

Accu.Target 12,004.46 L	Sales 10,070.33 L	Achieved % 83.89 %	HO Budget+ % 6.11 %	Total Com. 87.36 L
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Note : Sales Period is From :01-Nov-2025 To :13-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	1,187.80	1,183.34	99.62 %	0.00	6.11 %	0.00
SOUTH ARCOT	817.64	800.28	97.88 %	24,000.00	6.11 %	48,000.00
CHENNAI-01	1,556.87	1,332.02	85.56 %	0.00	6.11 %	39,000.00
CHENNAI-02	1,502.16	1,266.10	84.29 %	0.00	6.11 %	0.00
NORTH ARCOT	981.69	808.66	82.37 %	0.00	6.11 %	0.00
WEST-02	1,239.34	1,004.25	81.03 %	0.00	6.11 %	0.00
WEST-01	1,037.65	831.94	80.18 %	0.00	6.11 %	0.00
SOUTH-03	1,530.77	1,170.17	76.44 %	0.00	6.11 %	0.00
SOUTH-01	2,005.05	1,475.82	73.61 %	0.00	6.11 %	0.00
KL-SOUTH	145.47	101.66	69.88 %	0.00	6.11 %	0.00
OTHERS	0.00	96.09	0.00 %	0.00	0.00 %	0.00
Total	12,004.46	10,070.33	83.89 %		6.11 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	246.54	276.21	112.04%	40,000.00	6.11 %	40,000.00
	TNJ1	269.70	279.67	103.70%	30,000.00	6.11 %	40,000.00
	TRY1	352.17	353.59	100.40%	45,000.00	6.11 %	45,000.00
	PBR1	319.40	273.87	85.75%	0.00	6.11 %	15,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	265.83	294.98	110.97%	40,000.00	6.11 %	40,000.00
	SA02	292.14	279.67	95.73%	15,000.00	6.11 %	30,000.00
	SA03	259.67	225.63	86.89%	0.00	6.11 %	15,000.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	474.35	445.45	93.91%	30,000.00	6.11 %	60,000.00
	CH03	302.83	279.24	92.21%	15,000.00	6.11 %	15,000.00
	CH05	397.16	317.82	80.02%	0.00	6.11 %	0.00
	CH08	382.53	289.51	75.68%	0.00	6.11 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	375.20	327.57	87.31%	0.00	6.11 %	22,500.00
	CH07	397.65	340.61	85.65%	0.00	6.11 %	22,500.00
	CH04	412.91	339.49	82.22%	0.00	6.11 %	0.00
	CH09	316.40	258.43	81.68%	0.00	6.11 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	347.13	319.19	91.95%	22,500.00	6.11 %	22,500.00
	NA03	300.53	232.63	77.41%	0.00	6.11 %	0.00
	NA02	334.04	256.85	76.89%	0.00	6.11 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	255.16	228.34	89.49%	0.00	6.11 %	15,000.00
	SLM1	361.10	313.19	86.73%	0.00	6.11 %	22,500.00
	ERD1	335.62	258.62	77.06%	0.00	6.11 %	0.00
	MTR1	287.46	204.10	71.00%	0.00	6.11 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	431.24	376.92	87.40%	0.00	6.11 %	22,500.00
	TPR4	123.85	101.42	81.89%	0.00	6.11 %	0.00
	UAM1	187.33	146.90	78.41%	0.00	6.11 %	0.00
	PLI1	143.53	106.71	74.35%	0.00	6.11 %	0.00
	TPR1	151.70	99.99	65.91%	0.00	6.11 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	315.27	287.98	91.34%	15,000.00	6.11 %	15,000.00
	KRR1	53.59	44.44	82.91%	0.00	6.11 %	0.00
	MDU2	441.99	339.66	76.85%	0.00	6.11 %	0.00
	SVG1	262.81	200.04	76.12%	0.00	6.11 %	0.00
	DGL1	457.11	298.05	65.20%	0.00	6.11 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	436.31	346.28	79.37%	0.00	6.11 %	0.00
	TVL1	321.62	249.53	77.59%	0.00	6.11 %	0.00
	KVT1	349.33	265.50	76.00%	0.00	6.11 %	0.00
	TKS1	291.95	205.46	70.38%	0.00	6.11 %	0.00
	VNR1	273.93	188.41	68.78%	0.00	6.11 %	0.00
	NGR1	331.92	220.64	66.48%	0.00	6.11 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	145.47	101.66	69.88%	0.00	6.11 %	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)
TVR2	42.25	68.18	0.00	161.36 %	41,738.20	40.00 %	16,695.28	6.11 %	16,695.28
TRY2	15.81	25.43	0.00	160.85 %	13,354.20	40.00 %	5,341.68	6.11 %	5,341.68
PDK1	18.28	26.73	0.08	146.22 %	20,855.70	40.00 %	8,342.28	6.11 %	8,342.28
TVR1	20.13	27.50	0.00	136.64 %	21,397.80	40.00 %	8,559.12	6.11 %	8,559.12
MVM1	47.31	60.99	0.18	128.92 %	66,595.90	40.00 %	26,638.36	6.11 %	26,638.36
TNJ1	64.91	77.17	0.37	118.89 %	48,451.80	30.00 %	14,535.54	6.11 %	19,380.72
KRN1	22.57	26.23	0.00	116.22 %	20,300.30	30.00 %	6,090.09	6.11 %	8,120.12
KIK1	20.77	24.13	0.00	116.16 %	18,548.50	30.00 %	5,564.55	6.11 %	7,419.40
TRY3	37.63	42.88	0.17	113.93 %	30,942.20	30.00 %	9,282.66	6.11 %	12,376.88
TNJ2	51.30	56.88	0.21	110.88 %	41,208.80	30.00 %	12,362.64	6.11 %	12,362.64
NGT1	38.80	42.71	0.03	110.07 %	36,106.60	30.00 %	10,831.98	6.11 %	10,831.98
NMM1	28.92	30.06	0.00	103.96 %	35,562.40	25.00 %	8,890.60	6.11 %	10,668.72
MDI1	40.40	39.91	0.07	98.78 %	32,105.20	20.00 %	6,421.04	6.11 %	8,026.30
TTP1	37.08	35.90	0.00	96.83 %	28,159.00	20.00 %	5,631.80	6.11 %	7,039.75
TRY1	195.29	187.63	0.09	96.08 %	116,197.30	20.00 %	23,239.46	6.11 %	29,049.33
KUM1	66.72	62.18	0.06	93.20 %	45,137.30	15.00 %	6,770.60	6.11 %	9,027.46
APM1	16.15	14.70	0.48	90.98 %	17,319.00	15.00 %	2,597.85	6.11 %	3,463.80
ORU1	21.91	19.78	0.15	90.29 %	17,669.90	15.00 %	2,650.49	6.11 %	3,533.98
PTK1	46.10	41.17	0.37	89.30 %	32,997.20	10.00 %	3,299.72	6.11 %	6,599.44
AYR1	32.35	28.45	0.06	87.96 %	21,657.10	10.00 %	2,165.71	6.11 %	3,248.57
PBR1	20.03	17.45	0.22	87.11 %	15,669.90	10.00 %	1,566.99	6.11 %	2,350.49
JKM1	36.59	30.66	0.13	83.80 %	22,155.10	10.00 %	2,215.51	6.11 %	2,215.51
TYR1	47.90	39.37	0.00	82.18 %	25,358.00	10.00 %	2,535.80	6.11 %	2,535.80
NCK1	20.78	15.59	0.07	75.04 %	9,325.50	0.00 %		6.11 %	
PBR2	104.68	76.07	0.26	72.68 %	46,142.40	0.00 %		6.11 %	
TRY4	62.58	44.69	0.53	71.41 %	43,668.90	0.00 %		6.11 %	
MSI1	30.54	20.87	0.00	68.34 %	16,685.90	0.00 %		6.11 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	22.59	30.66	0.26	135.69 %	18,911.90	40.00 %	7,564.76	6.11 %	7,564.76
POY2	55.22	67.53	0.18	122.31 %	44,850.50	40.00 %	17,940.20	6.11 %	17,940.20
CUD1	78.66	90.48	0.23	115.03 %	82,498.40	30.00 %	24,749.52	6.11 %	32,999.36
KLM1	42.15	46.87	0.17	111.18 %	45,132.30	30.00 %	13,539.69	6.11 %	13,539.69
POY1	67.86	75.06	0.27	110.62 %	63,373.40	30.00 %	19,012.02	6.11 %	19,012.02
CDM1	50.97	53.58	0.58	105.12 %	41,407.10	25.00 %	10,351.78	6.11 %	12,422.13
VPM2	41.44	42.39	0.63	102.30 %	32,261.70	25.00 %	8,065.43	6.11 %	8,065.43
KKI2	44.65	44.98	0.87	100.75 %	29,765.70	25.00 %	7,441.43	6.11 %	7,441.43
SJI2	45.44	44.01	0.37	96.85 %	30,291.80	20.00 %	6,058.36	6.11 %	7,572.95
NVL2	45.94	43.84	0.78	95.43 %	32,672.10	20.00 %	6,534.42	6.11 %	8,168.03
PRT1	34.35	32.26	0.25	93.92 %	30,949.80	15.00 %	4,642.47	6.11 %	6,189.96
TDM1	35.63	32.08	0.45	90.04 %	17,276.60	10.00 %	1,727.66	6.11 %	3,455.32
STP1	19.43	17.17	0.02	88.37 %	9,667.10	10.00 %	966.71	6.11 %	1,450.07
TVM1	27.28	23.23	0.03	85.13 %	10,356.70	10.00 %	1,035.67	6.11 %	1,553.51
TVM2	36.19	29.68	0.00	82.00 %	15,747.00	10.00 %	1,574.70	6.11 %	1,574.70
VCM1	25.83	20.84	0.25	80.71 %	11,599.60	10.00 %	1,159.96	6.11 %	1,159.96
TRK1	53.78	43.39	0.67	80.68 %	41,106.90	10.00 %	4,110.69	6.11 %	4,110.69
ULP1	48.39	36.34	0.00	75.10 %	29,372.50	0.00 %		6.11 %	
MKM1	21.95	15.04	0.02	68.52 %	13,737.20	0.00 %		6.11 %	
VPM1	19.91	10.99	0.23	55.20 %	8,047.50	0.00 %		6.11 %	
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	24.73	31.93	0.20	129.11 %	32,858.10	40.00 %	13,143.24	6.11 %	13,143.24
CH38	33.65	40.30	0.13	119.76 %	46,503.30	30.00 %	13,950.99	6.11 %	18,601.32
CH42	67.11	79.30	0.06	118.17 %	58,861.30	30.00 %	17,658.39	6.11 %	23,544.52
CH19	57.07	63.88	0.31	111.94 %	55,741.60	30.00 %	16,722.48	6.11 %	16,722.48
CH39	35.20	38.33	0.00	108.92 %	31,030.10	25.00 %	7,757.53	6.11 %	9,309.03
CGL1	37.24	39.99	0.19	107.38 %	30,459.20	25.00 %	7,614.80	6.11 %	9,137.76
CH45	43.82	45.60	0.25	104.07 %	43,982.30	25.00 %	10,995.58	6.11 %	13,194.69
GUD1	46.77	47.82	0.01	102.24 %	82,109.00	25.00 %	20,527.25	6.11 %	20,527.25
CH16	99.86	101.55	0.28	101.69 %	91,353.20	25.00 %	22,838.30	6.11 %	22,838.30
CH11	49.25	46.32	0.21	94.04 %	43,422.50	15.00 %	6,513.38	6.11 %	10,855.63
MRM1	49.95	46.72	0.00	93.54 %	40,964.90	15.00 %	6,144.74	6.11 %	8,192.98
CH05	90.79	82.26	1.47	90.60 %	56,615.70	15.00 %	8,492.36	6.11 %	11,323.14
CH35	37.34	33.70	0.43	90.24 %	34,152.30	15.00 %	5,122.85	6.11 %	6,830.46
MC10	12.77	11.50	1.02	90.01 %	5,240.00	10.00 %	524.00	6.11 %	1,048.00
SKL1	37.63	32.88	0.40	87.37 %	36,881.80	10.00 %	3,688.18	6.11 %	5,532.27
MC09	9.18	7.97	0.00	86.81 %	7,471.10	10.00 %	747.11	6.11 %	1,120.67
CH08	109.26	90.34	0.26	82.69 %	122,878.60	10.00 %	12,287.86	6.11 %	12,287.86
CH07	76.33	60.15	0.77	78.81 %	55,706.90	0.00 %		6.11 %	5,570.69
GUD2	46.12	36.15	0.06	78.38 %	37,138.40	0.00 %		6.11 %	3,713.84
CH22	53.21	40.97	0.05	77.00 %	35,781.00	0.00 %		6.11 %	3,578.10
KNR1	41.79	31.14	0.00	74.52 %	27,365.90	0.00 %		6.11 %	
CH14	104.44	76.68	0.70	73.42 %	70,924.30	0.00 %		6.11 %	
AVD1	68.08	48.86	3.01	71.77 %	49,612.60	0.00 %		6.11 %	
CH30	50.89	35.22	0.57	69.22 %	26,061.20	0.00 %		6.11 %	
CH28	77.77	53.22	0.10	68.44 %	81,644.90	0.00 %		6.11 %	
CH48	80.37	54.75	0.31	68.12 %	64,926.30	0.00 %		6.11 %	
TKM1	28.52	18.57	0.21	65.13 %	19,736.10	0.00 %		6.11 %	
CH29	17.90	8.54	0.00	47.70 %	12,410.30	0.00 %		6.11 %	
CH40	38.72	17.19	0.00	44.40 %	9,652.60	0.00 %		6.11 %	
CH26	20.88	9.17	0.34	43.90 %	8,627.80	0.00 %		6.11 %	
MC02	10.22	1.00	0.00	9.75 %	528.10	0.00 %		6.11 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH24	49.17	58.68	0.37	119.36 %	53,274.10	30.00 %	15,982.23	6.11 %	21,309.64
CH34	53.14	62.95	0.04	118.45 %	53,344.70	30.00 %	16,003.41	6.11 %	21,337.88
CH23	21.81	24.79	1.14	113.64 %	26,567.80	30.00 %	7,970.34	6.11 %	10,627.12
CH33	52.03	53.68	0.25	103.16 %	62,579.90	25.00 %	15,644.98	6.11 %	15,644.98
CH27	15.97	16.32	0.40	102.20 %	16,669.50	25.00 %	4,167.38	6.11 %	4,167.38
CH43	42.23	40.88	0.22	96.79 %	47,582.80	20.00 %	9,516.56	6.11 %	11,895.70
CH32	10.43	10.06	0.00	96.41 %	5,713.60	20.00 %	1,142.72	6.11 %	1,428.40
CH41	50.57	48.48	0.74	95.87 %	41,049.10	20.00 %	8,209.82	6.11 %	10,262.28
CH17	57.15	54.01	0.21	94.51 %	56,060.00	15.00 %	8,409.00	6.11 %	14,015.00
CH18	74.65	70.36	0.10	94.26 %	97,519.40	15.00 %	14,627.91	6.11 %	24,379.85
UK11	34.35	31.88	0.56	92.82 %	33,005.80	15.00 %	4,950.87	6.11 %	6,601.16
CH20	80.69	73.53	0.38	91.14 %	65,853.10	15.00 %	9,877.97	6.11 %	13,170.62
CH12	82.16	70.63	0.45	85.97 %	70,552.30	10.00 %	7,055.23	6.11 %	10,582.85
PON1	35.42	30.38	0.05	85.77 %	35,676.20	10.00 %	3,567.62	6.11 %	5,351.43
CH03	147.72	125.28	0.46	84.81 %	99,593.50	10.00 %	9,959.35	6.11 %	14,939.03
CH09	53.29	43.50	0.21	81.62 %	51,513.10	10.00 %	5,151.31	6.11 %	5,151.31
CH15	167.55	131.97	0.13	78.76 %	103,967.30	0.00 %		6.11 %	10,396.73
CH44	52.21	40.86	0.19	78.25 %	40,518.60	0.00 %		6.11 %	4,051.86
MJR1	72.67	56.67	0.20	77.98 %	53,521.30	0.00 %		6.11 %	5,352.13
GPD1	37.94	28.93	0.23	76.25 %	22,934.50	0.00 %		6.11 %	2,293.45
CH21	100.04	71.60	0.76	71.57 %	56,837.80	0.00 %		6.11 %	
CH46	41.21	28.76	0.02	69.78 %	25,034.80	0.00 %		6.11 %	
MC06	21.99	15.32	0.02	69.69 %	6,958.30	0.00 %		6.11 %	
CH06	52.36	32.87	0.51	62.78 %	33,241.40	0.00 %		6.11 %	
CH36	27.08	16.44	0.71	60.69 %	12,682.20	0.00 %		6.11 %	
MC05	27.13	16.22	0.00	59.79 %	6,283.30	0.00 %		6.11 %	
CH31	38.61	10.49	0.24	27.16 %	10,453.90	0.00 %		6.11 %	
CH01	2.59	0.56	0.00	21.79 %	160.80	0.00 %		6.11 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	36.46	49.46	1.23	135.64 %	41,201.50	40.00 %	16,480.60	6.11 %	16,480.60
CYR1	22.40	27.91	0.17	124.59 %	24,829.00	40.00 %	9,931.60	6.11 %	9,931.60
VNB1	27.71	31.25	0.03	112.79 %	20,603.30	30.00 %	6,180.99	6.11 %	8,241.32
TRL1	57.39	60.59	0.23	105.59 %	64,795.00	25.00 %	16,198.75	6.11 %	19,438.50
SLG1	18.75	19.40	0.00	103.46 %	15,317.80	25.00 %	3,829.45	6.11 %	4,595.34
WJP1	32.26	31.55	0.03	97.79 %	23,390.40	20.00 %	4,678.08	6.11 %	5,847.60
UGI1	23.18	22.45	0.21	96.87 %	13,989.10	20.00 %	2,797.82	6.11 %	3,497.28
KPM2	109.01	104.29	0.27	95.67 %	65,210.40	20.00 %	13,042.08	6.11 %	16,302.60
PLR1	18.81	17.79	0.09	94.58 %	11,842.00	15.00 %	1,776.30	6.11 %	2,960.50
WJD1	41.99	39.57	0.39	94.24 %	45,650.20	15.00 %	6,847.53	6.11 %	11,412.55
GDM1	34.71	29.29	0.00	84.39 %	24,508.20	10.00 %	2,450.82	6.11 %	2,450.82
ABR1	34.88	28.70	0.16	82.27 %	26,560.30	10.00 %	2,656.03	6.11 %	2,656.03
TRT1	27.61	22.67	1.54	82.12 %	17,489.10	10.00 %	1,748.91	6.11 %	1,748.91
VEL1	48.59	39.68	0.35	81.67 %	43,876.10	10.00 %	4,387.61	6.11 %	4,387.61
CGM1	34.89	27.57	0.00	79.02 %	18,207.70	0.00 %		6.11 %	1,820.77
SBR1	60.54	44.88	0.12	74.12 %	45,571.00	0.00 %		6.11 %	
BGR1	23.58	17.04	0.00	72.25 %	13,669.00	0.00 %		6.11 %	
CPT1	21.84	15.75	0.40	72.13 %	15,843.20	0.00 %		6.11 %	
KPM1	39.97	27.20	0.09	68.05 %	18,154.80	0.00 %		6.11 %	
ANI1	21.46	13.71	0.51	63.89 %	12,932.70	0.00 %		6.11 %	
TRR1	67.38	42.75	0.05	63.44 %	31,164.50	0.00 %		6.11 %	
VEL2	67.06	39.82	0.03	59.37 %	46,305.20	0.00 %		6.11 %	
ARC2	43.58	25.49	0.20	58.50 %	21,928.80	0.00 %		6.11 %	
VSI1	46.96	21.53	0.35	45.86 %	19,130.60	0.00 %		6.11 %	
PTU1	20.70	8.32	0.34	40.18 %	7,541.40	0.00 %		6.11 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PMP1	22.35	27.08	0.06	121.16 %	13,853.10	40.00 %	5,541.24	6.11 %	5,541.24
EDP1	16.72	18.91	0.56	113.13 %	9,300.00	30.00 %	2,790.00	6.11 %	3,720.00
SGI1	20.55	22.94	0.25	111.62 %	19,937.80	30.00 %	5,981.34	6.11 %	5,981.34
PLC1	22.29	23.50	0.00	105.42 %	27,655.80	25.00 %	6,913.95	6.11 %	8,296.74
KVP1	20.16	21.08	0.01	104.55 %	14,173.60	25.00 %	3,543.40	6.11 %	4,252.08
SLM2	36.58	37.62	0.00	102.85 %	27,258.60	25.00 %	6,814.65	6.11 %	6,814.65
TCG1	20.10	20.60	0.18	102.49 %	16,613.30	25.00 %	4,153.33	6.11 %	4,153.33
ERD2	66.33	64.21	0.16	96.79 %	71,203.30	20.00 %	14,240.66	6.11 %	17,800.83
HSR2	72.22	69.66	0.17	96.46 %	54,464.70	20.00 %	10,892.94	6.11 %	13,616.18
SLM1	106.70	97.62	0.18	91.49 %	62,805.80	15.00 %	9,420.87	6.11 %	12,561.16
VPD1	40.13	36.57	0.07	91.15 %	44,231.80	15.00 %	6,634.77	6.11 %	8,846.36
DPR1	19.27	17.27	0.00	89.58 %	11,074.50	10.00 %	1,107.45	6.11 %	2,214.90
NKL2	49.46	42.94	0.06	86.81 %	41,666.40	10.00 %	4,166.64	6.11 %	6,249.96
ATU1	40.74	34.74	0.29	85.27 %	21,071.40	10.00 %	2,107.14	6.11 %	3,160.71
SLM3	50.71	43.01	0.29	84.82 %	37,991.00	10.00 %	3,799.10	6.11 %	5,698.65
OML1	44.54	37.49	0.26	84.17 %	28,323.50	10.00 %	2,832.35	6.11 %	2,832.35
APN1	28.34	23.35	0.10	82.37 %	30,736.90	10.00 %	3,073.69	6.11 %	3,073.69
CMI1	22.30	18.33	0.12	82.21 %	20,570.50	10.00 %	2,057.05	6.11 %	2,057.05
PDR1	17.07	13.19	1.02	77.26 %	14,574.30	0.00 %		6.11 %	1,457.43
DPR2	24.53	17.67	0.09	72.05 %	9,571.10	0.00 %		6.11 %	
HRR1	30.11	21.57	0.63	71.62 %	13,257.30	0.00 %		6.11 %	
KRI1	37.72	26.60	0.21	70.52 %	16,012.00	0.00 %		6.11 %	
MCR1	36.17	25.46	0.06	70.37 %	19,561.40	0.00 %		6.11 %	
ERD1	62.04	43.28	0.64	69.75 %	27,882.00	0.00 %		6.11 %	
TRM1	53.90	37.46	0.51	69.50 %	27,120.90	0.00 %		6.11 %	
HSR1	59.86	37.47	0.00	62.60 %	34,428.00	0.00 %		6.11 %	
BMD1	31.01	19.11	0.04	61.60 %	20,929.00	0.00 %		6.11 %	
RSP1	31.44	18.94	0.84	60.24 %	21,216.60	0.00 %		6.11 %	
MTR1	47.92	28.08	0.21	58.61 %	22,520.30	0.00 %		6.11 %	
KMM1	26.56	15.05	0.01	56.68 %	14,031.50	0.00 %		6.11 %	
SGG1	19.31	10.71	0.96	55.47 %	10,246.00	0.00 %		6.11 %	
VKL1	21.00	11.37	0.22	54.15 %	11,508.30	0.00 %		6.11 %	
EPI1	41.18	21.36	0.31	51.86 %	18,585.90	0.00 %		6.11 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	20.14	26.49	0.10	131.54 %	20,354.30	40.00 %	8,141.72	6.11 %	8,141.72
KMD1	17.18	19.52	0.10	113.59 %	28,282.60	30.00 %	8,484.78	6.11 %	11,313.04
SUL1	22.40	25.16	0.16	112.28 %	32,786.20	30.00 %	9,835.86	6.11 %	9,835.86
SNR1	29.18	29.19	0.68	100.03 %	29,237.20	20.00 %	5,847.44	6.11 %	7,309.30
MPM1	26.67	25.77	0.32	96.64 %	26,729.30	20.00 %	5,345.86	6.11 %	6,682.33
CBE2	159.95	146.61	0.49	91.66 %	130,139.60	15.00 %	19,520.94	6.11 %	26,027.92
CBE1	29.38	26.47	0.00	90.10 %	29,054.00	10.00 %	2,905.40	6.11 %	5,810.80
ANR1	7.77	6.99	0.12	90.01 %	8,025.00	10.00 %	802.50	6.11 %	1,605.00
KGI1	34.32	30.80	0.17	89.74 %	20,630.10	10.00 %	2,063.01	6.11 %	4,126.02
CBE6	37.26	30.97	0.48	83.10 %	36,350.30	10.00 %	3,635.03	6.11 %	3,635.03
CBE3	15.32	12.73	0.00	83.05 %	16,883.40	10.00 %	1,688.34	6.11 %	1,688.34
CBE4	47.70	39.02	0.09	81.81 %	42,065.50	10.00 %	4,206.55	6.11 %	4,206.55
DPM2	29.80	24.24	0.00	81.37 %	22,960.40	10.00 %	2,296.04	6.11 %	2,296.04
KMR1	64.61	52.00	0.36	80.48 %	50,877.20	10.00 %	5,087.72	6.11 %	5,087.72
CNR1	28.80	22.25	0.00	77.27 %	24,616.80	0.00 %		6.11 %	2,461.68
TPR4	25.02	19.22	0.11	76.84 %	18,741.20	0.00 %		6.11 %	1,874.12
UMP1	26.83	20.58	0.10	76.71 %	19,720.20	0.00 %		6.11 %	1,972.02
KGM1	19.71	14.78	0.00	74.97 %	15,534.00	0.00 %		6.11 %	
TPR3	27.37	20.36	0.18	74.38 %	29,907.60	0.00 %		6.11 %	
AVI1	24.67	18.06	0.00	73.23 %	20,883.80	0.00 %		6.11 %	
PDM1	23.66	17.28	0.00	73.03 %	18,177.50	0.00 %		6.11 %	
SYM2	23.44	16.75	0.10	71.45 %	16,697.00	0.00 %		6.11 %	
TPR1	60.57	43.05	0.19	71.07 %	31,815.10	0.00 %		6.11 %	
PLI1	43.53	29.83	0.16	68.51 %	31,836.90	0.00 %		6.11 %	
UAM1	55.05	35.27	0.50	64.08 %	23,293.60	0.00 %		6.11 %	
PPI1	22.81	13.91	0.15	60.95 %	16,870.90	0.00 %		6.11 %	
CBE5	25.43	14.77	0.39	58.10 %	20,759.50	0.00 %		6.11 %	
TPR2	63.75	36.58	0.12	57.37 %	32,864.60	0.00 %		6.11 %	
GDR1	25.32	13.28	0.00	52.45 %	9,021.80	0.00 %		6.11 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	22.66	47.38	0.00	209.08 %	21,496.70	40.00 %	8,598.68	6.11 %	8,598.68
MDU6	65.51	75.49	0.12	115.23 %	57,573.10	30.00 %	17,271.93	6.11 %	23,029.24
KRR1	28.62	29.05	0.20	101.51 %	23,393.00	25.00 %	5,848.25	6.11 %	5,848.25
KKD3	68.12	67.42	0.09	98.98 %	68,660.50	20.00 %	13,732.10	6.11 %	17,165.13
DKI1	32.99	31.65	0.16	95.95 %	35,053.10	20.00 %	7,010.62	6.11 %	8,763.28
TPT1	34.81	30.70	0.00	88.19 %	50,656.70	10.00 %	5,065.67	6.11 %	7,598.51
SVG1	32.28	27.94	0.51	86.56 %	27,296.60	10.00 %	2,729.66	6.11 %	4,094.49
MDU2	75.95	65.62	0.68	86.40 %	45,024.60	10.00 %	4,502.46	6.11 %	6,753.69
TMM1	49.63	42.72	0.62	86.07 %	38,423.80	10.00 %	3,842.38	6.11 %	5,763.57
MDU5	30.21	25.97	0.10	85.95 %	36,082.80	10.00 %	3,608.28	6.11 %	5,412.42
PVI1	32.77	27.64	0.14	84.35 %	24,785.20	10.00 %	2,478.52	6.11 %	2,478.52
PNI1	19.78	16.61	0.48	83.96 %	15,096.70	10.00 %	1,509.67	6.11 %	1,509.67
KPT1	26.62	22.17	0.58	83.31 %	20,512.80	10.00 %	2,051.28	6.11 %	2,051.28
TEN1	44.18	35.79	0.20	81.01 %	30,016.90	10.00 %	3,001.69	6.11 %	3,001.69
TEN2	41.95	33.52	0.22	79.90 %	21,683.10	0.00 %		6.11 %	2,168.31
MDU4	33.56	26.71	0.67	79.57 %	23,057.30	0.00 %		6.11 %	2,305.73
ATG1	44.40	35.03	0.31	78.89 %	33,696.30	0.00 %		6.11 %	3,369.63
PKM1	22.35	17.52	0.00	78.39 %	20,030.10	0.00 %		6.11 %	2,003.01
USL1	31.82	23.19	0.00	72.88 %	22,950.10	0.00 %		6.11 %	
KYK1	29.29	21.17	1.52	72.27 %	26,779.90	0.00 %		6.11 %	
BNR1	26.72	19.26	0.00	72.09 %	19,249.20	0.00 %		6.11 %	
SGP1	22.76	15.77	0.48	69.30 %	14,898.80	0.00 %		6.11 %	
MLR1	22.39	15.23	0.61	68.01 %	12,078.90	0.00 %		6.11 %	
ADP1	31.11	20.91	0.22	67.20 %	21,197.20	0.00 %		6.11 %	
DGL2	33.30	22.07	0.58	66.28 %	24,382.70	0.00 %		6.11 %	
MNM1	23.38	15.40	0.00	65.85 %	16,806.30	0.00 %		6.11 %	
BTU1	19.65	12.80	0.57	65.14 %	8,780.40	0.00 %		6.11 %	
DGL1	100.81	64.48	0.90	63.96 %	46,552.60	0.00 %		6.11 %	
MDU1	200.64	128.19	0.38	63.89 %	83,572.40	0.00 %		6.11 %	
CBM1	47.09	29.75	0.44	63.18 %	26,205.90	0.00 %		6.11 %	
ODM1	24.98	15.39	0.58	61.60 %	10,759.50	0.00 %		6.11 %	
NKI1	28.77	17.30	0.48	60.12 %	18,182.40	0.00 %		6.11 %	
NTM1	27.83	16.33	0.04	58.67 %	8,290.00	0.00 %		6.11 %	
MPA1	44.54	24.41	0.23	54.80 %	23,327.10	0.00 %		6.11 %	
CMR1	23.78	13.00	1.05	54.68 %	10,819.60	0.00 %		6.11 %	
TDI1	33.39	17.43	0.32	52.20 %	19,888.90	0.00 %		6.11 %	
MDU3	52.13	19.61	0.83	37.62 %	16,879.50	0.00 %		6.11 %	
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	23.83	25.68	0.00	107.76 %	18,581.50	25.00 %	4,645.38	6.11 %	5,574.45
TVL2	15.17	15.79	0.08	104.14 %	7,909.20	25.00 %	1,977.30	6.11 %	2,372.76
PKD1	38.99	39.77	0.01	101.99 %	39,185.00	25.00 %	9,796.25	6.11 %	9,796.25
UDN1	24.81	24.20	0.35	97.55 %	19,856.40	20.00 %	3,971.28	6.11 %	4,964.10
ARM1	17.87	16.72	0.80	93.56 %	13,545.00	15.00 %	2,031.75	6.11 %	2,709.00
ERL2	28.99	27.07	0.35	93.38 %	31,323.00	15.00 %	4,698.45	6.11 %	6,264.60
RND1	53.81	48.59	0.49	90.30 %	56,730.40	15.00 %	8,509.56	6.11 %	11,346.08
SDI1	26.31	23.54	0.37	89.48 %	16,885.50	10.00 %	1,688.55	6.11 %	3,377.10
SGT1	22.28	19.81	0.05	88.92 %	14,206.10	10.00 %	1,420.61	6.11 %	2,130.92
RPM1	57.22	49.16	0.60	85.92 %	44,139.40	10.00 %	4,413.94	6.11 %	6,620.91
VNR1	26.29	21.75	0.47	82.74 %	19,104.50	10.00 %	1,910.45	6.11 %	1,910.45
TUT1	214.48	174.90	0.36	81.54 %	158,765.70	10.00 %	15,876.57	6.11 %	15,876.57
TVL1	187.80	150.83	1.59	80.31 %	103,018.10	10.00 %	10,301.81	6.11 %	10,301.81
MMT1	33.28	26.36	0.19	79.21 %	17,615.90	0.00 %		6.11 %	1,761.59
APK2	35.80	28.26	0.43	78.94 %	25,796.10	0.00 %		6.11 %	2,579.61
TCN1	45.35	35.59	0.63	78.49 %	42,761.00	0.00 %		6.11 %	4,276.10
TKS1	55.79	43.72	0.07	78.38 %	37,760.30	0.00 %		6.11 %	3,776.03
VLY1	64.75	49.76	1.86	76.85 %	30,098.40	0.00 %		6.11 %	3,009.84
PDI1	27.96	20.91	0.79	74.77 %	12,364.20	0.00 %		6.11 %	
KYR1	23.50	17.42	0.37	74.16 %	13,736.90	0.00 %		6.11 %	
TUT2	86.25	60.93	2.72	70.64 %	50,949.80	0.00 %		6.11 %	
VNR2	96.79	67.58	0.26	69.82 %	68,082.70	0.00 %		6.11 %	
MAR1	62.47	43.59	0.17	69.78 %	30,435.60	0.00 %		6.11 %	
SNL1	41.82	29.18	0.08	69.77 %	19,848.20	0.00 %		6.11 %	
KVT1	109.22	75.77	1.07	69.37 %	87,747.90	0.00 %		6.11 %	
STU2	27.18	18.47	0.09	67.93 %	16,087.40	0.00 %		6.11 %	
SKD1	26.71	18.10	0.11	67.78 %	16,838.70	0.00 %		6.11 %	
NGR1	138.76	92.33	0.85	66.54 %	69,933.20	0.00 %		6.11 %	
SVK1	66.92	43.45	0.45	64.92 %	37,638.60	0.00 %		6.11 %	
VKM1	28.10	18.20	0.10	64.78 %	28,762.70	0.00 %		6.11 %	
TYI1	36.42	23.58	0.00	64.74 %	26,720.10	0.00 %		6.11 %	
COL1	11.72	7.09	0.04	60.44 %	6,591.60	0.00 %		6.11 %	
APK1	48.12	27.37	0.93	56.87 %	22,364.70	0.00 %		6.11 %	
TKS2	102.39	48.32	0.08	47.19 %	37,270.30	0.00 %		6.11 %	
ASM1	36.04	16.44	0.31	45.62 %	15,775.50	0.00 %		6.11 %	
KSM1	23.31	9.92	0.00	42.57 %	7,618.80	0.00 %		6.11 %	
TKY1	38.54	15.67	0.71	40.66 %	12,147.20	0.00 %		6.11 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	23.42	20.30	1.01	86.67 %	12,730.70	10.00 %	1,273.07	6.11 %	1,909.61
PAS1	35.33	25.06	0.35	70.94 %	18,276.40	0.00 %		6.11 %	
TVP1	86.73	56.30	0.24	64.92 %	49,184.20	0.00 %		6.11 %	

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 %	