

Accu.Target 11,081.05 L	Sales 9,656.60 L	Achieved % 87.15 %	HO Budget+ % 2.85 %	Total Com. 83.06 L
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Note : Sales Period is From :01-Nov-2025 To :12-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	1,096.43	1,133.95	103.42 %	0.00	2.85 %	0.00
SOUTH ARCOT	754.75	776.69	102.91 %	42,000.00	2.85 %	42,000.00
CHENNAI-01	1,437.11	1,282.08	89.21 %	0.00	2.85 %	36,000.00
CHENNAI-02	1,386.61	1,217.00	87.77 %	0.00	2.85 %	36,000.00
NORTH ARCOT	906.18	777.26	85.77 %	0.00	2.85 %	0.00
WEST-02	1,144.01	960.71	83.98 %	0.00	2.85 %	0.00
WEST-01	957.83	793.91	82.89 %	0.00	2.85 %	0.00
SOUTH-03	1,413.02	1,107.85	78.40 %	0.00	2.85 %	0.00
SOUTH-01	1,850.82	1,415.60	76.49 %	0.00	2.85 %	0.00
KL-SOUTH	134.28	95.47	71.09 %	0.00	2.85 %	0.00
OTHERS	0.00	96.09	0.00 %	0.00	0.00 %	0.00
Total	11,081.05	9,656.60	87.15 %		2.85 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	227.57	264.59	116.26%	40,000.00	2.85 %	40,000.00
	TNJ1	248.96	268.33	107.78%	30,000.00	2.85 %	40,000.00
	TRY1	325.08	339.09	104.31%	45,000.00	2.85 %	45,000.00
	PBR1	294.83	261.95	88.85%	0.00	2.85 %	15,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	245.38	287.22	117.05%	40,000.00	2.85 %	60,000.00
	SA02	269.67	271.10	100.53%	30,000.00	2.85 %	30,000.00
	SA03	239.70	218.37	91.10%	15,000.00	2.85 %	15,000.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	437.86	428.83	97.94%	30,000.00	2.85 %	60,000.00
	CH03	279.54	269.02	96.24%	15,000.00	2.85 %	15,000.00
	CH05	366.61	306.12	83.50%	0.00	2.85 %	0.00
	CH08	353.10	278.11	78.76%	0.00	2.85 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	346.34	316.21	91.30%	22,500.00	2.85 %	22,500.00
	CH07	367.06	329.21	89.69%	0.00	2.85 %	22,500.00
	CH04	381.14	324.50	85.14%	0.00	2.85 %	0.00
	CH09	292.06	247.09	84.60%	0.00	2.85 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	320.42	302.44	94.39%	22,500.00	2.85 %	22,500.00
	NA03	277.41	224.99	81.10%	0.00	2.85 %	0.00
	NA02	308.34	249.83	81.02%	0.00	2.85 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	235.53	218.65	92.83%	15,000.00	2.85 %	15,000.00
	SLM1	333.32	298.38	89.52%	0.00	2.85 %	15,000.00
	ERD1	309.80	248.30	80.15%	0.00	2.85 %	0.00
	MTR1	265.35	195.38	73.63%	0.00	2.85 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	398.07	359.81	90.39%	22,500.00	2.85 %	22,500.00
	TPR4	114.32	96.62	84.52%	0.00	2.85 %	0.00
	UAM1	172.92	140.87	81.46%	0.00	2.85 %	0.00
	PLI1	132.49	100.43	75.80%	0.00	2.85 %	0.00
	TPR1	140.03	96.17	68.68%	0.00	2.85 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	291.02	273.43	93.96%	15,000.00	2.85 %	15,000.00
	KRR1	49.47	40.92	82.71%	0.00	2.85 %	0.00
	MDU2	407.99	325.52	79.78%	0.00	2.85 %	0.00
	SVG1	242.59	186.90	77.04%	0.00	2.85 %	0.00
	DGL1	421.95	281.08	66.61%	0.00	2.85 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	402.75	332.82	82.64%	0.00	2.85 %	0.00
	TVL1	296.88	242.16	81.57%	0.00	2.85 %	0.00
	KVT1	322.46	252.14	78.19%	0.00	2.85 %	0.00
	TKS1	269.49	194.11	72.03%	0.00	2.85 %	0.00
	VNR1	252.86	179.56	71.01%	0.00	2.85 %	0.00
	NGR1	306.38	214.81	70.11%	0.00	2.85 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	134.28	95.47	71.09%	0.00	2.85 %	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	35.85	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	37.15	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	4.56	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	14.60	25.02	0.00	171.44 %	13,076.10	40.00 %	5,230.44	2.85 %	5,230.44
TVR2	39.00	65.07	0.00	166.83 %	39,100.00	40.00 %	15,640.00	2.85 %	15,640.00
PDK1	16.88	25.28	0.08	149.77 %	18,353.50	40.00 %	7,341.40	2.85 %	7,341.40
TVR1	18.58	25.04	0.00	134.75 %	20,260.60	40.00 %	8,104.24	2.85 %	8,104.24
MVM1	43.67	58.11	0.10	133.05 %	63,375.40	40.00 %	25,350.16	2.85 %	25,350.16
KIK1	19.18	23.55	0.00	122.80 %	17,652.00	40.00 %	7,060.80	2.85 %	7,060.80
TNJ1	59.92	73.14	0.39	122.07 %	44,766.50	40.00 %	17,906.60	2.85 %	17,906.60
KRN1	20.83	25.17	0.00	120.82 %	19,050.10	40.00 %	7,620.04	2.85 %	7,620.04
TNJ2	47.36	55.66	0.21	117.53 %	40,392.00	30.00 %	12,117.60	2.85 %	16,156.80
NGT1	35.82	41.56	0.03	116.03 %	34,972.40	30.00 %	10,491.72	2.85 %	10,491.72
TRY3	34.74	40.29	0.19	115.97 %	29,218.70	30.00 %	8,765.61	2.85 %	8,765.61
NMM1	26.69	29.30	0.00	109.77 %	34,139.30	25.00 %	8,534.83	2.85 %	10,241.79
MDI1	37.30	37.46	0.07	100.44 %	29,380.90	25.00 %	7,345.23	2.85 %	7,345.23
TRY1	180.27	180.87	0.09	100.34 %	111,830.40	25.00 %	27,957.60	2.85 %	27,957.60
TTP1	34.22	34.10	0.00	99.63 %	26,593.10	20.00 %	5,318.62	2.85 %	6,648.28
KUM1	61.59	60.19	0.07	97.73 %	43,573.60	20.00 %	8,714.72	2.85 %	10,893.40
ORU1	20.22	19.18	0.15	94.82 %	16,951.60	15.00 %	2,542.74	2.85 %	3,390.32
PTK1	42.56	39.91	0.39	93.79 %	31,878.10	15.00 %	4,781.72	2.85 %	6,375.62
PBR1	18.49	17.20	0.00	93.03 %	15,135.80	15.00 %	2,270.37	2.85 %	3,027.16
APM1	14.91	13.68	0.51	91.76 %	15,476.50	15.00 %	2,321.48	2.85 %	2,321.48
AYR1	29.86	27.27	0.06	91.32 %	20,296.00	15.00 %	3,044.40	2.85 %	3,044.40
JKM1	33.77	30.04	0.13	88.96 %	21,725.20	10.00 %	2,172.52	2.85 %	3,258.78
TYR1	44.22	37.03	0.00	83.75 %	24,363.90	10.00 %	2,436.39	2.85 %	2,436.39
NCK1	19.18	15.08	0.07	78.63 %	8,843.00	0.00 %		2.85 %	884.30
PBR2	96.62	72.16	0.27	74.68 %	43,060.20	0.00 %		2.85 %	
TRY4	57.76	42.46	0.56	73.51 %	40,855.20	0.00 %		2.85 %	
MSI1	28.19	20.14	0.00	71.44 %	16,386.10	0.00 %		2.85 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	20.86	30.13	0.26	144.47 %	18,560.70	40.00 %	7,424.28	2.85 %	7,424.28
POY2	50.97	65.79	0.19	129.08 %	42,275.50	40.00 %	16,910.20	2.85 %	16,910.20
CUD1	72.61	87.45	0.23	120.45 %	78,306.50	40.00 %	31,322.60	2.85 %	31,322.60
KLM1	38.91	46.22	0.17	118.79 %	43,544.70	30.00 %	13,063.41	2.85 %	17,417.88
POY1	62.64	73.24	0.28	116.92 %	62,038.80	30.00 %	18,611.64	2.85 %	24,815.52
VPM2	38.25	42.22	0.48	110.38 %	32,216.10	30.00 %	9,664.83	2.85 %	9,664.83
CDM1	47.05	51.72	0.60	109.93 %	39,553.80	25.00 %	9,888.45	2.85 %	11,866.14
KKI2	41.21	43.27	0.90	105.00 %	27,985.50	25.00 %	6,996.38	2.85 %	6,996.38
SJI2	41.94	43.43	0.37	103.54 %	29,941.00	25.00 %	7,485.25	2.85 %	7,485.25
NVL2	42.40	42.95	0.80	101.29 %	30,747.40	25.00 %	7,686.85	2.85 %	7,686.85
PRT1	31.71	31.45	0.20	99.18 %	29,713.90	20.00 %	5,942.78	2.85 %	7,428.48
TDM1	32.89	31.30	0.46	95.17 %	16,697.20	20.00 %	3,339.44	2.85 %	3,339.44
STP1	17.93	16.76	0.00	93.47 %	9,365.90	15.00 %	1,404.89	2.85 %	1,873.18
TVM2	33.41	28.37	0.00	84.91 %	15,058.10	10.00 %	1,505.81	2.85 %	1,505.81
TRK1	49.64	41.68	0.70	83.96 %	39,337.80	10.00 %	3,933.78	2.85 %	3,933.78
TVM1	25.18	20.71	0.04	82.23 %	9,627.60	10.00 %	962.76	2.85 %	962.76
VCM1	23.84	19.14	0.27	80.30 %	9,961.90	10.00 %	996.19	2.85 %	996.19
ULP1	44.66	35.67	0.00	79.86 %	28,515.10	0.00 %		2.85 %	2,851.51
MKM1	20.26	14.52	0.02	71.67 %	13,214.60	0.00 %		2.85 %	
VPM1	18.38	10.80	0.22	58.78 %	7,831.30	0.00 %		2.85 %	
SJI1	0.00	(0.14)	-21.57	0.00 %	(51.60)	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)
CH37	22.83	31.05	0.20	135.99 %	32,074.10	40.00 %	12,829.64	2.85 %	12,829.64
CH38	31.06	38.67	0.14	124.50 %	45,099.90	40.00 %	18,039.96	2.85 %	18,039.96
CH42	61.94	74.69	0.06	120.57 %	54,503.70	40.00 %	21,801.48	2.85 %	21,801.48
CH19	52.68	62.41	0.32	118.48 %	55,086.60	30.00 %	16,525.98	2.85 %	22,034.64
CH39	32.49	37.83	0.00	116.45 %	30,120.40	30.00 %	9,036.12	2.85 %	9,036.12
CGL1	34.38	38.25	0.19	111.27 %	28,671.10	30.00 %	8,601.33	2.85 %	8,601.33
CH45	40.45	44.17	0.26	109.19 %	41,383.40	25.00 %	10,345.85	2.85 %	12,415.02
GUD1	43.18	46.14	0.01	106.88 %	77,332.90	25.00 %	19,333.23	2.85 %	23,199.87
CH16	92.18	96.26	0.30	104.43 %	85,969.20	25.00 %	21,492.30	2.85 %	21,492.30
CH11	45.46	45.46	0.21	99.99 %	42,521.60	20.00 %	8,504.32	2.85 %	10,630.40
MRM1	46.11	45.58	0.00	98.85 %	40,201.70	20.00 %	8,040.34	2.85 %	10,050.43
CH05	83.81	78.81	0.59	94.03 %	55,685.10	15.00 %	8,352.77	2.85 %	11,137.02
MC10	11.79	10.96	1.07	92.93 %	4,636.20	15.00 %	695.43	2.85 %	927.24
CH35	34.47	31.88	0.45	92.50 %	32,260.70	15.00 %	4,839.11	2.85 %	6,452.14
SKL1	34.74	31.75	0.42	91.40 %	36,052.80	15.00 %	5,407.92	2.85 %	5,407.92
MC09	8.47	7.57	0.00	89.35 %	7,157.20	10.00 %	715.72	2.85 %	1,073.58
CH08	100.85	86.91	0.27	86.18 %	117,340.70	10.00 %	11,734.07	2.85 %	11,734.07
CH07	70.46	57.67	0.80	81.85 %	53,214.90	10.00 %	5,321.49	2.85 %	5,321.49
CH22	49.12	39.65	0.05	80.72 %	34,143.80	10.00 %	3,414.38	2.85 %	3,414.38
GUD2	42.58	34.03	0.07	79.93 %	34,586.50	0.00 %		2.85 %	3,458.65
CH14	96.41	75.02	0.71	77.82 %	69,155.60	0.00 %		2.85 %	6,915.56
KNR1	38.58	28.80	0.00	74.65 %	24,869.80	0.00 %		2.85 %	
AVD1	62.84	46.71	3.11	74.32 %	47,278.60	0.00 %		2.85 %	
CH28	71.79	51.80	0.10	72.16 %	79,681.00	0.00 %		2.85 %	
CH30	46.97	33.85	0.59	72.06 %	24,017.00	0.00 %		2.85 %	
CH48	74.19	52.95	0.32	71.37 %	62,343.00	0.00 %		2.85 %	
TKM1	26.32	18.13	0.22	68.89 %	19,062.10	0.00 %		2.85 %	
CH29	16.52	8.29	0.00	50.19 %	12,095.10	0.00 %		2.85 %	
CH40	35.74	16.98	0.00	47.50 %	9,616.20	0.00 %		2.85 %	
CH26	19.28	8.81	0.35	45.68 %	7,884.80	0.00 %		2.85 %	
MC02	9.43	1.00	0.00	10.56 %	528.10	0.00 %		2.85 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH24	45.38	55.37	0.39	122.00 %	47,732.00	40.00 %	19,092.80	2.85 %	19,092.80
CH34	49.05	58.66	0.04	119.59 %	50,321.60	30.00 %	15,096.48	2.85 %	20,128.64
CH23	20.14	23.73	1.14	117.87 %	25,597.00	30.00 %	7,679.10	2.85 %	10,238.80
CH27	14.74	16.05	0.41	108.87 %	16,427.90	25.00 %	4,106.98	2.85 %	4,928.37
CH33	48.03	51.27	0.26	106.75 %	58,346.50	25.00 %	14,586.63	2.85 %	14,586.63
CH32	9.63	9.90	0.00	102.77 %	5,514.60	25.00 %	1,378.65	2.85 %	1,378.65
CH41	46.68	47.32	0.69	101.38 %	39,497.40	25.00 %	9,874.35	2.85 %	9,874.35
CH17	52.75	53.15	0.21	100.75 %	53,777.20	25.00 %	13,444.30	2.85 %	13,444.30
CH43	38.98	38.30	0.24	98.25 %	43,718.50	20.00 %	8,743.70	2.85 %	10,929.63
CH18	68.90	67.64	0.10	98.17 %	94,613.10	20.00 %	18,922.62	2.85 %	23,653.28
UKI1	31.71	30.24	0.59	95.36 %	30,970.80	20.00 %	6,194.16	2.85 %	6,194.16
CH20	74.48	69.84	0.40	93.77 %	61,034.40	15.00 %	9,155.16	2.85 %	12,206.88
CH12	75.84	69.86	0.46	92.12 %	70,157.70	15.00 %	10,523.66	2.85 %	10,523.66
PON1	32.70	29.16	0.06	89.20 %	33,851.90	10.00 %	3,385.19	2.85 %	5,077.79
CH03	136.36	120.81	0.46	88.60 %	95,495.90	10.00 %	9,549.59	2.85 %	14,324.39
CH09	49.19	41.25	0.22	83.86 %	48,148.90	10.00 %	4,814.89	2.85 %	4,814.89
CH15	154.66	127.84	0.12	82.66 %	99,674.10	10.00 %	9,967.41	2.85 %	9,967.41
CH44	48.19	39.82	0.18	82.62 %	39,126.80	10.00 %	3,912.68	2.85 %	3,912.68
MJR1	67.08	55.39	0.20	82.57 %	51,695.00	10.00 %	5,169.50	2.85 %	5,169.50
GPD1	35.02	26.95	0.24	76.95 %	21,059.50	0.00 %		2.85 %	
CH21	92.35	69.48	0.78	75.24 %	54,610.70	0.00 %		2.85 %	
MC06	20.30	14.93	0.02	73.58 %	6,619.70	0.00 %		2.85 %	
CH46	38.04	27.43	0.02	72.11 %	23,207.20	0.00 %		2.85 %	
CH06	48.33	31.50	0.53	65.19 %	31,786.20	0.00 %		2.85 %	
CH36	25.00	15.76	0.74	63.02 %	11,634.20	0.00 %		2.85 %	
MC05	25.04	14.80	0.00	59.09 %	5,737.80	0.00 %		2.85 %	
CH31	35.64	9.97	0.25	27.97 %	9,908.90	0.00 %		2.85 %	
CH01	2.39	0.56	0.00	23.61 %	160.80	0.00 %		2.85 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	33.66	47.12	1.29	139.98 %	39,060.20	40.00 %	15,624.08	2.85 %	15,624.08
CYR1	20.68	27.40	0.17	132.51 %	23,987.30	40.00 %	9,594.92	2.85 %	9,594.92
VNB1	25.58	30.70	0.03	120.03 %	20,009.60	40.00 %	8,003.84	2.85 %	8,003.84
TRL1	52.97	58.52	0.23	110.47 %	61,997.20	30.00 %	18,599.16	2.85 %	18,599.16
SLG1	17.30	18.71	0.00	108.11 %	14,409.00	25.00 %	3,602.25	2.85 %	4,322.70
WJP1	29.78	30.11	0.03	101.11 %	21,538.80	25.00 %	5,384.70	2.85 %	5,384.70
PLR1	17.36	17.35	0.10	99.95 %	11,386.80	20.00 %	2,277.36	2.85 %	2,846.70
UGI1	21.40	21.09	0.22	98.56 %	13,064.90	20.00 %	2,612.98	2.85 %	3,266.23
WJD1	38.76	37.80	0.40	97.54 %	43,251.50	20.00 %	8,650.30	2.85 %	10,812.88
KPM2	100.62	96.48	0.29	95.88 %	59,584.50	20.00 %	11,916.90	2.85 %	11,916.90
GDM1	32.04	28.44	0.00	88.79 %	24,552.20	10.00 %	2,455.22	2.85 %	3,682.83
ABR1	32.20	28.12	0.16	87.32 %	25,717.60	10.00 %	2,571.76	2.85 %	2,571.76
VEL1	44.86	38.86	0.36	86.64 %	43,222.40	10.00 %	4,322.24	2.85 %	4,322.24
TRT1	25.48	21.73	1.61	85.26 %	16,498.50	10.00 %	1,649.85	2.85 %	1,649.85
CGM1	32.21	26.00	0.00	80.73 %	16,875.80	10.00 %	1,687.58	2.85 %	1,687.58
SBR1	55.88	44.18	0.12	79.05 %	44,856.50	0.00 %		2.85 %	4,485.65
CPT1	20.16	15.42	0.41	76.52 %	15,942.60	0.00 %		2.85 %	
BGR1	21.76	16.19	0.00	74.41 %	12,572.00	0.00 %		2.85 %	
KPM1	36.89	25.66	0.10	69.56 %	16,360.90	0.00 %		2.85 %	
ANI1	19.81	13.39	0.53	67.60 %	12,797.00	0.00 %		2.85 %	
TRR1	62.20	41.99	0.04	67.51 %	30,792.40	0.00 %		2.85 %	
VEL2	61.90	38.36	0.03	61.97 %	44,211.00	0.00 %		2.85 %	
ARC2	40.22	24.48	0.02	60.85 %	19,831.30	0.00 %		2.85 %	
VSI1	43.35	20.90	0.36	48.22 %	18,677.40	0.00 %		2.85 %	
PTU1	19.10	8.25	0.35	43.19 %	7,427.60	0.00 %		2.85 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PMP1	20.63	26.24	0.06	127.19 %	13,460.70	40.00 %	5,384.28	2.85 %	5,384.28
EDP1	15.43	17.98	0.58	116.53 %	8,987.10	30.00 %	2,696.13	2.85 %	2,696.13
PLC1	20.58	23.06	0.00	112.05 %	27,370.10	30.00 %	8,211.03	2.85 %	8,211.03
SLM2	33.76	37.24	0.00	110.30 %	27,062.50	30.00 %	8,118.75	2.85 %	8,118.75
SGI1	18.97	20.88	0.28	110.05 %	18,419.60	30.00 %	5,525.88	2.85 %	5,525.88
TCG1	18.55	20.07	0.19	108.18 %	16,006.00	25.00 %	4,001.50	2.85 %	4,801.80
KVP1	18.61	20.05	0.01	107.73 %	12,607.80	25.00 %	3,151.95	2.85 %	3,782.34
ERD2	61.23	62.30	0.12	101.74 %	68,268.80	25.00 %	17,067.20	2.85 %	17,067.20
HSR2	66.66	66.34	0.17	99.51 %	52,703.80	20.00 %	10,540.76	2.85 %	13,175.95
SLM1	98.49	92.53	0.19	93.94 %	60,047.50	15.00 %	9,007.13	2.85 %	12,009.50
VPD1	37.04	34.25	0.07	92.48 %	41,491.70	15.00 %	6,223.76	2.85 %	8,298.34
DPR1	17.79	16.43	0.00	92.33 %	10,785.00	15.00 %	1,617.75	2.85 %	1,617.75
ATU1	37.60	34.07	0.29	90.61 %	20,198.80	15.00 %	3,029.82	2.85 %	3,029.82
OML1	41.12	36.66	0.26	89.16 %	27,626.00	10.00 %	2,762.60	2.85 %	4,143.90
NKL2	45.66	40.12	0.07	87.88 %	38,984.60	10.00 %	3,898.46	2.85 %	5,847.69
SLM3	46.81	40.28	0.31	86.05 %	35,411.10	10.00 %	3,541.11	2.85 %	3,541.11
APN1	26.16	21.79	0.10	83.29 %	28,323.50	10.00 %	2,832.35	2.85 %	2,832.35
PDR1	15.76	13.05	1.03	82.84 %	14,553.50	10.00 %	1,455.35	2.85 %	1,455.35
CMI1	20.58	16.98	0.13	82.49 %	19,525.30	10.00 %	1,952.53	2.85 %	1,952.53
HRR1	27.80	21.23	0.56	76.37 %	12,654.30	0.00 %		2.85 %	
DPR2	22.64	17.09	0.09	75.48 %	9,202.20	0.00 %		2.85 %	
MCR1	33.39	24.87	0.06	74.49 %	19,007.70	0.00 %		2.85 %	
KRI1	34.82	25.70	0.22	73.80 %	15,440.00	0.00 %		2.85 %	
ERD1	57.27	41.77	0.66	72.94 %	26,128.30	0.00 %		2.85 %	
TRM1	49.75	35.83	0.54	72.01 %	25,910.00	0.00 %		2.85 %	
HSR1	55.25	36.39	0.00	65.86 %	32,324.90	0.00 %		2.85 %	
RSP1	29.02	17.47	0.91	60.18 %	19,260.60	0.00 %		2.85 %	
KMM1	24.52	14.66	0.01	59.79 %	13,276.10	0.00 %		2.85 %	
MTR1	44.23	26.36	0.23	59.60 %	20,854.60	0.00 %		2.85 %	
BMD1	28.63	16.91	0.04	59.06 %	18,117.50	0.00 %		2.85 %	
SGG1	17.83	10.51	0.98	58.94 %	9,835.90	0.00 %		2.85 %	
VKL1	19.39	11.37	0.22	58.67 %	11,508.30	0.00 %		2.85 %	
EPI1	38.01	20.23	0.32	53.21 %	17,434.90	0.00 %		2.85 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	18.59	25.34	0.10	136.28 %	19,111.90	40.00 %	7,644.76	2.85 %	7,644.76
KMD1	15.86	18.60	0.10	117.29 %	27,782.20	30.00 %	8,334.66	2.85 %	11,112.88
SUL1	20.68	23.38	0.17	113.06 %	30,489.40	30.00 %	9,146.82	2.85 %	9,146.82
SNR1	26.94	27.45	0.73	101.92 %	27,970.60	25.00 %	6,992.65	2.85 %	6,992.65
MPM1	24.62	25.05	0.33	101.75 %	26,351.80	25.00 %	6,587.95	2.85 %	6,587.95
KGI1	31.68	30.44	0.17	96.06 %	20,458.20	20.00 %	4,091.64	2.85 %	4,091.64
CBE1	27.12	26.02	0.00	95.93 %	28,367.20	20.00 %	5,673.44	2.85 %	5,673.44
CBE2	147.64	140.79	0.51	95.36 %	115,874.10	20.00 %	23,174.82	2.85 %	23,174.82
CBE6	34.40	30.78	0.13	89.49 %	35,008.60	10.00 %	3,500.86	2.85 %	5,251.29
ANR1	7.17	6.30	0.14	87.85 %	7,132.40	10.00 %	713.24	2.85 %	1,069.86
CBE3	14.14	12.40	0.00	87.70 %	16,430.70	10.00 %	1,643.07	2.85 %	2,464.61
CBE4	44.03	37.29	0.09	84.69 %	39,128.60	10.00 %	3,912.86	2.85 %	3,912.86
DPM2	27.50	22.71	0.00	82.57 %	21,246.50	10.00 %	2,124.65	2.85 %	2,124.65
CNR1	26.58	21.50	0.00	80.87 %	23,656.60	10.00 %	2,365.66	2.85 %	2,365.66
TPR4	23.09	18.61	0.00	80.61 %	18,308.40	10.00 %	1,830.84	2.85 %	1,830.84
KMR1	59.64	47.37	0.39	79.43 %	44,516.00	0.00 %		2.85 %	4,451.60
TPR3	25.27	19.65	0.19	77.78 %	28,457.50	0.00 %		2.85 %	
KGM1	18.19	13.99	0.00	76.89 %	13,997.10	0.00 %		2.85 %	
AVI1	22.77	17.49	0.00	76.82 %	20,431.60	0.00 %		2.85 %	
UMP1	24.77	18.88	0.11	76.22 %	17,944.50	0.00 %		2.85 %	
PDM1	21.84	16.59	0.00	75.96 %	17,478.90	0.00 %		2.85 %	
TPR1	55.91	41.54	0.17	74.30 %	30,330.50	0.00 %		2.85 %	
SYM2	21.64	15.58	0.11	72.02 %	15,545.30	0.00 %		2.85 %	
PLI1	40.18	28.26	0.17	70.33 %	29,672.80	0.00 %		2.85 %	
UAM1	50.81	32.63	0.54	64.22 %	22,179.30	0.00 %		2.85 %	
PPI1	21.06	13.30	0.15	63.14 %	15,904.50	0.00 %		2.85 %	
CBE5	23.48	14.33	0.41	61.04 %	19,992.60	0.00 %		2.85 %	
TPR2	58.85	34.98	0.12	59.43 %	31,588.50	0.00 %		2.85 %	
GDR1	23.37	12.66	0.00	54.16 %	8,467.60	0.00 %		2.85 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	20.92	45.91	0.00	219.48 %	20,143.40	40.00 %	8,057.36	2.85 %	8,057.36
MDU6	60.47	72.83	0.12	120.44 %	54,586.30	40.00 %	21,834.52	2.85 %	21,834.52
KKD3	62.88	63.75	0.09	101.38 %	65,506.40	25.00 %	16,376.60	2.85 %	16,376.60
KRR1	26.42	26.29	0.11	99.52 %	22,266.50	20.00 %	4,453.30	2.85 %	5,566.63
DKI1	30.45	30.14	0.17	98.99 %	32,525.70	20.00 %	6,505.14	2.85 %	8,131.43
MDU2	70.11	63.19	0.66	90.13 %	44,768.80	15.00 %	6,715.32	2.85 %	6,715.32
PNI1	18.26	16.21	0.49	88.75 %	14,579.80	10.00 %	1,457.98	2.85 %	2,186.97
TPT1	32.13	28.51	0.00	88.73 %	46,026.00	10.00 %	4,602.60	2.85 %	6,903.90
PVI1	30.25	26.36	0.00	87.15 %	23,617.70	10.00 %	2,361.77	2.85 %	2,361.77
MDU5	27.89	24.01	0.08	86.09 %	34,690.80	10.00 %	3,469.08	2.85 %	3,469.08
MDU4	30.98	26.67	0.67	86.09 %	23,012.40	10.00 %	2,301.24	2.85 %	2,301.24
TMM1	45.82	39.23	0.68	85.64 %	35,618.50	10.00 %	3,561.85	2.85 %	3,561.85
SVG1	29.80	25.31	0.57	84.95 %	25,018.60	10.00 %	2,501.86	2.85 %	2,501.86
KPT1	24.57	20.78	0.62	84.58 %	19,596.10	10.00 %	1,959.61	2.85 %	1,959.61
TEN1	40.78	33.85	0.17	83.00 %	27,818.40	10.00 %	2,781.84	2.85 %	2,781.84
PKM1	20.63	16.82	0.00	81.51 %	18,921.90	10.00 %	1,892.19	2.85 %	1,892.19
TEN2	38.72	31.46	0.00	81.25 %	20,296.70	10.00 %	2,029.67	2.85 %	2,029.67
ATG1	40.98	33.08	0.33	80.71 %	32,011.10	10.00 %	3,201.11	2.85 %	3,201.11
USL1	29.38	22.24	0.00	75.71 %	21,812.90	0.00 %		2.85 %	
KYK1	27.04	20.03	1.61	74.08 %	25,644.40	0.00 %		2.85 %	
BNR1	24.66	17.90	0.00	72.58 %	18,233.60	0.00 %		2.85 %	
SGP1	21.01	15.05	0.50	71.64 %	14,063.70	0.00 %		2.85 %	
MLR1	20.67	14.60	0.63	70.62 %	11,403.50	0.00 %		2.85 %	
DGL2	30.74	21.29	0.60	69.27 %	23,758.10	0.00 %		2.85 %	
ADP1	28.72	19.85	0.23	69.13 %	20,481.80	0.00 %		2.85 %	
MNM1	21.58	14.50	0.00	67.19 %	15,085.70	0.00 %		2.85 %	
CBM1	43.47	28.68	0.45	65.98 %	25,258.90	0.00 %		2.85 %	
MDU1	185.20	122.11	0.40	65.93 %	79,339.00	0.00 %		2.85 %	
BTU1	18.14	11.82	0.62	65.18 %	8,089.00	0.00 %		2.85 %	
DGL1	93.05	59.23	0.98	63.66 %	43,872.00	0.00 %		2.85 %	
ODM1	23.06	14.63	0.61	63.45 %	10,133.50	0.00 %		2.85 %	
NKI1	26.56	16.07	0.52	60.49 %	16,516.00	0.00 %		2.85 %	
MPA1	41.11	23.92	0.24	58.19 %	23,043.90	0.00 %		2.85 %	
NTM1	25.69	14.31	0.05	55.70 %	7,343.20	0.00 %		2.85 %	
CMR1	21.95	12.17	1.12	55.42 %	10,389.20	0.00 %		2.85 %	
TDI1	30.82	16.57	0.34	53.77 %	19,322.00	0.00 %		2.85 %	
MDU3	48.12	18.91	0.87	39.29 %	16,450.90	0.00 %		2.85 %	
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)
KGL1	22.00	24.52	0.00	111.47 %	18,123.20	30.00 %	5,436.96	2.85 %	5,436.96
TVL2	14.00	15.39	0.09	109.90 %	7,261.30	25.00 %	1,815.33	2.85 %	2,178.39
PKD1	35.99	37.81	0.00	105.06 %	36,424.60	25.00 %	9,106.15	2.85 %	9,106.15
UDN1	22.90	23.25	0.36	101.50 %	18,715.70	25.00 %	4,678.93	2.85 %	4,678.93
ERL2	26.76	26.52	0.36	99.10 %	30,617.20	20.00 %	6,123.44	2.85 %	7,654.30
SDI1	24.29	23.04	0.38	94.87 %	16,456.30	15.00 %	2,468.45	2.85 %	3,291.26
SGT1	20.56	18.95	0.05	92.14 %	13,239.90	15.00 %	1,985.99	2.85 %	1,985.99
RND1	49.67	45.01	0.51	90.62 %	52,661.30	15.00 %	7,899.20	2.85 %	7,899.20
ARM1	16.50	14.89	0.89	90.25 %	12,317.30	15.00 %	1,847.60	2.85 %	1,847.60
RPM1	52.82	46.93	0.63	88.85 %	42,297.80	10.00 %	4,229.78	2.85 %	6,344.67
VNR1	24.27	21.24	0.48	87.52 %	18,447.10	10.00 %	1,844.71	2.85 %	1,844.71
TVL1	173.36	147.21	1.60	84.92 %	99,642.30	10.00 %	9,964.23	2.85 %	9,964.23
MMT1	30.72	26.01	0.20	84.66 %	17,171.80	10.00 %	1,717.18	2.85 %	1,717.18
TUT1	197.98	166.98	0.36	84.34 %	151,970.20	10.00 %	15,197.02	2.85 %	15,197.02
VLY1	59.77	48.80	1.68	81.65 %	29,351.70	10.00 %	2,935.17	2.85 %	2,935.17
TCN1	41.86	34.12	0.66	81.51 %	41,111.80	10.00 %	4,111.18	2.85 %	4,111.18
APK2	33.05	26.44	0.43	80.00 %	24,668.20	0.00 %		2.85 %	2,466.82
KYR1	21.69	17.15	0.25	79.07 %	13,495.90	0.00 %		2.85 %	1,349.59
TKS1	51.50	40.42	0.07	78.49 %	34,349.70	0.00 %		2.85 %	3,434.97
PDI1	25.81	19.70	0.83	76.33 %	11,292.60	0.00 %		2.85 %	
TUT2	79.62	59.32	2.80	74.50 %	48,977.90	0.00 %		2.85 %	
MAR1	57.66	42.21	0.18	73.20 %	28,854.50	0.00 %		2.85 %	
SNL1	38.60	28.20	0.09	73.05 %	19,243.20	0.00 %		2.85 %	
VNR2	89.35	64.45	0.27	72.14 %	63,670.60	0.00 %		2.85 %	
STU2	25.09	18.07	0.09	72.03 %	15,465.20	0.00 %		2.85 %	
SKD1	24.66	17.61	0.12	71.42 %	16,039.80	0.00 %		2.85 %	
KVT1	100.82	71.98	1.13	71.40 %	82,344.40	0.00 %		2.85 %	
NGR1	128.08	89.86	0.78	70.16 %	68,498.00	0.00 %		2.85 %	
TYI1	33.62	22.63	0.00	67.31 %	25,438.00	0.00 %		2.85 %	
SVK1	61.77	41.49	0.47	67.17 %	34,468.80	0.00 %		2.85 %	
COL1	10.82	6.94	0.04	64.18 %	6,325.00	0.00 %		2.85 %	
VKM1	25.94	16.30	0.11	62.83 %	26,994.40	0.00 %		2.85 %	
APK1	44.42	25.94	0.78	58.39 %	19,656.00	0.00 %		2.85 %	
ASM1	33.26	15.87	0.32	47.71 %	14,610.00	0.00 %		2.85 %	
TKS2	94.52	45.08	0.09	47.69 %	34,274.60	0.00 %		2.85 %	
KSM1	21.52	9.89	0.00	45.97 %	7,526.80	0.00 %		2.85 %	
TKY1	35.58	15.37	0.40	43.22 %	11,921.30	0.00 %		2.85 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	21.62	18.67	1.10	86.35 %	11,395.50	10.00 %	1,139.55	2.85 %	1,139.55
PAS1	32.61	23.59	0.37	72.34 %	16,706.30	0.00 %		2.85 %	
TVP1	80.06	53.21	0.25	66.46 %	47,054.40	0.00 %		2.85 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	32.07	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	1.33	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	4.56	9.33	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	3.78	114.67	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 %	