

Accu.Target 13,851.31 L	Sales 11,994.76 L	Achieved % 86.60 %	HO Budget+ % 3.40 %	Total Com. 101.34 L
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Note : Sales Period is From :01-Nov-2025 To :15-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	943.44	979.31	103.80 %	54,000.00	3.40 %	54,000.00
TRICHY-01	1,370.54	1,367.79	99.80 %	0.00	3.40 %	0.00
CHENNAI-02	1,733.26	1,548.82	89.36 %	0.00	3.40 %	45,000.00
CHENNAI-01	1,796.39	1,598.23	88.97 %	0.00	3.40 %	45,000.00
NORTH ARCOT	1,132.73	1,006.11	88.82 %	0.00	3.40 %	30,000.00
WEST-02	1,430.01	1,145.85	80.13 %	0.00	3.40 %	0.00
SOUTH-03	1,766.28	1,406.76	79.65 %	0.00	3.40 %	0.00
SOUTH-01	2,313.53	1,796.81	77.67 %	0.00	3.40 %	0.00
WEST-01	1,197.29	925.11	77.27 %	0.00	3.40 %	0.00
KL-SOUTH	167.86	113.49	67.61 %	0.00	3.40 %	0.00
OTHERS	0.00	106.48	0.00 %	0.00	0.00 %	0.00
Total	13,851.31	11,994.76	86.60 %		3.40 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	306.73	352.01	114.76%	60,000.00	3.40 %	60,000.00
	SA02	337.09	346.40	102.76%	45,000.00	3.40 %	45,000.00
	SA03	299.62	280.91	93.75%	15,000.00	3.40 %	15,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	284.47	323.15	113.60%	60,000.00	3.40 %	60,000.00
	TNJ1	311.20	318.22	102.26%	45,000.00	3.40 %	45,000.00
	TRY1	406.35	402.74	99.11%	30,000.00	3.40 %	60,000.00
	PBR1	368.54	323.68	87.83%	0.00	3.40 %	22,500.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	432.92	415.38	95.95%	30,000.00	3.40 %	30,000.00
	CH07	458.83	420.58	91.66%	30,000.00	3.40 %	30,000.00
	CH04	476.43	416.64	87.45%	0.00	3.40 %	30,000.00
	CH09	365.08	296.22	81.14%	0.00	3.40 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	349.43	342.59	98.04%	22,500.00	3.40 %	45,000.00
	CH06	547.33	528.52	96.56%	37,500.00	3.40 %	37,500.00
	CH05	458.26	388.24	84.72%	0.00	3.40 %	0.00
	CH08	441.38	338.88	76.78%	0.00	3.40 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	400.53	381.90	95.35%	22,500.00	3.40 %	22,500.00
	NA03	346.77	311.08	89.71%	0.00	3.40 %	22,500.00
	NA02	385.43	313.13	81.24%	0.00	3.40 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	294.42	259.59	88.17%	0.00	3.40 %	15,000.00
	SLM1	416.65	363.02	87.13%	0.00	3.40 %	22,500.00
	ERD1	387.26	289.83	74.84%	0.00	3.40 %	0.00
	MTR1	331.69	233.41	70.37%	0.00	3.40 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	363.78	324.48	89.20%	0.00	3.40 %	22,500.00
	MDU2	509.99	447.99	87.84%	0.00	3.40 %	30,000.00
	KRR1	61.84	49.35	79.81%	0.00	3.40 %	0.00
	SVG1	303.24	240.14	79.19%	0.00	3.40 %	0.00
	DGL1	527.44	344.80	65.37%	0.00	3.40 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	371.11	316.97	85.41%	0.00	3.40 %	0.00
	TUT1	503.44	413.22	82.08%	0.00	3.40 %	0.00
	KVT1	403.07	322.73	80.07%	0.00	3.40 %	0.00
	NGR1	382.98	277.04	72.34%	0.00	3.40 %	0.00
	TKS1	336.86	241.39	71.66%	0.00	3.40 %	0.00
	VNR1	316.08	225.46	71.33%	0.00	3.40 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	497.59	422.69	84.95%	0.00	3.40 %	0.00
	TPR4	142.90	110.77	77.51%	0.00	3.40 %	0.00
	UAM1	216.16	158.84	73.48%	0.00	3.40 %	0.00
	PLI1	165.62	121.06	73.09%	0.00	3.40 %	0.00
	TPR1	175.04	111.76	63.85%	0.00	3.40 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	167.86	113.49	67.61%	0.00	3.40 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.90	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	7.88	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	3.65	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	6.90	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	6.33	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)
POY2	63.71	88.39	0.16	138.73 %	56,660.70	40.00 %	22,664.28	3.40 %	22,664.28
KML1	26.07	34.48	0.44	132.25 %	20,706.90	40.00 %	8,282.76	3.40 %	8,282.76
KLM1	48.64	58.49	0.14	120.24 %	55,578.60	40.00 %	22,231.44	3.40 %	22,231.44
TVM1	31.48	36.43	0.02	115.72 %	13,676.00	30.00 %	4,102.80	3.40 %	4,102.80
CDM1	58.82	68.05	0.54	115.70 %	48,806.80	30.00 %	14,642.04	3.40 %	14,642.04
CUD1	90.76	102.81	0.24	113.28 %	91,690.00	30.00 %	27,507.00	3.40 %	27,507.00
VPM2	47.82	53.01	0.51	110.87 %	39,769.40	30.00 %	11,930.82	3.40 %	11,930.82
POY1	78.30	85.20	0.24	108.82 %	70,927.90	25.00 %	17,731.98	3.40 %	21,278.37
KKI2	51.52	55.91	0.70	108.54 %	37,705.30	25.00 %	9,426.33	3.40 %	11,311.59
SJI2	52.43	55.81	0.32	106.44 %	36,363.00	25.00 %	9,090.75	3.40 %	10,908.90
NVL2	53.01	53.55	0.68	101.02 %	42,149.00	25.00 %	10,537.25	3.40 %	10,537.25
PRT1	39.64	39.52	0.20	99.71 %	37,387.70	20.00 %	7,477.54	3.40 %	9,346.93
ULP1	55.83	50.72	0.00	90.84 %	38,024.20	15.00 %	5,703.63	3.40 %	5,703.63
TDM1	41.11	36.19	0.40	88.04 %	19,775.20	10.00 %	1,977.52	3.40 %	2,966.28
STP1	22.42	19.70	0.02	87.88 %	10,457.70	10.00 %	1,045.77	3.40 %	1,568.66
TRK1	62.06	51.77	0.56	83.43 %	45,296.20	10.00 %	4,529.62	3.40 %	4,529.62
TVM2	41.76	34.48	0.00	82.57 %	18,015.70	10.00 %	1,801.57	3.40 %	1,801.57
VCM1	29.80	24.47	0.22	82.13 %	13,761.40	10.00 %	1,376.14	3.40 %	1,376.14
MKM1	25.33	17.12	0.01	67.62 %	14,704.40	0.00 %		3.40 %	
VPM1	22.97	13.36	0.19	58.16 %	8,994.30	0.00 %		3.40 %	
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	18.25	31.81	0.00	174.34 %	15,422.30	40.00 %	6,168.92	3.40 %	6,168.92
TVR2	48.76	76.30	0.07	156.50 %	47,335.80	40.00 %	18,934.32	3.40 %	18,934.32
TVR1	23.23	33.42	0.00	143.91 %	24,429.90	40.00 %	9,771.96	3.40 %	9,771.96
PDK1	21.10	29.61	0.07	140.38 %	21,717.10	40.00 %	8,686.84	3.40 %	8,686.84
MVM1	54.59	74.78	0.15	136.98 %	75,227.80	40.00 %	30,091.12	3.40 %	30,091.12
KRN1	26.04	31.06	0.00	119.27 %	24,197.20	30.00 %	7,259.16	3.40 %	9,678.88
KIK1	23.97	28.36	0.22	118.32 %	21,379.90	30.00 %	6,413.97	3.40 %	8,551.96
TNJ1	74.90	85.72	0.41	114.44 %	51,373.10	30.00 %	15,411.93	3.40 %	15,411.93
NGT1	44.78	51.18	0.03	114.30 %	41,900.30	30.00 %	12,570.09	3.40 %	12,570.09
TRY3	43.43	47.69	0.16	109.82 %	34,863.50	25.00 %	8,715.88	3.40 %	10,459.05
TNJ2	59.20	64.67	0.18	109.25 %	47,240.00	25.00 %	11,810.00	3.40 %	14,172.00
NMM1	33.37	34.03	0.00	102.01 %	39,724.20	25.00 %	9,931.05	3.40 %	9,931.05
MDI1	46.62	46.81	0.06	100.41 %	37,303.30	25.00 %	9,325.83	3.40 %	9,325.83
KUM1	76.99	74.68	0.09	97.01 %	54,186.80	20.00 %	10,837.36	3.40 %	13,546.70
TTP1	42.78	41.01	0.00	95.87 %	30,504.50	20.00 %	6,100.90	3.40 %	6,100.90
TRY1	225.34	210.82	0.11	93.56 %	128,736.20	15.00 %	19,310.43	3.40 %	25,747.24
AYR1	37.33	34.32	0.23	91.94 %	24,502.00	15.00 %	3,675.30	3.40 %	4,900.40
APM1	18.64	16.99	0.41	91.14 %	19,703.80	15.00 %	2,955.57	3.40 %	2,955.57
ORU1	25.28	22.91	0.13	90.63 %	19,953.20	15.00 %	2,992.98	3.40 %	2,992.98
PBR1	23.12	20.77	0.19	89.83 %	17,775.20	10.00 %	1,777.52	3.40 %	2,666.28
PTK1	53.20	47.09	0.50	88.52 %	36,461.10	10.00 %	3,646.11	3.40 %	5,469.17
JKM1	42.22	36.43	0.11	86.29 %	25,057.80	10.00 %	2,505.78	3.40 %	2,505.78
TYR1	55.27	43.08	0.00	77.95 %	27,491.80	0.00 %		3.40 %	2,749.18
NCK1	23.98	18.19	0.06	75.87 %	10,694.80	0.00 %		3.40 %	
PBR2	120.78	88.94	0.22	73.64 %	52,580.70	0.00 %		3.40 %	
MSI1	35.24	25.38	0.00	72.01 %	18,712.20	0.00 %		3.40 %	
TRY4	72.21	51.74	0.46	71.66 %	52,604.80	0.00 %		3.40 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH24	56.73	80.49	0.27	141.89 %	68,130.60	40.00 %	27,252.24	3.40 %	27,252.24
CH34	61.32	75.33	0.03	122.86 %	62,735.80	40.00 %	25,094.32	3.40 %	25,094.32
CH23	25.17	29.40	0.96	116.79 %	30,676.40	30.00 %	9,202.92	3.40 %	12,270.56
CH33	60.04	62.75	0.21	104.51 %	76,436.10	25.00 %	19,109.03	3.40 %	19,109.03
CH41	58.35	59.69	0.68	102.31 %	45,805.70	25.00 %	11,451.43	3.40 %	11,451.43
CH18	86.13	86.74	0.08	100.71 %	120,330.50	25.00 %	30,082.63	3.40 %	30,082.63
CH17	65.94	66.24	0.18	100.45 %	67,762.10	25.00 %	16,940.53	3.40 %	16,940.53
CH27	18.43	18.46	0.35	100.15 %	17,775.60	25.00 %	4,443.90	3.40 %	4,443.90
CH43	48.73	47.88	0.36	98.26 %	54,721.50	20.00 %	10,944.30	3.40 %	13,680.38
CH12	94.80	92.60	0.35	97.69 %	85,564.50	20.00 %	17,112.90	3.40 %	21,391.13
UKI1	39.64	37.31	0.47	94.13 %	37,756.10	15.00 %	5,663.42	3.40 %	7,551.22
CH44	60.24	55.88	0.18	92.76 %	52,007.90	15.00 %	7,801.19	3.40 %	10,401.58
CH03	170.45	151.47	0.38	88.87 %	118,983.70	10.00 %	11,898.37	3.40 %	17,847.56
CH20	93.10	82.63	0.43	88.75 %	71,842.10	10.00 %	7,184.21	3.40 %	10,776.32
CH09	61.49	54.15	0.17	88.07 %	56,832.90	10.00 %	5,683.29	3.40 %	8,524.94
CH15	193.33	168.28	0.11	87.05 %	130,760.80	10.00 %	13,076.08	3.40 %	19,614.12
PON1	40.87	35.43	0.10	86.68 %	41,619.60	10.00 %	4,161.96	3.40 %	4,161.96
CH32	12.04	10.37	0.00	86.16 %	6,294.00	10.00 %	629.40	3.40 %	629.40
MC06	25.37	20.87	0.02	82.25 %	8,934.20	10.00 %	893.42	3.40 %	893.42
MJR1	83.86	66.56	0.19	79.38 %	62,097.90	0.00 %		3.40 %	6,209.79
CH21	115.44	88.84	0.61	76.96 %	66,297.60	0.00 %		3.40 %	
GPD1	43.78	33.67	0.20	76.91 %	25,086.60	0.00 %		3.40 %	
MC05	31.31	23.64	0.00	75.50 %	8,192.10	0.00 %		3.40 %	
CH36	31.25	21.71	0.54	69.47 %	15,881.80	0.00 %		3.40 %	
CH06	60.41	40.56	0.50	67.14 %	37,603.50	0.00 %		3.40 %	
CH46	47.56	30.21	0.33	63.52 %	25,768.30	0.00 %		3.40 %	
CH01	2.99	0.89	0.00	29.96 %	325.80	0.00 %		3.40 %	
CH31	44.56	6.79	2.37	15.23 %	8,596.50	0.00 %		3.40 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	28.54	38.41	0.16	134.57 %	38,686.40	40.00 %	15,474.56	3.40 %	15,474.56
CH19	65.85	80.00	0.25	121.49 %	70,037.50	40.00 %	28,015.00	3.40 %	28,015.00
CH38	38.83	46.79	0.11	120.50 %	52,302.40	40.00 %	20,920.96	3.40 %	20,920.96
CH45	50.56	60.59	0.19	119.84 %	53,940.70	30.00 %	16,182.21	3.40 %	21,576.28
CH42	77.43	90.57	0.06	116.97 %	68,001.30	30.00 %	20,400.39	3.40 %	27,200.52
CH16	115.22	124.69	0.24	108.22 %	109,777.00	25.00 %	27,444.25	3.40 %	32,933.10
GUD1	53.97	57.88	0.01	107.24 %	93,786.90	25.00 %	23,446.73	3.40 %	28,136.07
CH39	40.61	41.82	0.00	102.98 %	33,732.90	25.00 %	8,433.23	3.40 %	8,433.23
CH35	43.09	44.17	0.33	102.53 %	43,003.00	25.00 %	10,750.75	3.40 %	10,750.75
MRM1	57.64	59.02	0.08	102.41 %	47,987.60	25.00 %	11,996.90	3.40 %	11,996.90
CGL1	42.97	43.89	0.17	102.14 %	33,255.60	25.00 %	8,313.90	3.40 %	8,313.90
SKL1	43.43	42.30	0.35	97.40 %	46,778.90	20.00 %	9,355.78	3.40 %	11,694.73
CH11	56.83	54.27	0.19	95.50 %	48,392.20	20.00 %	9,678.44	3.40 %	9,678.44
CH30	58.72	55.08	0.42	93.80 %	32,590.00	15.00 %	4,888.50	3.40 %	6,518.00
CH05	104.76	95.01	1.28	90.70 %	64,871.10	15.00 %	9,730.67	3.40 %	9,730.67
MC10	14.74	13.21	0.89	89.62 %	6,983.70	10.00 %	698.37	3.40 %	1,047.56
CH07	88.07	75.08	0.62	85.25 %	64,976.20	10.00 %	6,497.62	3.40 %	6,497.62
MC09	10.59	8.96	0.00	84.56 %	8,252.30	10.00 %	825.23	3.40 %	825.23
CH22	61.40	51.36	0.04	83.65 %	43,916.00	10.00 %	4,391.60	3.40 %	4,391.60
CH08	126.07	103.29	0.25	81.93 %	139,782.20	10.00 %	13,978.22	3.40 %	13,978.22
GUD2	53.22	41.63	0.07	78.22 %	41,003.20	0.00 %		3.40 %	4,100.32
AVD1	78.56	60.54	2.47	77.06 %	55,782.10	0.00 %		3.40 %	
TKM1	32.91	24.08	0.17	73.17 %	23,836.20	0.00 %		3.40 %	
CH48	92.74	64.69	0.26	69.75 %	76,319.30	0.00 %		3.40 %	
CH14	120.51	83.89	0.71	69.61 %	76,268.80	0.00 %		3.40 %	
KNR1	48.23	32.44	0.00	67.27 %	28,656.10	0.00 %		3.40 %	
CH28	89.74	58.57	0.09	65.27 %	88,559.30	0.00 %		3.40 %	
CH40	44.68	23.80	0.00	53.28 %	12,521.70	0.00 %		3.40 %	
CH29	20.65	10.07	0.03	48.78 %	14,678.40	0.00 %		3.40 %	
CH26	24.10	11.15	0.28	46.27 %	10,760.30	0.00 %		3.40 %	
MC02	11.79	1.00	0.00	8.45 %	528.10	0.00 %		3.40 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	42.08	58.74	1.04	139.60 %	46,442.00	40.00 %	18,576.80	3.40 %	18,576.80
CYR1	25.85	29.48	0.17	114.06 %	26,094.50	30.00 %	7,828.35	3.40 %	7,828.35
VNB1	31.97	36.45	0.07	114.01 %	25,051.40	30.00 %	7,515.42	3.40 %	7,515.42
TRL1	66.22	74.18	0.18	112.03 %	79,097.60	30.00 %	23,729.28	3.40 %	23,729.28
SLG1	21.63	22.74	0.35	105.12 %	18,118.30	25.00 %	4,529.58	3.40 %	4,529.58
WJD1	48.45	50.71	0.30	104.68 %	57,732.40	25.00 %	14,433.10	3.40 %	14,433.10
KPM2	125.78	130.87	0.24	104.05 %	76,618.60	25.00 %	19,154.65	3.40 %	19,154.65
UGI1	26.75	26.13	0.29	97.71 %	15,964.20	20.00 %	3,192.84	3.40 %	3,991.05
ABR1	40.25	39.12	0.11	97.19 %	35,615.10	20.00 %	7,123.02	3.40 %	8,903.78
PTU1	23.88	23.20	0.12	97.16 %	14,602.60	20.00 %	2,920.52	3.40 %	3,650.65
PLR1	21.71	20.86	0.08	96.10 %	14,156.40	20.00 %	2,831.28	3.40 %	2,831.28
WJP1	37.23	33.93	0.03	91.14 %	25,949.30	15.00 %	3,892.40	3.40 %	3,892.40
VSI1	54.19	48.17	0.16	88.90 %	39,064.30	10.00 %	3,906.43	3.40 %	5,859.65
TRT1	31.86	27.48	1.27	86.25 %	21,058.80	10.00 %	2,105.88	3.40 %	2,105.88
CGM1	40.26	34.38	0.09	85.39 %	23,942.50	10.00 %	2,394.25	3.40 %	2,394.25
VEL1	56.07	47.86	0.29	85.36 %	50,872.00	10.00 %	5,087.20	3.40 %	5,087.20
GDM1	40.05	34.12	0.06	85.19 %	29,202.60	10.00 %	2,920.26	3.40 %	2,920.26
BGR1	27.21	20.41	0.00	75.01 %	16,861.50	0.00 %		3.40 %	
TRR1	77.75	56.82	0.03	73.08 %	38,796.10	0.00 %		3.40 %	
SBR1	69.86	50.96	0.11	72.95 %	50,677.60	0.00 %		3.40 %	
ANI1	24.76	17.95	0.45	72.49 %	15,752.00	0.00 %		3.40 %	
CPT1	25.20	17.81	0.36	70.69 %	17,755.40	0.00 %		3.40 %	
KPM1	46.12	31.95	0.08	69.29 %	22,440.80	0.00 %		3.40 %	
VEL2	77.38	43.52	0.08	56.25 %	49,184.20	0.00 %		3.40 %	
ARC2	50.28	28.26	0.18	56.21 %	24,964.20	0.00 %		3.40 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PMP1	25.79	29.78	0.06	115.46 %	16,780.60	30.00 %	5,034.18	3.40 %	5,034.18
EDP1	19.29	22.11	0.55	114.59 %	11,052.50	30.00 %	3,315.75	3.40 %	3,315.75
SGI1	23.72	25.84	0.22	108.95 %	23,269.70	25.00 %	5,817.43	3.40 %	6,980.91
PLC1	25.73	27.11	0.00	105.39 %	31,230.20	25.00 %	7,807.55	3.40 %	7,807.55
SLM2	42.21	42.18	0.00	99.94 %	32,045.70	20.00 %	6,409.14	3.40 %	8,011.43
KVP1	23.27	22.76	0.01	97.83 %	15,803.90	20.00 %	3,160.78	3.40 %	3,950.98
TCG1	23.19	22.20	0.17	95.74 %	17,067.60	20.00 %	3,413.52	3.40 %	3,413.52
VPD1	46.30	43.37	0.06	93.67 %	49,865.80	15.00 %	7,479.87	3.40 %	9,973.16
DPR1	22.24	20.67	0.00	92.93 %	14,336.20	15.00 %	2,150.43	3.40 %	2,867.24
SLM1	123.12	112.84	0.23	91.66 %	73,169.00	15.00 %	10,975.35	3.40 %	10,975.35
ERD2	76.54	69.53	0.15	90.84 %	75,710.80	15.00 %	11,356.62	3.40 %	11,356.62
HSR2	83.33	75.44	0.19	90.53 %	58,408.30	15.00 %	8,761.25	3.40 %	8,761.25
NKL2	57.07	50.68	0.13	88.81 %	45,880.80	10.00 %	4,588.08	3.40 %	6,882.12
ATU1	47.01	39.94	0.56	84.97 %	23,644.00	10.00 %	2,364.40	3.40 %	2,364.40
APN1	32.71	27.50	0.08	84.10 %	34,363.70	10.00 %	3,436.37	3.40 %	3,436.37
SLM3	58.52	48.29	0.26	82.52 %	38,604.30	10.00 %	3,860.43	3.40 %	3,860.43
OML1	51.40	41.45	0.56	80.64 %	31,336.80	10.00 %	3,133.68	3.40 %	3,133.68
CMI1	25.73	20.73	0.10	80.55 %	22,781.00	10.00 %	2,278.10	3.40 %	2,278.10
PDR1	19.70	15.83	0.85	80.40 %	16,402.70	10.00 %	1,640.27	3.40 %	1,640.27
DPR2	28.31	22.26	0.07	78.63 %	12,137.80	0.00 %		3.40 %	1,213.78
MCR1	41.74	30.35	0.05	72.71 %	21,501.60	0.00 %		3.40 %	
KRI1	43.53	31.36	0.18	72.06 %	17,689.40	0.00 %		3.40 %	
HSR1	69.07	47.30	0.00	68.49 %	43,216.60	0.00 %		3.40 %	
ERD1	71.59	48.08	0.68	67.16 %	31,799.40	0.00 %		3.40 %	
HRR1	34.75	23.13	0.59	66.56 %	14,507.80	0.00 %		3.40 %	
TRM1	62.19	41.35	0.56	66.48 %	29,923.30	0.00 %		3.40 %	
RSP1	36.28	23.06	0.70	63.57 %	25,393.60	0.00 %		3.40 %	
BMD1	35.79	22.73	0.05	63.51 %	23,805.60	0.00 %		3.40 %	
MTR1	55.29	31.50	0.19	56.96 %	23,741.40	0.00 %		3.40 %	
EPI1	47.52	26.79	0.24	56.38 %	21,090.70	0.00 %		3.40 %	
VKL1	24.24	12.98	0.38	53.56 %	13,378.40	0.00 %		3.40 %	
KMM1	30.65	15.96	0.01	52.07 %	15,280.60	0.00 %		3.40 %	
SGG1	22.29	10.78	0.96	48.37 %	9,462.40	0.00 %		3.40 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	26.15	52.09	0.00	199.22 %	23,974.10	40.00 %	9,589.64	3.40 %	9,589.64
MDU3	60.15	76.79	0.22	127.67 %	37,115.90	40.00 %	14,846.36	3.40 %	14,846.36
MDU6	75.59	82.36	0.11	108.96 %	63,457.40	25.00 %	15,864.35	3.40 %	19,037.22
KRR1	33.02	32.32	0.21	97.88 %	27,647.70	20.00 %	5,529.54	3.40 %	6,911.93
SVG1	37.25	35.54	0.44	95.42 %	31,976.80	20.00 %	6,395.36	3.40 %	6,395.36
DKI1	38.06	36.21	0.14	95.13 %	39,779.20	20.00 %	7,955.84	3.40 %	7,955.84
KKD3	78.60	74.49	0.08	94.77 %	77,606.70	15.00 %	11,641.01	3.40 %	15,521.34
TPT1	40.16	36.68	0.00	91.34 %	58,365.70	15.00 %	8,754.86	3.40 %	8,754.86
TMM1	57.27	52.06	0.66	90.91 %	43,444.90	15.00 %	6,516.74	3.40 %	6,516.74
MDU2	87.64	76.79	0.60	87.62 %	51,845.00	10.00 %	5,184.50	3.40 %	7,776.75
PVI1	37.81	32.62	0.12	86.27 %	29,822.30	10.00 %	2,982.23	3.40 %	2,982.23
TEN1	50.98	41.99	0.46	82.37 %	34,956.00	10.00 %	3,495.60	3.40 %	3,495.60
PKM1	25.79	20.92	0.00	81.12 %	23,503.30	10.00 %	2,350.33	3.40 %	2,350.33
KPT1	30.71	24.85	0.51	80.91 %	22,680.40	10.00 %	2,268.04	3.40 %	2,268.04
MDU5	34.86	28.04	0.09	80.44 %	39,694.60	10.00 %	3,969.46	3.40 %	3,969.46
TEN2	48.41	38.89	0.33	80.34 %	23,648.90	10.00 %	2,364.89	3.40 %	2,364.89
BNR1	30.83	24.77	0.00	80.33 %	24,059.20	10.00 %	2,405.92	3.40 %	2,405.92
PNI1	22.83	17.96	0.44	78.70 %	15,431.90	0.00 %		3.40 %	1,543.19
KYK1	33.80	26.53	1.22	78.49 %	30,820.00	0.00 %		3.40 %	3,082.00
MDU4	38.73	30.36	0.59	78.39 %	27,051.70	0.00 %		3.40 %	2,705.17
ATG1	51.23	38.83	0.42	75.80 %	37,924.30	0.00 %		3.40 %	
USL1	36.72	26.47	0.00	72.10 %	25,581.80	0.00 %		3.40 %	
BTU1	22.67	16.29	0.45	71.87 %	12,234.40	0.00 %		3.40 %	
ADP1	35.90	25.40	0.18	70.75 %	24,480.60	0.00 %		3.40 %	
MLR1	25.84	17.94	0.52	69.45 %	14,845.90	0.00 %		3.40 %	
DGL1	116.32	79.72	0.85	68.54 %	55,693.20	0.00 %		3.40 %	
SGP1	26.27	17.19	0.44	65.46 %	15,848.80	0.00 %		3.40 %	
CBM1	54.34	34.97	0.37	64.36 %	31,384.90	0.00 %		3.40 %	
MDU1	231.51	147.36	0.38	63.65 %	93,541.00	0.00 %		3.40 %	
MNM1	26.98	17.05	0.00	63.21 %	18,107.70	0.00 %		3.40 %	
DGL2	38.43	23.98	0.53	62.42 %	26,002.40	0.00 %		3.40 %	
ODM1	28.82	17.03	0.52	59.10 %	12,127.90	0.00 %		3.40 %	
NKI1	33.20	19.53	0.43	58.84 %	19,964.30	0.00 %		3.40 %	
MPA1	51.39	29.60	0.19	57.61 %	27,199.10	0.00 %		3.40 %	
CMR1	27.44	15.66	0.87	57.09 %	11,889.00	0.00 %		3.40 %	
NTM1	32.12	18.13	0.04	56.44 %	9,305.70	0.00 %		3.40 %	
TDI1	38.53	19.75	0.31	51.27 %	22,349.10	0.00 %		3.40 %	
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	27.50	29.75	0.00	108.20 %	20,748.10	25.00 %	5,187.03	3.40 %	6,224.43
UDN1	28.63	30.75	0.28	107.41 %	24,970.20	25.00 %	6,242.55	3.40 %	7,491.06
PKD1	44.99	46.27	0.01	102.86 %	45,765.20	25.00 %	11,441.30	3.40 %	11,441.30
TVL2	17.50	17.99	0.07	102.80 %	7,707.50	25.00 %	1,926.88	3.40 %	1,926.88
ARM1	20.62	20.47	1.42	99.28 %	16,161.50	20.00 %	3,232.30	3.40 %	4,040.38
RND1	62.09	58.78	0.41	94.67 %	64,198.30	15.00 %	9,629.75	3.40 %	12,839.66
ASM1	41.58	38.58	0.13	92.79 %	30,326.30	15.00 %	4,548.95	3.40 %	6,065.26
ERL2	33.46	30.88	0.31	92.31 %	34,261.70	15.00 %	5,139.26	3.40 %	6,852.34
RPM1	66.02	60.38	0.55	91.46 %	50,977.60	15.00 %	7,646.64	3.40 %	7,646.64
SDI1	30.36	27.21	0.32	89.62 %	18,936.30	10.00 %	1,893.63	3.40 %	2,840.45
APK2	41.31	36.69	0.40	88.82 %	30,718.30	10.00 %	3,071.83	3.40 %	4,607.75
SGT1	25.71	22.33	0.04	86.86 %	15,211.60	10.00 %	1,521.16	3.40 %	1,521.16
MAR1	72.08	61.20	0.22	84.90 %	41,306.00	10.00 %	4,130.60	3.40 %	4,130.60
VNR1	30.34	25.60	0.51	84.36 %	21,661.00	10.00 %	2,166.10	3.40 %	2,166.10
VLY1	74.71	62.94	1.47	84.24 %	43,117.90	10.00 %	4,311.79	3.40 %	4,311.79
MMT1	38.41	32.22	0.28	83.89 %	20,013.40	10.00 %	2,001.34	3.40 %	2,001.34
TUT1	247.48	207.39	0.34	83.80 %	185,476.50	10.00 %	18,547.65	3.40 %	18,547.65
TKS1	64.37	53.31	0.06	82.82 %	46,949.10	10.00 %	4,694.91	3.40 %	4,694.91
TVL1	216.70	176.99	1.50	81.68 %	120,770.10	10.00 %	12,077.01	3.40 %	12,077.01
TCN1	52.33	42.53	0.60	81.29 %	50,755.70	10.00 %	5,075.57	3.40 %	5,075.57
STU2	31.37	24.66	0.24	78.61 %	20,581.50	0.00 %		3.40 %	2,058.15
PDI1	32.26	25.06	0.70	77.69 %	14,085.60	0.00 %		3.40 %	1,408.56
SKD1	30.82	23.88	0.09	77.49 %	20,459.10	0.00 %		3.40 %	2,045.91
KYR1	27.11	20.82	0.34	76.80 %	16,793.00	0.00 %		3.40 %	
SNL1	48.26	36.62	0.16	75.88 %	23,997.40	0.00 %		3.40 %	
TUT2	99.53	75.23	2.21	75.59 %	61,720.20	0.00 %		3.40 %	
KVT1	126.02	89.45	0.97	70.98 %	98,336.80	0.00 %		3.40 %	
SVK1	77.22	53.64	0.37	69.46 %	44,699.10	0.00 %		3.40 %	
VNR2	111.69	77.35	0.23	69.26 %	76,338.60	0.00 %		3.40 %	
VKM1	32.42	22.25	0.08	68.64 %	34,638.40	0.00 %		3.40 %	
NGR1	160.11	109.66	0.78	68.49 %	80,401.20	0.00 %		3.40 %	
COL1	13.53	8.98	0.03	66.38 %	7,922.60	0.00 %		3.40 %	
TYI1	42.02	26.44	0.10	62.92 %	29,427.10	0.00 %		3.40 %	
APK1	55.53	32.18	0.80	57.96 %	28,851.00	0.00 %		3.40 %	
TKY1	44.47	23.16	0.48	52.07 %	15,522.00	0.00 %		3.40 %	
TKS2	118.15	53.10	0.11	44.94 %	40,369.50	0.00 %		3.40 %	
KSM1	26.90	12.08	0.00	44.91 %	9,126.40	0.00 %		3.40 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	23.24	28.58	0.12	122.96 %	21,465.30	40.00 %	8,586.12	3.40 %	8,586.12
KMD1	19.83	20.57	0.09	103.74 %	29,567.50	25.00 %	7,391.88	3.40 %	7,391.88
SUL1	25.85	26.29	0.17	101.70 %	33,629.20	25.00 %	8,407.30	3.40 %	8,407.30
SNR1	33.67	32.37	0.94	96.13 %	32,435.20	20.00 %	6,487.04	3.40 %	6,487.04
CBE2	184.56	166.29	0.72	90.10 %	150,791.30	15.00 %	22,618.70	3.40 %	22,618.70
MPM1	30.77	27.46	0.30	89.23 %	29,151.50	10.00 %	2,915.15	3.40 %	4,372.73
CBE1	33.91	29.70	0.00	87.61 %	33,307.40	10.00 %	3,330.74	3.40 %	4,996.11
KGI1	39.61	33.05	0.16	83.45 %	22,788.60	10.00 %	2,278.86	3.40 %	2,278.86
CBE4	55.04	45.90	0.07	83.40 %	47,816.10	10.00 %	4,781.61	3.40 %	4,781.61
DPM2	34.38	27.95	0.01	81.30 %	26,664.90	10.00 %	2,666.49	3.40 %	2,666.49
ANR1	8.97	7.22	0.12	80.49 %	8,213.30	10.00 %	821.33	3.40 %	821.33
CBE6	43.00	34.05	0.53	79.20 %	40,073.20	0.00 %		3.40 %	4,007.32
KMR1	74.55	57.85	0.32	77.59 %	60,184.40	0.00 %		3.40 %	6,018.44
CBE3	17.68	13.57	0.00	76.76 %	17,735.60	0.00 %		3.40 %	
KGM1	22.74	16.64	0.00	73.17 %	17,902.60	0.00 %		3.40 %	
UMP1	30.96	22.27	0.16	71.94 %	21,529.70	0.00 %		3.40 %	
TPR4	28.87	20.54	0.10	71.15 %	20,084.00	0.00 %		3.40 %	
PDM1	27.31	19.38	0.00	70.98 %	20,069.90	0.00 %		3.40 %	
TPR3	31.59	22.27	0.16	70.51 %	34,049.60	0.00 %		3.40 %	
CNR1	33.23	23.38	0.00	70.37 %	26,395.80	0.00 %		3.40 %	
SYM2	27.05	18.99	0.09	70.23 %	18,722.00	0.00 %		3.40 %	
TPR1	69.89	48.53	0.21	69.44 %	35,044.30	0.00 %		3.40 %	
AVI1	28.46	19.74	0.00	69.37 %	22,834.00	0.00 %		3.40 %	
PLI1	50.23	34.81	0.37	69.31 %	36,662.00	0.00 %		3.40 %	
UAM1	63.52	39.47	0.44	62.14 %	26,112.90	0.00 %		3.40 %	
PPI1	26.33	15.70	0.14	59.65 %	18,502.60	0.00 %		3.40 %	
CBE5	29.35	16.67	0.35	56.81 %	22,881.90	0.00 %		3.40 %	
TPR2	73.56	40.95	0.11	55.67 %	36,003.40	0.00 %		3.40 %	
GDR1	29.21	14.91	0.00	51.05 %	10,356.40	0.00 %		3.40 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	27.02	22.50	0.91	83.29 %	14,630.60	10.00 %	1,463.06	3.40 %	1,463.06
PAS1	40.76	27.83	0.32	68.27 %	20,044.30	0.00 %		3.40 %	
TVP1	100.08	63.16	0.29	63.11 %	53,065.70	0.00 %		3.40 %	

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	6.33	7.38	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	7.88	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	6.90	3.65	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	3.90	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	3.65	0.00	0.00 %	0.00	0.00 %		0.00 %	