

Accu.Target
12,927.87 L

Sales
10,613.24 L

Achieved %
82.10 %

HO Budget+ %
7.90 %

Total Com.
91.52 L

Note : Sales Period is From :01-Nov-2025 To :14-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	1,279.17	1,273.37	99.55 %	0.00	7.90 %	0.00
SOUTH ARCOT	880.54	823.27	93.50 %	24,000.00	7.90 %	48,000.00
CHENNAI-02	1,617.71	1,342.34	82.98 %	0.00	7.90 %	39,000.00
CHENNAI-01	1,676.63	1,386.28	82.68 %	0.00	7.90 %	0.00
WEST-02	1,334.67	1,079.90	80.91 %	0.00	7.90 %	0.00
NORTH ARCOT	1,057.21	855.03	80.88 %	0.00	7.90 %	0.00
WEST-01	1,117.47	873.54	78.17 %	0.00	7.90 %	0.00
SOUTH-03	1,648.53	1,230.06	74.62 %	0.00	7.90 %	0.00
SOUTH-01	2,159.29	1,537.38	71.20 %	0.00	7.90 %	0.00
KL-SOUTH	156.66	110.38	70.45 %	0.00	7.90 %	0.00
OTHERS	0.00	101.67	0.00 %	0.00	0.00 %	0.00
Total	12,927.87	10,613.24	82.10 %		7.90 %	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	265.50	300.23	113.08%	60,000.00	7.90 %	90,000.00
	TNJ1	290.45	297.15	102.31%	30,000.00	7.90 %	40,000.00
	TRY1	379.25	379.96	100.19%	45,000.00	7.90 %	45,000.00
	PBR1	343.97	296.03	86.06%	0.00	7.90 %	15,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	286.28	301.58	105.34%	45,000.00	7.90 %	60,000.00
	SA02	314.61	288.90	91.83%	15,000.00	7.90 %	15,000.00
	SA03	279.64	232.79	83.25%	0.00	7.90 %	15,000.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	404.06	351.17	86.91%	0.00	7.90 %	22,500.00
	CH04	444.67	370.18	83.25%	0.00	7.90 %	22,500.00
	CH07	428.24	356.21	83.18%	0.00	7.90 %	22,500.00
	CH09	340.74	264.79	77.71%	0.00	7.90 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH06	510.84	465.39	91.10%	30,000.00	7.90 %	30,000.00
	CH03	326.13	285.17	87.44%	0.00	7.90 %	15,000.00
	CH05	427.71	331.70	77.55%	0.00	7.90 %	0.00
	CH08	411.95	304.02	73.80%	0.00	7.90 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	274.79	248.44	90.41%	15,000.00	7.90 %	15,000.00
	SLM1	388.87	338.60	87.07%	0.00	7.90 %	22,500.00
	ERD1	361.44	273.43	75.65%	0.00	7.90 %	0.00
	MTR1	309.58	219.43	70.88%	0.00	7.90 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	373.83	329.26	88.08%	0.00	7.90 %	22,500.00
	NA03	323.65	258.66	79.92%	0.00	7.90 %	0.00
	NA02	359.73	267.10	74.25%	0.00	7.90 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	464.41	397.78	85.65%	0.00	7.90 %	22,500.00
	TPR4	133.37	104.53	78.37%	0.00	7.90 %	0.00
	UAM1	201.74	151.86	75.27%	0.00	7.90 %	0.00
	PLI1	154.57	113.27	73.28%	0.00	7.90 %	0.00
	TPR1	163.37	106.11	64.95%	0.00	7.90 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	339.52	303.34	89.34%	0.00	7.90 %	22,500.00
	KRR1	57.72	45.40	78.66%	0.00	7.90 %	0.00
	MDU2	475.99	358.91	75.40%	0.00	7.90 %	0.00
	SVG1	283.02	206.81	73.07%	0.00	7.90 %	0.00
	DGL1	492.27	315.59	64.11%	0.00	7.90 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	469.87	357.17	76.01%	0.00	7.90 %	0.00
	TVL1	346.36	258.91	74.75%	0.00	7.90 %	0.00
	KVT1	376.20	278.87	74.13%	0.00	7.90 %	0.00
	TKS1	314.40	213.97	68.06%	0.00	7.90 %	0.00
	VNR1	295.00	196.39	66.57%	0.00	7.90 %	0.00
	NGR1	357.45	232.07	64.92%	0.00	7.90 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	156.66	110.38	70.45%	0.00	7.90 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.54	0.00%	0.00	0.00 %	0.00
	CH02	0.00	39.41	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	38.41	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	7.11	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	2.96	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	45.50	71.22	0.04	156.51 %	43,935.60	40.00 %	17,574.24	7.90 %	17,574.24
TRY2	17.03	26.62	0.00	156.31 %	13,878.70	40.00 %	5,551.48	7.90 %	5,551.48
PDK1	19.69	29.56	0.07	150.14 %	21,905.40	40.00 %	8,762.16	7.90 %	8,762.16
TVR1	21.68	30.03	0.00	138.56 %	22,505.20	40.00 %	9,002.08	7.90 %	9,002.08
MVM1	50.95	68.85	0.16	135.13 %	71,546.70	40.00 %	28,618.68	7.90 %	28,618.68
KIK1	22.37	26.69	0.00	119.29 %	21,517.60	30.00 %	6,455.28	7.90 %	8,607.04
KRN1	24.30	28.90	0.00	118.89 %	22,560.30	30.00 %	6,768.09	7.90 %	9,024.12
TNJ1	69.91	81.75	0.40	116.94 %	51,195.00	30.00 %	15,358.50	7.90 %	20,478.00
NGT1	41.79	47.64	0.03	114.00 %	39,882.20	30.00 %	11,964.66	7.90 %	15,952.88
TRY3	40.53	45.82	0.16	113.06 %	33,167.60	30.00 %	9,950.28	7.90 %	13,267.04
TNJ2	55.25	61.27	0.19	110.89 %	43,754.40	30.00 %	13,126.32	7.90 %	17,501.76
NMM1	31.14	31.63	0.00	101.56 %	37,660.90	25.00 %	9,415.23	7.90 %	11,298.27
MDI1	43.51	43.67	0.06	100.36 %	35,546.70	25.00 %	8,886.68	7.90 %	8,886.68
TTP1	39.93	38.60	0.00	96.67 %	28,980.70	20.00 %	5,796.14	7.90 %	7,245.18
KUM1	71.85	68.62	0.09	95.49 %	49,187.80	20.00 %	9,837.56	7.90 %	12,296.95
TRY1	210.31	200.41	0.11	95.29 %	122,490.60	20.00 %	24,498.12	7.90 %	30,622.65
PBR1	21.57	19.02	0.20	88.14 %	16,293.70	10.00 %	1,629.37	7.90 %	3,258.74
ORU1	23.59	20.73	0.14	87.87 %	18,567.30	10.00 %	1,856.73	7.90 %	3,713.46
APM1	17.40	15.27	0.46	87.78 %	18,010.80	10.00 %	1,801.08	7.90 %	3,602.16
AYR1	34.84	30.46	0.26	87.45 %	23,166.20	10.00 %	2,316.62	7.90 %	3,474.93
JKM1	39.40	34.06	0.11	86.44 %	23,856.80	10.00 %	2,385.68	7.90 %	3,578.52
PTK1	49.65	42.84	0.44	86.29 %	34,289.40	10.00 %	3,428.94	7.90 %	5,143.41
TYR1	51.59	40.74	0.00	78.97 %	26,432.70	0.00 %		7.90 %	2,643.27
NCK1	22.38	17.44	0.06	77.94 %	10,512.90	0.00 %		7.90 %	1,051.29
TRY4	67.39	48.65	0.48	72.19 %	48,454.90	0.00 %		7.90 %	
PBR2	112.73	80.75	0.24	71.64 %	48,582.60	0.00 %		7.90 %	
MSI1	32.89	22.15	0.00	67.34 %	16,923.00	0.00 %		7.90 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	24.33	30.93	0.26	127.11 %	19,165.80	40.00 %	7,666.32	7.90 %	7,666.32
POY2	59.46	69.06	0.18	116.14 %	45,957.90	30.00 %	13,787.37	7.90 %	18,383.16
CUD1	84.71	91.57	0.23	108.10 %	83,628.30	25.00 %	20,907.08	7.90 %	25,088.49
KLM1	45.40	48.64	0.16	107.14 %	47,155.90	25.00 %	11,788.98	7.90 %	14,146.77
POY1	73.08	76.93	0.27	105.27 %	65,589.40	25.00 %	16,397.35	7.90 %	19,676.82
CDM1	54.89	54.33	0.60	98.96 %	42,418.10	20.00 %	8,483.62	7.90 %	10,604.53
KKI2	48.08	46.49	0.84	96.69 %	30,894.00	20.00 %	6,178.80	7.90 %	7,723.50
VPM2	44.63	43.13	0.62	96.64 %	32,956.80	20.00 %	6,591.36	7.90 %	8,239.20
PRT1	36.99	34.95	0.23	94.49 %	34,129.40	15.00 %	5,119.41	7.90 %	8,532.35
SJI2	48.93	45.80	0.35	93.60 %	31,187.20	15.00 %	4,678.08	7.90 %	7,796.80
NVL2	49.47	45.46	0.80	91.89 %	34,110.60	15.00 %	5,116.59	7.90 %	6,822.12
TDM1	38.37	32.62	0.45	85.02 %	17,802.30	10.00 %	1,780.23	7.90 %	2,670.35
STP1	20.92	17.61	0.02	84.18 %	10,082.10	10.00 %	1,008.21	7.90 %	1,512.32
TVM1	29.38	24.52	0.03	83.46 %	10,845.30	10.00 %	1,084.53	7.90 %	1,626.80
TRK1	57.92	45.40	0.64	78.39 %	42,421.90	0.00 %		7.90 %	4,242.19
TVM2	38.98	30.32	0.00	77.78 %	15,992.80	0.00 %		7.90 %	1,599.28
VCM1	27.81	21.23	0.26	76.32 %	12,096.10	0.00 %		7.90 %	1,209.61
ULP1	52.11	37.91	0.00	72.75 %	30,670.20	0.00 %		7.90 %	
MKM1	23.64	15.38	0.02	65.08 %	13,835.30	0.00 %		7.90 %	
VPM1	21.44	11.14	0.23	51.99 %	8,141.70	0.00 %		7.90 %	
SJI1	0.00	(0.14)	-21.57	0.00 %	(51.60)	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	52.95	67.68	0.32	127.82 %	60,891.70	40.00 %	24,356.68	7.90 %	24,356.68
CH34	57.23	70.24	0.04	122.74 %	59,251.90	40.00 %	23,700.76	7.90 %	23,700.76
CH23	23.49	25.39	1.11	108.09 %	27,651.60	25.00 %	6,912.90	7.90 %	8,295.48
CH27	17.20	16.95	0.39	98.53 %	17,108.80	20.00 %	3,421.76	7.90 %	4,277.20
CH33	56.04	55.00	0.24	98.14 %	64,313.00	20.00 %	12,862.60	7.90 %	16,078.25
CH41	54.46	51.43	0.79	94.44 %	42,323.20	15.00 %	6,348.48	7.90 %	10,580.80
CH43	45.48	42.75	0.37	94.00 %	49,100.50	15.00 %	7,365.08	7.90 %	12,275.13
UKI1	36.99	34.17	0.52	92.36 %	34,809.50	15.00 %	5,221.43	7.90 %	8,702.38
CH32	11.24	10.22	0.00	90.93 %	6,027.60	15.00 %	904.14	7.90 %	1,205.52
CH17	61.54	55.61	0.21	90.36 %	58,150.70	15.00 %	8,722.61	7.90 %	11,630.14
CH18	80.39	71.50	0.10	88.94 %	98,660.30	10.00 %	9,866.03	7.90 %	19,732.06
CH20	86.89	76.65	0.42	88.21 %	67,109.20	10.00 %	6,710.92	7.90 %	13,421.84
CH12	88.48	77.86	0.41	88.00 %	75,539.90	10.00 %	7,553.99	7.90 %	15,107.98
PON1	38.15	33.01	0.11	86.53 %	38,660.20	10.00 %	3,866.02	7.90 %	5,799.03
CH03	159.08	130.21	0.44	81.85 %	102,138.00	10.00 %	10,213.80	7.90 %	10,213.80
CH44	56.22	45.46	0.22	80.86 %	43,989.60	10.00 %	4,398.96	7.90 %	4,398.96
CH09	57.39	45.73	0.20	79.69 %	52,086.20	0.00 %		7.90 %	5,208.62
CH15	180.44	140.58	0.14	77.91 %	113,677.70	0.00 %		7.90 %	11,367.77
MJR1	78.26	60.96	0.20	77.89 %	57,242.60	0.00 %		7.90 %	5,724.26
GPD1	40.86	31.36	0.21	76.75 %	23,864.80	0.00 %		7.90 %	2,386.48
CH21	107.74	75.37	0.72	69.96 %	57,740.10	0.00 %		7.90 %	
MC05	29.22	19.62	0.00	67.14 %	7,011.00	0.00 %		7.90 %	
CH46	44.38	29.61	0.34	66.71 %	25,203.30	0.00 %		7.90 %	
MC06	23.68	15.55	0.02	65.68 %	7,013.20	0.00 %		7.90 %	
CH06	56.38	34.48	0.59	61.16 %	33,015.20	0.00 %		7.90 %	
CH36	29.17	17.70	0.66	60.69 %	13,234.10	0.00 %		7.90 %	
CH01	2.79	0.89	0.00	32.10 %	325.80	0.00 %		7.90 %	
CH31	41.58	6.37	2.53	15.31 %	8,020.30	0.00 %		7.90 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	26.64	33.74	0.19	126.66 %	34,860.10	40.00 %	13,944.04	7.90 %	13,944.04
CH38	36.24	41.75	0.13	115.20 %	48,219.80	30.00 %	14,465.94	7.90 %	19,287.92
CH42	72.27	81.66	0.07	112.99 %	61,250.20	30.00 %	18,375.06	7.90 %	24,500.08
CH19	61.46	67.57	0.29	109.95 %	60,503.70	25.00 %	15,125.93	7.90 %	18,151.11
CH39	37.90	39.40	0.00	103.94 %	32,236.90	25.00 %	8,059.23	7.90 %	9,671.07
CGL1	40.11	40.97	0.18	102.17 %	30,961.60	25.00 %	7,740.40	7.90 %	9,288.48
CH16	107.54	109.06	0.28	101.41 %	98,037.30	25.00 %	24,509.33	7.90 %	29,411.19
CH45	47.19	47.01	0.25	99.62 %	45,031.90	20.00 %	9,006.38	7.90 %	11,257.98
GUD1	50.37	48.69	0.01	96.66 %	83,805.40	20.00 %	16,761.08	7.90 %	20,951.35
CH11	53.04	47.33	0.21	89.23 %	44,381.80	10.00 %	4,438.18	7.90 %	8,876.36
CH05	97.78	87.12	1.39	89.10 %	59,515.20	10.00 %	5,951.52	7.90 %	11,903.04
MRM1	53.79	47.20	0.10	87.74 %	40,506.10	10.00 %	4,050.61	7.90 %	8,101.22
CH35	40.21	34.73	0.41	86.36 %	35,226.70	10.00 %	3,522.67	7.90 %	5,284.01
MC10	13.76	11.84	0.99	86.05 %	5,389.60	10.00 %	538.96	7.90 %	808.44
SKL1	40.53	33.85	0.43	83.51 %	38,381.20	10.00 %	3,838.12	7.90 %	5,757.18
MC09	9.88	8.17	0.00	82.67 %	7,541.10	10.00 %	754.11	7.90 %	754.11
CH22	57.31	47.25	0.05	82.44 %	39,952.00	10.00 %	3,995.20	7.90 %	3,995.20
CH08	117.66	93.87	0.28	79.78 %	128,688.60	0.00 %		7.90 %	12,868.86
CH07	82.20	62.40	0.74	75.91 %	57,906.80	0.00 %		7.90 %	5,790.68
GUD2	49.67	36.47	0.08	73.42 %	37,837.50	0.00 %		7.90 %	
KNR1	45.01	32.25	0.00	71.65 %	28,173.10	0.00 %		7.90 %	
CH14	112.48	79.11	0.73	70.34 %	72,306.30	0.00 %		7.90 %	
AVD1	73.32	50.84	2.94	69.35 %	51,355.90	0.00 %		7.90 %	
CH30	54.80	36.48	0.60	66.56 %	27,116.50	0.00 %		7.90 %	
CH28	83.75	55.44	0.09	66.20 %	84,489.50	0.00 %		7.90 %	
CH48	86.56	55.77	0.30	64.43 %	66,452.80	0.00 %		7.90 %	
TKM1	30.71	19.15	0.21	62.35 %	20,247.50	0.00 %		7.90 %	
CH29	19.27	9.23	0.04	47.91 %	13,320.40	0.00 %		7.90 %	
CH26	22.49	9.68	0.32	43.03 %	9,368.90	0.00 %		7.90 %	
CH40	41.70	17.27	0.00	41.43 %	9,799.80	0.00 %		7.90 %	
MC02	11.00	1.00	0.00	9.06 %	528.10	0.00 %		7.90 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
EDP1	18.00	21.41	0.56	118.92 %	10,611.80	30.00 %	3,183.54	7.90 %	4,244.72
PMP1	24.07	28.28	0.06	117.48 %	14,967.30	30.00 %	4,490.19	7.90 %	5,986.92
SGI1	22.13	24.22	0.24	109.41 %	21,482.90	25.00 %	5,370.73	7.90 %	6,444.87
PLC1	24.01	25.51	0.00	106.24 %	29,255.40	25.00 %	7,313.85	7.90 %	8,776.62
SLM2	39.39	39.54	0.00	100.37 %	28,892.30	25.00 %	7,223.08	7.90 %	7,223.08
TCG1	21.64	21.70	0.17	100.26 %	16,743.70	25.00 %	4,185.93	7.90 %	4,185.93
KVP1	21.71	21.75	0.01	100.17 %	15,179.90	25.00 %	3,794.98	7.90 %	3,794.98
ERD2	71.44	67.38	0.15	94.32 %	73,384.70	15.00 %	11,007.71	7.90 %	18,346.18
HSR2	77.77	72.93	0.20	93.78 %	56,436.60	15.00 %	8,465.49	7.90 %	14,109.15
SLM1	114.91	106.22	0.24	92.44 %	67,885.30	15.00 %	10,182.80	7.90 %	16,971.33
VPD1	43.21	39.91	0.07	92.35 %	46,518.70	15.00 %	6,977.81	7.90 %	11,629.68
DPR1	20.76	19.15	0.00	92.26 %	13,102.70	15.00 %	1,965.41	7.90 %	3,275.68
NKL2	53.27	46.42	0.14	87.16 %	43,727.20	10.00 %	4,372.72	7.90 %	6,559.08
SLM3	54.61	46.47	0.27	85.10 %	37,136.80	10.00 %	3,713.68	7.90 %	5,570.52
APN1	30.52	25.69	0.09	84.16 %	33,409.50	10.00 %	3,340.95	7.90 %	5,011.43
CMI1	24.01	19.86	0.11	82.71 %	21,671.20	10.00 %	2,167.12	7.90 %	2,167.12
ATU1	43.87	36.24	0.45	82.60 %	21,849.70	10.00 %	2,184.97	7.90 %	2,184.97
OML1	47.97	39.14	0.35	81.60 %	28,830.90	10.00 %	2,883.09	7.90 %	2,883.09
PDR1	18.38	13.91	0.96	75.66 %	15,179.30	0.00 %		7.90 %	1,517.93
DPR2	26.42	19.84	0.08	75.10 %	10,834.60	0.00 %		7.90 %	1,083.46
KRI1	40.62	30.12	0.19	74.15 %	17,187.60	0.00 %		7.90 %	1,718.76
MCR1	38.96	27.84	0.05	71.45 %	20,652.30	0.00 %		7.90 %	
HSR1	64.46	45.64	0.00	70.80 %	41,981.20	0.00 %		7.90 %	
HRR1	32.43	22.50	0.61	69.37 %	14,054.80	0.00 %		7.90 %	
TRM1	58.04	39.83	0.58	68.62 %	28,578.90	0.00 %		7.90 %	
ERD1	66.81	45.09	0.73	67.49 %	29,729.80	0.00 %		7.90 %	
BMD1	33.40	21.43	0.05	64.15 %	22,446.70	0.00 %		7.90 %	
RSP1	33.86	21.01	0.76	62.05 %	23,959.70	0.00 %		7.90 %	
MTR1	51.60	29.71	0.20	57.56 %	22,497.40	0.00 %		7.90 %	
KMM1	28.60	15.58	0.01	54.48 %	14,899.00	0.00 %		7.90 %	
VKL1	22.62	11.86	0.42	52.42 %	12,417.20	0.00 %		7.90 %	
EPI1	44.35	23.13	0.28	52.15 %	19,455.10	0.00 %		7.90 %	
SGG1	20.80	10.61	0.97	51.03 %	9,169.60	0.00 %		7.90 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	39.27	51.26	1.19	130.54 %	42,937.70	40.00 %	17,175.08	7.90 %	17,175.08
CYR1	24.13	28.22	0.17	116.95 %	25,115.80	30.00 %	7,534.74	7.90 %	10,046.32
VNB1	29.84	32.07	0.03	107.48 %	21,257.40	25.00 %	5,314.35	7.90 %	6,377.22
TRL1	61.80	64.02	0.21	103.59 %	68,352.70	25.00 %	17,088.18	7.90 %	20,505.81
SLG1	20.19	20.60	0.09	102.04 %	16,279.40	25.00 %	4,069.85	7.90 %	4,883.82
UGI1	24.96	23.36	0.20	93.57 %	14,907.30	15.00 %	2,236.10	7.90 %	3,726.83
WJP1	34.74	32.39	0.03	93.23 %	24,723.80	15.00 %	3,708.57	7.90 %	6,180.95
PTU1	22.29	20.69	0.14	92.84 %	13,308.50	15.00 %	1,996.28	7.90 %	3,327.13
KPM2	117.39	107.31	0.26	91.41 %	67,352.40	15.00 %	10,102.86	7.90 %	13,470.48
PLR1	20.26	18.47	0.09	91.18 %	12,618.20	15.00 %	1,892.73	7.90 %	2,523.64
WJD1	45.22	41.18	0.37	91.08 %	46,911.80	15.00 %	7,036.77	7.90 %	9,382.36
GDM1	37.38	31.90	0.07	85.36 %	26,775.70	10.00 %	2,677.57	7.90 %	4,016.36
ABR1	37.57	30.99	0.14	82.49 %	28,717.90	10.00 %	2,871.79	7.90 %	2,871.79
TRT1	29.73	23.93	1.46	80.48 %	18,241.70	10.00 %	1,824.17	7.90 %	1,824.17
CGM1	37.58	29.27	0.00	77.91 %	20,617.30	0.00 %		7.90 %	2,061.73
VEL1	52.33	40.25	0.35	76.91 %	44,499.50	0.00 %		7.90 %	4,449.95
BGR1	25.39	19.30	0.00	76.02 %	15,507.30	0.00 %		7.90 %	1,550.73
SBR1	65.20	48.65	0.11	74.63 %	49,371.00	0.00 %		7.90 %	4,937.10
CPT1	23.52	16.47	0.39	70.03 %	16,614.40	0.00 %		7.90 %	
KPM1	43.04	27.81	0.09	64.62 %	18,720.60	0.00 %		7.90 %	
ANI1	23.11	14.41	0.55	62.36 %	13,990.20	0.00 %		7.90 %	
TRR1	72.57	44.00	0.04	60.63 %	31,736.50	0.00 %		7.90 %	
ARC2	46.93	26.67	0.19	56.84 %	23,014.10	0.00 %		7.90 %	
VEL2	72.22	40.15	0.03	55.59 %	45,065.60	0.00 %		7.90 %	
VSI1	50.57	21.64	0.35	42.78 %	19,317.60	0.00 %		7.90 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	21.69	27.89	0.09	128.58 %	21,029.90	40.00 %	8,411.96	7.90 %	8,411.96
KMD1	18.50	20.28	0.09	109.61 %	29,339.80	25.00 %	7,334.95	7.90 %	8,801.94
SUL1	24.13	25.19	0.18	104.40 %	32,708.00	25.00 %	8,177.00	7.90 %	9,812.40
SNR1	31.43	30.96	0.90	98.52 %	30,094.00	20.00 %	6,018.80	7.90 %	7,523.50
MPM1	28.72	26.23	0.32	91.32 %	27,210.30	15.00 %	4,081.55	7.90 %	5,442.06
CBE2	172.25	156.76	0.76	91.01 %	139,076.50	15.00 %	20,861.48	7.90 %	27,815.30
KGI1	36.96	31.89	0.17	86.27 %	21,890.90	10.00 %	2,189.09	7.90 %	3,283.64
ANR1	8.37	7.18	0.12	85.76 %	8,087.00	10.00 %	808.70	7.90 %	1,213.05
CBE1	31.64	26.97	0.00	85.24 %	29,926.60	10.00 %	2,992.66	7.90 %	4,488.99
DPM2	32.09	26.41	0.00	82.30 %	25,051.30	10.00 %	2,505.13	7.90 %	2,505.13
CBE6	40.13	32.75	0.55	81.62 %	38,113.30	10.00 %	3,811.33	7.90 %	3,811.33
CBE4	51.37	41.34	0.08	80.49 %	44,811.00	10.00 %	4,481.10	7.90 %	4,481.10
KMR1	69.58	55.20	0.34	79.34 %	55,811.40	0.00 %		7.90 %	5,581.14
CBE3	16.50	12.96	0.00	78.55 %	17,278.80	0.00 %		7.90 %	1,727.88
KGM1	21.22	15.82	0.00	74.55 %	16,628.80	0.00 %		7.90 %	1,662.88
TPR4	26.94	19.79	0.10	73.46 %	18,945.20	0.00 %		7.90 %	
UMP1	28.90	21.04	0.17	72.82 %	20,449.50	0.00 %		7.90 %	
TPR3	29.48	21.36	0.17	72.46 %	31,629.80	0.00 %		7.90 %	
CNR1	31.01	22.46	0.00	72.41 %	25,030.80	0.00 %		7.90 %	
PDM1	25.48	18.06	0.00	70.87 %	18,843.00	0.00 %		7.90 %	
TPR1	65.23	45.49	0.23	69.74 %	33,765.40	0.00 %		7.90 %	
AVI1	26.56	18.35	0.00	69.07 %	20,905.70	0.00 %		7.90 %	
PLI1	46.88	31.94	0.15	68.12 %	33,611.80	0.00 %		7.90 %	
SYM2	25.24	17.11	0.10	67.78 %	17,195.00	0.00 %		7.90 %	
UAM1	59.28	37.33	0.47	62.97 %	24,013.60	0.00 %		7.90 %	
PPI1	24.57	14.21	0.15	57.85 %	17,267.20	0.00 %		7.90 %	
TPR2	68.66	39.26	0.11	57.18 %	34,828.70	0.00 %		7.90 %	
CBE5	27.39	15.64	0.37	57.09 %	21,984.40	0.00 %		7.90 %	
GDR1	27.26	13.68	0.00	50.17 %	9,460.70	0.00 %		7.90 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	24.40	49.12	0.00	201.30 %	22,737.70	40.00 %	9,095.08	7.90 %	9,095.08
MDU6	70.55	78.80	0.11	111.69 %	59,801.20	30.00 %	17,940.36	7.90 %	23,920.48
KRR1	30.82	29.70	0.20	96.36 %	24,176.80	20.00 %	4,835.36	7.90 %	6,044.20
KKD3	73.36	70.03	0.08	95.46 %	71,120.60	20.00 %	14,224.12	7.90 %	17,780.15
DKI1	35.52	33.60	0.15	94.60 %	38,002.80	15.00 %	5,700.42	7.90 %	9,500.70
TPT1	37.48	33.23	0.00	88.67 %	54,002.80	10.00 %	5,400.28	7.90 %	10,800.56
PVI1	35.29	30.15	0.13	85.43 %	27,414.10	10.00 %	2,741.41	7.90 %	4,112.12
MDU2	81.79	69.29	0.67	84.71 %	47,840.20	10.00 %	4,784.02	7.90 %	7,176.03
TMM1	53.45	44.42	0.60	83.10 %	39,684.30	10.00 %	3,968.43	7.90 %	5,952.65
MDU5	32.54	27.02	0.09	83.05 %	38,006.40	10.00 %	3,800.64	7.90 %	5,700.96
SVG1	34.76	28.84	0.50	82.96 %	27,766.20	10.00 %	2,776.62	7.90 %	2,776.62
PNI1	21.30	17.02	0.47	79.91 %	14,223.10	0.00 %		7.90 %	1,422.31
KPT1	28.66	22.54	0.57	78.65 %	20,747.80	0.00 %		7.90 %	2,074.78
TEN2	45.18	35.14	0.21	77.79 %	22,524.80	0.00 %		7.90 %	2,252.48
TEN1	47.58	36.99	0.21	77.74 %	31,225.10	0.00 %		7.90 %	3,122.51
MDU4	36.14	28.05	0.63	77.61 %	24,699.00	0.00 %		7.90 %	2,469.90
ATG1	47.81	37.01	0.30	77.41 %	35,916.60	0.00 %		7.90 %	3,591.66
PKM1	24.07	17.90	0.00	74.35 %	19,870.00	0.00 %		7.90 %	1,987.00
BNR1	28.77	20.99	0.00	72.95 %	20,391.70	0.00 %		7.90 %	
KYK1	31.55	22.50	1.43	71.31 %	27,649.60	0.00 %		7.90 %	
USL1	34.27	24.02	0.00	70.09 %	23,908.40	0.00 %		7.90 %	
SGP1	24.51	16.43	0.46	67.04 %	15,397.00	0.00 %		7.90 %	
ADP1	33.51	22.41	0.20	66.89 %	22,355.50	0.00 %		7.90 %	
DGL2	35.86	23.20	0.55	64.70 %	24,870.70	0.00 %		7.90 %	
CBM1	50.71	32.50	0.40	64.08 %	28,418.00	0.00 %		7.90 %	
BTU1	21.16	13.42	0.54	63.45 %	9,273.50	0.00 %		7.90 %	
MLR1	24.11	15.27	0.61	63.35 %	12,207.60	0.00 %		7.90 %	
MDU1	216.07	136.09	0.41	62.98 %	88,189.80	0.00 %		7.90 %	
DGL1	108.56	68.16	0.99	62.79 %	48,790.60	0.00 %		7.90 %	
MNM1	25.18	15.67	0.00	62.24 %	17,215.20	0.00 %		7.90 %	
ODM1	26.90	15.70	0.57	58.39 %	11,237.00	0.00 %		7.90 %	
NKI1	30.99	17.90	0.47	57.77 %	18,830.30	0.00 %		7.90 %	
NTM1	29.97	17.03	0.04	56.80 %	8,684.90	0.00 %		7.90 %	
MPA1	47.96	27.07	0.21	56.44 %	25,237.60	0.00 %		7.90 %	
CMR1	25.61	14.21	0.96	55.47 %	11,231.30	0.00 %		7.90 %	
TDI1	35.96	18.51	0.33	51.48 %	21,060.20	0.00 %		7.90 %	
MDU3	56.14	20.53	0.80	36.58 %	17,488.30	0.00 %		7.90 %	
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	16.33	17.53	0.08	107.32 %	7,032.20	25.00 %	1,758.05	7.90 %	2,109.66
KGL1	25.66	27.38	0.00	106.68 %	19,849.60	25.00 %	4,962.40	7.90 %	5,954.88
PKD1	41.99	40.93	0.01	97.48 %	40,602.30	20.00 %	8,120.46	7.90 %	10,150.58
ARM1	19.25	18.36	0.72	95.40 %	14,817.00	20.00 %	2,963.40	7.90 %	3,704.25
UDN1	26.72	24.53	0.35	91.81 %	20,201.40	15.00 %	3,030.21	7.90 %	4,040.28
ERL2	31.22	27.64	0.34	88.51 %	31,771.20	10.00 %	3,177.12	7.90 %	6,354.24
SDI1	28.34	24.68	0.36	87.09 %	17,297.90	10.00 %	1,729.79	7.90 %	2,594.69
RND1	57.95	50.44	0.47	87.03 %	58,283.90	10.00 %	5,828.39	7.90 %	8,742.59
SGT1	23.99	20.10	0.05	83.77 %	14,457.70	10.00 %	1,445.77	7.90 %	2,168.66
RPM1	61.62	50.31	0.65	81.64 %	45,516.80	10.00 %	4,551.68	7.90 %	4,551.68
VNR1	28.32	22.95	0.57	81.06 %	19,494.60	10.00 %	1,949.46	7.90 %	1,949.46
TUT1	230.98	181.61	0.36	78.63 %	165,477.50	0.00 %		7.90 %	16,547.75
MMT1	35.84	27.41	0.33	76.48 %	17,836.10	0.00 %		7.90 %	1,783.61
APK2	38.56	29.41	0.49	76.27 %	27,854.00	0.00 %		7.90 %	2,785.40
TVL1	202.25	153.71	1.73	76.00 %	105,133.90	0.00 %		7.90 %	10,513.39
TKS1	60.08	45.66	0.07	76.00 %	40,230.30	0.00 %		7.90 %	4,023.03
VLY1	69.73	52.64	1.76	75.50 %	34,854.30	0.00 %		7.90 %	3,485.43
TCN1	48.84	36.45	0.62	74.63 %	43,746.50	0.00 %		7.90 %	4,374.65
PDI1	30.11	21.91	0.75	72.76 %	12,872.10	0.00 %		7.90 %	
KYR1	25.30	18.06	0.36	71.38 %	14,619.30	0.00 %		7.90 %	
MAR1	67.27	47.10	0.26	70.01 %	32,899.90	0.00 %		7.90 %	
KVT1	117.62	80.98	1.03	68.85 %	90,920.10	0.00 %		7.90 %	
SNL1	45.04	30.90	0.08	68.60 %	20,503.10	0.00 %		7.90 %	
VNR2	104.24	70.23	0.25	67.37 %	70,272.10	0.00 %		7.90 %	
TUT2	92.89	62.41	2.66	67.19 %	51,789.80	0.00 %		7.90 %	
SKD1	28.77	19.18	0.11	66.69 %	17,743.50	0.00 %		7.90 %	
STU2	29.27	18.91	0.09	64.58 %	16,998.00	0.00 %		7.90 %	
VKM1	30.26	19.47	0.10	64.36 %	30,797.90	0.00 %		7.90 %	
NGR1	149.43	95.15	0.90	63.68 %	71,224.70	0.00 %		7.90 %	
SVK1	72.07	45.57	0.43	63.23 %	39,739.70	0.00 %		7.90 %	
TYI1	39.22	24.53	0.11	62.54 %	27,323.30	0.00 %		7.90 %	
COL1	12.62	7.54	0.04	59.76 %	7,195.30	0.00 %		7.90 %	
APK1	51.82	28.23	0.90	54.48 %	23,055.40	0.00 %		7.90 %	
TKS2	110.27	51.32	0.08	46.54 %	38,875.40	0.00 %		7.90 %	
ASM1	38.81	16.66	0.31	42.94 %	16,125.40	0.00 %		7.90 %	
TKY1	41.51	17.36	0.64	41.83 %	12,934.70	0.00 %		7.90 %	
KSM1	25.11	10.12	0.00	40.33 %	7,709.00	0.00 %		7.90 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	25.22	21.93	0.93	86.95 %	13,773.00	10.00 %	1,377.30	7.90 %	2,065.95
PAS1	38.04	26.91	0.33	70.73 %	19,584.00	0.00 %		7.90 %	
TVP1	93.40	61.54	0.22	65.89 %	51,779.60	0.00 %		7.90 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	34.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	36.96	2.70	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.45	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	5.36	80.89	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	3.54	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	2.96	0.00	0.00 %	0.00	0.00 %		0.00 %	