

Accu.Target
9,216.77 L

Sales
8,647.50 L

Achieved %
93.82 %

HO Budget+ %
0.00 %

Total Com.
73.56 L

Note : Sales Period is From :01-Nov-2025 To :10-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	628.96	709.92	112.87 %	56,000.00	0.00 %	56,000.00
TRICHY-01	913.69	1,019.48	111.58 %	0.00	0.00 %	0.00
CHENNAI-01	1,197.59	1,160.69	96.92 %	33,000.00	0.00 %	33,000.00
CHENNAI-02	1,155.51	1,111.39	96.18 %	33,000.00	0.00 %	33,000.00
NORTH ARCOT	755.15	694.13	91.92 %	18,000.00	0.00 %	18,000.00
WEST-02	953.34	851.69	89.34 %	0.00	0.00 %	0.00
WEST-01	798.19	709.41	88.88 %	0.00	0.00 %	0.00
SOUTH-03	1,160.09	976.43	84.17 %	0.00	0.00 %	0.00
SOUTH-01	1,542.35	1,248.64	80.96 %	0.00	0.00 %	0.00
KL-SOUTH	111.90	84.22	75.26 %	0.00	0.00 %	0.00
OTHERS	0.00	81.51	0.00 %	0.00	0.00 %	0.00
Total	9,216.77	8,647.50	93.82 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	204.49	264.75	129.47%	60,000.00	0.00 %	60,000.00
	SA02	224.72	250.60	111.52%	40,000.00	0.00 %	40,000.00
	SA03	199.75	194.58	97.41%	7,500.00	0.00 %	7,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	189.64	239.71	126.40%	60,000.00	0.00 %	60,000.00
	TNJ1	207.46	239.34	115.37%	40,000.00	0.00 %	40,000.00
	TRY1	270.90	306.12	113.00%	60,000.00	0.00 %	60,000.00
	PBR1	245.69	234.30	95.37%	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	364.88	390.94	107.14%	45,000.00	0.00 %	45,000.00
	CH03	232.95	242.27	104.00%	30,000.00	0.00 %	30,000.00
	CH05	305.51	274.42	89.82%	0.00	0.00 %	0.00
	CH08	294.25	253.07	86.00%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	288.61	296.01	102.56%	30,000.00	0.00 %	30,000.00
	CH07	305.89	299.84	98.02%	15,000.00	0.00 %	15,000.00
	CH09	243.39	227.89	93.63%	15,000.00	0.00 %	15,000.00
	CH04	317.62	287.65	90.56%	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	267.02	269.88	101.07%	30,000.00	0.00 %	30,000.00
	NA03	231.18	201.85	87.31%	0.00	0.00 %	0.00
	NA02	256.95	222.40	86.55%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	196.28	191.45	97.54%	7,500.00	0.00 %	7,500.00
	SLM1	277.77	266.00	95.76%	15,000.00	0.00 %	15,000.00
	ERD1	258.17	222.93	86.35%	0.00	0.00 %	0.00
	MTR1	221.13	171.31	77.47%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	331.72	319.56	96.33%	22,500.00	0.00 %	22,500.00
	TPR4	95.27	85.14	89.37%	0.00	0.00 %	0.00
	UAM1	144.10	126.21	87.58%	0.00	0.00 %	0.00
	PLI1	110.41	91.95	83.28%	0.00	0.00 %	0.00
	TPR1	116.69	86.55	74.17%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	225.09	237.90	105.69%	30,000.00	0.00 %	30,000.00
	KRR1	41.23	36.83	89.32%	0.00	0.00 %	0.00
	MDU2	339.99	287.60	84.59%	0.00	0.00 %	0.00
	SVG1	202.16	165.50	81.87%	0.00	0.00 %	0.00
	DGL1	351.62	248.61	70.70%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	247.40	214.88	86.85%	0.00	0.00 %	0.00
	TUT1	335.62	280.96	83.71%	0.00	0.00 %	0.00
	KVT1	268.71	224.72	83.63%	0.00	0.00 %	0.00
	NGR1	255.32	196.87	77.11%	0.00	0.00 %	0.00
	VNR1	210.72	160.90	76.36%	0.00	0.00 %	0.00
	TKS1	224.57	170.32	75.84%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	111.90	84.22	75.26%	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	29.69	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	35.13	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	3.31	0.00%	0.00	0.00 %	0.00

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	17.38	27.58	0.29	158.69 %	16,049.20	40.00 %	6,419.68	0.00 %	6,419.68
POY2	42.47	62.09	0.01	146.19 %	38,355.00	40.00 %	15,342.00	0.00 %	15,342.00
KLM1	32.43	43.14	0.03	133.05 %	39,573.30	40.00 %	15,829.32	0.00 %	15,829.32
CUD1	60.51	79.73	0.18	131.77 %	68,527.10	40.00 %	27,410.84	0.00 %	27,410.84
POY1	52.20	66.76	0.04	127.90 %	52,927.60	40.00 %	21,171.04	0.00 %	21,171.04
CDM1	39.21	47.95	0.42	122.28 %	36,176.70	40.00 %	14,470.68	0.00 %	14,470.68
VPM2	31.88	38.14	0.53	119.64 %	28,970.20	30.00 %	8,691.06	0.00 %	8,691.06
KKI2	34.34	40.16	0.56	116.93 %	23,612.50	30.00 %	7,083.75	0.00 %	7,083.75
NVL2	35.34	39.89	0.86	112.88 %	27,758.80	30.00 %	8,327.64	0.00 %	8,327.64
SJI2	34.95	38.10	0.37	109.00 %	24,110.80	25.00 %	6,027.70	0.00 %	6,027.70
PRT1	26.42	28.09	0.23	106.31 %	26,031.10	25.00 %	6,507.78	0.00 %	6,507.78
STP1	14.94	15.15	0.00	101.37 %	8,708.80	25.00 %	2,177.20	0.00 %	2,177.20
TDM1	27.41	27.56	0.53	100.56 %	14,161.20	25.00 %	3,540.30	0.00 %	3,540.30
TVM2	27.84	25.61	0.00	92.00 %	13,146.80	15.00 %	1,972.02	0.00 %	1,972.02
VCM1	19.87	18.02	0.29	90.73 %	9,414.10	15.00 %	1,412.12	0.00 %	1,412.12
ULP1	37.22	33.76	0.00	90.71 %	25,275.60	15.00 %	3,791.34	0.00 %	3,791.34
TRK1	41.37	37.28	0.52	90.12 %	31,738.50	15.00 %	4,760.78	0.00 %	4,760.78
TVM1	20.99	18.67	0.04	88.96 %	8,936.50	10.00 %	893.65	0.00 %	893.65
MKM1	16.88	13.02	0.02	77.13 %	11,441.80	0.00 %		0.00 %	
VPM1	15.31	9.21	0.26	60.17 %	5,543.40	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	12.16	22.93	0.00	188.51 %	11,281.40	40.00 %	4,512.56	0.00 %	4,512.56
TVR2	32.50	59.98	0.00	184.55 %	35,747.20	40.00 %	14,298.88	0.00 %	14,298.88
PDK1	14.06	23.47	0.09	166.90 %	16,797.20	40.00 %	6,718.88	0.00 %	6,718.88
TVR1	15.48	22.63	0.00	146.19 %	17,386.80	40.00 %	6,954.72	0.00 %	6,954.72
MVM1	36.39	52.09	0.11	143.12 %	56,554.90	40.00 %	22,621.96	0.00 %	22,621.96
KIK1	15.98	21.70	0.00	135.82 %	15,633.90	40.00 %	6,253.56	0.00 %	6,253.56
KRN1	17.36	22.79	0.00	131.30 %	17,197.80	40.00 %	6,879.12	0.00 %	6,879.12
TNJ1	49.93	64.68	0.44	129.52 %	39,194.70	40.00 %	15,677.88	0.00 %	15,677.88
TNJ2	39.46	50.93	0.23	129.07 %	37,118.00	40.00 %	14,847.20	0.00 %	14,847.20
TRY3	28.95	36.79	0.20	127.07 %	26,660.20	40.00 %	10,664.08	0.00 %	10,664.08
NGT1	29.85	37.75	0.03	126.46 %	31,221.60	40.00 %	12,488.64	0.00 %	12,488.64
NMM1	22.24	27.14	0.00	122.04 %	30,439.00	40.00 %	12,175.60	0.00 %	12,175.60
MDI1	31.08	34.52	0.08	111.08 %	27,061.80	30.00 %	8,118.54	0.00 %	8,118.54
TRY1	150.22	162.92	0.05	108.45 %	98,472.90	25.00 %	24,618.23	0.00 %	24,618.23
KUM1	51.32	55.22	0.07	107.59 %	39,795.50	25.00 %	9,948.88	0.00 %	9,948.88
TTP1	28.52	29.10	0.00	102.04 %	21,831.80	25.00 %	5,457.95	0.00 %	5,457.95
AYR1	24.88	24.97	0.07	100.36 %	16,882.00	25.00 %	4,220.50	0.00 %	4,220.50
APM1	12.43	12.31	0.00	99.07 %	12,713.50	20.00 %	2,542.70	0.00 %	2,542.70
ORU1	16.85	16.26	0.18	96.48 %	13,080.50	20.00 %	2,616.10	0.00 %	2,616.10
JKM1	28.14	27.03	0.03	96.05 %	19,491.20	20.00 %	3,898.24	0.00 %	3,898.24
PTK1	35.46	33.49	0.43	94.44 %	25,991.70	15.00 %	3,898.76	0.00 %	3,898.76
PBR1	15.41	14.50	0.00	94.09 %	13,190.50	15.00 %	1,978.58	0.00 %	1,978.58
TYR1	36.85	33.21	0.00	90.13 %	22,309.30	15.00 %	3,346.40	0.00 %	3,346.40
NCK1	15.98	13.32	0.08	83.34 %	8,207.10	10.00 %	820.71	0.00 %	820.71
PBR2	80.52	64.81	0.30	80.49 %	36,331.90	10.00 %	3,633.19	0.00 %	3,633.19
TRY4	48.14	37.22	0.63	77.31 %	35,129.90	0.00 %		0.00 %	
MSI1	23.49	17.69	0.00	75.30 %	14,360.90	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	19.03	26.76	0.24	140.63 %	26,171.30	40.00 %	10,468.52	0.00 %	10,468.52
CH42	51.62	69.83	0.00	135.27 %	50,723.60	40.00 %	20,289.44	0.00 %	20,289.44
CH39	27.07	36.17	0.00	133.60 %	29,592.30	40.00 %	11,836.92	0.00 %	11,836.92
CH38	25.89	34.28	0.16	132.42 %	40,486.40	40.00 %	16,194.56	0.00 %	16,194.56
CH19	43.90	55.66	0.35	126.80 %	49,303.80	40.00 %	19,721.52	0.00 %	19,721.52
CGL1	28.65	35.39	0.20	123.55 %	27,663.50	40.00 %	11,065.40	0.00 %	11,065.40
CH45	33.71	40.41	0.29	119.87 %	39,481.80	30.00 %	11,844.54	0.00 %	11,844.54
GUD1	35.98	41.66	0.00	115.79 %	68,469.10	30.00 %	20,540.73	0.00 %	20,540.73
CH16	76.81	86.83	0.23	113.04 %	79,350.00	30.00 %	23,805.00	0.00 %	23,805.00
MRM1	38.42	42.35	0.00	110.23 %	36,620.90	30.00 %	10,986.27	0.00 %	10,986.27
CH11	37.89	40.58	0.22	107.11 %	38,582.70	25.00 %	9,645.68	0.00 %	9,645.68
CH35	28.72	29.01	0.50	100.99 %	28,673.70	25.00 %	7,168.43	0.00 %	7,168.43
CH05	69.84	70.23	0.64	100.56 %	51,149.10	25.00 %	12,787.28	0.00 %	12,787.28
MC09	7.06	6.87	0.00	97.27 %	6,634.60	20.00 %	1,326.92	0.00 %	1,326.92
MC10	9.83	9.46	1.24	96.30 %	4,169.00	20.00 %	833.80	0.00 %	833.80
CH08	84.04	78.81	0.29	93.77 %	105,301.20	15.00 %	15,795.18	0.00 %	15,795.18
CH07	58.71	52.19	0.82	88.90 %	46,711.70	10.00 %	4,671.17	0.00 %	4,671.17
SKL1	28.95	25.40	0.52	87.74 %	30,775.60	10.00 %	3,077.56	0.00 %	3,077.56
GUD2	35.48	30.89	0.07	87.07 %	31,439.80	10.00 %	3,143.98	0.00 %	3,143.98
CH22	40.93	35.36	0.00	86.39 %	29,555.50	10.00 %	2,955.55	0.00 %	2,955.55
CH14	80.34	69.24	0.69	86.19 %	63,171.90	10.00 %	6,317.19	0.00 %	6,317.19
CH28	59.82	48.82	0.10	81.61 %	73,490.20	10.00 %	7,349.02	0.00 %	7,349.02
KNR1	32.15	26.15	0.00	81.33 %	23,088.60	10.00 %	2,308.86	0.00 %	2,308.86
AVD1	52.37	41.71	3.48	79.65 %	41,346.70	0.00 %		0.00 %	
CH48	61.83	48.40	0.30	78.28 %	55,959.50	0.00 %		0.00 %	
TKM1	21.94	16.70	0.16	76.12 %	17,057.50	0.00 %		0.00 %	
CH30	39.14	29.62	0.67	75.67 %	21,745.50	0.00 %		0.00 %	
CH29	13.77	7.54	0.00	54.78 %	10,579.40	0.00 %		0.00 %	
CH40	29.78	15.52	0.00	52.11 %	8,977.00	0.00 %		0.00 %	
CH26	16.06	7.85	0.39	48.90 %	6,594.90	0.00 %		0.00 %	
MC02	7.86	1.00	0.00	12.68 %	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	37.82	52.23	0.41	138.09 %	43,572.00	40.00 %	17,428.80	0.00 %	17,428.80
CH23	16.78	23.05	1.17	137.38 %	24,701.30	40.00 %	9,880.52	0.00 %	9,880.52
CH34	40.88	53.69	0.05	131.34 %	45,024.00	40.00 %	18,009.60	0.00 %	18,009.60
CH27	12.29	14.72	0.00	119.84 %	14,554.20	30.00 %	4,366.26	0.00 %	4,366.26
CH41	38.90	45.58	0.47	117.18 %	36,762.80	30.00 %	11,028.84	0.00 %	11,028.84
CH33	40.03	46.55	0.29	116.30 %	50,867.30	30.00 %	15,260.19	0.00 %	15,260.19
CH17	43.96	50.10	0.23	113.96 %	49,207.20	30.00 %	14,762.16	0.00 %	14,762.16
CH32	8.03	8.92	0.00	111.15 %	3,820.80	30.00 %	1,146.24	0.00 %	1,146.24
CH18	57.42	63.37	0.10	110.35 %	87,210.50	30.00 %	26,163.15	0.00 %	26,163.15
CH43	32.49	34.33	0.24	105.67 %	39,299.60	25.00 %	9,824.90	0.00 %	9,824.90
CH12	63.20	64.98	0.32	102.82 %	62,187.20	25.00 %	15,546.80	0.00 %	15,546.80
CH20	62.07	62.79	0.41	101.16 %	55,090.40	25.00 %	13,772.60	0.00 %	13,772.60
CH03	113.63	111.61	0.47	98.22 %	88,416.20	20.00 %	17,683.24	0.00 %	17,683.24
UKI1	26.42	25.11	0.70	95.02 %	26,231.90	15.00 %	3,934.79	0.00 %	3,934.79
PON1	27.25	25.60	0.06	93.94 %	30,017.40	15.00 %	4,502.61	0.00 %	4,502.61
CH09	40.99	37.43	0.22	91.31 %	44,294.90	15.00 %	6,644.24	0.00 %	6,644.24
CH15	128.88	114.04	0.14	88.49 %	88,350.90	10.00 %	8,835.09	0.00 %	8,835.09
MJR1	55.90	49.06	0.23	87.76 %	43,623.60	10.00 %	4,362.36	0.00 %	4,362.36
CH44	40.16	34.25	0.16	85.27 %	34,490.10	10.00 %	3,449.01	0.00 %	3,449.01
GPD1	29.18	24.79	0.10	84.96 %	19,063.20	10.00 %	1,906.32	0.00 %	1,906.32
CH46	31.70	26.12	0.02	82.40 %	22,076.30	10.00 %	2,207.63	0.00 %	2,207.63
CH21	76.96	62.22	0.77	80.85 %	48,979.50	10.00 %	4,897.95	0.00 %	4,897.95
MC06	16.91	13.62	0.02	80.55 %	6,165.50	10.00 %	616.55	0.00 %	616.55
CH06	40.27	30.52	0.47	75.78 %	29,642.30	0.00 %		0.00 %	
CH36	20.83	13.79	0.84	66.20 %	10,482.60	0.00 %		0.00 %	
MC05	20.87	12.93	0.00	61.98 %	5,105.40	0.00 %		0.00 %	
CH31	29.70	9.42	0.26	31.72 %	9,408.20	0.00 %		0.00 %	
CH01	1.99	0.56	0.00	28.33 %	160.80	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)
CYR1	17.23	25.69	0.11	149.05 %	22,112.20	40.00 %	8,844.88	0.00 %	8,844.88
AKM1	28.05	41.11	1.48	146.56 %	33,852.20	40.00 %	13,540.88	0.00 %	13,540.88
TRL1	44.14	53.88	0.14	122.06 %	54,495.40	40.00 %	21,798.16	0.00 %	21,798.16
VNB1	21.31	25.74	0.03	120.76 %	16,348.80	40.00 %	6,539.52	0.00 %	6,539.52
SLG1	14.42	17.32	0.00	120.11 %	12,783.70	40.00 %	5,113.48	0.00 %	5,113.48
WJP1	24.82	27.73	0.02	111.75 %	19,592.40	30.00 %	5,877.72	0.00 %	5,877.72
PLR1	14.47	15.36	0.11	106.13 %	9,779.10	25.00 %	2,444.78	0.00 %	2,444.78
WJD1	32.30	33.79	0.45	104.61 %	39,224.30	25.00 %	9,806.08	0.00 %	9,806.08
UGI1	17.83	18.54	0.22	104.01 %	11,626.40	25.00 %	2,906.60	0.00 %	2,906.60
KPM2	83.85	83.65	0.20	99.76 %	53,172.40	20.00 %	10,634.48	0.00 %	10,634.48
TRT1	21.24	20.26	1.73	95.42 %	14,661.90	20.00 %	2,932.38	0.00 %	2,932.38
GDM1	26.70	25.24	0.00	94.56 %	21,855.60	15.00 %	3,278.34	0.00 %	3,278.34
VEL1	37.38	35.09	0.40	93.87 %	39,635.60	15.00 %	5,945.34	0.00 %	5,945.34
ABR1	26.83	24.23	0.10	90.28 %	22,502.60	15.00 %	3,375.39	0.00 %	3,375.39
CGM1	26.84	23.02	0.00	85.75 %	14,056.60	10.00 %	1,405.66	0.00 %	1,405.66
SBR1	46.57	38.95	0.05	83.64 %	38,024.60	10.00 %	3,802.46	0.00 %	3,802.46
BGR1	18.14	13.57	0.00	74.85 %	10,253.00	0.00 %		0.00 %	
KPM1	30.74	22.94	0.11	74.63 %	14,713.90	0.00 %		0.00 %	
TRR1	51.83	38.34	0.04	73.96 %	27,622.80	0.00 %		0.00 %	
CPT1	16.80	12.33	0.52	73.39 %	12,126.40	0.00 %		0.00 %	
ANI1	16.51	11.88	0.59	71.99 %	11,419.70	0.00 %		0.00 %	
ARC2	33.52	23.09	0.02	68.89 %	18,777.90	0.00 %		0.00 %	
VEL2	51.59	35.39	0.03	68.61 %	40,743.60	0.00 %		0.00 %	
VSI1	36.12	18.91	0.40	52.36 %	17,527.00	0.00 %		0.00 %	
PTU1	15.92	8.07	0.35	50.71 %	7,373.00	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	17.19	23.57	0.07	137.11 %	12,215.80	40.00 %	4,886.32	0.00 %	4,886.32
EDP1	12.86	16.43	0.64	127.77 %	7,982.60	40.00 %	3,193.04	0.00 %	3,193.04
PLC1	17.15	19.82	0.00	115.60 %	23,665.30	30.00 %	7,099.59	0.00 %	7,099.59
SLM2	28.14	32.25	0.00	114.61 %	24,300.10	30.00 %	7,290.03	0.00 %	7,290.03
TCG1	15.46	17.55	0.15	113.51 %	14,363.10	30.00 %	4,308.93	0.00 %	4,308.93
ERD2	51.03	57.73	0.13	113.13 %	62,932.70	30.00 %	18,879.81	0.00 %	18,879.81
KVP1	15.51	17.45	0.01	112.51 %	11,497.40	30.00 %	3,449.22	0.00 %	3,449.22
HSR2	55.55	57.67	0.20	103.81 %	44,493.40	25.00 %	11,123.35	0.00 %	11,123.35
SLM1	82.08	83.63	0.21	101.89 %	53,671.40	25.00 %	13,417.85	0.00 %	13,417.85
SGI1	15.81	15.89	0.37	100.48 %	14,487.40	25.00 %	3,621.85	0.00 %	3,621.85
OML1	34.26	33.09	0.29	96.59 %	24,246.30	20.00 %	4,849.26	0.00 %	4,849.26
DPR1	14.83	14.32	0.00	96.55 %	8,715.30	20.00 %	1,743.06	0.00 %	1,743.06
VPD1	30.87	29.70	0.05	96.21 %	36,035.80	20.00 %	7,207.16	0.00 %	7,207.16
NKL2	38.05	36.08	0.07	94.84 %	35,153.80	15.00 %	5,273.07	0.00 %	5,273.07
ATU1	31.34	29.54	0.34	94.28 %	16,726.90	15.00 %	2,509.04	0.00 %	2,509.04
SLM3	39.01	36.29	0.35	93.04 %	30,269.80	15.00 %	4,540.47	0.00 %	4,540.47
APN1	21.80	19.75	0.12	90.60 %	25,859.80	15.00 %	3,878.97	0.00 %	3,878.97
CMI1	17.15	14.98	0.06	87.34 %	16,714.40	10.00 %	1,671.44	0.00 %	1,671.44
PDR1	13.13	11.06	0.53	84.21 %	11,183.60	10.00 %	1,118.36	0.00 %	1,118.36
ERD1	47.72	38.59	0.41	80.86 %	23,698.60	10.00 %	2,369.86	0.00 %	2,369.86
DPR2	18.87	15.06	0.05	79.79 %	8,155.70	0.00 %		0.00 %	
TRM1	41.46	32.31	0.59	77.94 %	22,932.90	0.00 %		0.00 %	
MCR1	27.83	21.67	0.00	77.87 %	17,166.10	0.00 %		0.00 %	
HRR1	23.16	17.75	0.66	76.63 %	10,863.60	0.00 %		0.00 %	
KRI1	29.02	22.17	0.00	76.39 %	12,436.00	0.00 %		0.00 %	
HSR1	46.04	34.88	0.00	75.76 %	31,725.60	0.00 %		0.00 %	
KMM1	20.43	13.51	0.01	66.12 %	11,677.60	0.00 %		0.00 %	
SGG1	14.86	9.43	1.09	63.48 %	7,667.40	0.00 %		0.00 %	
MTR1	36.86	23.20	0.26	62.94 %	19,155.60	0.00 %		0.00 %	
RSP1	24.19	14.54	1.09	60.10 %	15,263.10	0.00 %		0.00 %	
VKL1	16.16	9.47	0.00	58.63 %	9,733.30	0.00 %		0.00 %	
BMD1	23.86	13.91	0.05	58.31 %	13,986.40	0.00 %		0.00 %	
EPI1	31.68	18.40	0.30	58.10 %	15,119.90	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	15.49	23.68	0.11	152.82 %	16,673.50	40.00 %	6,669.40	0.00 %	6,669.40
SUL1	17.23	22.37	0.18	129.79 %	28,725.80	40.00 %	11,490.32	0.00 %	11,490.32
KMD1	13.22	15.81	0.12	119.63 %	23,921.20	30.00 %	7,176.36	0.00 %	7,176.36
SNR1	22.45	25.78	0.75	114.84 %	26,511.10	30.00 %	7,953.33	0.00 %	7,953.33
CBE1	22.60	23.85	0.00	105.50 %	26,011.80	25.00 %	6,502.95	0.00 %	6,502.95
KGI1	26.40	27.28	0.19	103.32 %	17,612.60	25.00 %	4,403.15	0.00 %	4,403.15
MPM1	20.51	21.07	0.40	102.72 %	22,532.80	25.00 %	5,633.20	0.00 %	5,633.20
CBE3	11.79	11.93	0.00	101.22 %	15,553.20	25.00 %	3,888.30	0.00 %	3,888.30
CBE2	123.04	122.51	0.21	99.57 %	100,083.70	20.00 %	20,016.74	0.00 %	20,016.74
ANR1	5.98	5.80	0.15	97.08 %	6,593.40	20.00 %	1,318.68	0.00 %	1,318.68
CBE6	28.66	27.48	0.15	95.88 %	31,408.80	20.00 %	6,281.76	0.00 %	6,281.76
DPM2	22.92	21.21	0.00	92.53 %	19,251.40	15.00 %	2,887.71	0.00 %	2,887.71
CNR1	22.15	19.87	0.00	89.71 %	22,240.30	10.00 %	2,224.03	0.00 %	2,224.03
CBE4	36.69	31.93	0.00	87.02 %	35,163.00	10.00 %	3,516.30	0.00 %	3,516.30
TPR4	19.24	16.70	0.00	86.76 %	16,410.00	10.00 %	1,641.00	0.00 %	1,641.00
UMP1	20.64	17.71	0.12	85.81 %	16,850.20	10.00 %	1,685.02	0.00 %	1,685.02
TPR3	21.06	17.96	0.20	85.29 %	26,220.50	10.00 %	2,622.05	0.00 %	2,622.05
KGM1	15.16	12.85	0.00	84.74 %	12,376.90	10.00 %	1,237.69	0.00 %	1,237.69
PDM1	18.20	15.33	0.00	84.19 %	16,230.20	10.00 %	1,623.02	0.00 %	1,623.02
TPR1	46.59	38.56	0.19	82.76 %	28,907.30	10.00 %	2,890.73	0.00 %	2,890.73
AVI1	18.97	15.60	0.00	82.24 %	18,070.20	10.00 %	1,807.02	0.00 %	1,807.02
KMR1	49.70	40.63	0.46	81.75 %	37,173.90	10.00 %	3,717.39	0.00 %	3,717.39
PLI1	33.49	24.86	0.19	74.23 %	26,282.30	0.00 %		0.00 %	
UAM1	42.34	30.35	0.22	71.67 %	20,403.90	0.00 %		0.00 %	
PPI1	17.55	11.86	0.00	67.56 %	14,585.00	0.00 %		0.00 %	
CBE5	19.56	13.09	0.43	66.92 %	17,716.80	0.00 %		0.00 %	
SYM2	18.03	11.50	0.15	63.79 %	11,334.40	0.00 %		0.00 %	
TPR2	49.04	30.03	0.14	61.23 %	26,534.90	0.00 %		0.00 %	
GDR1	19.47	11.82	0.00	60.72 %	7,597.80	0.00 %		0.00 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MDU6	50.39	67.19	0.13	133.33 %	50,996.80	40.00 %	20,398.72	0.00 %	20,398.72
KKD3	52.40	57.51	0.10	109.74 %	57,091.50	25.00 %	14,272.88	0.00 %	14,272.88
KRR1	22.01	23.49	0.00	106.71 %	19,513.00	25.00 %	4,878.25	0.00 %	4,878.25
DKI1	25.37	27.07	0.18	106.68 %	28,118.60	25.00 %	7,029.65	0.00 %	7,029.65
MDU2	58.42	57.41	0.72	98.26 %	40,175.70	20.00 %	8,035.14	0.00 %	8,035.14
MDU5	23.24	21.77	0.04	93.67 %	29,926.80	15.00 %	4,489.02	0.00 %	4,489.02
PNI1	15.22	14.21	0.56	93.36 %	13,350.40	15.00 %	2,002.56	0.00 %	2,002.56
SVG1	24.83	23.06	0.24	92.87 %	22,417.90	15.00 %	3,362.69	0.00 %	3,362.69
MDU4	25.82	23.84	0.75	92.33 %	20,015.80	15.00 %	3,002.37	0.00 %	3,002.37
TMM1	38.18	35.09	0.76	91.91 %	31,054.40	15.00 %	4,658.16	0.00 %	4,658.16
PKM1	17.19	15.78	0.00	91.77 %	17,543.60	15.00 %	2,631.54	0.00 %	2,631.54
PVI1	25.21	21.87	0.00	86.75 %	18,876.10	10.00 %	1,887.61	0.00 %	1,887.61
ATG1	34.15	28.60	0.18	83.73 %	27,741.90	10.00 %	2,774.19	0.00 %	2,774.19
TPT1	26.77	22.06	0.00	82.41 %	37,066.00	10.00 %	3,706.60	0.00 %	3,706.60
USL1	24.48	19.84	0.00	81.05 %	18,712.10	10.00 %	1,871.21	0.00 %	1,871.21
KPT1	20.47	16.51	0.66	80.64 %	16,038.70	10.00 %	1,603.87	0.00 %	1,603.87
TEN1	33.99	27.07	0.22	79.65 %	22,353.30	0.00 %		0.00 %	
TEN2	32.27	25.45	0.00	78.86 %	15,340.40	0.00 %		0.00 %	
DGL2	25.62	20.10	0.63	78.47 %	22,308.10	0.00 %		0.00 %	
KYK1	22.53	17.33	1.67	76.90 %	22,587.40	0.00 %		0.00 %	
BNR1	20.55	15.66	0.00	76.19 %	15,342.50	0.00 %		0.00 %	
ADP1	23.93	18.05	0.25	75.43 %	18,278.70	0.00 %		0.00 %	
MLR1	17.22	12.54	0.74	72.81 %	10,595.40	0.00 %		0.00 %	
BTU1	15.11	10.86	0.67	71.84 %	6,804.70	0.00 %		0.00 %	
CBM1	36.22	25.50	0.17	70.41 %	22,191.60	0.00 %		0.00 %	
ODM1	19.21	13.33	0.67	69.40 %	9,395.10	0.00 %		0.00 %	
SGP1	17.51	12.12	0.63	69.22 %	10,881.00	0.00 %		0.00 %	
MDU1	154.34	106.48	0.44	69.00 %	68,799.40	0.00 %		0.00 %	
DGL1	77.54	52.95	0.58	68.28 %	40,147.10	0.00 %		0.00 %	
NKI1	22.13	14.49	0.58	65.49 %	14,260.50	0.00 %		0.00 %	
MNM1	17.99	11.71	0.00	65.12 %	13,101.90	0.00 %		0.00 %	
MPA1	34.26	21.16	0.00	61.76 %	19,375.00	0.00 %		0.00 %	
CMR1	18.29	10.32	0.18	56.41 %	8,629.40	0.00 %		0.00 %	
NTM1	21.41	11.94	0.00	55.77 %	4,949.50	0.00 %		0.00 %	
TDI1	25.68	14.28	0.39	55.62 %	17,421.50	0.00 %		0.00 %	
MDU3	40.10	17.11	0.74	42.68 %	10,734.20	0.00 %		0.00 %	
PNV2	0.00	42.68	0.00	0.00 %	17,569.30	0.00 %		0.00 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVL2	11.67	14.66	0.09	125.64 %	6,669.70	40.00 %	2,667.88	0.00 %	2,667.88
KGL1	18.33	22.49	0.00	122.68 %	16,256.20	40.00 %	6,502.48	0.00 %	6,502.48
UDN1	19.09	21.85	0.38	114.47 %	17,515.00	30.00 %	5,254.50	0.00 %	5,254.50
PKD1	29.99	33.88	0.00	112.95 %	32,453.20	30.00 %	9,735.96	0.00 %	9,735.96
ERL2	22.30	24.48	0.39	109.77 %	28,681.30	25.00 %	7,170.33	0.00 %	7,170.33
SDI1	20.24	20.08	0.31	99.22 %	14,623.40	20.00 %	2,924.68	0.00 %	2,924.68
RND1	41.39	40.73	0.56	98.39 %	49,160.30	20.00 %	9,832.06	0.00 %	9,832.06
SGT1	17.14	16.51	0.06	96.37 %	10,682.30	20.00 %	2,136.46	0.00 %	2,136.46
VNR1	20.23	18.94	0.54	93.66 %	16,111.70	15.00 %	2,416.76	0.00 %	2,416.76
ARM1	13.75	12.81	0.58	93.17 %	10,840.40	15.00 %	1,626.06	0.00 %	1,626.06
TVL1	144.46	134.28	1.51	92.95 %	88,940.70	15.00 %	13,341.11	0.00 %	13,341.11
RPM1	44.01	40.59	0.13	92.23 %	35,310.10	15.00 %	5,296.52	0.00 %	5,296.52
MMT1	25.60	22.72	0.23	88.76 %	14,372.70	10.00 %	1,437.27	0.00 %	1,437.27
KYR1	18.07	15.78	0.10	87.32 %	12,245.30	10.00 %	1,224.53	0.00 %	1,224.53
TCN1	34.88	29.87	0.74	85.64 %	35,195.00	10.00 %	3,519.50	0.00 %	3,519.50
PDI1	21.51	18.15	0.81	84.38 %	11,499.60	10.00 %	1,149.96	0.00 %	1,149.96
TKS1	42.91	35.75	0.08	83.31 %	30,383.00	10.00 %	3,038.30	0.00 %	3,038.30
APK2	27.54	22.79	0.43	82.76 %	21,337.50	10.00 %	2,133.75	0.00 %	2,133.75
MAR1	48.05	39.37	0.11	81.92 %	25,280.10	10.00 %	2,528.01	0.00 %	2,528.01
SNL1	32.17	25.71	0.09	79.92 %	17,727.90	0.00 %		0.00 %	
TUT1	164.99	131.78	0.36	79.87 %	121,135.00	0.00 %		0.00 %	
TUT2	66.35	51.86	3.09	78.16 %	43,176.80	0.00 %		0.00 %	
VLY1	49.81	38.72	2.12	77.74 %	24,956.10	0.00 %		0.00 %	
SKD1	20.55	15.90	0.13	77.40 %	14,195.00	0.00 %		0.00 %	
NGR1	106.74	82.53	0.75	77.33 %	63,591.30	0.00 %		0.00 %	
STU2	20.91	16.04	0.11	76.69 %	13,774.10	0.00 %		0.00 %	
VNR2	74.46	56.57	0.31	75.98 %	55,443.00	0.00 %		0.00 %	
TYI1	28.01	21.11	0.00	75.37 %	24,038.90	0.00 %		0.00 %	
SVK1	51.48	38.38	0.35	74.56 %	31,991.20	0.00 %		0.00 %	
KVT1	84.01	62.51	1.20	74.41 %	73,441.60	0.00 %		0.00 %	
COL1	9.02	6.58	0.00	73.01 %	5,987.30	0.00 %		0.00 %	
VKM1	21.61	14.17	0.07	65.57 %	24,343.80	0.00 %		0.00 %	
APK1	37.02	24.21	0.83	65.41 %	17,989.90	0.00 %		0.00 %	
ASM1	27.72	14.41	0.35	51.98 %	13,205.60	0.00 %		0.00 %	
TKS2	78.76	39.23	0.10	49.81 %	29,985.60	0.00 %		0.00 %	
KSM1	17.93	8.80	0.00	49.06 %	6,161.70	0.00 %		0.00 %	
TKY1	29.65	14.38	0.37	48.50 %	11,165.00	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	18.01	17.53	1.17	97.31 %	10,294.50	20.00 %	2,058.90	0.00 %	2,058.90
PAS1	27.17	21.66	0.00	79.72 %	15,696.10	0.00 %		0.00 %	
TVP1	66.72	45.02	0.30	67.48 %	40,336.50	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	27.62	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	34.73	2.64	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	3.31	12.84	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	2.07	209.19	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 %	