

Accu.Target
6,451.73 L

Sales
6,483.07 L

Achieved %
100.49 %

HO Budget+ %
0.00 %

Total Com.
52.71 L

Note : Sales Period is From :01-Nov-2025 To :07-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	639.58	816.59	127.67 %	0.00	0.00 %	0.00
SOUTH ARCOT	440.27	558.07	126.76 %	60,000.00	0.00 %	60,000.00
CHENNAI-02	808.85	832.33	102.90 %	48,000.00	0.00 %	48,000.00
NORTH ARCOT	528.60	523.53	99.04 %	15,000.00	0.00 %	15,000.00
CHENNAI-01	838.31	823.98	98.29 %	24,000.00	0.00 %	24,000.00
WEST-02	667.34	647.95	97.10 %	0.00	0.00 %	0.00
WEST-01	558.73	513.26	91.86 %	0.00	0.00 %	0.00
SOUTH-01	1,079.64	954.55	88.41 %	0.00	0.00 %	0.00
KL-SOUTH	78.33	68.74	87.76 %	0.00	0.00 %	0.00
SOUTH-03	812.06	697.26	85.86 %	0.00	0.00 %	0.00
OTHERS	0.00	46.83	0.00 %	0.00	0.00 %	0.00
Total	6,451.73	6,483.07	100.49 %		0.00 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	132.75	196.37	147.93%	40,000.00	0.00 %	40,000.00
	TRY1	189.63	247.70	130.63%	80,000.00	0.00 %	80,000.00
	TNJ1	145.22	186.27	128.27%	30,000.00	0.00 %	30,000.00
	PBR1	171.98	186.24	108.29%	15,000.00	0.00 %	15,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	143.14	207.02	144.63%	80,000.00	0.00 %	80,000.00
	SA02	157.31	200.71	127.59%	60,000.00	0.00 %	60,000.00
	SA03	139.82	150.33	107.52%	15,000.00	0.00 %	15,000.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	202.03	226.51	112.12%	40,000.00	0.00 %	40,000.00
	CH07	214.12	222.38	103.86%	30,000.00	0.00 %	30,000.00
	CH09	170.37	169.99	99.78%	7,500.00	0.00 %	7,500.00
	CH04	222.33	213.45	96.00%	15,000.00	0.00 %	15,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	186.91	200.82	107.44%	30,000.00	0.00 %	30,000.00
	NA03	161.82	159.99	98.87%	7,500.00	0.00 %	7,500.00
	NA02	179.87	162.72	90.46%	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	255.42	272.90	106.85%	30,000.00	0.00 %	30,000.00
	CH03	163.06	165.87	101.72%	15,000.00	0.00 %	15,000.00
	CH05	213.85	197.20	92.21%	7,500.00	0.00 %	7,500.00
	CH08	205.98	188.00	91.27%	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	194.44	204.35	105.10%	30,000.00	0.00 %	30,000.00
	HSR1	137.39	141.65	103.10%	15,000.00	0.00 %	15,000.00
	ERD1	180.72	173.88	96.22%	7,500.00	0.00 %	7,500.00
	MTR1	154.79	128.07	82.74%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	232.21	228.04	98.21%	15,000.00	0.00 %	15,000.00
	TPR4	66.69	62.52	93.75%	0.00	0.00 %	0.00
	PLI1	77.29	69.49	89.91%	0.00	0.00 %	0.00
	UAM1	100.87	90.17	89.39%	0.00	0.00 %	0.00
	TPR1	81.68	63.04	77.18%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	173.18	170.15	98.25%	7,500.00	0.00 %	7,500.00
	TUT1	234.94	214.38	91.25%	15,000.00	0.00 %	15,000.00
	KVT1	188.10	171.20	91.01%	7,500.00	0.00 %	7,500.00
	VNR1	147.50	123.29	83.59%	0.00	0.00 %	0.00
	TKS1	157.20	131.28	83.51%	0.00	0.00 %	0.00
	NGR1	178.72	144.25	80.71%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	78.33	68.74	87.76%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	157.56	158.87	100.83%	15,000.00	0.00 %	15,000.00
	KRR1	28.86	27.80	96.32%	0.00	0.00 %	0.00
	MDU2	237.99	216.30	90.88%	15,000.00	0.00 %	15,000.00
	SVG1	141.51	114.00	80.56%	0.00	0.00 %	0.00
	DGL1	246.14	180.29	73.25%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	2.78	0.00%	0.00	0.00 %	0.00
	CH02	0.00	12.86	0.00%	0.00	0.00 %	0.00
	HO01	0.00	20.05	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	2.90	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)
TRY2	8.51	21.12	0.00	248.07 %	9,710.20	40.00 %	3,884.08	0.00 %	3,884.08
TVR2	22.75	47.28	0.00	207.81 %	26,560.00	40.00 %	10,624.00	0.00 %	10,624.00
TVR1	10.84	19.76	0.00	182.36 %	13,944.70	40.00 %	5,577.88	0.00 %	5,577.88
PDK1	9.84	17.37	0.12	176.48 %	12,645.70	40.00 %	5,058.28	0.00 %	5,058.28
KIK1	11.19	18.56	0.00	165.89 %	11,952.80	40.00 %	4,781.12	0.00 %	4,781.12
TRY3	20.26	32.41	0.08	159.92 %	20,154.10	40.00 %	8,061.64	0.00 %	8,061.64
MVM1	25.48	39.58	0.11	155.36 %	39,259.50	40.00 %	15,703.80	0.00 %	15,703.80
KRN1	12.15	18.03	0.00	148.35 %	13,145.80	40.00 %	5,258.32	0.00 %	5,258.32
TNJ1	34.95	51.68	0.09	147.84 %	29,135.80	40.00 %	11,654.32	0.00 %	11,654.32
NGT1	20.89	29.31	0.00	140.29 %	23,344.60	40.00 %	9,337.84	0.00 %	9,337.84
NMM1	15.57	21.35	0.00	137.15 %	23,786.50	40.00 %	9,514.60	0.00 %	9,514.60
TNJ2	27.62	37.37	0.02	135.27 %	25,339.50	40.00 %	10,135.80	0.00 %	10,135.80
KUM1	35.93	46.69	0.09	129.97 %	33,272.90	40.00 %	13,309.16	0.00 %	13,309.16
MDI1	21.76	27.96	0.00	128.52 %	20,010.60	40.00 %	8,004.24	0.00 %	8,004.24
APM1	8.70	11.09	0.00	127.47 %	11,248.40	40.00 %	4,499.36	0.00 %	4,499.36
TRY1	105.16	129.53	0.01	123.18 %	74,942.20	40.00 %	29,976.88	0.00 %	29,976.88
AYR1	17.42	20.71	0.00	118.91 %	13,168.90	30.00 %	3,950.67	0.00 %	3,950.67
TTP1	19.96	23.07	0.00	115.53 %	17,850.90	30.00 %	5,355.27	0.00 %	5,355.27
TYR1	25.79	29.24	0.00	113.38 %	19,294.00	30.00 %	5,788.20	0.00 %	5,788.20
ORU1	11.80	12.94	0.00	109.66 %	9,802.40	25.00 %	2,450.60	0.00 %	2,450.60
NCK1	11.19	11.70	0.00	104.55 %	7,390.00	25.00 %	1,847.50	0.00 %	1,847.50
JKM1	19.70	20.10	0.04	102.03 %	13,424.30	25.00 %	3,356.08	0.00 %	3,356.08
PBR1	10.79	10.42	0.00	96.56 %	8,526.30	20.00 %	1,705.26	0.00 %	1,705.26
PTK1	24.82	23.89	0.29	96.23 %	17,427.00	20.00 %	3,485.40	0.00 %	3,485.40
PBR2	56.36	53.54	0.05	95.00 %	27,428.10	15.00 %	4,114.22	0.00 %	4,114.22
TRY4	33.70	29.25	0.02	86.79 %	25,027.80	10.00 %	2,502.78	0.00 %	2,502.78
MSI1	16.45	12.64	0.00	76.86 %	9,218.40	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	12.17	23.34	0.04	191.82 %	12,675.10	40.00 %	5,070.04	0.00 %	5,070.04
POY2	29.73	52.14	0.00	175.38 %	30,443.70	40.00 %	12,177.48	0.00 %	12,177.48
POY1	36.54	55.22	0.05	151.14 %	39,163.00	40.00 %	15,665.20	0.00 %	15,665.20
CDM1	27.45	41.04	0.13	149.54 %	27,685.80	40.00 %	11,074.32	0.00 %	11,074.32
CUD1	42.35	62.30	0.23	147.09 %	50,892.20	40.00 %	20,356.88	0.00 %	20,356.88
VPM2	22.31	31.12	0.36	139.46 %	22,122.30	40.00 %	8,848.92	0.00 %	8,848.92
KKI2	24.04	31.53	0.47	131.16 %	17,927.40	40.00 %	7,170.96	0.00 %	7,170.96
TDM1	19.18	24.22	0.60	126.27 %	11,803.10	40.00 %	4,721.24	0.00 %	4,721.24
KLM1	22.70	28.49	0.05	125.50 %	23,626.30	40.00 %	9,450.52	0.00 %	9,450.52
NVL2	24.74	30.41	1.04	122.95 %	19,609.90	40.00 %	7,843.96	0.00 %	7,843.96
SJI2	24.47	29.61	0.00	121.00 %	15,179.50	40.00 %	6,071.80	0.00 %	6,071.80
PRT1	18.50	22.16	0.08	119.79 %	18,093.40	30.00 %	5,428.02	0.00 %	5,428.02
VCM1	13.91	14.73	0.00	105.91 %	7,184.10	25.00 %	1,796.03	0.00 %	1,796.03
STP1	10.46	10.86	0.00	103.81 %	6,349.50	25.00 %	1,587.38	0.00 %	1,587.38
ULP1	26.05	26.64	0.00	102.26 %	19,267.90	25.00 %	4,816.98	0.00 %	4,816.98
TRK1	28.96	27.38	0.33	94.54 %	22,541.40	15.00 %	3,381.21	0.00 %	3,381.21
TVM2	19.49	18.28	0.00	93.79 %	9,431.10	15.00 %	1,414.67	0.00 %	1,414.67
TVM1	14.69	12.55	0.00	85.43 %	7,032.50	10.00 %	703.25	0.00 %	703.25
MKM1	11.82	8.87	0.00	75.04 %	7,537.20	0.00 %		0.00 %	
VPM1	10.72	7.18	0.33	66.94 %	4,448.10	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	26.47	40.54	0.46	153.12 %	31,422.60	40.00 %	12,569.04	0.00 %	12,569.04
CH32	5.62	8.10	0.00	144.22 %	3,179.60	40.00 %	1,271.84	0.00 %	1,271.84
CH27	8.60	12.32	0.00	143.29 %	11,136.80	40.00 %	4,454.72	0.00 %	4,454.72
CH17	30.77	42.11	0.09	136.83 %	36,899.70	40.00 %	14,759.88	0.00 %	14,759.88
CH23	11.75	15.91	1.33	135.49 %	16,542.80	40.00 %	6,617.12	0.00 %	6,617.12
CH33	28.02	35.86	0.38	127.98 %	35,697.10	40.00 %	14,278.84	0.00 %	14,278.84
CH34	28.61	35.98	0.07	125.75 %	26,240.10	40.00 %	10,496.04	0.00 %	10,496.04
CH12	44.24	53.02	0.14	119.86 %	47,366.10	30.00 %	14,209.83	0.00 %	14,209.83
CH18	40.19	45.17	0.14	112.38 %	56,324.70	30.00 %	16,897.41	0.00 %	16,897.41
CH41	27.23	30.14	0.65	110.68 %	24,264.10	30.00 %	7,279.23	0.00 %	7,279.23
CH20	43.45	47.53	0.49	109.41 %	41,550.80	25.00 %	10,387.70	0.00 %	10,387.70
PON1	19.07	20.40	0.08	106.94 %	21,619.00	25.00 %	5,404.75	0.00 %	5,404.75
CH43	22.74	23.51	0.23	103.37 %	26,145.70	25.00 %	6,536.43	0.00 %	6,536.43
CH03	79.54	80.40	0.46	101.08 %	60,007.60	25.00 %	15,001.90	0.00 %	15,001.90
UKI1	18.50	18.13	0.96	98.02 %	19,891.00	20.00 %	3,978.20	0.00 %	3,978.20
GPD1	20.43	19.97	0.12	97.73 %	15,047.70	20.00 %	3,009.54	0.00 %	3,009.54
CH09	28.69	27.91	0.12	97.29 %	29,288.50	20.00 %	5,857.70	0.00 %	5,857.70
MJR1	39.13	36.70	0.00	93.79 %	28,910.80	15.00 %	4,336.62	0.00 %	4,336.62
CH06	28.19	26.20	0.09	92.95 %	22,559.00	15.00 %	3,383.85	0.00 %	3,383.85
CH46	22.19	20.35	0.00	91.70 %	16,250.60	15.00 %	2,437.59	0.00 %	2,437.59
CH21	53.87	49.37	0.85	91.65 %	35,579.80	15.00 %	5,336.97	0.00 %	5,336.97
CH15	90.22	79.97	0.11	88.64 %	57,741.40	10.00 %	5,774.14	0.00 %	5,774.14
MC06	11.84	10.43	0.03	88.10 %	4,352.30	10.00 %	435.23	0.00 %	435.23
CH44	28.11	23.88	0.23	84.96 %	23,653.00	10.00 %	2,365.30	0.00 %	2,365.30
CH36	14.58	10.65	0.26	73.03 %	8,036.50	0.00 %		0.00 %	
MC05	14.61	9.02	0.00	61.75 %	3,691.60	0.00 %		0.00 %	
CH01	1.39	0.55	0.00	39.52 %	148.80	0.00 %		0.00 %	
CH31	20.79	8.20	0.00	39.44 %	7,778.80	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	19.63	32.56	0.16	165.81 %	26,206.40	40.00 %	10,482.56	0.00 %	10,482.56
CYR1	12.06	18.90	0.15	156.71 %	14,938.80	40.00 %	5,975.52	0.00 %	5,975.52
TRL1	30.90	42.74	0.17	138.32 %	43,686.70	40.00 %	17,474.68	0.00 %	17,474.68
SLG1	10.09	13.54	0.00	134.15 %	10,704.00	40.00 %	4,281.60	0.00 %	4,281.60
VNB1	14.92	17.91	0.05	120.03 %	11,443.80	40.00 %	4,577.52	0.00 %	4,577.52
WJP1	17.37	20.27	0.02	116.67 %	14,564.40	30.00 %	4,369.32	0.00 %	4,369.32
KPM2	58.70	63.37	0.23	107.96 %	37,950.90	25.00 %	9,487.73	0.00 %	9,487.73
PLR1	10.13	10.91	0.15	107.71 %	6,258.10	25.00 %	1,564.53	0.00 %	1,564.53
TRT1	14.87	15.87	0.58	106.76 %	9,862.90	25.00 %	2,465.73	0.00 %	2,465.73
VEL1	26.17	26.45	0.01	101.08 %	30,985.20	25.00 %	7,746.30	0.00 %	7,746.30
UGI1	12.48	12.58	0.32	100.80 %	7,496.10	25.00 %	1,874.03	0.00 %	1,874.03
CGM1	18.79	18.40	0.00	97.94 %	9,688.50	20.00 %	1,937.70	0.00 %	1,937.70
SBR1	32.60	30.61	0.06	93.91 %	29,702.50	15.00 %	4,455.38	0.00 %	4,455.38
GDM1	18.69	17.41	0.00	93.18 %	15,312.70	15.00 %	2,296.91	0.00 %	2,296.91
ABR1	18.78	17.08	0.15	90.96 %	15,345.70	15.00 %	2,301.86	0.00 %	2,301.86
WJD1	22.61	20.53	0.74	90.81 %	23,941.30	15.00 %	3,591.20	0.00 %	3,591.20
CPT1	11.76	10.50	0.00	89.29 %	9,997.40	10.00 %	999.74	0.00 %	999.74
BGR1	12.70	10.56	0.00	83.20 %	7,223.40	10.00 %	722.34	0.00 %	722.34
ANI1	11.55	9.48	0.00	82.06 %	8,835.00	10.00 %	883.50	0.00 %	883.50
KPM1	21.52	17.38	0.15	80.75 %	10,721.90	10.00 %	1,072.19	0.00 %	1,072.19
ARC2	23.46	18.33	0.02	78.12 %	14,818.00	0.00 %		0.00 %	
VEL2	36.11	28.15	0.04	77.94 %	29,119.00	0.00 %		0.00 %	
TRR1	36.28	26.41	0.06	72.78 %	18,761.90	0.00 %		0.00 %	
VSI1	25.29	16.72	0.40	66.12 %	15,317.50	0.00 %		0.00 %	
PTU1	11.14	6.86	0.42	61.58 %	5,975.30	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)
CH42	36.13	50.73	0.00	140.38 %	35,447.80	40.00 %	14,179.12	0.00 %	14,179.12
CH37	13.32	18.60	0.34	139.67 %	17,326.80	40.00 %	6,930.72	0.00 %	6,930.72
CGL1	20.05	24.63	0.29	122.81 %	16,870.90	40.00 %	6,748.36	0.00 %	6,748.36
CH19	30.73	37.63	0.49	122.46 %	34,733.60	40.00 %	13,893.44	0.00 %	13,893.44
CH38	18.12	21.73	0.25	119.90 %	24,210.50	30.00 %	7,263.15	0.00 %	7,263.15
CH45	23.59	28.27	0.41	119.82 %	24,586.50	30.00 %	7,375.95	0.00 %	7,375.95
CH39	18.95	22.25	0.00	117.39 %	18,757.00	30.00 %	5,627.10	0.00 %	5,627.10
CH16	53.77	62.30	0.19	115.86 %	55,239.50	30.00 %	16,571.85	0.00 %	16,571.85
MRM1	26.90	31.04	0.00	115.42 %	25,069.70	30.00 %	7,520.91	0.00 %	7,520.91
CH35	20.11	22.35	0.51	111.14 %	19,771.60	30.00 %	5,931.48	0.00 %	5,931.48
CH11	26.52	29.41	0.00	110.91 %	29,124.60	30.00 %	8,737.38	0.00 %	8,737.38
CH05	48.89	52.51	0.67	107.40 %	33,068.60	25.00 %	8,267.15	0.00 %	8,267.15
GUD1	25.19	26.88	0.00	106.74 %	46,117.30	25.00 %	11,529.33	0.00 %	11,529.33
KNR1	22.50	22.43	0.00	99.65 %	18,776.10	20.00 %	3,755.22	0.00 %	3,755.22
CH08	58.83	57.48	0.27	97.71 %	76,388.80	20.00 %	15,277.76	0.00 %	15,277.76
CH22	28.65	27.91	0.00	97.39 %	20,958.60	20.00 %	4,191.72	0.00 %	4,191.72
CH07	41.10	39.77	0.46	96.77 %	31,219.70	20.00 %	6,243.94	0.00 %	6,243.94
MC09	4.94	4.75	0.00	96.05 %	4,957.90	20.00 %	991.58	0.00 %	991.58
CH28	41.88	39.48	0.06	94.29 %	53,520.30	15.00 %	8,028.05	0.00 %	8,028.05
CH14	56.24	48.69	0.44	86.58 %	41,943.40	10.00 %	4,194.34	0.00 %	4,194.34
GUD2	24.84	21.31	0.11	85.81 %	19,736.40	10.00 %	1,973.64	0.00 %	1,973.64
SKL1	20.26	16.49	0.68	81.36 %	18,088.80	10.00 %	1,808.88	0.00 %	1,808.88
MC10	6.88	5.55	0.00	80.68 %	2,039.40	10.00 %	203.94	0.00 %	203.94
AVD1	36.66	28.21	4.76	76.96 %	27,294.30	0.00 %		0.00 %	
TKM1	15.36	11.70	0.11	76.21 %	11,705.70	0.00 %		0.00 %	
CH30	27.40	20.38	0.89	74.38 %	13,262.80	0.00 %		0.00 %	
CH48	43.28	31.02	0.22	71.67 %	35,321.10	0.00 %		0.00 %	
CH26	11.24	6.46	0.00	57.49 %	5,600.50	0.00 %		0.00 %	
CH29	9.64	4.15	0.00	43.09 %	5,074.10	0.00 %		0.00 %	
CH40	20.85	8.95	0.00	42.94 %	5,412.40	0.00 %		0.00 %	
MC02	5.50	0.92	0.00	16.75 %	501.50	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	12.04	18.09	0.09	150.28 %	10,336.20	40.00 %	4,134.48	0.00 %	4,134.48
EDP1	9.00	13.15	0.53	146.08 %	5,918.90	40.00 %	2,367.56	0.00 %	2,367.56
SLM2	19.70	26.64	0.00	135.25 %	18,960.10	40.00 %	7,584.04	0.00 %	7,584.04
ERD2	35.72	46.78	0.00	130.97 %	47,006.60	40.00 %	18,802.64	0.00 %	18,802.64
SLM1	57.45	67.95	0.25	118.27 %	42,510.80	30.00 %	12,753.24	0.00 %	12,753.24
KVP1	10.86	12.69	0.01	116.92 %	9,290.70	30.00 %	2,787.21	0.00 %	2,787.21
TCG1	10.82	12.61	0.01	116.49 %	10,946.90	30.00 %	3,284.07	0.00 %	3,284.07
PLC1	12.00	13.75	0.00	114.57 %	15,351.80	30.00 %	4,605.54	0.00 %	4,605.54
DPR1	10.38	11.64	0.00	112.18 %	6,138.90	30.00 %	1,841.67	0.00 %	1,841.67
SGI1	11.07	11.96	0.49	108.10 %	10,407.80	25.00 %	2,601.95	0.00 %	2,601.95
NKL2	26.63	28.50	0.09	107.00 %	26,890.40	25.00 %	6,722.60	0.00 %	6,722.60
HSR2	38.89	41.45	0.08	106.59 %	30,149.00	25.00 %	7,537.25	0.00 %	7,537.25
OML1	23.98	25.31	0.04	105.51 %	17,260.30	25.00 %	4,315.08	0.00 %	4,315.08
ATU1	21.94	22.18	0.00	101.13 %	12,397.80	25.00 %	3,099.45	0.00 %	3,099.45
VPD1	21.61	21.79	0.07	100.84 %	26,025.00	25.00 %	6,506.25	0.00 %	6,506.25
MCR1	19.48	18.51	0.00	95.05 %	15,186.40	15.00 %	2,277.96	0.00 %	2,277.96
SLM3	27.31	25.64	0.38	93.90 %	21,914.10	15.00 %	3,287.12	0.00 %	3,287.12
DPR2	13.21	12.33	0.06	93.38 %	6,842.70	15.00 %	1,026.41	0.00 %	1,026.41
ERD1	33.41	31.11	0.28	93.13 %	18,414.60	15.00 %	2,762.19	0.00 %	2,762.19
APN1	15.26	13.56	0.17	88.83 %	16,423.20	10.00 %	1,642.32	0.00 %	1,642.32
PDR1	9.19	7.89	0.66	85.85 %	7,046.50	10.00 %	704.65	0.00 %	704.65
HSR1	32.23	27.10	0.00	84.07 %	22,490.30	10.00 %	2,249.03	0.00 %	2,249.03
KRI1	20.31	16.60	0.00	81.73 %	7,649.90	10.00 %	764.99	0.00 %	764.99
CMI1	12.01	9.35	0.09	77.83 %	8,719.40	0.00 %		0.00 %	
SGG1	10.40	7.71	1.01	74.14 %	6,465.10	0.00 %		0.00 %	
HRR1	16.21	12.00	0.98	74.03 %	7,337.40	0.00 %		0.00 %	
TRM1	29.02	21.48	0.90	74.00 %	15,305.70	0.00 %		0.00 %	
KMM1	14.30	10.40	0.01	72.70 %	8,631.10	0.00 %		0.00 %	
RSP1	16.93	11.88	0.58	70.19 %	11,853.10	0.00 %		0.00 %	
VKL1	11.31	7.66	0.00	67.72 %	8,016.70	0.00 %		0.00 %	
BMD1	16.70	11.07	0.00	66.32 %	10,988.90	0.00 %		0.00 %	
MTR1	25.80	15.72	0.38	60.92 %	14,302.00	0.00 %		0.00 %	
EPI1	22.17	13.44	0.41	60.62 %	10,339.20	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	10.85	18.76	0.14	173.00 %	12,649.10	40.00 %	5,059.64	0.00 %	5,059.64
SUL1	12.06	17.81	0.00	147.65 %	20,205.60	40.00 %	8,082.24	0.00 %	8,082.24
KMD1	9.25	10.91	0.18	117.94 %	16,492.00	30.00 %	4,947.60	0.00 %	4,947.60
CBE1	15.82	17.61	0.00	111.30 %	19,210.60	30.00 %	5,763.18	0.00 %	5,763.18
CBE6	20.06	21.37	0.17	106.51 %	22,841.50	25.00 %	5,710.38	0.00 %	5,710.38
KGI1	18.48	19.60	0.27	106.06 %	12,446.00	25.00 %	3,111.50	0.00 %	3,111.50
DPM2	16.04	16.90	0.00	105.31 %	13,435.50	25.00 %	3,358.88	0.00 %	3,358.88
SNR1	15.71	16.53	0.79	105.17 %	17,882.70	25.00 %	4,470.68	0.00 %	4,470.68
CBE3	8.25	8.57	0.00	103.82 %	10,359.00	25.00 %	2,589.75	0.00 %	2,589.75
MPM1	14.36	14.61	0.57	101.75 %	13,491.40	25.00 %	3,372.85	0.00 %	3,372.85
CBE2	86.13	87.09	0.04	101.12 %	67,229.30	25.00 %	16,807.33	0.00 %	16,807.33
ANR1	4.18	4.01	0.22	95.93 %	3,986.70	20.00 %	797.34	0.00 %	797.34
TPR3	14.74	13.87	0.26	94.07 %	20,012.10	15.00 %	3,001.82	0.00 %	3,001.82
CBE4	25.68	23.71	0.00	92.31 %	25,328.90	15.00 %	3,799.34	0.00 %	3,799.34
PDM1	12.74	11.60	0.00	91.02 %	11,741.00	15.00 %	1,761.15	0.00 %	1,761.15
CNR1	15.51	13.81	0.00	89.07 %	15,950.80	10.00 %	1,595.08	0.00 %	1,595.08
KGM1	10.61	9.27	0.00	87.31 %	9,029.40	10.00 %	902.94	0.00 %	902.94
TPR1	32.62	28.40	0.09	87.08 %	19,245.00	10.00 %	1,924.50	0.00 %	1,924.50
UMP1	14.45	12.42	0.00	85.97 %	12,322.10	10.00 %	1,232.21	0.00 %	1,232.21
TPR4	13.47	11.39	0.00	84.58 %	10,590.50	10.00 %	1,059.05	0.00 %	1,059.05
PLI1	23.44	19.31	0.25	82.36 %	17,538.00	10.00 %	1,753.80	0.00 %	1,753.80
UAM1	29.64	23.41	0.29	78.97 %	15,939.20	0.00 %		0.00 %	
AVI1	13.28	10.36	0.00	77.98 %	10,477.60	0.00 %		0.00 %	
PPI1	12.28	9.38	0.00	76.39 %	10,131.20	0.00 %		0.00 %	
CBE5	13.69	10.34	0.54	75.48 %	13,568.30	0.00 %		0.00 %	
KMR1	34.79	25.02	0.17	71.93 %	27,308.00	0.00 %		0.00 %	
SYM2	12.62	8.61	0.20	68.18 %	8,537.50	0.00 %		0.00 %	
TPR2	34.33	20.78	0.00	60.52 %	16,731.30	0.00 %		0.00 %	
GDR1	13.63	7.83	0.00	57.44 %	5,590.10	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	8.17	12.25	0.11	149.94 %	6,051.50	40.00 %	2,420.60	0.00 %	2,420.60
KGL1	12.83	17.65	0.00	137.55 %	12,902.00	40.00 %	5,160.80	0.00 %	5,160.80
PKD1	21.00	25.19	0.01	119.97 %	25,133.40	30.00 %	7,540.02	0.00 %	7,540.02
ERL2	15.61	17.93	0.49	114.82 %	20,786.30	30.00 %	6,235.89	0.00 %	6,235.89
UDN1	13.36	14.91	0.42	111.60 %	11,158.70	30.00 %	3,347.61	0.00 %	3,347.61
RND1	28.98	31.09	0.64	107.30 %	36,133.50	25.00 %	9,033.38	0.00 %	9,033.38
ARM1	9.62	10.05	0.00	104.44 %	7,506.30	25.00 %	1,876.58	0.00 %	1,876.58
SGT1	12.00	12.38	0.00	103.24 %	7,800.60	25.00 %	1,950.15	0.00 %	1,950.15
TVL1	101.12	103.63	1.75	102.47 %	69,985.00	25.00 %	17,496.25	0.00 %	17,496.25
RPM1	30.81	31.23	0.02	101.38 %	26,030.20	25.00 %	6,507.55	0.00 %	6,507.55
SDI1	14.17	14.30	0.44	100.95 %	10,390.90	25.00 %	2,597.73	0.00 %	2,597.73
VNR1	14.16	14.22	0.39	100.45 %	12,624.80	25.00 %	3,156.20	0.00 %	3,156.20
KYR1	12.65	12.58	0.00	99.44 %	10,225.30	20.00 %	2,045.06	0.00 %	2,045.06
PDI1	15.05	14.48	0.63	96.16 %	8,337.30	20.00 %	1,667.46	0.00 %	1,667.46
MMT1	17.92	16.81	0.27	93.77 %	10,271.40	15.00 %	1,540.71	0.00 %	1,540.71
TUT1	115.49	107.28	0.29	92.89 %	95,973.10	15.00 %	14,395.97	0.00 %	14,395.97
TKS1	30.04	27.69	0.11	92.18 %	22,624.80	15.00 %	3,393.72	0.00 %	3,393.72
VLY1	34.86	31.45	2.36	90.20 %	18,978.60	15.00 %	2,846.79	0.00 %	2,846.79
TCN1	24.42	21.17	0.72	86.68 %	24,214.90	10.00 %	2,421.49	0.00 %	2,421.49
SNL1	22.52	19.52	0.12	86.68 %	13,472.70	10.00 %	1,347.27	0.00 %	1,347.27
VNR2	52.12	44.21	0.40	84.82 %	41,226.00	10.00 %	4,122.60	0.00 %	4,122.60
COL1	6.31	5.32	0.00	84.26 %	4,587.80	10.00 %	458.78	0.00 %	458.78
APK2	19.28	16.10	0.33	83.50 %	15,907.90	10.00 %	1,590.79	0.00 %	1,590.79
SVK1	36.03	29.86	0.45	82.88 %	22,644.60	10.00 %	2,264.46	0.00 %	2,264.46
KVT1	58.81	48.47	0.97	82.42 %	50,855.50	10.00 %	5,085.55	0.00 %	5,085.55
TYI1	19.61	16.03	0.00	81.72 %	16,651.50	10.00 %	1,665.15	0.00 %	1,665.15
MAR1	33.64	27.34	0.03	81.29 %	16,155.30	10.00 %	1,615.53	0.00 %	1,615.53
SKD1	14.38	11.68	0.17	81.21 %	9,348.80	10.00 %	934.88	0.00 %	934.88
NGR1	74.72	60.59	0.44	81.09 %	42,831.30	10.00 %	4,283.13	0.00 %	4,283.13
TUT2	46.44	37.07	4.16	79.82 %	29,933.70	0.00 %		0.00 %	
STU2	14.64	11.34	0.15	77.46 %	9,029.60	0.00 %		0.00 %	
VKM1	15.13	11.33	0.00	74.89 %	20,178.90	0.00 %		0.00 %	
APK1	25.91	18.90	0.96	72.95 %	12,820.10	0.00 %		0.00 %	
ASM1	19.40	12.78	0.40	65.85 %	10,816.80	0.00 %		0.00 %	
TKS2	55.13	31.19	0.05	56.57 %	22,938.20	0.00 %		0.00 %	
KSM1	12.55	6.83	0.00	54.38 %	4,415.80	0.00 %		0.00 %	
TKY1	20.75	9.72	0.54	46.84 %	7,951.20	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	12.61	14.11	1.24	111.88 %	8,018.30	30.00 %	2,405.49	0.00 %	2,405.49
PAS1	19.02	17.97	0.00	94.48 %	11,129.50	15.00 %	1,669.43	0.00 %	1,669.43
TVP1	46.70	36.66	0.12	78.50 %	32,530.20	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	35.28	51.93	0.14	147.21 %	38,890.90	40.00 %	15,556.36	0.00 %	15,556.36
KKD3	36.68	47.38	0.12	129.18 %	45,213.70	40.00 %	18,085.48	0.00 %	18,085.48
DKI1	17.76	22.27	0.22	125.40 %	21,971.80	40.00 %	8,788.72	0.00 %	8,788.72
KRR1	15.41	18.09	0.00	117.42 %	13,363.30	30.00 %	4,008.99	0.00 %	4,008.99
MDU2	40.90	44.72	0.87	109.36 %	29,316.40	25.00 %	7,329.10	0.00 %	7,329.10
ATG1	23.91	25.22	0.00	105.50 %	21,716.00	25.00 %	5,429.00	0.00 %	5,429.00
TPT1	18.74	18.57	0.00	99.07 %	29,485.40	20.00 %	5,897.08	0.00 %	5,897.08
PNI1	10.65	10.27	0.26	96.40 %	9,569.30	20.00 %	1,913.86	0.00 %	1,913.86
MDU4	18.07	17.12	0.96	94.72 %	15,124.10	15.00 %	2,268.62	0.00 %	2,268.62
PKM1	12.04	11.16	0.00	92.72 %	11,959.40	15.00 %	1,793.91	0.00 %	1,793.91
MDU5	16.27	14.65	0.00	90.06 %	20,187.20	10.00 %	2,018.72	0.00 %	2,018.72
TEN1	23.79	21.29	0.00	89.48 %	15,861.70	10.00 %	1,586.17	0.00 %	1,586.17
TMM1	26.73	23.76	0.72	88.91 %	21,094.90	10.00 %	2,109.49	0.00 %	2,109.49
SVG1	17.38	15.44	0.00	88.85 %	16,023.60	10.00 %	1,602.36	0.00 %	1,602.36
DGL2	17.93	15.76	0.00	87.91 %	17,612.10	10.00 %	1,761.21	0.00 %	1,761.21
PVI1	17.64	15.36	0.00	87.08 %	13,619.20	10.00 %	1,361.92	0.00 %	1,361.92
KYK1	15.77	13.51	2.02	85.65 %	18,314.40	10.00 %	1,831.44	0.00 %	1,831.44
ADP1	16.75	13.95	0.33	83.29 %	14,087.50	10.00 %	1,408.75	0.00 %	1,408.75
SGP1	12.26	9.83	0.77	80.20 %	8,352.50	10.00 %	835.25	0.00 %	835.25
KPT1	14.33	11.40	0.71	79.56 %	10,908.80	0.00 %		0.00 %	
BNR1	14.39	11.32	0.00	78.65 %	11,949.80	0.00 %		0.00 %	
USL1	17.14	13.34	0.00	77.84 %	13,167.80	0.00 %		0.00 %	
TEN2	22.59	17.20	0.00	76.17 %	9,389.50	0.00 %		0.00 %	
MDU1	108.04	78.09	0.15	72.28 %	49,290.30	0.00 %		0.00 %	
ODM1	13.45	9.70	0.92	72.16 %	6,212.10	0.00 %		0.00 %	
MLR1	12.06	8.48	0.97	70.32 %	7,372.30	0.00 %		0.00 %	
DGL1	54.28	38.09	0.60	70.17 %	27,845.20	0.00 %		0.00 %	
CBM1	25.36	17.60	0.00	69.39 %	13,307.00	0.00 %		0.00 %	
NKI1	15.49	10.61	0.52	68.48 %	9,912.50	0.00 %		0.00 %	
MNM1	12.59	8.44	0.00	67.02 %	8,919.80	0.00 %		0.00 %	
CMR1	12.81	8.43	0.17	65.86 %	6,728.40	0.00 %		0.00 %	
TDI1	17.98	11.79	0.48	65.58 %	13,215.10	0.00 %		0.00 %	
MPA1	23.98	15.26	0.00	63.62 %	15,178.80	0.00 %		0.00 %	
BTU1	10.58	6.30	0.34	59.53 %	5,047.10	0.00 %		0.00 %	
NTM1	14.99	8.18	0.00	54.55 %	1,987.30	0.00 %		0.00 %	
MDU3	28.07	12.74	0.93	45.38 %	8,153.20	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	11.76	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	19.76	4.65	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.30	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	2.90	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	2.78	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 %	