

Accu.Target 10,157.61 L	Sales 9,163.99 L	Achieved % 90.22 %	HO Budget+ % 0.00 %	Total Com. 78.55 L
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Note : Sales Period is From :01-Nov-2025 To :11-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	691.85	746.29	107.87 %	42,000.00	0.00 %	42,000.00
TRICHY-01	1,005.06	1,080.99	107.55 %	0.00	0.00 %	0.00
CHENNAI-01	1,317.35	1,221.49	92.72 %	36,000.00	0.00 %	36,000.00
CHENNAI-02	1,271.06	1,170.38	92.08 %	33,000.00	0.00 %	33,000.00
NORTH ARCOT	830.66	732.38	88.17 %	0.00	0.00 %	0.00
WEST-02	1,048.67	897.50	85.58 %	0.00	0.00 %	0.00
WEST-01	878.01	750.43	85.47 %	0.00	0.00 %	0.00
SOUTH-03	1,295.27	1,042.81	80.51 %	0.00	0.00 %	0.00
SOUTH-01	1,696.58	1,340.72	79.02 %	0.00	0.00 %	0.00
KL-SOUTH	123.09	90.41	73.45 %	0.00	0.00 %	0.00
OTHERS	0.00	90.58	0.00 %	0.00	0.00 %	0.00
Total	10,157.61	9,163.99	90.22 %		0.00 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	224.93	274.22	121.91%	60,000.00	0.00 %	60,000.00
	SA02	247.20	263.05	106.42%	30,000.00	0.00 %	30,000.00
	SA03	219.72	209.02	95.13%	15,000.00	0.00 %	15,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	208.61	254.26	121.88%	60,000.00	0.00 %	60,000.00
	TNJ1	228.21	254.39	111.47%	40,000.00	0.00 %	40,000.00
	TRY1	297.99	323.68	108.62%	45,000.00	0.00 %	45,000.00
	PBR1	270.26	248.66	92.01%	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	401.37	409.62	102.06%	60,000.00	0.00 %	60,000.00
	CH03	256.24	256.55	100.12%	30,000.00	0.00 %	30,000.00
	CH05	336.06	290.12	86.33%	0.00	0.00 %	0.00
	CH08	323.68	265.20	81.93%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	317.47	308.09	97.04%	22,500.00	0.00 %	22,500.00
	CH07	336.47	315.58	93.79%	22,500.00	0.00 %	22,500.00
	CH09	267.72	238.87	89.22%	0.00	0.00 %	0.00
	CH04	349.38	307.84	88.11%	0.00	0.00 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	293.72	282.61	96.22%	15,000.00	0.00 %	15,000.00
	NA03	254.29	214.52	84.36%	0.00	0.00 %	0.00
	NA02	282.65	235.25	83.23%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	215.90	201.48	93.32%	15,000.00	0.00 %	15,000.00
	SLM1	305.54	280.07	91.66%	15,000.00	0.00 %	15,000.00
	ERD1	283.99	234.05	82.42%	0.00	0.00 %	0.00
	MTR1	243.24	181.91	74.79%	0.00	0.00 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	364.90	340.00	93.18%	22,500.00	0.00 %	22,500.00
	TPR4	104.79	91.21	87.04%	0.00	0.00 %	0.00
	UAM1	158.51	132.93	83.86%	0.00	0.00 %	0.00
	PLI1	121.45	95.15	78.35%	0.00	0.00 %	0.00
	TPR1	128.36	91.13	71.00%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	266.77	256.36	96.10%	15,000.00	0.00 %	15,000.00
	KRR1	45.35	38.87	85.71%	0.00	0.00 %	0.00
	MDU2	373.99	305.00	81.55%	0.00	0.00 %	0.00
	SVG1	222.38	176.17	79.22%	0.00	0.00 %	0.00
	DGL1	386.78	266.41	68.88%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	369.18	312.94	84.76%	0.00	0.00 %	0.00
	TVL1	272.14	226.26	83.14%	0.00	0.00 %	0.00
	KVT1	295.58	239.39	80.99%	0.00	0.00 %	0.00
	TKS1	247.03	183.51	74.28%	0.00	0.00 %	0.00
	NGR1	280.85	207.46	73.87%	0.00	0.00 %	0.00
	VNR1	231.79	171.17	73.85%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	123.09	90.41	73.45%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.36	0.00%	0.00	0.00 %	0.00
	CH02	0.00	31.53	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	36.23	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	7.11	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	2.36	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	5.69	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	4.31	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	19.12	28.63	0.28	149.77 %	17,014.60	40.00 %	6,805.84	0.00 %	6,805.84
POY2	46.72	63.64	0.19	136.21 %	40,124.60	40.00 %	16,049.84	0.00 %	16,049.84
KLM1	35.67	45.06	0.03	126.34 %	41,876.60	40.00 %	16,750.64	0.00 %	16,750.64
CUD1	66.56	82.01	0.17	123.22 %	72,280.10	40.00 %	28,912.04	0.00 %	28,912.04
POY1	57.42	69.63	0.29	121.28 %	56,962.50	40.00 %	22,785.00	0.00 %	22,785.00
CDM1	43.13	50.45	0.40	116.97 %	37,874.20	30.00 %	11,362.26	0.00 %	11,362.26
VPM2	35.06	40.11	0.50	114.40 %	30,182.50	30.00 %	9,054.75	0.00 %	9,054.75
KKI2	37.78	42.34	0.53	112.08 %	25,629.10	30.00 %	7,688.73	0.00 %	7,688.73
NVL2	38.87	41.92	0.82	107.85 %	29,399.90	25.00 %	7,349.98	0.00 %	7,349.98
SJI2	38.45	41.09	0.40	106.88 %	27,562.70	25.00 %	6,890.68	0.00 %	6,890.68
PRT1	29.07	29.94	0.21	103.01 %	27,295.90	25.00 %	6,823.98	0.00 %	6,823.98
TDM1	30.15	30.16	0.48	100.03 %	16,095.70	20.00 %	3,219.14	0.00 %	3,219.14
STP1	16.44	16.04	0.00	97.59 %	9,304.40	20.00 %	1,860.88	0.00 %	1,860.88
TVM1	23.09	21.23	0.04	91.95 %	10,037.60	15.00 %	1,505.64	0.00 %	1,505.64
TVM2	30.62	27.24	0.00	88.96 %	14,032.60	10.00 %	1,403.26	0.00 %	1,403.26
VCM1	21.85	19.14	0.27	87.58 %	9,910.90	10.00 %	991.09	0.00 %	991.09
TRK1	45.51	39.26	0.74	86.26 %	34,519.20	10.00 %	3,451.92	0.00 %	3,451.92
ULP1	40.94	34.59	0.00	84.47 %	26,306.00	10.00 %	2,630.60	0.00 %	2,630.60
MKM1	18.57	13.87	0.02	74.68 %	11,903.00	0.00 %		0.00 %	
VPM1	16.84	10.08	0.24	59.83 %	6,709.50	0.00 %		0.00 %	
SJI1	0.00	(0.14)	-21.57	0.00 %	(51.60)	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	13.38	24.37	0.00	182.11 %	12,284.70	40.00 %	4,913.88	0.00 %	4,913.88
TVR2	35.75	63.80	0.00	178.45 %	38,669.70	40.00 %	15,467.88	0.00 %	15,467.88
PDK1	15.47	24.05	0.09	155.46 %	17,132.80	40.00 %	6,853.12	0.00 %	6,853.12
TVR1	17.03	23.79	0.00	139.67 %	18,110.80	40.00 %	7,244.32	0.00 %	7,244.32
MVM1	40.03	54.76	0.11	136.79 %	60,694.10	40.00 %	24,277.64	0.00 %	24,277.64
KIK1	17.58	22.88	0.00	130.16 %	16,929.80	40.00 %	6,771.92	0.00 %	6,771.92
TNJ1	54.93	71.21	0.40	129.65 %	43,965.60	40.00 %	17,586.24	0.00 %	17,586.24
KRN1	19.10	24.55	0.00	128.58 %	18,441.90	40.00 %	7,376.76	0.00 %	7,376.76
NGT1	32.83	40.03	0.03	121.92 %	33,679.30	40.00 %	13,471.72	0.00 %	13,471.72
TNJ2	43.41	52.69	0.22	121.38 %	38,100.00	40.00 %	15,240.00	0.00 %	15,240.00
TRY3	31.84	38.54	0.19	121.03 %	28,517.90	40.00 %	11,407.16	0.00 %	11,407.16
NMM1	24.47	28.35	0.00	115.86 %	32,372.00	30.00 %	9,711.60	0.00 %	9,711.60
MDI1	34.19	36.08	0.07	105.53 %	28,415.40	25.00 %	7,103.85	0.00 %	7,103.85
KUM1	56.46	59.09	0.07	104.66 %	42,182.00	25.00 %	10,545.50	0.00 %	10,545.50
TRY1	165.25	172.82	0.04	104.58 %	105,713.50	25.00 %	26,428.38	0.00 %	26,428.38
TTP1	31.37	30.90	0.00	98.49 %	23,707.00	20.00 %	4,741.40	0.00 %	4,741.40
PBR1	16.95	16.43	0.00	96.90 %	14,494.00	20.00 %	2,898.80	0.00 %	2,898.80
ORU1	18.54	17.75	0.16	95.75 %	15,147.90	20.00 %	3,029.58	0.00 %	3,029.58
JKM1	30.96	29.29	0.13	94.60 %	21,145.10	15.00 %	3,171.77	0.00 %	3,171.77
AYR1	27.37	25.89	0.06	94.58 %	18,730.60	15.00 %	2,809.59	0.00 %	2,809.59
APM1	13.67	12.61	0.00	92.23 %	13,451.00	15.00 %	2,017.65	0.00 %	2,017.65
PTK1	39.01	35.71	0.43	91.54 %	28,010.60	15.00 %	4,201.59	0.00 %	4,201.59
TYR1	40.53	34.91	0.00	86.13 %	23,111.70	10.00 %	2,311.17	0.00 %	2,311.17
NCK1	17.58	13.77	0.08	78.30 %	8,783.20	0.00 %		0.00 %	
PBR2	88.57	68.25	0.29	77.06 %	40,120.50	0.00 %		0.00 %	
TRY4	52.95	39.35	0.60	74.31 %	37,445.00	0.00 %		0.00 %	
MSI1	25.84	19.14	0.00	74.07 %	15,326.20	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	20.93	28.99	0.22	138.52 %	30,190.50	40.00 %	12,076.20	0.00 %	12,076.20
CH39	29.78	37.81	0.00	126.98 %	31,187.10	40.00 %	12,474.84	0.00 %	12,474.84
CH42	56.78	71.74	0.00	126.35 %	51,835.30	40.00 %	20,734.12	0.00 %	20,734.12
CH38	28.48	35.93	0.15	126.19 %	42,851.80	40.00 %	17,140.72	0.00 %	17,140.72
CH19	48.29	58.84	0.33	121.86 %	52,557.30	40.00 %	21,022.92	0.00 %	21,022.92
CGL1	31.51	37.41	0.19	118.71 %	28,608.20	30.00 %	8,582.46	0.00 %	8,582.46
CH45	37.08	41.87	0.28	112.93 %	40,435.50	30.00 %	12,130.65	0.00 %	12,130.65
GUD1	39.58	44.19	0.00	111.65 %	73,380.30	30.00 %	22,014.09	0.00 %	22,014.09
CH16	84.49	91.90	0.21	108.77 %	81,876.40	25.00 %	20,469.10	0.00 %	20,469.10
MRM1	42.27	44.15	0.00	104.45 %	38,589.40	25.00 %	9,647.35	0.00 %	9,647.35
CH11	41.68	42.95	0.21	103.05 %	41,159.40	25.00 %	10,289.85	0.00 %	10,289.85
MC10	10.81	10.43	1.12	96.46 %	4,445.80	20.00 %	889.16	0.00 %	889.16
CH05	76.82	73.79	0.61	96.05 %	53,204.30	20.00 %	10,640.86	0.00 %	10,640.86
CH35	31.60	29.93	0.48	94.72 %	29,995.50	15.00 %	4,499.33	0.00 %	4,499.33
MC09	7.77	7.33	0.00	94.38 %	6,946.00	15.00 %	1,041.90	0.00 %	1,041.90
SKL1	31.84	29.21	0.45	91.73 %	33,757.90	15.00 %	5,063.69	0.00 %	5,063.69
CH08	92.45	82.90	0.28	89.67 %	111,654.40	10.00 %	11,165.44	0.00 %	11,165.44
CH07	64.58	54.18	0.79	83.89 %	48,265.00	10.00 %	4,826.50	0.00 %	4,826.50
CH14	88.37	73.70	0.65	83.39 %	68,923.90	10.00 %	6,892.39	0.00 %	6,892.39
CH22	45.03	36.92	0.00	82.00 %	31,346.50	10.00 %	3,134.65	0.00 %	3,134.65
GUD2	39.03	31.87	0.07	81.66 %	32,718.30	10.00 %	3,271.83	0.00 %	3,271.83
AVD1	57.61	45.14	3.22	78.35 %	45,035.70	0.00 %		0.00 %	
CH28	65.81	50.75	0.10	77.13 %	77,948.40	0.00 %		0.00 %	
KNR1	35.36	27.26	0.00	77.09 %	24,072.20	0.00 %		0.00 %	
CH48	68.01	51.82	0.28	76.19 %	60,103.50	0.00 %		0.00 %	
TKM1	24.13	17.43	0.15	72.22 %	17,997.60	0.00 %		0.00 %	
CH30	43.06	30.26	0.66	70.29 %	22,243.90	0.00 %		0.00 %	
CH29	15.14	7.93	0.00	52.39 %	11,742.40	0.00 %		0.00 %	
CH40	32.76	15.54	0.00	47.42 %	9,147.00	0.00 %		0.00 %	
CH26	17.67	8.31	0.37	47.03 %	6,900.80	0.00 %		0.00 %	
MC02	8.65	1.00	0.00	11.52 %	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	41.60	54.50	0.39	131.01 %	46,817.30	40.00 %	18,726.92	0.00 %	18,726.92
CH23	18.46	23.38	1.16	126.67 %	25,181.00	40.00 %	10,072.40	0.00 %	10,072.40
CH34	44.96	56.10	0.05	124.76 %	47,932.70	40.00 %	19,173.08	0.00 %	19,173.08
CH27	13.52	15.91	0.00	117.71 %	15,924.60	30.00 %	4,777.38	0.00 %	4,777.38
CH32	8.83	9.85	0.00	111.61 %	5,400.60	30.00 %	1,620.18	0.00 %	1,620.18
CH33	44.03	48.91	0.28	111.09 %	54,326.50	30.00 %	16,297.95	0.00 %	16,297.95
CH41	42.79	46.77	0.46	109.32 %	38,416.00	25.00 %	9,604.00	0.00 %	9,604.00
CH17	48.36	51.43	0.22	106.37 %	51,655.20	25.00 %	12,913.80	0.00 %	12,913.80
CH18	63.16	65.98	0.09	104.47 %	92,784.10	25.00 %	23,196.03	0.00 %	23,196.03
CH43	35.74	36.63	0.22	102.50 %	41,904.80	25.00 %	10,476.20	0.00 %	10,476.20
CH20	68.27	67.19	0.39	98.41 %	59,049.90	20.00 %	11,809.98	0.00 %	11,809.98
CH12	69.52	68.35	0.31	98.32 %	68,033.20	20.00 %	13,606.64	0.00 %	13,606.64
UKI1	29.07	27.30	0.65	93.92 %	28,860.90	15.00 %	4,329.14	0.00 %	4,329.14
PON1	29.97	27.94	0.06	93.22 %	31,611.10	15.00 %	4,741.67	0.00 %	4,741.67
CH03	124.99	116.30	0.45	93.04 %	92,568.90	15.00 %	13,885.34	0.00 %	13,885.34
CH09	45.09	39.37	0.21	87.32 %	44,713.20	10.00 %	4,471.32	0.00 %	4,471.32
CH44	44.18	37.79	0.14	85.55 %	38,259.50	10.00 %	3,825.95	0.00 %	3,825.95
MJR1	61.49	52.49	0.21	85.36 %	47,220.90	10.00 %	4,722.09	0.00 %	4,722.09
CH15	141.77	119.69	0.13	84.43 %	93,286.50	10.00 %	9,328.65	0.00 %	9,328.65
GPD1	32.10	25.66	0.09	79.92 %	20,167.30	0.00 %		0.00 %	
CH21	84.65	66.79	0.81	78.89 %	52,259.10	0.00 %		0.00 %	
CH46	34.87	26.87	0.02	77.04 %	22,638.10	0.00 %		0.00 %	
MC06	18.60	13.93	0.02	74.90 %	6,267.70	0.00 %		0.00 %	
CH06	44.30	31.63	0.52	71.39 %	32,403.10	0.00 %		0.00 %	
CH36	22.92	15.51	0.75	67.68 %	11,509.00	0.00 %		0.00 %	
MC05	22.96	13.78	0.00	60.02 %	5,400.40	0.00 %		0.00 %	
CH31	32.67	9.76	0.25	29.87 %	9,680.90	0.00 %		0.00 %	
CH01	2.19	0.56	0.00	25.75 %	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)
AKM1	30.85	43.27	1.41	140.24 %	36,140.30	40.00 %	14,456.12	0.00 %	14,456.12
CYR1	18.96	26.34	0.18	138.96 %	23,077.80	40.00 %	9,231.12	0.00 %	9,231.12
VNB1	23.44	27.86	0.03	118.82 %	17,839.40	30.00 %	5,351.82	0.00 %	5,351.82
TRL1	48.56	56.53	0.13	116.41 %	58,481.80	30.00 %	17,544.54	0.00 %	17,544.54
SLG1	15.86	18.07	0.00	113.95 %	13,350.90	30.00 %	4,005.27	0.00 %	4,005.27
WJP1	27.30	28.75	0.04	105.30 %	20,500.80	25.00 %	5,125.20	0.00 %	5,125.20
PLR1	15.92	16.09	0.10	101.08 %	10,528.40	25.00 %	2,632.10	0.00 %	2,632.10
UGI1	19.61	19.76	0.21	100.77 %	12,088.10	25.00 %	3,022.03	0.00 %	3,022.03
WJD1	35.53	35.43	0.43	99.72 %	40,718.10	20.00 %	8,143.62	0.00 %	8,143.62
KPM2	92.24	89.57	0.20	97.11 %	56,175.70	20.00 %	11,235.14	0.00 %	11,235.14
GDM1	29.37	27.36	0.00	93.16 %	23,177.30	15.00 %	3,476.60	0.00 %	3,476.60
TRT1	23.36	20.87	1.68	89.34 %	15,470.50	10.00 %	1,547.05	0.00 %	1,547.05
VEL1	41.12	36.13	0.38	87.88 %	40,713.70	10.00 %	4,071.37	0.00 %	4,071.37
ABR1	29.52	25.80	0.10	87.42 %	23,755.10	10.00 %	2,375.51	0.00 %	2,375.51
SBR1	51.23	42.83	0.13	83.61 %	43,582.50	10.00 %	4,358.25	0.00 %	4,358.25
CGM1	29.52	24.49	0.00	82.94 %	15,357.80	10.00 %	1,535.78	0.00 %	1,535.78
BGR1	19.95	14.83	0.00	74.32 %	11,639.50	0.00 %		0.00 %	
CPT1	18.48	13.39	0.48	72.49 %	12,985.50	0.00 %		0.00 %	
TRR1	57.02	40.52	0.04	71.07 %	29,645.00	0.00 %		0.00 %	
KPM1	33.82	23.68	0.11	70.03 %	15,282.40	0.00 %		0.00 %	
ANI1	18.16	12.09	0.58	66.57 %	11,835.70	0.00 %		0.00 %	
VEL2	56.75	37.00	0.03	65.21 %	43,659.40	0.00 %		0.00 %	
ARC2	36.87	23.48	0.02	63.69 %	19,270.20	0.00 %		0.00 %	
VSI1	39.74	20.09	0.38	50.55 %	18,248.00	0.00 %		0.00 %	
PTU1	17.51	8.15	0.35	46.51 %	7,392.00	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	18.91	24.58	0.07	129.98 %	12,706.20	40.00 %	5,082.48	0.00 %	5,082.48
EDP1	14.15	17.41	0.60	123.07 %	8,477.60	40.00 %	3,391.04	0.00 %	3,391.04
TCG1	17.01	18.60	0.20	109.38 %	15,189.40	25.00 %	3,797.35	0.00 %	3,797.35
PLC1	18.86	20.48	0.00	108.56 %	24,249.60	25.00 %	6,062.40	0.00 %	6,062.40
SLM2	30.95	33.32	0.00	107.67 %	25,591.60	25.00 %	6,397.90	0.00 %	6,397.90
KVP1	17.06	18.21	0.01	106.76 %	11,787.80	25.00 %	2,946.95	0.00 %	2,946.95
ERD2	56.13	59.21	0.13	105.49 %	64,505.30	25.00 %	16,126.33	0.00 %	16,126.33
SGI1	17.39	18.07	0.32	103.92 %	16,909.70	25.00 %	4,227.43	0.00 %	4,227.43
HSR2	61.11	60.68	0.19	99.30 %	48,426.20	20.00 %	9,685.24	0.00 %	9,685.24
SLM1	90.28	88.15	0.20	97.64 %	57,358.80	20.00 %	11,471.76	0.00 %	11,471.76
DPR1	16.31	15.60	0.00	95.62 %	9,994.90	20.00 %	1,998.98	0.00 %	1,998.98
VPD1	33.95	31.63	0.08	93.16 %	37,679.40	15.00 %	5,651.91	0.00 %	5,651.91
OML1	37.69	34.12	0.28	90.54 %	25,141.90	15.00 %	3,771.29	0.00 %	3,771.29
NKL2	41.85	37.88	0.07	90.50 %	36,740.70	15.00 %	5,511.11	0.00 %	5,511.11
ATU1	34.47	31.14	0.32	90.33 %	18,099.90	15.00 %	2,714.99	0.00 %	2,714.99
SLM3	42.91	37.93	0.33	88.38 %	31,868.10	10.00 %	3,186.81	0.00 %	3,186.81
APN1	23.98	20.83	0.11	86.83 %	26,815.50	10.00 %	2,681.55	0.00 %	2,681.55
CMI1	18.87	15.77	0.14	83.56 %	18,125.60	10.00 %	1,812.56	0.00 %	1,812.56
PDR1	14.44	11.52	1.16	79.76 %	12,471.20	0.00 %		0.00 %	
ERD1	52.50	40.26	0.67	76.70 %	25,309.20	0.00 %		0.00 %	
MCR1	30.61	23.41	0.00	76.46 %	18,126.10	0.00 %		0.00 %	
HRR1	25.48	19.32	0.61	75.83 %	11,631.60	0.00 %		0.00 %	
TRM1	45.61	34.29	0.56	75.20 %	24,248.70	0.00 %		0.00 %	
DPR2	20.76	15.19	0.05	73.19 %	8,347.50	0.00 %		0.00 %	
KRI1	31.92	23.06	0.24	72.25 %	13,526.70	0.00 %		0.00 %	
HSR1	50.65	36.39	0.00	71.84 %	32,324.90	0.00 %		0.00 %	
KMM1	22.47	14.42	0.01	64.17 %	12,897.30	0.00 %		0.00 %	
SGG1	16.34	10.23	1.01	62.58 %	9,462.70	0.00 %		0.00 %	
RSP1	26.61	15.93	1.00	59.88 %	17,032.80	0.00 %		0.00 %	
BMD1	26.24	15.71	0.05	59.87 %	16,308.90	0.00 %		0.00 %	
MTR1	40.55	24.27	0.25	59.86 %	19,723.10	0.00 %		0.00 %	
VKL1	17.77	10.23	0.25	57.56 %	10,369.70	0.00 %		0.00 %	
EPI1	34.84	19.67	0.33	56.44 %	16,798.10	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	17.04	24.43	0.11	143.33 %	18,381.80	40.00 %	7,352.72	0.00 %	7,352.72
SUL1	18.96	23.19	0.17	122.33 %	29,942.40	40.00 %	11,976.96	0.00 %	11,976.96
KMD1	14.54	17.13	0.11	117.86 %	26,321.60	30.00 %	7,896.48	0.00 %	7,896.48
SNR1	24.69	26.31	0.73	106.56 %	27,113.10	25.00 %	6,778.28	0.00 %	6,778.28
MPM1	22.56	23.18	0.36	102.71 %	25,435.90	25.00 %	6,358.98	0.00 %	6,358.98
CBE1	24.86	24.90	0.00	100.15 %	27,119.10	25.00 %	6,779.78	0.00 %	6,779.78
KGI1	29.04	28.49	0.19	98.08 %	18,562.60	20.00 %	3,712.52	0.00 %	3,712.52
CBE2	135.34	131.21	0.28	96.95 %	110,718.60	20.00 %	22,143.72	0.00 %	22,143.72
CBE6	31.53	29.64	0.14	94.00 %	33,393.20	15.00 %	5,008.98	0.00 %	5,008.98
CBE3	12.97	12.11	0.00	93.43 %	15,870.40	15.00 %	2,380.56	0.00 %	2,380.56
ANR1	6.57	6.09	0.14	92.61 %	6,972.60	15.00 %	1,045.89	0.00 %	1,045.89
CBE4	40.36	35.94	0.05	89.04 %	37,699.00	10.00 %	3,769.90	0.00 %	3,769.90
DPM2	25.21	21.74	0.00	86.22 %	20,158.50	10.00 %	2,015.85	0.00 %	2,015.85
CNR1	24.37	20.58	0.00	84.47 %	22,924.40	10.00 %	2,292.44	0.00 %	2,292.44
TPR4	21.17	17.70	0.00	83.60 %	17,469.80	10.00 %	1,746.98	0.00 %	1,746.98
AVI1	20.87	17.02	0.00	81.54 %	19,605.70	10.00 %	1,960.57	0.00 %	1,960.57
TPR3	23.16	18.86	0.19	81.44 %	27,655.90	10.00 %	2,765.59	0.00 %	2,765.59
KGM1	16.68	13.40	0.00	80.35 %	12,811.10	10.00 %	1,281.11	0.00 %	1,281.11
UMP1	22.70	18.06	0.12	79.55 %	17,099.70	0.00 %		0.00 %	
TPR1	51.25	40.27	0.18	78.57 %	29,982.20	0.00 %		0.00 %	
KMR1	54.67	42.68	0.44	78.06 %	39,235.70	0.00 %		0.00 %	
PDM1	20.02	15.59	0.00	77.86 %	16,603.20	0.00 %		0.00 %	
PLI1	36.84	26.37	0.18	71.58 %	28,467.80	0.00 %		0.00 %	
UAM1	46.58	31.48	0.56	67.58 %	20,938.70	0.00 %		0.00 %	
PPI1	19.30	12.84	0.16	66.53 %	15,345.30	0.00 %		0.00 %	
SYM2	19.83	13.14	0.13	66.27 %	12,930.10	0.00 %		0.00 %	
CBE5	21.52	14.02	0.42	65.13 %	19,590.00	0.00 %		0.00 %	
TPR2	53.94	32.00	0.14	59.32 %	28,652.00	0.00 %		0.00 %	
GDR1	21.42	12.07	0.00	56.35 %	7,753.20	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)
PNV2	19.17	44.35	0.00	231.34 %	18,466.40	40.00 %	7,386.56	0.00 %	7,386.56
MDU6	55.43	70.44	0.13	127.07 %	53,407.30	40.00 %	21,362.92	0.00 %	21,362.92
KKD3	57.64	61.06	0.10	105.93 %	62,256.50	25.00 %	15,564.13	0.00 %	15,564.13
KRR1	24.21	24.82	0.12	102.51 %	20,271.70	25.00 %	5,067.93	0.00 %	5,067.93
DKI1	27.91	28.48	0.18	102.05 %	29,625.90	25.00 %	7,406.48	0.00 %	7,406.48
MDU2	64.27	60.10	0.69	93.51 %	41,995.10	15.00 %	6,299.27	0.00 %	6,299.27
SVG1	27.31	24.98	0.22	91.46 %	24,760.40	15.00 %	3,714.06	0.00 %	3,714.06
PNI1	16.74	15.05	0.53	89.90 %	14,036.80	10.00 %	1,403.68	0.00 %	1,403.68
MDU5	25.56	22.94	0.04	89.73 %	32,413.40	10.00 %	3,241.34	0.00 %	3,241.34
MDU4	28.40	25.36	0.70	89.31 %	22,137.40	10.00 %	2,213.74	0.00 %	2,213.74
TMM1	42.00	37.43	0.71	89.11 %	32,802.90	10.00 %	3,280.29	0.00 %	3,280.29
TPT1	29.45	26.23	0.00	89.07 %	42,187.90	10.00 %	4,218.79	0.00 %	4,218.79
PVI1	27.73	23.44	0.00	84.54 %	20,638.90	10.00 %	2,063.89	0.00 %	2,063.89
PKM1	18.91	15.95	0.00	84.34 %	17,742.60	10.00 %	1,774.26	0.00 %	1,774.26
ATG1	37.57	30.76	0.36	81.88 %	29,584.50	10.00 %	2,958.45	0.00 %	2,958.45
KPT1	22.52	18.38	0.59	81.60 %	17,677.90	10.00 %	1,767.79	0.00 %	1,767.79
TEN1	37.39	30.26	0.19	80.95 %	25,149.10	10.00 %	2,514.91	0.00 %	2,514.91
USL1	26.93	20.84	0.00	77.40 %	19,929.00	0.00 %		0.00 %	
TEN2	35.50	27.25	0.00	76.78 %	16,591.30	0.00 %		0.00 %	
KYK1	24.79	18.40	1.57	74.25 %	23,496.50	0.00 %		0.00 %	
DGL2	28.18	20.82	0.61	73.89 %	23,106.50	0.00 %		0.00 %	
BNR1	22.61	16.69	0.00	73.81 %	16,415.20	0.00 %		0.00 %	
SGP1	19.26	13.88	0.55	72.07 %	12,761.70	0.00 %		0.00 %	
MLR1	18.95	13.58	0.68	71.68 %	11,092.50	0.00 %		0.00 %	
ADP1	26.33	18.84	0.24	71.57 %	19,507.00	0.00 %		0.00 %	
MNM1	19.79	13.56	0.00	68.54 %	13,644.80	0.00 %		0.00 %	
CBM1	39.85	27.18	0.48	68.21 %	23,266.50	0.00 %		0.00 %	
BTU1	16.62	11.33	0.65	68.15 %	7,291.90	0.00 %		0.00 %	
DGL1	85.30	57.47	0.60	67.37 %	42,898.80	0.00 %		0.00 %	
MDU1	169.77	113.91	0.41	67.10 %	74,311.40	0.00 %		0.00 %	
ODM1	21.13	14.05	0.63	66.47 %	9,822.50	0.00 %		0.00 %	
NKI1	24.35	15.27	0.55	62.74 %	15,105.20	0.00 %		0.00 %	
MPA1	37.69	22.86	0.00	60.66 %	21,693.80	0.00 %		0.00 %	
NTM1	23.55	13.36	0.05	56.75 %	6,556.10	0.00 %		0.00 %	
CMR1	20.12	10.79	1.27	53.64 %	9,266.20	0.00 %		0.00 %	
TDI1	28.25	15.02	0.38	53.17 %	18,074.80	0.00 %		0.00 %	
MDU3	44.11	18.09	0.70	41.01 %	11,549.00	0.00 %		0.00 %	
PNV1	0.00	(0.43)	-10.49	0.00 %	(23.90)	0.00 %		0.00 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVL2	12.83	15.39	0.09	119.89 %	7,261.30	30.00 %	2,178.39	0.00 %	2,178.39
KGL1	20.16	23.83	0.00	118.17 %	17,746.70	30.00 %	5,324.01	0.00 %	5,324.01
UDN1	21.00	22.86	0.37	108.90 %	18,315.20	25.00 %	4,578.80	0.00 %	4,578.80
PKD1	32.99	35.03	0.00	106.17 %	33,735.40	25.00 %	8,433.85	0.00 %	8,433.85
ERL2	24.53	25.23	0.37	102.86 %	29,204.00	25.00 %	7,301.00	0.00 %	7,301.00
SGT1	18.85	18.21	0.05	96.58 %	12,722.20	20.00 %	2,544.44	0.00 %	2,544.44
SDI1	22.26	21.32	0.30	95.75 %	15,320.10	20.00 %	3,064.02	0.00 %	3,064.02
RND1	45.53	42.80	0.53	94.00 %	50,859.10	15.00 %	7,628.87	0.00 %	7,628.87
VNR1	22.25	20.76	0.50	93.32 %	17,785.90	15.00 %	2,667.89	0.00 %	2,667.89
RPM1	48.41	43.63	0.68	90.12 %	39,167.10	15.00 %	5,875.07	0.00 %	5,875.07
MMT1	28.16	25.05	0.20	88.93 %	16,261.50	10.00 %	1,626.15	0.00 %	1,626.15
TVL1	158.91	141.30	1.44	88.92 %	95,307.20	10.00 %	9,530.72	0.00 %	9,530.72
ARM1	15.12	13.33	0.55	88.18 %	11,136.50	10.00 %	1,113.65	0.00 %	1,113.65
TUT1	181.49	155.67	0.35	85.78 %	140,087.20	10.00 %	14,008.72	0.00 %	14,008.72
KYR1	19.88	16.90	0.10	84.99 %	12,827.90	10.00 %	1,282.79	0.00 %	1,282.79
TCN1	38.37	32.06	0.70	83.56 %	38,675.30	10.00 %	3,867.53	0.00 %	3,867.53
APK2	30.29	24.78	0.40	81.79 %	23,700.00	10.00 %	2,370.00	0.00 %	2,370.00
PDI1	23.66	19.22	0.76	81.26 %	10,985.10	10.00 %	1,098.51	0.00 %	1,098.51
TKS1	47.20	38.20	0.08	80.93 %	32,212.40	10.00 %	3,221.24	0.00 %	3,221.24
MAR1	52.86	41.39	0.10	78.30 %	27,791.20	0.00 %		0.00 %	
SNL1	35.39	26.98	0.09	76.24 %	18,233.60	0.00 %		0.00 %	
TUT2	72.98	55.06	3.01	75.44 %	46,253.40	0.00 %		0.00 %	
VLY1	54.79	41.15	1.99	75.11 %	27,385.30	0.00 %		0.00 %	
SKD1	22.60	16.92	0.12	74.85 %	15,373.60	0.00 %		0.00 %	
VNR2	81.90	61.05	0.29	74.54 %	59,725.80	0.00 %		0.00 %	
STU2	23.00	17.07	0.10	74.20 %	14,816.50	0.00 %		0.00 %	
NGR1	117.41	86.65	0.72	73.80 %	67,509.10	0.00 %		0.00 %	
KVT1	92.41	68.11	1.14	73.70 %	79,371.30	0.00 %		0.00 %	
TYI1	30.81	22.04	0.00	71.52 %	24,696.90	0.00 %		0.00 %	
SVK1	56.62	39.56	0.34	69.87 %	33,299.30	0.00 %		0.00 %	
COL1	9.92	6.68	0.00	67.37 %	6,191.80	0.00 %		0.00 %	
VKM1	23.77	15.60	0.12	65.61 %	25,903.90	0.00 %		0.00 %	
APK1	40.72	25.01	0.81	61.41 %	18,693.20	0.00 %		0.00 %	
TKS2	86.64	42.93	0.09	49.54 %	32,454.10	0.00 %		0.00 %	
ASM1	30.49	15.09	0.34	49.49 %	14,228.50	0.00 %		0.00 %	
KSM1	19.73	9.08	0.00	46.03 %	6,556.40	0.00 %		0.00 %	
TKY1	32.61	14.79	0.41	45.36 %	11,752.50	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	19.81	18.26	1.12	92.15 %	11,029.90	15.00 %	1,654.49	0.00 %	1,654.49
PAS1	29.89	22.28	0.40	74.54 %	15,996.40	0.00 %		0.00 %	
TVP1	73.39	49.87	0.27	67.96 %	44,799.60	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	28.15	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	35.83	2.79	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	4.31	9.88	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	7.11	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	5.69	4.42	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	3.38	128.15	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	3.36	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	2.36	0.00	0.00 %	0.00	0.00 %		0.00 %	