 %	16,694.20	0.00 %		0.00 %	
VSI1	21.67	15.95	0.42	73.58 %	14,463.10	0.00 %		0.00 %	
PTU1	9.55	6.03	0.47	63.17 %	5,349.70	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	11.42	18.07	0.35	158.33 %	16,673.90	40.00 %	6,669.56	0.00 %	6,669.56
CH42	30.97	46.55	0.00	150.30 %	31,666.50	40.00 %	12,666.60	0.00 %	12,666.60
CGL1	17.19	23.33	0.30	135.73 %	15,276.20	40.00 %	6,110.48	0.00 %	6,110.48
CH45	20.22	27.28	0.42	134.90 %	23,942.60	40.00 %	9,577.04	0.00 %	9,577.04
CH19	26.34	34.50	0.54	131.00 %	31,672.10	40.00 %	12,668.84	0.00 %	12,668.84
CH39	16.24	20.27	0.00	124.78 %	17,217.10	40.00 %	6,886.84	0.00 %	6,886.84
CH38	15.53	19.25	0.28	123.95 %	21,251.20	40.00 %	8,500.48	0.00 %	8,500.48
CH16	46.09	56.95	0.21	123.56 %	47,918.00	40.00 %	19,167.20	0.00 %	19,167.20
MRM1	23.05	28.42	0.00	123.30 %	21,940.70	40.00 %	8,776.28	0.00 %	8,776.28
CH35	17.23	19.21	0.60	111.48 %	16,981.70	30.00 %	5,094.51	0.00 %	5,094.51
CH05	41.90	46.59	0.64	111.17 %	29,504.70	30.00 %	8,851.41	0.00 %	8,851.41
CH11	22.73	25.00	0.00	109.97 %	23,528.70	25.00 %	5,882.18	0.00 %	5,882.18
GUD1	21.59	22.82	0.00	105.70 %	37,765.80	25.00 %	9,441.45	0.00 %	9,441.45
MC09	4.24	4.41	0.00	104.14 %	4,649.10	25.00 %	1,162.28	0.00 %	1,162.28
KNR1	19.29	19.97	0.00	103.50 %	16,500.80	25.00 %	4,125.20	0.00 %	4,125.20
CH28	35.89	37.04	0.06	103.20 %	49,722.30	25.00 %	12,430.58	0.00 %	12,430.58
CH22	24.56	24.55	0.00	99.97 %	18,496.80	20.00 %	3,699.36	0.00 %	3,699.36
CH07	35.23	34.92	0.49	99.13 %	28,718.70	20.00 %	5,743.74	0.00 %	5,743.74
GUD2	21.29	20.22	0.11	94.99 %	19,039.30	15.00 %	2,855.90	0.00 %	2,855.90
CH08	50.43	47.51	0.08	94.21 %	62,950.30	15.00 %	9,442.55	0.00 %	9,442.55
CH14	48.20	44.27	0.49	91.83 %	35,566.90	15.00 %	5,335.04	0.00 %	5,335.04
SKL1	17.37	15.43	0.73	88.83 %	17,249.50	10.00 %	1,724.95	0.00 %	1,724.95
CH30	23.49	19.70	0.92	83.89 %	12,247.60	10.00 %	1,224.76	0.00 %	1,224.76
MC10	5.90	4.91	0.00	83.29 %	1,837.00	10.00 %	183.70	0.00 %	183.70
AVD1	31.42	26.09	5.15	83.03 %	24,839.90	10.00 %	2,483.99	0.00 %	2,483.99
CH48	37.10	27.20	0.25	73.33 %	30,522.40	0.00 %		0.00 %	
TKM1	13.16	8.79	0.14	66.80 %	10,073.40	0.00 %		0.00 %	
CH26	9.64	6.08	0.00	63.12 %	4,919.50	0.00 %		0.00 %	
CH29	8.26	3.99	0.00	48.30 %	4,679.40	0.00 %		0.00 %	
CH40	17.87	6.89	0.00	38.53 %	4,454.60	0.00 %		0.00 %	
MC02	4.72	0.82	0.00	17.31 %	474.80	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	10.32	16.99	0.10	164.70 %	9,725.60	40.00 %	3,890.24	0.00 %	3,890.24
EDP1	7.72	11.93	0.59	154.63 %	5,456.10	40.00 %	2,182.44	0.00 %	2,182.44
SLM2	16.88	24.63	0.00	145.92 %	16,627.60	40.00 %	6,651.04	0.00 %	6,651.04
ERD2	30.62	43.76	0.00	142.95 %	45,667.20	40.00 %	18,266.88	0.00 %	18,266.88
KVP1	9.31	11.84	0.00	127.28 %	8,333.90	40.00 %	3,333.56	0.00 %	3,333.56
TCG1	9.28	11.61	0.01	125.21 %	9,511.50	40.00 %	3,804.60	0.00 %	3,804.60
SLM1	49.25	61.36	0.27	124.61 %	35,200.00	40.00 %	14,080.00	0.00 %	14,080.00
PLC1	10.29	12.59	0.00	122.32 %	13,611.20	40.00 %	5,444.48	0.00 %	5,444.48
HSR2	33.33	39.31	0.09	117.93 %	27,868.50	30.00 %	8,360.55	0.00 %	8,360.55
DPR1	8.90	9.85	0.00	110.74 %	5,180.20	30.00 %	1,554.06	0.00 %	1,554.06
VPD1	18.52	19.84	0.08	107.10 %	23,784.60	25.00 %	5,946.15	0.00 %	5,946.15
ATU1	18.80	20.02	0.00	106.46 %	11,154.60	25.00 %	2,788.65	0.00 %	2,788.65
NKL2	22.83	24.27	0.11	106.30 %	23,211.80	25.00 %	5,802.95	0.00 %	5,802.95
SGI1	9.49	10.04	0.58	105.87 %	8,956.50	25.00 %	2,239.13	0.00 %	2,239.13
OML1	20.56	21.42	0.05	104.20 %	14,694.80	25.00 %	3,673.70	0.00 %	3,673.70
DPR2	11.32	11.49	0.07	101.46 %	5,793.20	25.00 %	1,448.30	0.00 %	1,448.30
SLM3	23.41	23.66	0.41	101.10 %	19,101.40	25.00 %	4,775.35	0.00 %	4,775.35
MCR1	16.70	16.18	0.00	96.91 %	12,688.70	20.00 %	2,537.74	0.00 %	2,537.74
PDR1	7.88	7.62	0.68	96.77 %	6,883.30	20.00 %	1,376.66	0.00 %	1,376.66
ERD1	28.63	27.49	0.31	96.01 %	15,112.10	20.00 %	3,022.42	0.00 %	3,022.42
APN1	13.08	12.08	0.19	92.33 %	14,041.80	15.00 %	2,106.27	0.00 %	2,106.27
HSR1	27.63	24.54	0.00	88.83 %	18,350.70	10.00 %	1,835.07	0.00 %	1,835.07
KRI1	17.41	15.44	0.00	88.66 %	7,280.30	10.00 %	728.03	0.00 %	728.03
CMI1	10.29	8.66	0.10	84.11 %	8,128.70	10.00 %	812.87	0.00 %	812.87
HRR1	13.90	11.54	1.02	83.05 %	6,947.90	10.00 %	694.79	0.00 %	694.79
TRM1	24.88	20.20	0.95	81.20 %	14,129.70	10.00 %	1,412.97	0.00 %	1,412.97
KMM1	12.26	9.46	0.01	77.17 %	7,084.50	0.00 %		0.00 %	
SGG1	8.91	6.69	1.16	75.03 %	5,923.50	0.00 %		0.00 %	
VKL1	9.69	7.09	0.00	73.12 %	6,535.80	0.00 %		0.00 %	
RSP1	14.51	10.15	0.68	69.95 %	8,754.80	0.00 %		0.00 %	
BMD1	14.31	9.41	0.00	65.71 %	10,026.30	0.00 %		0.00 %	
MTR1	22.12	14.21	0.42	64.24 %	12,688.90	0.00 %		0.00 %	
EPI1	19.01	11.97	0.40	62.99 %	8,842.80	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	9.30	17.88	0.15	192.29 %	12,048.70	40.00 %	4,819.48	0.00 %	4,819.48
SUL1	10.34	15.57	0.00	150.59 %	17,982.90	40.00 %	7,193.16	0.00 %	7,193.16
KMD1	7.93	10.10	0.19	127.39 %	16,794.60	40.00 %	6,717.84	0.00 %	6,717.84
CBE1	13.56	16.32	0.00	120.36 %	17,542.80	40.00 %	7,017.12	0.00 %	7,017.12
SNR1	13.47	15.79	0.82	117.23 %	17,075.50	30.00 %	5,122.65	0.00 %	5,122.65
DPM2	13.75	16.09	0.00	116.98 %	12,293.10	30.00 %	3,687.93	0.00 %	3,687.93
CBE6	17.20	19.65	0.18	114.24 %	20,944.80	30.00 %	6,283.44	0.00 %	6,283.44
MPM1	12.31	14.01	0.55	113.82 %	13,781.80	30.00 %	4,134.54	0.00 %	4,134.54
CBE3	7.07	7.96	0.00	112.51 %	9,153.30	30.00 %	2,745.99	0.00 %	2,745.99
KGI1	15.84	17.29	0.31	109.17 %	11,271.50	25.00 %	2,817.88	0.00 %	2,817.88
CBE2	73.82	78.51	0.02	106.35 %	58,509.00	25.00 %	14,627.25	0.00 %	14,627.25
ANR1	3.59	3.58	0.12	99.80 %	3,603.20	20.00 %	720.64	0.00 %	720.64
CBE4	22.01	21.90	0.00	99.48 %	22,308.90	20.00 %	4,461.78	0.00 %	4,461.78
KGM1	9.10	8.69	0.00	95.59 %	8,364.10	20.00 %	1,672.82	0.00 %	1,672.82
TPR4	11.55	10.91	0.00	94.50 %	9,579.50	15.00 %	1,436.93	0.00 %	1,436.93
TPR3	12.63	11.86	0.31	93.89 %	17,809.10	15.00 %	2,671.37	0.00 %	2,671.37
PDM1	10.92	10.20	0.00	93.41 %	9,665.40	15.00 %	1,449.81	0.00 %	1,449.81
CNR1	13.29	12.20	0.00	91.80 %	13,690.40	15.00 %	2,053.56	0.00 %	2,053.56
TPR1	27.96	25.57	0.10	91.45 %	17,537.90	15.00 %	2,630.69	0.00 %	2,630.69
UAM1	25.41	22.65	0.30	89.17 %	15,289.50	10.00 %	1,528.95	0.00 %	1,528.95
UMP1	12.38	10.99	0.00	88.75 %	10,635.30	10.00 %	1,063.53	0.00 %	1,063.53
PLI1	20.09	17.47	0.27	86.94 %	14,443.90	10.00 %	1,444.39	0.00 %	1,444.39
CBE5	11.74	9.62	0.58	81.95 %	12,111.70	10.00 %	1,211.17	0.00 %	1,211.17
AVI1	11.38	9.05	0.00	79.50 %	8,176.90	0.00 %		0.00 %	
PPI1	10.53	8.18	0.00	77.65 %	8,964.70	0.00 %		0.00 %	
KMR1	29.82	22.61	0.00	75.83 %	24,813.00	0.00 %		0.00 %	
SYM2	10.82	7.10	0.25	65.67 %	7,199.10	0.00 %		0.00 %	
TPR2	29.42	19.10	0.00	64.93 %	15,459.00	0.00 %		0.00 %	
GDR1	11.68	7.49	0.00	64.14 %	5,283.90	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)
TVL2	7.00	10.35	0.13	147.83 %	5,425.90	40.00 %	2,170.36	0.00 %	2,170.36
KGL1	11.00	16.16	0.00	146.94 %	11,108.90	40.00 %	4,443.56	0.00 %	4,443.56
PKD1	18.00	22.93	0.01	127.41 %	24,159.80	40.00 %	9,663.92	0.00 %	9,663.92
ERL2	13.38	16.64	0.40	124.34 %	17,947.30	40.00 %	7,178.92	0.00 %	7,178.92
UDN1	11.45	13.50	0.47	117.85 %	10,483.80	30.00 %	3,145.14	0.00 %	3,145.14
ARM1	8.25	9.67	0.00	117.28 %	7,102.70	30.00 %	2,130.81	0.00 %	2,130.81
RND1	24.84	28.90	0.69	116.36 %	33,788.20	30.00 %	10,136.46	0.00 %	10,136.46
SGT1	10.28	11.60	0.00	112.86 %	7,108.60	30.00 %	2,132.58	0.00 %	2,132.58
SDI1	12.14	13.66	0.46	112.45 %	9,857.60	30.00 %	2,957.28	0.00 %	2,957.28
KYR1	10.84	12.16	0.00	112.17 %	9,611.60	30.00 %	2,883.48	0.00 %	2,883.48
RPM1	26.41	29.51	0.02	111.76 %	23,976.00	30.00 %	7,192.80	0.00 %	7,192.80
TVL1	86.68	92.90	1.76	107.18 %	61,814.70	25.00 %	15,453.68	0.00 %	15,453.68
VNR1	12.14	12.50	0.44	102.98 %	11,282.80	25.00 %	2,820.70	0.00 %	2,820.70
VLY1	29.88	30.50	2.21	102.06 %	17,602.10	25.00 %	4,400.53	0.00 %	4,400.53
PDI1	12.90	13.03	0.69	101.01 %	7,283.10	25.00 %	1,820.78	0.00 %	1,820.78
TUT1	98.99	95.75	0.31	96.72 %	84,752.90	20.00 %	16,950.58	0.00 %	16,950.58
TKS1	25.75	24.69	0.12	95.89 %	19,458.50	20.00 %	3,891.70	0.00 %	3,891.70
COL1	5.41	5.14	0.00	95.08 %	4,180.00	15.00 %	627.00	0.00 %	627.00
MMT1	15.36	14.57	0.28	94.82 %	8,698.50	15.00 %	1,304.78	0.00 %	1,304.78
SNL1	19.30	18.08	0.13	93.65 %	12,457.10	15.00 %	1,868.57	0.00 %	1,868.57
MAR1	28.83	26.25	0.03	91.03 %	15,088.50	15.00 %	2,263.28	0.00 %	2,263.28
VNR2	44.67	40.51	0.42	90.67 %	38,101.70	15.00 %	5,715.26	0.00 %	5,715.26
SVK1	30.89	27.52	0.47	89.12 %	20,803.20	10.00 %	2,080.32	0.00 %	2,080.32
TYI1	16.81	14.83	0.00	88.23 %	15,938.50	10.00 %	1,593.85	0.00 %	1,593.85
TCN1	20.93	18.13	0.85	86.63 %	20,839.10	10.00 %	2,083.91	0.00 %	2,083.91
NGR1	64.04	55.43	0.49	86.56 %	39,711.80	10.00 %	3,971.18	0.00 %	3,971.18
APK2	16.52	13.78	0.38	83.38 %	13,950.90	10.00 %	1,395.09	0.00 %	1,395.09
KVT1	50.41	40.99	0.89	81.32 %	39,575.20	10.00 %	3,957.52	0.00 %	3,957.52
TUT2	39.81	32.28	4.78	81.08 %	26,278.70	10.00 %	2,627.87	0.00 %	2,627.87
APK1	22.21	17.67	1.03	79.54 %	12,094.50	0.00 %		0.00 %	
SKD1	12.33	9.69	0.21	78.62 %	7,271.20	0.00 %		0.00 %	
VKM1	12.97	10.08	0.00	77.70 %	17,752.90	0.00 %		0.00 %	
STU2	12.55	9.66	0.18	76.97 %	7,538.10	0.00 %		0.00 %	
ASM1	16.63	12.44	0.41	74.82 %	10,585.90	0.00 %		0.00 %	
TKS2	47.26	29.07	0.00	61.51 %	21,160.40	0.00 %		0.00 %	
KSM1	10.76	5.92	0.00	55.06 %	4,166.20	0.00 %		0.00 %	
TKY1	17.79	8.26	0.64	46.46 %	7,243.90	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	30.24	49.28	0.14	163.00 %	36,404.60	40.00 %	14,561.84	0.00 %	14,561.84
KKD3	31.44	42.71	0.14	135.84 %	40,980.00	40.00 %	16,392.00	0.00 %	16,392.00
DKI1	15.22	19.94	0.19	130.95 %	19,872.80	40.00 %	7,949.12	0.00 %	7,949.12
KRR1	13.21	16.02	0.00	121.28 %	12,405.60	40.00 %	4,962.24	0.00 %	4,962.24
MDU2	35.05	41.24	0.93	117.65 %	26,262.10	30.00 %	7,878.63	0.00 %	7,878.63
ATG1	20.49	23.03	0.00	112.36 %	18,164.00	30.00 %	5,449.20	0.00 %	5,449.20
PNI1	9.13	9.65	0.27	105.71 %	8,934.50	25.00 %	2,233.63	0.00 %	2,233.63
MDU4	15.49	16.26	1.02	104.94 %	14,260.40	25.00 %	3,565.10	0.00 %	3,565.10
TPT1	16.06	16.70	0.00	103.95 %	24,972.40	25.00 %	6,243.10	0.00 %	6,243.10
PKM1	10.32	10.66	0.00	103.32 %	11,706.20	25.00 %	2,926.55	0.00 %	2,926.55
TEN1	20.39	20.27	0.00	99.38 %	15,115.60	20.00 %	3,023.12	0.00 %	3,023.12
PVI1	15.12	14.33	0.00	94.74 %	12,577.40	15.00 %	1,886.61	0.00 %	1,886.61
SVG1	14.90	14.03	0.00	94.16 %	14,862.50	15.00 %	2,229.38	0.00 %	2,229.38
TMM1	22.91	21.26	0.75	92.83 %	18,754.20	15.00 %	2,813.13	0.00 %	2,813.13
MDU5	13.94	12.83	0.00	92.02 %	16,911.60	15.00 %	2,536.74	0.00 %	2,536.74
KYK1	13.52	12.39	1.57	91.63 %	15,856.60	15.00 %	2,378.49	0.00 %	2,378.49
ADP1	14.36	13.06	0.35	90.96 %	13,369.80	15.00 %	2,005.47	0.00 %	2,005.47
DGL2	15.37	13.92	0.00	90.54 %	15,034.90	15.00 %	2,255.24	0.00 %	2,255.24
BNR1	12.33	10.76	0.00	87.28 %	11,233.90	10.00 %	1,123.39	0.00 %	1,123.39
SGP1	10.51	8.77	0.86	83.50 %	6,750.60	10.00 %	675.06	0.00 %	675.06
KPT1	12.28	10.02	0.80	81.56 %	9,655.10	10.00 %	965.51	0.00 %	965.51
MLR1	10.33	8.14	1.01	78.74 %	6,875.20	0.00 %		0.00 %	
TEN2	19.36	15.11	0.00	78.03 %	7,866.80	0.00 %		0.00 %	
ODM1	11.53	8.81	1.01	76.43 %	5,322.50	0.00 %		0.00 %	
MDU1	92.60	70.35	0.17	75.98 %	43,996.40	0.00 %		0.00 %	
USL1	14.69	11.16	0.00	75.96 %	9,956.60	0.00 %		0.00 %	
TDI1	15.41	11.59	0.49	75.22 %	12,848.90	0.00 %		0.00 %	
MNM1	10.79	8.04	0.00	74.52 %	8,390.90	0.00 %		0.00 %	
CBM1	21.73	16.09	0.00	74.04 %	11,464.70	0.00 %		0.00 %	
DGL1	46.53	34.31	0.67	73.74 %	24,861.20	0.00 %		0.00 %	
NKI1	13.28	9.77	0.56	73.59 %	9,476.70	0.00 %		0.00 %	
CMR1	10.98	7.91	0.18	72.05 %	6,286.60	0.00 %		0.00 %	
MPA1	20.56	13.53	0.00	65.82 %	13,593.80	0.00 %		0.00 %	
BTU1	9.07	5.67	0.37	62.57 %	4,585.50	0.00 %		0.00 %	
NTM1	12.85	7.73	0.00	60.15 %	1,630.90	0.00 %		0.00 %	
MDU3	24.06	11.47	1.04	47.69 %	7,412.90	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	10.81	13.09	1.34	121.16 %	7,087.90	40.00 %	2,835.16	0.00 %	2,835.16
PAS1	16.30	15.95	0.00	97.81 %	10,020.80	20.00 %	2,004.16	0.00 %	2,004.16
TVP1	40.03	32.34	0.13	80.79 %	29,530.50	10.00 %	2,953.05	0.00 %	2,953.05

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	11.32	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	8.86	4.81	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	2.18	19.54	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	2.75	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	1.10	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	2.23	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	1.48	0.00	0.00 %	0.00	0.00 %		0.00 %	