

Accu.Target
7,373.40 L

Sales
7,184.49 L

Achieved %
97.44 %

HO Budget+ %
0.00 %

Total Com.
59.59 L

Note : Sales Period is From :01-Nov-2025 To :08-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	730.95	888.52	121.56 %	0.00	0.00 %	0.00
SOUTH ARCOT	503.16	606.74	120.58 %	72,000.00	0.00 %	72,000.00
CHENNAI-02	924.40	918.65	99.38 %	27,000.00	0.00 %	27,000.00
CHENNAI-01	958.07	942.21	98.34 %	27,000.00	0.00 %	27,000.00
NORTH ARCOT	604.12	576.18	95.37 %	15,000.00	0.00 %	15,000.00
WEST-02	762.67	704.17	92.33 %	0.00	0.00 %	0.00
WEST-01	638.55	561.18	87.88 %	0.00	0.00 %	0.00
SOUTH-03	928.07	794.67	85.63 %	0.00	0.00 %	0.00
SOUTH-01	1,233.88	1,052.12	85.27 %	0.00	0.00 %	0.00
KL-SOUTH	89.52	73.63	82.24 %	0.00	0.00 %	0.00
OTHERS	0.00	66.42	0.00 %	0.00	0.00 %	0.00
Total	7,373.40	7,184.49	97.44 %		0.00 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	151.71	212.27	139.91%	80,000.00	0.00 %	80,000.00
	TRY1	216.72	268.68	123.98%	60,000.00	0.00 %	60,000.00
	TNJ1	165.97	204.35	123.12%	60,000.00	0.00 %	60,000.00
	PBR1	196.55	203.23	103.40%	30,000.00	0.00 %	30,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	163.59	224.96	137.52%	80,000.00	0.00 %	80,000.00
	SA02	179.78	219.73	122.22%	60,000.00	0.00 %	60,000.00
	SA03	159.80	162.05	101.41%	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	230.89	248.23	107.51%	30,000.00	0.00 %	30,000.00
	CH07	244.71	250.06	102.19%	30,000.00	0.00 %	30,000.00
	CH09	194.71	185.97	95.51%	7,500.00	0.00 %	7,500.00
	CH04	254.10	234.39	92.25%	15,000.00	0.00 %	15,000.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	291.91	316.12	108.29%	45,000.00	0.00 %	45,000.00
	CH03	186.36	186.78	100.22%	15,000.00	0.00 %	15,000.00
	CH05	244.40	225.99	92.46%	15,000.00	0.00 %	15,000.00
	CH08	235.40	213.33	90.62%	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	213.62	219.69	102.84%	30,000.00	0.00 %	30,000.00
	NA03	184.94	173.36	93.74%	7,500.00	0.00 %	7,500.00
	NA02	205.56	183.12	89.08%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SLM1	222.21	223.56	100.61%	30,000.00	0.00 %	30,000.00
	HSR1	157.02	154.11	98.15%	7,500.00	0.00 %	7,500.00
	ERD1	206.54	186.47	90.28%	7,500.00	0.00 %	7,500.00
	MTR1	176.90	140.03	79.16%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	265.38	251.51	94.77%	15,000.00	0.00 %	15,000.00
	TPR4	76.21	67.63	88.74%	0.00	0.00 %	0.00
	PLI1	88.33	77.34	87.56%	0.00	0.00 %	0.00
	UAM1	115.28	97.37	84.46%	0.00	0.00 %	0.00
	TPR1	93.35	67.32	72.12%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	180.07	173.53	96.37%	7,500.00	0.00 %	7,500.00
	KRR1	32.98	31.32	94.95%	0.00	0.00 %	0.00
	MDU2	271.99	243.55	89.54%	0.00	0.00 %	0.00
	SVG1	161.73	141.85	87.71%	0.00	0.00 %	0.00
	DGL1	281.30	204.43	72.67%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	197.92	181.00	91.45%	7,500.00	0.00 %	7,500.00
	TUT1	268.50	240.67	89.63%	0.00	0.00 %	0.00
	KVT1	214.97	191.74	89.19%	0.00	0.00 %	0.00
	VNR1	168.57	135.69	80.49%	0.00	0.00 %	0.00
	TKS1	179.66	143.32	79.77%	0.00	0.00 %	0.00
	NGR1	204.26	159.71	78.19%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	89.52	73.63	82.24%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	2.99	0.00%	0.00	0.00 %	0.00
	CH02	0.00	21.79	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	28.25	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	5.34	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	1.58	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	3.46	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	3.01	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	9.73	21.66	0.00	222.63 %	9,994.50	40.00 %	3,997.80	0.00 %	3,997.80
TVR2	26.00	50.83	0.00	195.48 %	28,722.80	40.00 %	11,489.12	0.00 %	11,489.12
PDK1	11.25	20.29	0.10	180.32 %	14,085.20	40.00 %	5,634.08	0.00 %	5,634.08
TVR1	12.39	20.87	0.00	168.46 %	15,252.10	40.00 %	6,100.84	0.00 %	6,100.84
KIK1	12.78	20.45	0.00	159.96 %	13,658.40	40.00 %	5,463.36	0.00 %	5,463.36
MVM1	29.11	44.79	0.13	153.86 %	47,421.70	40.00 %	18,968.68	0.00 %	18,968.68
TRY3	23.16	33.58	0.22	145.01 %	21,852.80	40.00 %	8,741.12	0.00 %	8,741.12
TNJ1	39.95	56.30	0.08	140.93 %	33,055.90	40.00 %	13,222.36	0.00 %	13,222.36
KRN1	13.89	19.31	0.00	139.05 %	14,701.80	40.00 %	5,880.72	0.00 %	5,880.72
TNJ2	31.57	43.56	0.26	137.97 %	30,612.50	40.00 %	12,245.00	0.00 %	12,245.00
NGT1	23.88	32.10	0.04	134.43 %	26,891.70	40.00 %	10,756.68	0.00 %	10,756.68
NMM1	17.79	23.51	0.00	132.11 %	26,383.60	40.00 %	10,553.44	0.00 %	10,553.44
MDI1	24.86	30.46	0.09	122.49 %	22,560.90	40.00 %	9,024.36	0.00 %	9,024.36
KUM1	41.06	49.95	0.08	121.65 %	35,631.30	40.00 %	14,252.52	0.00 %	14,252.52
TRY1	120.18	139.97	0.01	116.47 %	81,794.30	30.00 %	24,538.29	0.00 %	24,538.29
APM1	9.94	11.40	0.00	114.69 %	11,713.60	30.00 %	3,514.08	0.00 %	3,514.08
TTP1	22.82	25.88	0.00	113.43 %	19,821.50	30.00 %	5,946.45	0.00 %	5,946.45
AYR1	19.91	22.07	0.00	110.85 %	14,362.80	30.00 %	4,308.84	0.00 %	4,308.84
ORU1	13.48	14.01	0.00	103.92 %	10,861.90	25.00 %	2,715.48	0.00 %	2,715.48
JKM1	22.51	23.24	0.04	103.24 %	16,702.20	25.00 %	4,175.55	0.00 %	4,175.55
TYR1	29.48	29.49	0.00	100.05 %	19,870.80	20.00 %	3,974.16	0.00 %	3,974.16
PBR1	12.33	12.15	0.00	98.54 %	10,675.60	20.00 %	2,135.12	0.00 %	2,135.12
NCK1	12.79	12.19	0.00	95.37 %	7,639.60	20.00 %	1,527.92	0.00 %	1,527.92
PBR2	64.42	57.17	0.21	88.75 %	31,472.80	10.00 %	3,147.28	0.00 %	3,147.28
PTK1	28.37	25.11	0.28	88.52 %	18,762.90	10.00 %	1,876.29	0.00 %	1,876.29
TRY4	38.51	33.86	0.02	87.93 %	30,026.20	10.00 %	3,002.62	0.00 %	3,002.62
MSI1	18.79	14.32	0.00	76.19 %	11,052.20	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	13.90	25.35	0.04	182.35 %	14,216.00	40.00 %	5,686.40	0.00 %	5,686.40
POY2	33.98	54.25	0.00	159.67 %	32,350.90	40.00 %	12,940.36	0.00 %	12,940.36
CUD1	48.41	68.70	0.21	141.92 %	58,826.90	40.00 %	23,530.76	0.00 %	23,530.76
POY1	41.76	58.49	0.04	140.06 %	43,917.30	40.00 %	17,566.92	0.00 %	17,566.92
CDM1	31.37	43.07	0.47	137.29 %	30,016.00	40.00 %	12,006.40	0.00 %	12,006.40
VPM2	25.50	33.30	0.43	130.58 %	24,607.50	40.00 %	9,843.00	0.00 %	9,843.00
KKI2	27.47	35.09	0.43	127.74 %	20,158.90	40.00 %	8,063.56	0.00 %	8,063.56
KLM1	25.94	32.61	0.04	125.70 %	27,892.20	40.00 %	11,156.88	0.00 %	11,156.88
NVL2	28.27	34.01	1.01	120.29 %	23,057.90	40.00 %	9,223.16	0.00 %	9,223.16
SJI2	27.96	33.36	0.00	119.32 %	18,895.50	30.00 %	5,668.65	0.00 %	5,668.65
PRT1	21.14	24.63	0.24	116.52 %	21,395.00	30.00 %	6,418.50	0.00 %	6,418.50
TDM1	21.93	25.06	0.58	114.30 %	12,696.00	30.00 %	3,808.80	0.00 %	3,808.80
VCM1	15.89	15.99	0.30	100.60 %	8,190.40	25.00 %	2,047.60	0.00 %	2,047.60
STP1	11.95	11.98	0.00	100.19 %	6,865.50	25.00 %	1,716.38	0.00 %	1,716.38
ULP1	29.78	29.61	0.00	99.44 %	21,530.60	20.00 %	4,306.12	0.00 %	4,306.12
TRK1	33.10	30.38	0.30	91.78 %	25,451.00	15.00 %	3,817.65	0.00 %	3,817.65
TVM2	22.27	19.09	0.00	85.73 %	9,862.20	10.00 %	986.22	0.00 %	986.22
MKM1	13.51	10.92	0.00	80.81 %	9,561.10	10.00 %	956.11	0.00 %	956.11
TVM1	16.79	13.55	0.06	80.70 %	6,571.70	10.00 %	657.17	0.00 %	657.17
VPM1	12.25	7.31	0.33	59.64 %	4,734.00	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	30.26	45.23	0.42	149.49 %	36,831.70	40.00 %	14,732.68	0.00 %	14,732.68
CH27	9.83	12.97	0.00	131.99 %	12,216.80	40.00 %	4,886.72	0.00 %	4,886.72
CH32	6.42	8.36	0.00	130.21 %	3,357.00	40.00 %	1,342.80	0.00 %	1,342.80
CH23	13.42	17.24	1.23	128.40 %	17,340.60	40.00 %	6,936.24	0.00 %	6,936.24
CH34	32.70	41.75	0.06	127.66 %	31,617.90	40.00 %	12,647.16	0.00 %	12,647.16
CH17	35.17	43.92	0.26	124.88 %	40,600.40	40.00 %	16,240.16	0.00 %	16,240.16
CH33	32.02	39.98	0.34	124.87 %	43,360.60	40.00 %	17,344.24	0.00 %	17,344.24
CH18	45.94	53.40	0.12	116.24 %	65,605.30	30.00 %	19,681.59	0.00 %	19,681.59
CH12	50.56	55.41	0.17	109.59 %	50,037.20	25.00 %	12,509.30	0.00 %	12,509.30
CH41	31.12	33.68	0.58	108.23 %	27,392.60	25.00 %	6,848.15	0.00 %	6,848.15
CH43	25.99	27.16	0.20	104.51 %	29,680.20	25.00 %	7,420.05	0.00 %	7,420.05
CH20	49.65	51.81	0.45	104.34 %	46,260.50	25.00 %	11,565.13	0.00 %	11,565.13
CH03	90.90	91.08	0.45	100.20 %	67,836.10	25.00 %	16,959.03	0.00 %	16,959.03
UKI1	21.14	20.51	0.86	97.04 %	21,474.80	20.00 %	4,294.96	0.00 %	4,294.96
PON1	21.80	20.88	0.08	95.79 %	22,341.50	20.00 %	4,468.30	0.00 %	4,468.30
CH09	32.79	30.65	0.11	93.48 %	34,136.00	15.00 %	5,120.40	0.00 %	5,120.40
GPD1	23.35	21.12	0.11	90.47 %	16,869.80	15.00 %	2,530.47	0.00 %	2,530.47
CH15	103.11	92.24	0.15	89.46 %	65,553.70	10.00 %	6,555.37	0.00 %	6,555.37
MJR1	44.72	39.06	0.07	87.34 %	32,392.30	10.00 %	3,239.23	0.00 %	3,239.23
CH21	61.57	53.70	0.85	87.23 %	39,453.90	10.00 %	3,945.39	0.00 %	3,945.39
MC06	13.53	11.63	0.03	85.94 %	5,009.60	10.00 %	500.96	0.00 %	500.96
CH06	32.22	27.65	0.09	85.82 %	25,203.20	10.00 %	2,520.32	0.00 %	2,520.32
CH44	32.13	27.33	0.20	85.06 %	27,427.40	10.00 %	2,742.74	0.00 %	2,742.74
CH46	25.36	20.94	0.00	82.58 %	17,457.10	10.00 %	1,745.71	0.00 %	1,745.71
CH36	16.67	11.45	0.24	68.71 %	8,484.50	0.00 %		0.00 %	
MC05	16.70	10.04	0.00	60.15 %	3,967.40	0.00 %		0.00 %	
CH31	23.76	8.90	0.28	37.46 %	8,712.20	0.00 %		0.00 %	
CH01	1.59	0.55	0.00	34.58 %	148.80	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)
CH42	41.30	58.85	0.00	142.51 %	40,573.10	40.00 %	16,229.24	0.00 %	16,229.24
CH38	20.71	27.20	0.20	131.33 %	31,207.50	40.00 %	12,483.00	0.00 %	12,483.00
CH37	15.22	19.67	0.32	129.24 %	18,770.90	40.00 %	7,508.36	0.00 %	7,508.36
CH39	21.66	27.86	0.00	128.61 %	23,411.90	40.00 %	9,364.76	0.00 %	9,364.76
CGL1	22.92	27.70	0.26	120.88 %	21,250.20	40.00 %	8,500.08	0.00 %	8,500.08
CH19	35.12	41.06	0.45	116.92 %	39,421.90	30.00 %	11,826.57	0.00 %	11,826.57
CH45	26.97	31.48	0.37	116.72 %	28,310.20	30.00 %	8,493.06	0.00 %	8,493.06
CH16	61.45	71.62	0.17	116.55 %	62,070.60	30.00 %	18,621.18	0.00 %	18,621.18
MRM1	30.74	34.37	0.00	111.80 %	28,317.40	30.00 %	8,495.22	0.00 %	8,495.22
CH11	30.31	33.76	0.25	111.39 %	32,566.30	30.00 %	9,769.89	0.00 %	9,769.89
CH35	22.98	25.07	0.46	109.10 %	21,624.40	25.00 %	5,406.10	0.00 %	5,406.10
GUD1	28.78	30.19	0.00	104.89 %	50,626.90	25.00 %	12,656.73	0.00 %	12,656.73
CH05	55.87	58.58	0.66	104.85 %	40,229.80	25.00 %	10,057.45	0.00 %	10,057.45
CH08	67.23	66.17	0.35	98.42 %	88,889.00	20.00 %	17,777.80	0.00 %	17,777.80
MC09	5.65	5.35	0.00	94.81 %	5,536.70	15.00 %	830.51	0.00 %	830.51
CH22	32.75	30.90	0.00	94.36 %	25,154.20	15.00 %	3,773.13	0.00 %	3,773.13
KNR1	25.72	23.88	0.00	92.86 %	20,694.30	15.00 %	3,104.15	0.00 %	3,104.15
CH07	46.97	43.34	0.74	92.26 %	34,960.00	15.00 %	5,244.00	0.00 %	5,244.00
CH14	64.27	57.77	0.52	89.89 %	51,138.70	10.00 %	5,113.87	0.00 %	5,113.87
CH28	47.86	42.99	0.12	89.82 %	60,469.30	10.00 %	6,046.93	0.00 %	6,046.93
MC10	7.86	6.79	0.00	86.39 %	2,650.40	10.00 %	265.04	0.00 %	265.04
GUD2	28.38	23.78	0.10	83.77 %	23,523.80	10.00 %	2,352.38	0.00 %	2,352.38
SKL1	23.16	19.32	0.58	83.41 %	22,130.30	10.00 %	2,213.03	0.00 %	2,213.03
AVD1	41.90	34.80	3.86	83.07 %	31,070.00	10.00 %	3,107.00	0.00 %	3,107.00
CH48	49.46	38.75	0.18	78.35 %	46,324.30	0.00 %		0.00 %	
TKM1	17.55	13.15	0.12	74.95 %	12,714.90	0.00 %		0.00 %	
CH30	31.31	23.15	0.86	73.93 %	16,777.80	0.00 %		0.00 %	
CH26	12.85	6.94	0.15	53.98 %	5,852.80	0.00 %		0.00 %	
CH29	11.01	5.51	0.00	50.06 %	6,888.30	0.00 %		0.00 %	
CH40	23.83	11.29	0.00	47.39 %	6,658.00	0.00 %		0.00 %	
MC02	6.29	0.92	0.00	14.66 %	501.50	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	22.44	35.55	0.15	158.44 %	29,967.30	40.00 %	11,986.92	0.00 %	11,986.92
CYR1	13.79	21.45	0.13	155.60 %	17,651.50	40.00 %	7,060.60	0.00 %	7,060.60
TRL1	35.31	46.20	0.16	130.81 %	46,756.40	40.00 %	18,702.56	0.00 %	18,702.56
SLG1	11.54	14.12	0.00	122.44 %	11,092.40	40.00 %	4,436.96	0.00 %	4,436.96
VNB1	17.05	20.70	0.04	121.42 %	13,080.80	40.00 %	5,232.32	0.00 %	5,232.32
WJP1	19.85	22.21	0.02	111.85 %	15,612.30	30.00 %	4,683.69	0.00 %	4,683.69
KPM2	67.08	69.60	0.24	103.75 %	43,278.50	25.00 %	10,819.63	0.00 %	10,819.63
UGI1	14.26	14.53	0.28	101.86 %	8,906.40	25.00 %	2,226.60	0.00 %	2,226.60
PLR1	11.58	11.79	0.14	101.86 %	7,179.20	25.00 %	1,794.80	0.00 %	1,794.80
TRT1	16.99	16.94	0.54	99.73 %	11,174.10	20.00 %	2,234.82	0.00 %	2,234.82
VEL1	29.90	29.61	0.47	99.02 %	34,155.00	20.00 %	6,831.00	0.00 %	6,831.00
GDM1	21.36	19.99	0.00	93.58 %	16,520.80	15.00 %	2,478.12	0.00 %	2,478.12
CGM1	21.47	19.68	0.00	91.66 %	11,236.10	15.00 %	1,685.42	0.00 %	1,685.42
ABR1	21.47	19.43	0.13	90.51 %	17,774.40	15.00 %	2,666.16	0.00 %	2,666.16
SBR1	37.26	33.64	0.05	90.30 %	33,558.00	15.00 %	5,033.70	0.00 %	5,033.70
WJD1	25.84	21.98	0.70	85.06 %	26,458.90	10.00 %	2,645.89	0.00 %	2,645.89
CPT1	13.44	11.19	0.00	83.24 %	10,570.30	10.00 %	1,057.03	0.00 %	1,057.03
BGR1	14.51	11.76	0.00	81.07 %	8,690.70	10.00 %	869.07	0.00 %	869.07
KPM1	24.59	18.77	0.13	76.34 %	11,833.70	0.00 %		0.00 %	
ANI1	13.21	10.02	0.70	75.91 %	9,082.60	0.00 %		0.00 %	
VEL2	41.27	31.22	0.04	75.65 %	33,371.90	0.00 %		0.00 %	
ARC2	26.82	20.10	0.02	74.96 %	17,131.00	0.00 %		0.00 %	
TRR1	41.47	30.70	0.06	74.05 %	22,887.10	0.00 %		0.00 %	
PTU1	12.74	7.65	0.37	60.05 %	6,619.30	0.00 %		0.00 %	
VSI1	28.90	17.33	0.38	59.98 %	15,826.10	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	13.75	20.25	0.08	147.20 %	11,594.40	40.00 %	4,637.76	0.00 %	4,637.76
EDP1	10.29	14.46	0.49	140.56 %	6,761.80	40.00 %	2,704.72	0.00 %	2,704.72
SLM2	22.51	28.21	0.00	125.32 %	20,451.40	40.00 %	8,180.56	0.00 %	8,180.56
ERD2	40.82	50.43	0.15	123.53 %	52,362.40	40.00 %	20,944.96	0.00 %	20,944.96
TCG1	12.37	14.15	0.01	114.38 %	12,409.70	30.00 %	3,722.91	0.00 %	3,722.91
PLC1	13.72	15.30	0.00	111.53 %	18,158.80	30.00 %	5,447.64	0.00 %	5,447.64
KVP1	12.41	13.77	0.01	110.96 %	9,657.40	30.00 %	2,897.22	0.00 %	2,897.22
DPR1	11.86	13.16	0.00	110.96 %	7,386.60	30.00 %	2,215.98	0.00 %	2,215.98
SLM1	65.66	72.57	0.24	110.52 %	45,317.90	30.00 %	13,595.37	0.00 %	13,595.37
NKL2	30.44	31.47	0.08	103.39 %	30,754.70	25.00 %	7,688.68	0.00 %	7,688.68
HSR2	44.44	44.92	0.22	101.08 %	32,424.80	25.00 %	8,106.20	0.00 %	8,106.20
OML1	27.41	27.64	0.26	100.84 %	18,940.30	25.00 %	4,735.08	0.00 %	4,735.08
VPD1	24.69	24.38	0.06	98.71 %	28,847.50	20.00 %	5,769.50	0.00 %	5,769.50
ATU1	25.07	24.64	0.00	98.29 %	13,592.50	20.00 %	2,718.50	0.00 %	2,718.50
SGI1	12.65	12.27	0.47	97.00 %	10,704.50	20.00 %	2,140.90	0.00 %	2,140.90
APN1	17.44	15.64	0.15	89.66 %	19,473.50	10.00 %	1,947.35	0.00 %	1,947.35
SLM3	31.21	27.95	0.35	89.57 %	23,619.80	10.00 %	2,361.98	0.00 %	2,361.98
DPR2	15.10	13.37	0.06	88.59 %	7,135.00	10.00 %	713.50	0.00 %	713.50
MCR1	22.26	18.76	0.00	84.27 %	15,044.00	10.00 %	1,504.40	0.00 %	1,504.40
ERD1	38.18	31.92	0.49	83.61 %	19,721.50	10.00 %	1,972.15	0.00 %	1,972.15
HSR1	36.83	30.31	0.00	82.27 %	26,895.80	10.00 %	2,689.58	0.00 %	2,689.58
PDR1	10.50	8.53	0.61	81.18 %	7,785.10	10.00 %	778.51	0.00 %	778.51
CMI1	13.72	10.56	0.08	76.94 %	10,879.20	0.00 %		0.00 %	
HRR1	18.53	14.25	0.83	76.91 %	8,772.70	0.00 %		0.00 %	
TRM1	33.17	24.77	0.78	74.67 %	16,749.60	0.00 %		0.00 %	
KRI1	23.21	17.30	0.00	74.52 %	8,225.10	0.00 %		0.00 %	
SGG1	11.89	8.02	0.97	67.49 %	6,691.20	0.00 %		0.00 %	
KMM1	16.34	10.78	0.01	65.98 %	9,249.30	0.00 %		0.00 %	
RSP1	19.35	12.62	0.90	65.23 %	12,624.30	0.00 %		0.00 %	
EPI1	25.34	15.71	0.35	62.00 %	12,572.30	0.00 %		0.00 %	
VKL1	12.93	8.00	0.00	61.86 %	8,605.70	0.00 %		0.00 %	
BMD1	19.09	11.27	0.01	59.04 %	11,412.90	0.00 %		0.00 %	
MTR1	29.49	16.81	0.36	57.00 %	15,346.00	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	12.39	19.88	0.13	160.43 %	14,026.70	40.00 %	5,610.68	0.00 %	5,610.68
SUL1	13.79	18.49	0.00	134.11 %	21,391.20	40.00 %	8,556.48	0.00 %	8,556.48
SNR1	17.96	20.34	0.64	113.26 %	21,266.00	30.00 %	6,379.80	0.00 %	6,379.80
KMD1	10.57	11.64	0.16	110.12 %	17,231.10	30.00 %	5,169.33	0.00 %	5,169.33
ANR1	4.78	5.18	0.17	108.29 %	5,489.30	25.00 %	1,372.33	0.00 %	1,372.33
CBE1	18.08	19.17	0.00	106.03 %	21,966.00	25.00 %	5,491.50	0.00 %	5,491.50
CBE3	9.43	9.94	0.00	105.44 %	12,552.50	25.00 %	3,138.13	0.00 %	3,138.13
MPM1	16.41	17.07	0.49	104.01 %	17,789.40	25.00 %	4,447.35	0.00 %	4,447.35
CBE6	22.93	22.89	0.16	99.80 %	25,839.10	20.00 %	5,167.82	0.00 %	5,167.82
CBE2	98.43	95.83	0.17	97.36 %	76,403.50	20.00 %	15,280.70	0.00 %	15,280.70
DPM2	18.34	17.80	0.00	97.09 %	15,079.10	20.00 %	3,015.82	0.00 %	3,015.82
KGI1	21.12	20.16	0.26	95.45 %	12,922.60	20.00 %	2,584.52	0.00 %	2,584.52
UMP1	16.51	15.09	0.14	91.38 %	14,110.00	15.00 %	2,116.50	0.00 %	2,116.50
PDM1	14.56	13.23	0.00	90.85 %	14,385.20	15.00 %	2,157.78	0.00 %	2,157.78
CBE4	29.35	25.92	0.00	88.29 %	28,511.00	10.00 %	2,851.10	0.00 %	2,851.10
TPR3	16.85	14.54	0.25	86.31 %	21,324.50	10.00 %	2,132.45	0.00 %	2,132.45
CNR1	17.72	14.91	0.00	84.14 %	16,575.60	10.00 %	1,657.56	0.00 %	1,657.56
KGM1	12.13	9.85	0.00	81.22 %	9,593.50	10.00 %	959.35	0.00 %	959.35
TPR1	37.27	29.90	0.13	80.20 %	20,437.70	10.00 %	2,043.77	0.00 %	2,043.77
PLI1	26.79	21.36	0.22	79.75 %	21,076.50	0.00 %		0.00 %	
TPR4	15.39	12.05	0.00	78.28 %	11,550.70	0.00 %		0.00 %	
AVI1	15.18	11.14	0.00	73.38 %	11,481.80	0.00 %		0.00 %	
UAM1	33.87	24.52	0.27	72.37 %	16,803.30	0.00 %		0.00 %	
CBE5	15.65	11.24	0.50	71.81 %	14,479.70	0.00 %		0.00 %	
PPI1	14.04	9.83	0.00	70.05 %	10,963.70	0.00 %		0.00 %	
KMR1	39.76	27.70	0.43	69.67 %	28,891.80	0.00 %		0.00 %	
SYM2	14.42	9.55	0.18	66.19 %	9,127.30	0.00 %		0.00 %	
TPR2	39.23	22.89	0.00	58.34 %	18,381.20	0.00 %		0.00 %	
GDR1	15.58	9.07	0.00	58.23 %	6,114.40	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	40.31	58.33	0.12	144.68 %	43,068.40	40.00 %	17,227.36	0.00 %	17,227.36
KKD3	41.92	52.09	0.11	124.27 %	51,436.30	40.00 %	20,574.52	0.00 %	20,574.52
DKI1	20.30	23.62	0.21	116.36 %	23,817.30	30.00 %	7,145.19	0.00 %	7,145.19
KRR1	17.61	19.88	0.00	112.91 %	14,349.30	30.00 %	4,304.79	0.00 %	4,304.79
MDU2	46.74	49.93	0.78	106.84 %	33,914.20	25.00 %	8,478.55	0.00 %	8,478.55
SVG1	19.86	20.75	0.27	104.46 %	19,969.20	25.00 %	4,992.30	0.00 %	4,992.30
PKM1	13.75	13.98	0.00	101.63 %	15,049.30	25.00 %	3,762.33	0.00 %	3,762.33
MDU5	18.59	18.38	0.00	98.85 %	25,766.80	20.00 %	5,153.36	0.00 %	5,153.36
PNI1	12.17	12.01	0.22	98.63 %	10,867.10	20.00 %	2,173.42	0.00 %	2,173.42
ATG1	27.32	26.24	0.00	96.02 %	23,695.10	20.00 %	4,739.02	0.00 %	4,739.02
TMM1	30.54	29.08	0.58	95.22 %	24,824.90	20.00 %	4,964.98	0.00 %	4,964.98
TPT1	21.42	19.89	0.00	92.88 %	32,688.90	15.00 %	4,903.34	0.00 %	4,903.34
USL1	19.58	17.67	0.00	90.21 %	16,185.80	15.00 %	2,427.87	0.00 %	2,427.87
PVI1	20.17	18.04	0.00	89.47 %	16,204.30	10.00 %	1,620.43	0.00 %	1,620.43
DGL2	20.49	17.90	0.04	87.34 %	20,085.90	10.00 %	2,008.59	0.00 %	2,008.59
MDU4	20.65	17.88	0.92	86.58 %	15,567.20	10.00 %	1,556.72	0.00 %	1,556.72
TEN1	27.19	23.30	0.00	85.70 %	18,590.70	10.00 %	1,859.07	0.00 %	1,859.07
BNR1	16.44	14.06	0.00	85.51 %	13,758.20	10.00 %	1,375.82	0.00 %	1,375.82
KYK1	18.03	15.18	1.91	84.20 %	20,325.20	10.00 %	2,032.52	0.00 %	2,032.52
ADP1	19.15	15.97	0.29	83.39 %	17,034.50	10.00 %	1,703.45	0.00 %	1,703.45
SGP1	14.01	11.42	0.66	81.55 %	10,184.30	10.00 %	1,018.43	0.00 %	1,018.43
KPT1	16.38	13.24	0.61	80.85 %	12,716.20	10.00 %	1,271.62	0.00 %	1,271.62
TEN2	25.82	19.71	0.00	76.33 %	11,977.80	0.00 %		0.00 %	
MLR1	13.78	10.51	0.79	76.29 %	8,928.30	0.00 %		0.00 %	
ODM1	15.37	11.43	0.78	74.38 %	7,431.60	0.00 %		0.00 %	
BTU1	12.09	8.79	0.24	72.72 %	6,075.60	0.00 %		0.00 %	
CBM1	28.98	20.94	0.05	72.27 %	17,451.50	0.00 %		0.00 %	
NKI1	17.71	12.65	0.66	71.43 %	11,204.40	0.00 %		0.00 %	
DGL1	62.03	43.67	0.53	70.40 %	32,306.50	0.00 %		0.00 %	
MDU1	123.47	84.96	0.20	68.81 %	54,831.10	0.00 %		0.00 %	
MNM1	14.39	9.48	0.00	65.87 %	9,279.20	0.00 %		0.00 %	
MPA1	27.41	17.57	0.00	64.10 %	17,883.50	0.00 %		0.00 %	
CMR1	14.63	9.10	0.20	62.17 %	7,304.10	0.00 %		0.00 %	
TDI1	20.55	12.74	0.44	62.00 %	15,365.20	0.00 %		0.00 %	
NTM1	17.13	9.95	0.00	58.07 %	3,847.20	0.00 %		0.00 %	
MDU3	32.08	14.34	0.83	44.69 %	9,054.40	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	14.66	20.38	0.00	138.97 %	14,640.00	40.00 %	5,856.00	0.00 %	5,856.00
TVL2	9.33	12.52	0.11	134.19 %	6,138.90	40.00 %	2,455.56	0.00 %	2,455.56
PKD1	23.99	30.11	0.01	125.47 %	28,786.50	40.00 %	11,514.60	0.00 %	11,514.60
ERL2	17.84	20.08	0.44	112.56 %	23,012.30	30.00 %	6,903.69	0.00 %	6,903.69
UDN1	15.27	16.15	0.39	105.78 %	12,360.90	25.00 %	3,090.23	0.00 %	3,090.23
RND1	33.11	34.94	0.57	105.52 %	41,369.30	25.00 %	10,342.33	0.00 %	10,342.33
SGT1	13.71	14.33	0.07	104.51 %	8,635.00	25.00 %	2,158.75	0.00 %	2,158.75
ARM1	11.00	11.22	0.00	102.05 %	9,223.30	25.00 %	2,305.83	0.00 %	2,305.83
SDI1	16.19	15.98	0.39	98.67 %	11,128.30	20.00 %	2,225.66	0.00 %	2,225.66
KYR1	14.46	14.07	0.00	97.28 %	11,191.70	20.00 %	2,238.34	0.00 %	2,238.34
RPM1	35.21	33.94	0.02	96.39 %	28,556.40	20.00 %	5,711.28	0.00 %	5,711.28
VNR1	16.18	15.52	0.36	95.94 %	12,825.00	20.00 %	2,565.00	0.00 %	2,565.00
TVL1	115.57	110.02	1.85	95.20 %	75,798.70	20.00 %	15,159.74	0.00 %	15,159.74
TUT1	131.99	119.78	0.36	90.75 %	110,287.10	15.00 %	16,543.07	0.00 %	16,543.07
PDI1	17.21	15.38	0.69	89.41 %	9,015.30	10.00 %	901.53	0.00 %	901.53
TCN1	27.91	24.95	0.72	89.41 %	29,153.10	10.00 %	2,915.31	0.00 %	2,915.31
TKS1	34.33	30.53	0.10	88.93 %	25,517.50	10.00 %	2,551.75	0.00 %	2,551.75
MMT1	20.48	17.60	0.29	85.92 %	10,832.10	10.00 %	1,083.21	0.00 %	1,083.21
VLY1	39.85	34.05	2.18	85.47 %	21,020.60	10.00 %	2,102.06	0.00 %	2,102.06
MAR1	38.44	32.22	0.13	83.82 %	19,678.60	10.00 %	1,967.86	0.00 %	1,967.86
APK2	22.03	18.07	0.31	82.00 %	17,274.40	10.00 %	1,727.44	0.00 %	1,727.44
SKD1	16.44	13.48	0.15	81.99 %	11,378.90	10.00 %	1,137.89	0.00 %	1,137.89
SNL1	25.74	21.08	0.11	81.92 %	14,255.80	10.00 %	1,425.58	0.00 %	1,425.58
SVK1	41.18	32.93	0.41	79.98 %	25,524.30	0.00 %		0.00 %	
VNR2	59.57	47.62	0.37	79.94 %	44,989.60	0.00 %		0.00 %	
TUT2	53.08	42.42	3.68	79.92 %	35,613.20	0.00 %		0.00 %	
KVT1	67.21	53.46	0.88	79.54 %	59,895.80	0.00 %		0.00 %	
NGR1	85.39	66.28	0.64	77.62 %	47,456.10	0.00 %		0.00 %	
TYI1	22.41	17.28	0.00	77.11 %	18,528.80	0.00 %		0.00 %	
STU2	16.73	12.51	0.14	74.76 %	10,594.90	0.00 %		0.00 %	
COL1	7.21	5.32	0.00	73.73 %	4,587.80	0.00 %		0.00 %	
APK1	29.61	21.55	0.93	72.78 %	14,832.40	0.00 %		0.00 %	
VKM1	17.29	12.10	0.00	70.00 %	21,255.40	0.00 %		0.00 %	
ASM1	22.18	13.17	0.39	59.40 %	11,085.40	0.00 %		0.00 %	
TKS2	63.01	33.16	0.06	52.63 %	24,589.50	0.00 %		0.00 %	
KSM1	14.35	7.52	0.00	52.40 %	4,888.20	0.00 %		0.00 %	
TKY1	23.72	10.39	0.51	43.81 %	8,390.80	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	14.41	14.62	1.40	101.46 %	8,575.70	25.00 %	2,143.93	0.00 %	2,143.93
PAS1	21.74	19.93	0.00	91.69 %	14,163.80	15.00 %	2,124.57	0.00 %	2,124.57
TVP1	53.37	39.07	0.11	73.21 %	34,683.30	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	20.29	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	27.85	3.30	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.40	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	3.01	14.13	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	5.34	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	3.46	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	1.50	288.13	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	2.99	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	1.58	0.00	0.00 %	0.00	0.00 %		0.00 %	