

Accu.Target
8,295.10 L

Sales
7,994.80 L

Achieved %
96.38 %

HO Budget+ %
0.00 %

Total Com.
67.60 L

Note : Sales Period is From :01-Nov-2025 To :09-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	822.32	960.12	116.76 %	0.00	0.00 %	0.00
SOUTH ARCOT	566.06	658.42	116.32 %	48,000.00	0.00 %	48,000.00
CHENNAI-01	1,077.83	1,082.51	100.43 %	60,000.00	0.00 %	60,000.00
CHENNAI-02	1,039.96	1,041.61	100.16 %	60,000.00	0.00 %	60,000.00
NORTH ARCOT	679.64	641.45	94.38 %	18,000.00	0.00 %	18,000.00
WEST-02	858.01	793.62	92.50 %	0.00	0.00 %	0.00
WEST-01	718.37	640.29	89.13 %	0.00	0.00 %	0.00
SOUTH-01	1,388.12	1,164.32	83.88 %	0.00	0.00 %	0.00
SOUTH-03	1,044.08	865.86	82.93 %	0.00	0.00 %	0.00
KL-SOUTH	100.71	80.18	79.62 %	0.00	0.00 %	0.00
OTHERS	0.00	66.42	0.00 %	0.00	0.00 %	0.00
Total	8,295.10	7,994.80	96.38 %		0.00 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	170.68	225.69	132.23%	80,000.00	0.00 %	80,000.00
	TNJ1	186.72	225.19	120.61%	60,000.00	0.00 %	60,000.00
	TRY1	243.81	290.09	118.99%	40,000.00	0.00 %	40,000.00
	PBR1	221.12	219.13	99.10%	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	184.04	246.09	133.72%	80,000.00	0.00 %	80,000.00
	SA02	202.25	232.26	114.84%	40,000.00	0.00 %	40,000.00
	SA03	179.77	180.08	100.17%	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	328.40	366.74	111.68%	60,000.00	0.00 %	60,000.00
	CH03	209.66	217.24	103.62%	30,000.00	0.00 %	30,000.00
	CH05	274.96	254.51	92.56%	15,000.00	0.00 %	15,000.00
	CH08	264.83	244.01	92.14%	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	259.75	277.66	106.90%	30,000.00	0.00 %	30,000.00
	CH07	275.30	281.82	102.37%	30,000.00	0.00 %	30,000.00
	CH09	219.05	212.68	97.09%	15,000.00	0.00 %	15,000.00
	CH04	285.86	269.46	94.26%	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	240.32	248.63	103.46%	30,000.00	0.00 %	30,000.00
	NA03	208.06	188.29	90.50%	7,500.00	0.00 %	7,500.00
	NA02	231.26	204.52	88.44%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	176.65	176.72	100.04%	15,000.00	0.00 %	15,000.00
	SLM1	249.99	249.84	99.94%	15,000.00	0.00 %	15,000.00
	ERD1	232.35	208.39	89.69%	0.00	0.00 %	0.00
	MTR1	199.01	158.67	79.73%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	298.55	288.45	96.62%	15,000.00	0.00 %	15,000.00
	TPR4	85.74	78.42	91.47%	0.00	0.00 %	0.00
	UAM1	129.69	114.13	88.00%	0.00	0.00 %	0.00
	PLI1	99.37	84.71	85.25%	0.00	0.00 %	0.00
	TPR1	105.02	74.58	71.01%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	222.66	201.72	90.59%	15,000.00	0.00 %	15,000.00
	TUT1	302.06	268.74	88.97%	0.00	0.00 %	0.00
	KVT1	241.84	208.29	86.13%	0.00	0.00 %	0.00
	VNR1	189.65	150.24	79.22%	0.00	0.00 %	0.00
	TKS1	202.12	157.20	77.78%	0.00	0.00 %	0.00
	NGR1	229.79	178.13	77.52%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	37.10	34.42	92.77%	0.00	0.00 %	0.00
	KKD2	202.58	183.10	90.38%	7,500.00	0.00 %	7,500.00
	MDU2	305.99	266.45	87.08%	0.00	0.00 %	0.00
	SVG1	181.94	153.48	84.36%	0.00	0.00 %	0.00
	DGL1	316.46	228.41	72.18%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	100.71	80.18	79.62%	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	10.95	22.29	0.00	203.59 %	10,835.10	40.00 %	4,334.04	0.00 %	4,334.04
TVR2	29.25	55.35	0.00	189.19 %	31,064.10	40.00 %	12,425.64	0.00 %	12,425.64
PDK1	12.66	21.90	0.10	173.04 %	15,561.50	40.00 %	6,224.60	0.00 %	6,224.60
TVR1	13.94	21.24	0.00	152.44 %	15,579.00	40.00 %	6,231.60	0.00 %	6,231.60
KIK1	14.38	20.84	0.00	144.89 %	14,067.10	40.00 %	5,626.84	0.00 %	5,626.84
MVM1	32.75	47.32	0.12	144.47 %	50,554.20	40.00 %	20,221.68	0.00 %	20,221.68
TNJ1	44.94	62.49	0.07	139.05 %	37,118.80	40.00 %	14,847.52	0.00 %	14,847.52
TNJ2	35.52	48.14	0.23	135.54 %	34,452.10	40.00 %	13,780.84	0.00 %	13,780.84
KRN1	15.62	21.13	0.00	135.21 %	16,248.00	40.00 %	6,499.20	0.00 %	6,499.20
TRY3	26.06	35.21	0.21	135.15 %	24,116.90	40.00 %	9,646.76	0.00 %	9,646.76
NGT1	26.87	34.88	0.04	129.83 %	28,555.40	40.00 %	11,422.16	0.00 %	11,422.16
NMM1	20.02	25.40	0.00	126.87 %	29,492.30	40.00 %	11,796.92	0.00 %	11,796.92
MDI1	27.97	32.32	0.08	115.55 %	24,696.30	30.00 %	7,408.89	0.00 %	7,408.89
KUM1	46.19	53.07	0.08	114.90 %	37,867.10	30.00 %	11,360.13	0.00 %	11,360.13
TRY1	135.20	153.59	0.01	113.60 %	91,329.50	30.00 %	27,398.85	0.00 %	27,398.85
TTP1	25.67	27.61	0.00	107.55 %	20,807.30	25.00 %	5,201.83	0.00 %	5,201.83
AYR1	22.40	23.88	0.07	106.63 %	15,403.30	25.00 %	3,850.83	0.00 %	3,850.83
APM1	11.18	11.86	0.00	106.03 %	12,795.60	25.00 %	3,198.90	0.00 %	3,198.90
ORU1	15.17	15.56	0.00	102.57 %	12,224.00	25.00 %	3,056.00	0.00 %	3,056.00
JKM1	25.33	25.29	0.04	99.85 %	18,186.20	20.00 %	3,637.24	0.00 %	3,637.24
PBR1	13.87	13.49	0.00	97.28 %	12,217.80	20.00 %	2,443.56	0.00 %	2,443.56
TYR1	33.16	31.74	0.00	95.71 %	20,992.00	20.00 %	4,198.40	0.00 %	4,198.40
PTK1	31.92	29.43	0.48	92.21 %	23,108.30	15.00 %	3,466.25	0.00 %	3,466.25
NCK1	14.39	12.71	0.08	88.37 %	7,987.90	10.00 %	798.79	0.00 %	798.79
PBR2	72.47	61.43	0.32	84.77 %	34,157.80	10.00 %	3,415.78	0.00 %	3,415.78
TRY4	43.32	35.98	0.30	83.04 %	33,225.80	10.00 %	3,322.58	0.00 %	3,322.58
MSI1	21.14	15.98	0.00	75.58 %	12,985.00	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	15.64	25.88	0.04	165.45 %	14,654.20	40.00 %	5,861.68	0.00 %	5,861.68
POY2	38.23	57.92	0.00	151.51 %	35,789.70	40.00 %	14,315.88	0.00 %	14,315.88
CUD1	54.46	75.15	0.19	138.01 %	64,656.30	40.00 %	25,862.52	0.00 %	25,862.52
KLM1	29.18	38.78	0.03	132.89 %	33,613.30	40.00 %	13,445.32	0.00 %	13,445.32
POY1	46.98	62.30	0.05	132.62 %	47,594.40	40.00 %	19,037.76	0.00 %	19,037.76
CDM1	35.29	45.09	0.45	127.78 %	32,071.50	40.00 %	12,828.60	0.00 %	12,828.60
VPM2	28.69	35.71	0.40	124.46 %	27,105.40	40.00 %	10,842.16	0.00 %	10,842.16
SJI2	31.46	38.55	0.00	122.54 %	23,474.10	40.00 %	9,389.64	0.00 %	9,389.64
KKI2	30.91	36.75	0.41	118.88 %	21,730.40	30.00 %	6,519.12	0.00 %	6,519.12
NVL2	31.80	36.51	0.94	114.81 %	26,034.20	30.00 %	7,810.26	0.00 %	7,810.26
PRT1	23.78	26.92	0.22	113.21 %	24,077.70	30.00 %	7,223.31	0.00 %	7,223.31
TDM1	24.67	26.66	0.55	108.07 %	13,547.90	25.00 %	3,386.98	0.00 %	3,386.98
STP1	13.45	12.82	0.00	95.34 %	7,311.80	20.00 %	1,462.36	0.00 %	1,462.36
ULP1	33.50	31.68	0.00	94.58 %	23,288.50	15.00 %	3,493.28	0.00 %	3,493.28
VCM1	17.88	16.60	0.29	92.84 %	8,597.90	15.00 %	1,289.69	0.00 %	1,289.69
TRK1	37.23	32.96	0.56	88.53 %	27,594.80	10.00 %	2,759.48	0.00 %	2,759.48
TVM2	25.06	22.09	0.00	88.16 %	11,194.10	10.00 %	1,119.41	0.00 %	1,119.41
TVM1	18.89	15.37	0.05	81.38 %	7,608.20	10.00 %	760.82	0.00 %	760.82
MKM1	15.20	11.94	0.00	78.55 %	10,446.40	0.00 %		0.00 %	
VPM1	13.78	8.74	0.27	63.40 %	5,240.60	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	46.46	67.51	0.00	145.31 %	48,646.10	40.00 %	19,458.44	0.00 %	19,458.44
CH39	24.37	34.53	0.00	141.71 %	27,957.50	40.00 %	11,183.00	0.00 %	11,183.00
CH38	23.30	32.96	0.16	141.48 %	38,553.70	40.00 %	15,421.48	0.00 %	15,421.48
CH37	17.12	23.01	0.27	134.35 %	23,270.20	40.00 %	9,308.08	0.00 %	9,308.08
CH19	39.51	49.66	0.40	125.70 %	44,641.60	40.00 %	17,856.64	0.00 %	17,856.64
CGL1	25.78	31.58	0.23	122.47 %	25,031.20	40.00 %	10,012.48	0.00 %	10,012.48
CH45	30.34	36.96	0.31	121.82 %	34,641.00	40.00 %	13,856.40	0.00 %	13,856.40
CH16	69.13	80.29	0.18	116.14 %	71,739.80	30.00 %	21,521.94	0.00 %	21,521.94
CH11	34.10	39.11	0.23	114.69 %	36,506.80	30.00 %	10,952.04	0.00 %	10,952.04
MRM1	34.58	39.00	0.00	112.78 %	32,032.50	30.00 %	9,609.75	0.00 %	9,609.75
GUD1	32.38	36.13	0.00	111.56 %	61,249.10	30.00 %	18,374.73	0.00 %	18,374.73
CH35	25.85	27.67	0.42	107.04 %	25,717.30	25.00 %	6,429.33	0.00 %	6,429.33
CH05	62.86	64.69	0.69	102.92 %	45,471.00	25.00 %	11,367.75	0.00 %	11,367.75
MC09	6.35	6.48	0.00	102.05 %	6,350.50	25.00 %	1,587.63	0.00 %	1,587.63
MC10	8.84	8.78	0.00	99.29 %	3,803.00	20.00 %	760.60	0.00 %	760.60
CH08	75.64	73.92	0.31	97.73 %	99,134.10	20.00 %	19,826.82	0.00 %	19,826.82
CH07	52.84	49.45	0.85	93.58 %	42,860.20	15.00 %	6,429.03	0.00 %	6,429.03
CH22	36.84	34.30	0.00	93.09 %	28,464.10	15.00 %	4,269.62	0.00 %	4,269.62
CH14	72.31	64.61	0.74	89.36 %	60,876.30	10.00 %	6,087.63	0.00 %	6,087.63
KNR1	28.94	25.64	0.00	88.60 %	22,773.80	10.00 %	2,277.38	0.00 %	2,277.38
SKL1	26.06	22.79	0.58	87.49 %	28,385.80	10.00 %	2,838.58	0.00 %	2,838.58
CH28	53.84	46.96	0.11	87.22 %	68,787.00	10.00 %	6,878.70	0.00 %	6,878.70
GUD2	31.93	27.34	0.08	85.62 %	28,305.30	10.00 %	2,830.53	0.00 %	2,830.53
CH48	55.64	47.23	0.23	84.87 %	54,957.90	10.00 %	5,495.79	0.00 %	5,495.79
AVD1	47.13	39.56	3.67	83.93 %	37,983.30	10.00 %	3,798.33	0.00 %	3,798.33
CH30	35.23	27.12	0.73	76.99 %	20,284.00	0.00 %		0.00 %	
TKM1	19.74	14.67	0.18	74.29 %	14,092.20	0.00 %		0.00 %	
CH40	26.81	15.25	0.00	56.91 %	8,864.40	0.00 %		0.00 %	
CH26	14.46	7.85	0.39	54.28 %	6,571.90	0.00 %		0.00 %	
CH29	12.39	6.47	0.00	52.21 %	7,927.30	0.00 %		0.00 %	
MC02	7.07	1.00	0.00	14.09 %	528.10	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	34.04	50.93	0.42	149.63 %	41,932.80	40.00 %	16,773.12	0.00 %	16,773.12
CH34	36.79	50.69	0.05	137.78 %	40,783.50	40.00 %	16,313.40	0.00 %	16,313.40
CH23	15.10	19.90	1.36	131.79 %	21,414.90	40.00 %	8,565.96	0.00 %	8,565.96
CH27	11.06	14.18	0.00	128.27 %	13,778.70	40.00 %	5,511.48	0.00 %	5,511.48
CH41	35.01	43.94	0.44	125.53 %	35,926.60	40.00 %	14,370.64	0.00 %	14,370.64
CH17	39.56	48.41	0.23	122.36 %	47,769.20	40.00 %	19,107.68	0.00 %	19,107.68
CH33	36.02	43.86	0.31	121.76 %	47,751.40	40.00 %	19,100.56	0.00 %	19,100.56
CH32	7.22	8.73	0.00	120.80 %	3,670.80	40.00 %	1,468.32	0.00 %	1,468.32
CH43	29.24	33.18	0.21	113.48 %	38,004.30	30.00 %	11,401.29	0.00 %	11,401.29
CH18	51.68	58.07	0.11	112.38 %	74,939.10	30.00 %	22,481.73	0.00 %	22,481.73
CH12	56.88	62.26	0.33	109.47 %	58,689.40	25.00 %	14,672.35	0.00 %	14,672.35
CH20	55.86	58.05	0.45	103.93 %	51,432.70	25.00 %	12,858.18	0.00 %	12,858.18
CH03	102.27	102.15	0.46	99.88 %	80,179.00	20.00 %	16,035.80	0.00 %	16,035.80
PON1	24.52	24.19	0.07	98.64 %	26,853.10	20.00 %	5,370.62	0.00 %	5,370.62
UKI1	23.78	23.34	0.76	98.16 %	24,329.20	20.00 %	4,865.84	0.00 %	4,865.84
CH09	36.89	34.58	0.24	93.72 %	39,347.30	15.00 %	5,902.10	0.00 %	5,902.10
MJR1	50.31	46.49	0.06	92.40 %	38,161.60	15.00 %	5,724.24	0.00 %	5,724.24
CH15	116.00	105.35	0.15	90.82 %	79,573.70	15.00 %	11,936.06	0.00 %	11,936.06
MC06	15.22	13.39	0.03	87.95 %	5,899.70	10.00 %	589.97	0.00 %	589.97
GPD1	26.27	23.01	0.10	87.60 %	18,403.00	10.00 %	1,840.30	0.00 %	1,840.30
CH21	69.26	59.06	0.81	85.27 %	46,428.80	10.00 %	4,642.88	0.00 %	4,642.88
CH44	36.14	30.06	0.18	83.18 %	31,183.10	10.00 %	3,118.31	0.00 %	3,118.31
CH46	28.53	22.95	0.02	80.44 %	20,071.70	10.00 %	2,007.17	0.00 %	2,007.17
CH06	36.25	29.03	0.49	80.10 %	26,806.90	0.00 %		0.00 %	
CH36	18.75	13.35	0.87	71.19 %	10,061.00	0.00 %		0.00 %	
MC05	18.78	12.61	0.00	67.16 %	4,970.90	0.00 %		0.00 %	
CH31	26.73	9.29	0.27	34.75 %	9,182.00	0.00 %		0.00 %	
CH01	1.79	0.55	0.00	30.74 %	148.80	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	25.25	39.68	0.13	157.19 %	33,017.60	40.00 %	13,207.04	0.00 %	13,207.04
CYR1	15.51	23.49	0.12	151.42 %	19,662.90	40.00 %	7,865.16	0.00 %	7,865.16
TRL1	39.73	49.79	0.15	125.32 %	49,751.20	40.00 %	19,900.48	0.00 %	19,900.48
VNB1	19.18	23.66	0.04	123.34 %	14,821.40	40.00 %	5,928.56	0.00 %	5,928.56
SLG1	12.98	15.71	0.00	121.08 %	12,190.50	40.00 %	4,876.20	0.00 %	4,876.20
WJP1	22.34	25.39	0.02	113.67 %	18,030.00	30.00 %	5,409.00	0.00 %	5,409.00
UGI1	16.05	17.08	0.24	106.45 %	10,604.50	25.00 %	2,651.13	0.00 %	2,651.13
PLR1	13.02	13.48	0.12	103.48 %	8,135.30	25.00 %	2,033.83	0.00 %	2,033.83
KPM2	75.47	77.64	0.21	102.88 %	50,135.20	25.00 %	12,533.80	0.00 %	12,533.80
GDM1	24.03	23.52	0.00	97.87 %	19,594.50	20.00 %	3,918.90	0.00 %	3,918.90
TRT1	19.11	18.57	1.88	97.15 %	13,725.00	20.00 %	2,745.00	0.00 %	2,745.00
WJD1	29.07	28.10	0.54	96.67 %	34,154.80	20.00 %	6,830.96	0.00 %	6,830.96
VEL1	33.64	32.02	0.43	95.18 %	37,052.00	20.00 %	7,410.40	0.00 %	7,410.40
ABR1	24.15	22.31	0.11	92.38 %	19,716.70	15.00 %	2,957.51	0.00 %	2,957.51
CGM1	24.16	21.51	0.00	89.06 %	12,837.30	10.00 %	1,283.73	0.00 %	1,283.73
SBR1	41.91	36.41	0.05	86.86 %	36,011.20	10.00 %	3,601.12	0.00 %	3,601.12
CPT1	15.12	12.13	0.00	80.26 %	11,636.10	10.00 %	1,163.61	0.00 %	1,163.61
BGR1	16.32	12.59	0.00	77.12 %	9,539.50	0.00 %		0.00 %	
ANI1	14.86	11.42	0.62	76.90 %	10,891.70	0.00 %		0.00 %	
KPM1	27.67	21.27	0.12	76.86 %	13,950.10	0.00 %		0.00 %	
TRR1	46.65	34.35	0.05	73.64 %	25,372.90	0.00 %		0.00 %	
VEL2	46.43	33.68	0.03	72.54 %	38,368.70	0.00 %		0.00 %	
ARC2	30.17	21.64	0.02	71.74 %	17,997.40	0.00 %		0.00 %	
PTU1	14.33	7.98	0.36	55.67 %	7,332.90	0.00 %		0.00 %	
VSI1	32.51	18.04	0.37	55.48 %	16,519.80	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	15.47	22.04	0.08	142.44 %	13,657.90	40.00 %	5,463.16	0.00 %	5,463.16
EDP1	11.57	15.66	0.45	135.30 %	7,577.40	40.00 %	3,030.96	0.00 %	3,030.96
SLM2	25.32	31.55	0.00	124.59 %	23,451.80	40.00 %	9,380.72	0.00 %	9,380.72
ERD2	45.92	55.26	0.14	120.33 %	60,390.60	40.00 %	24,156.24	0.00 %	24,156.24
TCG1	13.91	16.42	0.01	117.99 %	13,898.60	30.00 %	4,169.58	0.00 %	4,169.58
PLC1	15.44	18.21	0.00	117.96 %	22,374.20	30.00 %	6,712.26	0.00 %	6,712.26
KVP1	13.96	16.19	0.01	115.99 %	11,091.60	30.00 %	3,327.48	0.00 %	3,327.48
SLM1	73.87	78.93	0.22	106.85 %	50,480.80	25.00 %	12,620.20	0.00 %	12,620.20
HSR2	50.00	52.11	0.22	104.23 %	39,059.60	25.00 %	9,764.90	0.00 %	9,764.90
DPR1	13.34	13.76	0.00	103.14 %	7,812.60	25.00 %	1,953.15	0.00 %	1,953.15
ATU1	28.20	28.61	0.00	101.43 %	15,957.60	25.00 %	3,989.40	0.00 %	3,989.40
OML1	30.84	31.16	0.23	101.04 %	22,286.40	25.00 %	5,571.60	0.00 %	5,571.60
SGI1	14.23	14.25	0.41	100.12 %	12,772.30	25.00 %	3,193.08	0.00 %	3,193.08
NKL2	34.24	33.65	0.08	98.28 %	32,703.50	20.00 %	6,540.70	0.00 %	6,540.70
SLM3	35.11	33.74	0.29	96.10 %	28,118.40	20.00 %	5,623.68	0.00 %	5,623.68
VPD1	27.78	26.36	0.06	94.89 %	31,395.10	15.00 %	4,709.27	0.00 %	4,709.27
APN1	19.62	18.37	0.12	93.62 %	22,256.40	15.00 %	3,338.46	0.00 %	3,338.46
CMI1	15.44	13.78	0.06	89.28 %	15,183.10	10.00 %	1,518.31	0.00 %	1,518.31
PDR1	11.82	9.93	0.53	84.00 %	10,060.20	10.00 %	1,006.02	0.00 %	1,006.02
ERD1	42.95	35.71	0.44	83.15 %	22,136.60	10.00 %	2,213.66	0.00 %	2,213.66
DPR2	16.98	14.00	0.05	82.43 %	7,425.70	10.00 %	742.57	0.00 %	742.57
MCR1	25.04	20.49	0.00	81.80 %	16,042.60	10.00 %	1,604.26	0.00 %	1,604.26
HSR1	41.44	33.74	0.00	81.42 %	29,676.90	10.00 %	2,967.69	0.00 %	2,967.69
TRM1	37.31	29.83	0.64	79.96 %	20,596.60	0.00 %		0.00 %	
HRR1	20.85	16.54	0.71	79.33 %	10,360.10	0.00 %		0.00 %	
KRI1	26.12	20.18	0.00	77.26 %	11,341.20	0.00 %		0.00 %	
KMM1	18.39	12.37	0.01	67.25 %	11,017.30	0.00 %		0.00 %	
RSP1	21.77	13.85	0.96	63.62 %	14,247.20	0.00 %		0.00 %	
SGG1	13.37	8.40	1.23	62.85 %	6,976.80	0.00 %		0.00 %	
VKL1	14.54	9.02	0.00	62.02 %	9,038.50	0.00 %		0.00 %	
MTR1	33.17	20.52	0.29	61.87 %	18,984.20	0.00 %		0.00 %	
EPI1	28.51	16.62	0.33	58.30 %	13,587.40	0.00 %		0.00 %	
BMD1	21.47	12.37	0.06	57.62 %	12,636.80	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	13.94	21.65	0.12	155.25 %	14,738.30	40.00 %	5,895.32	0.00 %	5,895.32
SUL1	15.51	20.08	0.13	129.44 %	24,088.30	40.00 %	9,635.32	0.00 %	9,635.32
KMD1	11.90	13.69	0.14	115.06 %	21,626.70	30.00 %	6,488.01	0.00 %	6,488.01
CBE1	20.34	22.60	0.00	111.11 %	24,396.20	30.00 %	7,318.86	0.00 %	7,318.86
SNR1	20.20	21.89	0.59	108.33 %	22,252.80	25.00 %	5,563.20	0.00 %	5,563.20
MPM1	18.46	19.95	0.42	108.05 %	21,196.30	25.00 %	5,299.08	0.00 %	5,299.08
KGI1	23.76	25.24	0.21	106.23 %	15,505.60	25.00 %	3,876.40	0.00 %	3,876.40
CBE2	110.73	110.72	0.15	99.98 %	90,146.20	20.00 %	18,029.24	0.00 %	18,029.24
CBE3	10.61	10.58	0.00	99.75 %	13,145.80	20.00 %	2,629.16	0.00 %	2,629.16
ANR1	5.38	5.36	0.16	99.64 %	5,877.60	20.00 %	1,175.52	0.00 %	1,175.52
CBE6	25.80	25.38	0.16	98.40 %	28,795.60	20.00 %	5,759.12	0.00 %	5,759.12
DPM2	20.63	19.09	0.00	92.56 %	16,588.60	15.00 %	2,488.29	0.00 %	2,488.29
UMP1	18.58	16.82	0.13	90.52 %	15,829.00	15.00 %	2,374.35	0.00 %	2,374.35
CBE4	33.02	29.58	0.00	89.57 %	32,169.90	10.00 %	3,216.99	0.00 %	3,216.99
PDM1	16.38	14.41	0.00	87.93 %	14,827.00	10.00 %	1,482.70	0.00 %	1,482.70
KGM1	13.64	12.00	0.00	87.92 %	11,580.50	10.00 %	1,158.05	0.00 %	1,158.05
TPR4	17.32	14.80	0.00	85.48 %	14,004.60	10.00 %	1,400.46	0.00 %	1,400.46
CNR1	19.94	17.04	0.00	85.44 %	19,331.80	10.00 %	1,933.18	0.00 %	1,933.18
AVI1	17.08	13.92	0.00	81.53 %	15,035.70	10.00 %	1,503.57	0.00 %	1,503.57
TPR3	18.95	15.44	0.24	81.46 %	23,181.50	10.00 %	2,318.15	0.00 %	2,318.15
KMR1	44.73	35.76	0.40	79.94 %	33,371.40	0.00 %		0.00 %	
TPR1	41.93	32.48	0.22	77.46 %	23,559.10	0.00 %		0.00 %	
PLI1	30.14	22.40	0.21	74.33 %	22,724.40	0.00 %		0.00 %	
PPI1	15.80	11.56	0.00	73.18 %	14,301.00	0.00 %		0.00 %	
UAM1	38.11	27.78	0.24	72.91 %	18,416.30	0.00 %		0.00 %	
SYM2	16.23	11.13	0.16	68.59 %	10,620.20	0.00 %		0.00 %	
CBE5	17.61	11.87	0.47	67.39 %	16,000.40	0.00 %		0.00 %	
TPR2	44.14	26.66	0.00	60.39 %	22,425.80	0.00 %		0.00 %	
GDR1	17.53	10.44	0.00	59.56 %	6,724.60	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	16.50	21.38	0.00	129.61 %	15,152.50	40.00 %	6,061.00	0.00 %	6,061.00
TVL2	10.50	12.98	0.10	123.63 %	6,394.90	40.00 %	2,557.96	0.00 %	2,557.96
PKD1	26.99	32.10	0.01	118.92 %	30,404.00	30.00 %	9,121.20	0.00 %	9,121.20
ERL2	20.07	23.50	0.38	117.07 %	26,671.70	30.00 %	8,001.51	0.00 %	8,001.51
UDN1	17.18	18.03	0.47	104.95 %	14,294.60	25.00 %	3,573.65	0.00 %	3,573.65
SDI1	18.22	18.91	0.33	103.80 %	13,084.70	25.00 %	3,271.18	0.00 %	3,271.18
RND1	37.25	36.89	0.54	99.02 %	44,785.40	20.00 %	8,957.08	0.00 %	8,957.08
SGT1	15.42	15.08	0.07	97.75 %	9,407.90	20.00 %	1,881.58	0.00 %	1,881.58
TVL1	130.02	125.57	1.62	96.58 %	85,029.10	20.00 %	17,005.82	0.00 %	17,005.82
RPM1	39.61	37.89	0.14	95.66 %	33,012.90	20.00 %	6,602.58	0.00 %	6,602.58
ARM1	12.37	11.83	0.00	95.60 %	9,803.60	20.00 %	1,960.72	0.00 %	1,960.72
VNR1	18.20	17.27	0.32	94.86 %	14,094.90	15.00 %	2,114.24	0.00 %	2,114.24
KYR1	16.27	15.03	0.11	92.41 %	11,503.60	15.00 %	1,725.54	0.00 %	1,725.54
TCN1	31.40	28.49	0.76	90.75 %	32,176.30	15.00 %	4,826.45	0.00 %	4,826.45
MMT1	23.04	20.35	0.25	88.33 %	12,579.00	10.00 %	1,257.90	0.00 %	1,257.90
TUT1	148.49	131.03	0.33	88.24 %	119,034.60	10.00 %	11,903.46	0.00 %	11,903.46
TKS1	38.62	32.69	0.09	84.64 %	28,326.00	10.00 %	2,832.60	0.00 %	2,832.60
PDI1	19.36	16.11	0.91	83.20 %	9,846.20	10.00 %	984.62	0.00 %	984.62
VLY1	44.83	37.27	1.99	83.15 %	23,234.40	10.00 %	2,323.44	0.00 %	2,323.44
APK2	24.79	20.50	0.28	82.71 %	19,239.10	10.00 %	1,923.91	0.00 %	1,923.91
MAR1	43.25	35.49	0.11	82.07 %	22,562.30	10.00 %	2,256.23	0.00 %	2,256.23
TUT2	59.72	48.93	3.27	81.94 %	40,964.40	10.00 %	4,096.44	0.00 %	4,096.44
VNR2	67.01	53.01	0.33	79.10 %	51,599.00	0.00 %		0.00 %	
SNL1	28.95	22.73	0.11	78.49 %	15,697.70	0.00 %		0.00 %	
SVK1	46.33	36.34	0.37	78.44 %	29,861.20	0.00 %		0.00 %	
STU2	18.82	14.76	0.12	78.43 %	11,828.10	0.00 %		0.00 %	
SKD1	18.49	14.44	0.14	78.09 %	12,797.30	0.00 %		0.00 %	
KVT1	75.61	58.61	1.28	77.51 %	68,192.30	0.00 %		0.00 %	
NGR1	96.06	73.74	0.73	76.76 %	56,972.60	0.00 %		0.00 %	
COL1	8.12	6.17	0.00	75.98 %	5,609.30	0.00 %		0.00 %	
TYI1	25.21	18.77	0.00	74.44 %	20,577.60	0.00 %		0.00 %	
VKM1	19.45	13.73	0.07	70.60 %	23,866.00	0.00 %		0.00 %	
APK1	33.32	23.13	0.87	69.43 %	16,808.90	0.00 %		0.00 %	
ASM1	24.95	14.06	0.36	56.36 %	12,674.90	0.00 %		0.00 %	
TKS2	70.89	36.53	0.06	51.53 %	27,469.60	0.00 %		0.00 %	
KSM1	16.14	8.22	0.00	50.94 %	5,804.70	0.00 %		0.00 %	
TKY1	26.68	12.78	0.41	47.88 %	9,739.70	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	45.35	64.33	0.14	141.83 %	48,032.00	40.00 %	19,212.80	0.00 %	19,212.80
KKD3	47.16	54.58	0.11	115.74 %	54,248.40	30.00 %	16,274.52	0.00 %	16,274.52
KRR1	19.81	22.20	0.00	112.03 %	18,309.20	30.00 %	5,492.76	0.00 %	5,492.76
DKI1	22.84	24.70	0.20	108.18 %	25,620.50	25.00 %	6,405.13	0.00 %	6,405.13
MDU2	52.58	53.82	0.72	102.35 %	36,744.30	25.00 %	9,186.08	0.00 %	9,186.08
PKM1	15.47	15.05	0.00	97.24 %	16,763.40	20.00 %	3,352.68	0.00 %	3,352.68
SVG1	22.35	21.41	0.26	95.83 %	20,694.00	20.00 %	4,138.80	0.00 %	4,138.80
MDU5	20.92	19.83	0.00	94.83 %	27,778.80	15.00 %	4,166.82	0.00 %	4,166.82
PNI1	13.70	12.96	0.20	94.66 %	11,785.90	15.00 %	1,767.89	0.00 %	1,767.89
TMM1	34.36	32.09	0.53	93.38 %	27,948.50	15.00 %	4,192.28	0.00 %	4,192.28
ATG1	30.74	27.24	0.18	88.61 %	25,776.10	10.00 %	2,577.61	0.00 %	2,577.61
PVI1	22.69	19.87	0.00	87.60 %	17,665.60	10.00 %	1,766.56	0.00 %	1,766.56
TPT1	24.10	20.70	0.00	85.90 %	34,059.30	10.00 %	3,405.93	0.00 %	3,405.93
USL1	22.03	18.81	0.00	85.39 %	17,910.20	10.00 %	1,791.02	0.00 %	1,791.02
MDU4	23.24	19.56	0.84	84.18 %	17,257.30	10.00 %	1,725.73	0.00 %	1,725.73
DGL2	23.06	19.40	0.04	84.14 %	21,340.00	10.00 %	2,134.00	0.00 %	2,134.00
KPT1	18.43	15.15	0.53	82.23 %	14,795.30	10.00 %	1,479.53	0.00 %	1,479.53
BNR1	18.50	15.05	0.00	81.34 %	14,920.80	10.00 %	1,492.08	0.00 %	1,492.08
TEN1	30.59	24.73	0.09	80.85 %	20,153.80	10.00 %	2,015.38	0.00 %	2,015.38
KYK1	20.28	15.97	1.81	78.76 %	21,261.20	0.00 %		0.00 %	
ADP1	21.54	16.87	0.27	78.32 %	17,445.30	0.00 %		0.00 %	
TEN2	29.04	22.21	0.00	76.48 %	14,018.30	0.00 %		0.00 %	
MLR1	15.50	11.65	0.71	75.16 %	9,959.60	0.00 %		0.00 %	
SGP1	15.76	11.73	0.65	74.45 %	10,812.00	0.00 %		0.00 %	
BTU1	13.60	9.97	0.21	73.32 %	6,374.20	0.00 %		0.00 %	
CBM1	32.60	23.85	0.19	73.16 %	20,626.80	0.00 %		0.00 %	
DGL1	69.79	49.42	0.48	70.82 %	37,143.90	0.00 %		0.00 %	
ODM1	17.29	12.23	0.73	70.70 %	8,285.80	0.00 %		0.00 %	
MDU1	138.90	97.51	0.39	70.20 %	63,472.80	0.00 %		0.00 %	
NKI1	19.92	13.37	0.63	67.13 %	12,724.30	0.00 %		0.00 %	
MNM1	16.19	10.72	0.00	66.22 %	11,364.80	0.00 %		0.00 %	
MPA1	30.83	18.56	0.00	60.20 %	19,077.30	0.00 %		0.00 %	
TDI1	23.12	13.55	0.42	58.61 %	16,276.10	0.00 %		0.00 %	
CMR1	16.46	9.63	0.19	58.50 %	7,776.90	0.00 %		0.00 %	
NTM1	19.27	10.72	0.00	55.63 %	4,097.00	0.00 %		0.00 %	
MDU3	36.09	16.41	0.73	45.46 %	10,576.70	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	16.21	17.07	1.20	105.32 %	9,875.20	25.00 %	2,468.80	0.00 %	2,468.80
PAS1	24.46	20.44	0.00	83.58 %	14,549.90	10.00 %	1,454.99	0.00 %	1,454.99
TVP1	60.05	42.67	0.18	71.06 %	37,727.50	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 %	