

Accu.Target 14,774.72 L	Sales 12,924.57 L	Achieved % 87.48 %	HO Budget+ % 2.52 %	Total Com. 109.01 L
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Note : Sales Period is From :01-Nov-2025 To :16-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,006.33	1,039.31	103.28 %	60,000.00	2.52 %	60,000.00
TRICHY-01	1,461.91	1,446.69	98.96 %	0.00	2.52 %	0.00
CHENNAI-02	1,848.81	1,719.46	93.00 %	51,000.00	2.52 %	51,000.00
CHENNAI-01	1,916.15	1,741.86	90.90 %	51,000.00	2.52 %	51,000.00
NORTH ARCOT	1,208.24	1,081.26	89.49 %	0.00	2.52 %	30,000.00
WEST-02	1,525.34	1,230.28	80.66 %	0.00	2.52 %	0.00
WEST-01	1,277.11	1,027.30	80.44 %	0.00	2.52 %	0.00
SOUTH-03	1,884.03	1,503.64	79.81 %	0.00	2.52 %	0.00
SOUTH-01	2,467.76	1,907.97	77.32 %	0.00	2.52 %	0.00
KL-SOUTH	179.05	119.93	66.98 %	0.00	2.52 %	0.00
OTHERS	0.00	106.87	0.00 %	0.00	0.00 %	0.00
Total	14,774.72	12,924.57	87.48 %		2.52 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	327.18	371.00	113.39%	60,000.00	2.52 %	60,000.00
	SA02	359.56	363.21	101.02%	45,000.00	2.52 %	45,000.00
	SA03	319.59	305.10	95.46%	22,500.00	2.52 %	22,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	303.43	341.97	112.70%	60,000.00	2.52 %	60,000.00
	TNJ1	331.94	334.85	100.88%	45,000.00	2.52 %	45,000.00
	TRY1	433.43	425.49	98.17%	30,000.00	2.52 %	60,000.00
	PBR1	393.10	344.38	87.61%	0.00	2.52 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	461.78	449.48	97.34%	30,000.00	2.52 %	30,000.00
	CH07	489.42	467.72	95.57%	30,000.00	2.52 %	30,000.00
	CH09	389.42	348.92	89.60%	0.00	2.52 %	22,500.00
	CH04	508.19	453.34	89.21%	0.00	2.52 %	30,000.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	372.72	373.72	100.27%	45,000.00	2.52 %	45,000.00
	CH06	583.81	574.50	98.40%	37,500.00	2.52 %	75,000.00
	CH05	488.81	427.72	87.50%	0.00	2.52 %	0.00
	CH08	470.81	365.92	77.72%	0.00	2.52 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	427.23	407.95	95.49%	30,000.00	2.52 %	30,000.00
	NA03	369.88	340.25	91.99%	22,500.00	2.52 %	22,500.00
	NA02	411.13	333.06	81.01%	0.00	2.52 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	314.04	279.45	88.98%	0.00	2.52 %	15,000.00
	SLM1	444.43	384.93	86.61%	0.00	2.52 %	0.00
	ERD1	413.07	314.35	76.10%	0.00	2.52 %	0.00
	MTR1	353.80	251.55	71.10%	0.00	2.52 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	530.76	457.75	86.24%	0.00	2.52 %	0.00
	TPR4	152.43	124.57	81.72%	0.00	2.52 %	0.00
	UAM1	230.57	185.91	80.63%	0.00	2.52 %	0.00
	PLI1	176.66	130.19	73.70%	0.00	2.52 %	0.00
	TPR1	186.70	128.89	69.03%	0.00	2.52 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	543.99	480.38	88.31%	0.00	2.52 %	30,000.00
	KKD2	388.03	341.25	87.94%	0.00	2.52 %	22,500.00
	SVG1	323.46	256.13	79.19%	0.00	2.52 %	0.00
	KRR1	65.96	50.58	76.68%	0.00	2.52 %	0.00
	DGL1	562.60	375.31	66.71%	0.00	2.52 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	395.85	338.19	85.43%	0.00	2.52 %	0.00
	TUT1	537.00	439.96	81.93%	0.00	2.52 %	0.00
	KVT1	429.94	339.70	79.01%	0.00	2.52 %	0.00
	VNR1	337.15	244.22	72.44%	0.00	2.52 %	0.00
	NGR1	408.51	290.71	71.16%	0.00	2.52 %	0.00
	TKS1	359.32	255.19	71.02%	0.00	2.52 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	179.05	119.93	66.98%	0.00	2.52 %	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	39.80	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	67.96	92.86	0.18	136.64 %	61,047.10	40.00 %	24,418.84	2.52 %	24,418.84
KML1	27.81	36.33	0.41	130.65 %	22,136.20	40.00 %	8,854.48	2.52 %	8,854.48
TVM1	33.58	40.44	0.02	120.42 %	15,310.40	40.00 %	6,124.16	2.52 %	6,124.16
KLM1	51.88	61.54	0.13	118.62 %	58,924.20	30.00 %	17,677.26	2.52 %	23,569.68
CDM1	62.74	71.11	0.51	113.35 %	51,881.10	30.00 %	15,564.33	2.52 %	15,564.33
CUD1	96.81	107.44	0.27	110.98 %	96,381.80	30.00 %	28,914.54	2.52 %	28,914.54
VPM2	51.00	56.34	0.48	110.47 %	41,222.10	30.00 %	12,366.63	2.52 %	12,366.63
SJI2	55.93	61.33	0.29	109.66 %	40,043.10	25.00 %	10,010.78	2.52 %	12,012.93
POY1	83.51	90.63	0.23	108.52 %	74,570.30	25.00 %	18,642.58	2.52 %	22,371.09
KKI2	54.95	58.26	0.67	106.03 %	39,198.70	25.00 %	9,799.68	2.52 %	9,799.68
NVL2	56.54	57.58	0.63	101.84 %	45,460.20	25.00 %	11,365.05	2.52 %	11,365.05
PRT1	42.28	40.82	0.20	96.56 %	38,279.70	20.00 %	7,655.94	2.52 %	7,655.94
TDM1	43.85	39.19	0.37	89.36 %	20,914.70	10.00 %	2,091.47	2.52 %	3,137.21
ULP1	59.55	52.84	0.00	88.73 %	38,837.20	10.00 %	3,883.72	2.52 %	5,825.58
TRK1	66.19	56.99	0.51	86.09 %	49,067.80	10.00 %	4,906.78	2.52 %	4,906.78
STP1	23.91	20.41	0.01	85.37 %	11,069.80	10.00 %	1,106.98	2.52 %	1,106.98
VCM1	31.79	25.85	0.23	81.32 %	14,254.40	10.00 %	1,425.44	2.52 %	1,425.44
TVM2	44.54	36.12	0.00	81.10 %	18,828.50	10.00 %	1,882.85	2.52 %	1,882.85
MKM1	27.01	18.53	0.04	68.58 %	15,589.90	0.00 %		2.52 %	
VPM1	24.50	14.84	0.17	60.57 %	9,834.60	0.00 %		2.52 %	
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	19.46	32.58	0.00	167.43 %	16,209.50	40.00 %	6,483.80	2.52 %	6,483.80
TVR2	52.01	81.31	0.07	156.35 %	50,203.20	40.00 %	20,081.28	2.52 %	20,081.28
TVR1	24.77	35.04	0.00	141.46 %	25,764.90	40.00 %	10,305.96	2.52 %	10,305.96
PDK1	22.50	30.37	0.07	134.95 %	22,031.40	40.00 %	8,812.56	2.52 %	8,812.56
MVM1	58.23	77.04	0.14	132.30 %	76,814.00	40.00 %	30,725.60	2.52 %	30,725.60
KRN1	27.78	34.06	0.00	122.61 %	27,921.70	40.00 %	11,168.68	2.52 %	11,168.68
KIK1	25.57	29.38	0.22	114.90 %	21,948.10	30.00 %	6,584.43	2.52 %	6,584.43
NGT1	47.76	54.79	0.02	114.72 %	44,404.20	30.00 %	13,321.26	2.52 %	13,321.26
TNJ1	79.89	90.13	0.39	112.81 %	55,259.10	30.00 %	16,577.73	2.52 %	16,577.73
TRY3	46.32	51.01	0.15	110.12 %	36,578.20	30.00 %	10,973.46	2.52 %	10,973.46
TNJ2	63.14	68.06	0.17	107.78 %	49,051.70	25.00 %	12,262.93	2.52 %	14,715.51
NMM1	35.59	35.85	0.00	100.74 %	41,283.50	25.00 %	10,320.88	2.52 %	10,320.88
MDI1	49.73	48.28	0.05	97.09 %	37,632.20	20.00 %	7,526.44	2.52 %	7,526.44
TTP1	45.63	43.81	0.00	96.01 %	32,976.80	20.00 %	6,595.36	2.52 %	6,595.36
KUM1	82.12	78.41	0.08	95.48 %	56,726.70	20.00 %	11,345.34	2.52 %	11,345.34
APM1	19.88	18.89	0.37	95.02 %	20,706.40	15.00 %	3,105.96	2.52 %	4,141.28
TRY1	240.36	222.78	0.10	92.69 %	136,164.50	15.00 %	20,424.68	2.52 %	20,424.68
AYR1	39.81	36.46	0.22	91.58 %	25,699.20	15.00 %	3,854.88	2.52 %	3,854.88
PBR1	24.66	22.34	0.17	90.60 %	19,062.90	15.00 %	2,859.44	2.52 %	2,859.44
ORU1	26.97	24.39	0.12	90.46 %	20,922.00	15.00 %	3,138.30	2.52 %	3,138.30
JKM1	45.03	39.36	0.10	87.42 %	27,062.80	10.00 %	2,706.28	2.52 %	2,706.28
PTK1	56.74	49.25	0.47	86.79 %	38,016.10	10.00 %	3,801.61	2.52 %	3,801.61
PBR2	128.83	97.74	0.20	75.87 %	57,589.80	0.00 %		2.52 %	
NCK1	25.57	19.23	0.06	75.18 %	11,484.20	0.00 %		2.52 %	
TYR1	58.95	43.85	0.00	74.38 %	28,092.30	0.00 %		2.52 %	
MSI1	37.59	27.59	0.03	73.41 %	19,959.40	0.00 %		2.52 %	
TRY4	77.02	54.70	0.43	71.02 %	55,767.60	0.00 %		2.52 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	12.84	22.07	0.11	171.87 %	10,686.50	40.00 %	4,274.60	2.52 %	4,274.60
CH24	60.51	85.74	0.26	141.70 %	75,556.60	40.00 %	30,222.64	2.52 %	30,222.64
CH34	65.40	81.79	0.03	125.06 %	68,623.40	40.00 %	27,449.36	2.52 %	27,449.36
CH23	26.85	32.40	0.87	120.68 %	32,724.80	40.00 %	13,089.92	2.52 %	13,089.92
CH43	51.98	55.91	0.31	107.57 %	64,544.10	25.00 %	16,136.03	2.52 %	19,363.23
CH41	62.23	65.91	0.62	105.91 %	49,924.80	25.00 %	12,481.20	2.52 %	12,481.20
CH33	64.04	66.75	0.20	104.23 %	79,158.20	25.00 %	19,789.55	2.52 %	19,789.55
CH27	19.66	20.45	0.32	104.04 %	19,257.30	25.00 %	4,814.33	2.52 %	4,814.33
CH12	101.11	104.44	0.31	103.29 %	96,361.00	25.00 %	24,090.25	2.52 %	24,090.25
CH18	91.87	93.04	0.10	101.27 %	131,871.90	25.00 %	32,967.98	2.52 %	32,967.98
CH17	70.34	70.84	0.17	100.71 %	70,641.70	25.00 %	17,660.43	2.52 %	17,660.43
CH20	99.31	97.38	0.36	98.06 %	81,333.50	20.00 %	16,266.70	2.52 %	20,333.38
UKI1	42.28	41.44	0.43	98.02 %	41,457.80	20.00 %	8,291.56	2.52 %	10,364.45
CH44	64.26	60.02	0.17	93.42 %	55,405.00	15.00 %	8,310.75	2.52 %	11,081.00
CH09	65.58	61.18	0.15	93.28 %	63,996.40	15.00 %	9,599.46	2.52 %	12,799.28
CH03	181.81	162.82	0.41	89.56 %	131,190.40	10.00 %	13,119.04	2.52 %	19,678.56
PON1	43.59	38.19	0.10	87.59 %	43,518.10	10.00 %	4,351.81	2.52 %	4,351.81
CH15	206.21	180.02	0.11	87.30 %	137,722.60	10.00 %	13,772.26	2.52 %	13,772.26
GPD1	46.69	38.48	0.17	82.41 %	29,104.10	10.00 %	2,910.41	2.52 %	2,910.41
MJR1	89.45	73.42	0.18	82.09 %	67,482.40	10.00 %	6,748.24	2.52 %	6,748.24
MC06	27.06	21.04	0.02	77.76 %	8,887.90	0.00 %		2.52 %	
CH21	123.13	95.14	0.57	77.27 %	69,675.70	0.00 %		2.52 %	
MC05	33.39	24.86	0.00	74.44 %	8,443.00	0.00 %		2.52 %	
CH36	33.33	24.49	0.47	73.47 %	18,274.90	0.00 %		2.52 %	
CH06	64.44	43.03	0.47	66.78 %	40,312.80	0.00 %		2.52 %	
CH46	50.73	32.95	0.30	64.96 %	26,741.10	0.00 %		2.52 %	
CH31	47.53	24.75	0.65	52.07 %	15,404.90	0.00 %		2.52 %	
CH01	3.18	0.89	0.00	28.08 %	325.80	0.00 %		2.52 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	30.44	41.51	0.15	136.36 %	41,321.30	40.00 %	16,528.52	2.52 %	16,528.52
CH19	70.23	87.34	0.23	124.35 %	75,306.00	40.00 %	30,122.40	2.52 %	30,122.40
CH45	53.93	66.92	0.17	124.09 %	57,528.60	40.00 %	23,011.44	2.52 %	23,011.44
CH38	41.42	49.68	0.11	119.95 %	54,850.50	30.00 %	16,455.15	2.52 %	21,940.20
CH42	82.59	98.49	0.06	119.25 %	73,623.60	30.00 %	22,087.08	2.52 %	29,449.44
GUD1	57.57	64.91	0.01	112.75 %	104,536.80	30.00 %	31,361.04	2.52 %	31,361.04
CH16	122.90	136.61	0.22	111.15 %	119,990.50	30.00 %	35,997.15	2.52 %	35,997.15
CH35	45.96	49.52	0.29	107.76 %	46,798.00	25.00 %	11,699.50	2.52 %	14,039.40
MRM1	61.48	63.61	0.07	103.46 %	51,076.40	25.00 %	12,769.10	2.52 %	12,769.10
CGL1	45.83	47.19	0.16	102.95 %	35,868.50	25.00 %	8,967.13	2.52 %	8,967.13
CH39	43.32	43.95	0.00	101.45 %	36,518.10	25.00 %	9,129.53	2.52 %	9,129.53
SKL1	46.32	45.15	0.33	97.47 %	50,045.30	20.00 %	10,009.06	2.52 %	10,009.06
CH11	60.62	59.05	0.17	97.41 %	50,854.60	20.00 %	10,170.92	2.52 %	10,170.92
CH05	111.74	107.66	1.13	96.35 %	73,009.20	20.00 %	14,601.84	2.52 %	14,601.84
CH30	62.63	59.62	0.38	95.19 %	37,601.10	20.00 %	7,520.22	2.52 %	7,520.22
MC09	11.30	10.14	0.00	89.77 %	9,908.10	10.00 %	990.81	2.52 %	1,486.22
CH07	93.94	83.44	0.55	88.82 %	71,677.20	10.00 %	7,167.72	2.52 %	10,751.58
MC10	15.72	13.61	0.86	86.55 %	7,313.20	10.00 %	731.32	2.52 %	731.32
CH22	65.49	54.65	0.04	83.44 %	46,881.40	10.00 %	4,688.14	2.52 %	4,688.14
CH08	134.47	112.07	0.24	83.34 %	152,295.80	10.00 %	15,229.58	2.52 %	15,229.58
TKM1	35.10	28.80	0.14	82.07 %	27,703.00	10.00 %	2,770.30	2.52 %	2,770.30
AVD1	83.79	67.41	2.22	80.45 %	59,929.40	10.00 %	5,992.94	2.52 %	5,992.94
GUD2	56.77	43.54	0.06	76.69 %	42,794.20	0.00 %		2.52 %	
CH48	98.92	70.81	0.24	71.58 %	83,973.50	0.00 %		2.52 %	
CH14	128.54	89.49	0.67	69.62 %	80,152.40	0.00 %		2.52 %	
KNR1	51.44	34.22	0.00	66.52 %	30,285.70	0.00 %		2.52 %	
CH28	95.72	61.99	0.08	64.76 %	93,293.60	0.00 %		2.52 %	
CH40	47.65	26.02	0.00	54.60 %	13,364.80	0.00 %		2.52 %	
CH29	22.03	10.98	0.03	49.85 %	15,863.90	0.00 %		2.52 %	
CH26	25.70	12.50	0.25	48.63 %	11,959.00	0.00 %		2.52 %	
MC02	12.58	1.00	0.00	7.92 %	528.10	0.00 %		2.52 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	44.88	62.54	0.97	139.34 %	49,606.70	40.00 %	19,842.68	2.52 %	19,842.68
CYR1	27.57	32.17	0.16	116.66 %	29,468.80	30.00 %	8,840.64	2.52 %	8,840.64
TRL1	70.63	80.65	0.17	114.18 %	86,660.20	30.00 %	25,998.06	2.52 %	25,998.06
VNB1	34.10	38.73	0.07	113.58 %	26,156.00	30.00 %	7,846.80	2.52 %	7,846.80
WJD1	51.67	54.05	0.28	104.60 %	61,680.00	25.00 %	15,420.00	2.52 %	15,420.00
KPM2	134.17	140.33	0.23	104.60 %	83,644.10	25.00 %	20,911.03	2.52 %	20,911.03
SLG1	23.07	23.94	0.34	103.78 %	19,260.30	25.00 %	4,815.08	2.52 %	4,815.08
UGI1	28.53	28.84	0.26	101.11 %	17,349.80	25.00 %	4,337.45	2.52 %	4,337.45
PLR1	23.15	23.26	0.07	100.45 %	16,467.50	25.00 %	4,116.88	2.52 %	4,116.88
VSI1	57.80	56.37	0.13	97.53 %	45,415.60	20.00 %	9,083.12	2.52 %	9,083.12
PTU1	25.47	24.83	0.11	97.50 %	15,471.30	20.00 %	3,094.26	2.52 %	3,094.26
ABR1	42.93	40.53	0.11	94.39 %	36,801.00	15.00 %	5,520.15	2.52 %	7,360.20
WJP1	39.71	35.72	0.04	89.97 %	27,212.10	10.00 %	2,721.21	2.52 %	4,081.82
TRT1	33.98	30.30	1.15	89.17 %	22,205.50	10.00 %	2,220.55	2.52 %	3,330.83
GDM1	42.71	37.01	0.06	86.64 %	31,466.90	10.00 %	3,146.69	2.52 %	3,146.69
CGM1	42.94	36.15	0.08	84.17 %	25,572.70	10.00 %	2,557.27	2.52 %	2,557.27
VEL1	59.81	50.11	0.28	83.78 %	52,941.90	10.00 %	5,294.19	2.52 %	5,294.19
BGR1	29.02	22.81	0.00	78.61 %	18,079.40	0.00 %		2.52 %	1,807.94
TRR1	82.93	62.34	0.03	75.17 %	41,884.50	0.00 %		2.52 %	
CPT1	26.87	19.98	0.32	74.36 %	20,174.60	0.00 %		2.52 %	
ANI1	26.41	19.00	0.42	71.94 %	16,832.00	0.00 %		2.52 %	
KPM1	49.19	34.95	0.07	71.05 %	23,579.60	0.00 %		2.52 %	
SBR1	74.51	52.52	0.11	70.49 %	52,006.40	0.00 %		2.52 %	
VEL2	82.54	44.94	0.36	54.45 %	50,156.20	0.00 %		2.52 %	
ARC2	53.63	29.19	0.17	54.43 %	25,842.70	0.00 %		2.52 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	25.30	28.77	0.20	113.72 %	25,347.20	30.00 %	7,604.16	2.52 %	7,604.16
PMP1	27.51	31.17	0.05	113.32 %	17,644.30	30.00 %	5,293.29	2.52 %	5,293.29
EDP1	20.58	22.83	0.53	110.94 %	11,402.70	30.00 %	3,420.81	2.52 %	3,420.81
PLC1	27.44	29.10	0.00	106.06 %	32,948.10	25.00 %	8,237.03	2.52 %	8,237.03
TCG1	24.74	25.40	0.15	102.68 %	19,455.10	25.00 %	4,863.78	2.52 %	4,863.78
KVP1	24.82	24.95	0.01	100.54 %	18,000.30	25.00 %	4,500.08	2.52 %	4,500.08
DPR1	23.72	23.69	0.03	99.84 %	15,575.80	20.00 %	3,115.16	2.52 %	3,893.95
SLM2	45.02	44.02	0.00	97.77 %	33,515.20	20.00 %	6,703.04	2.52 %	8,378.80
VPD1	49.39	46.27	0.06	93.68 %	52,327.90	15.00 %	7,849.19	2.52 %	10,465.58
HSR2	88.89	81.20	1.13	91.36 %	61,891.20	15.00 %	9,283.68	2.52 %	9,283.68
SLM1	131.32	119.58	0.22	91.06 %	76,486.40	15.00 %	11,472.96	2.52 %	11,472.96
NKL2	60.87	55.18	0.13	90.64 %	49,736.80	15.00 %	7,460.52	2.52 %	7,460.52
ERD2	81.64	73.79	0.14	90.38 %	80,639.10	15.00 %	12,095.87	2.52 %	12,095.87
SLM3	62.42	52.40	0.24	83.95 %	42,840.80	10.00 %	4,284.08	2.52 %	4,284.08
APN1	34.89	29.17	0.08	83.62 %	36,251.40	10.00 %	3,625.14	2.52 %	3,625.14
ATU1	50.14	41.55	0.54	82.86 %	24,031.20	10.00 %	2,403.12	2.52 %	2,403.12
PDR1	21.01	17.10	0.78	81.42 %	17,476.20	10.00 %	1,747.62	2.52 %	1,747.62
OML1	54.82	44.28	0.52	80.77 %	32,857.50	10.00 %	3,285.75	2.52 %	3,285.75
CMI1	27.45	21.94	0.10	79.95 %	25,080.00	0.00 %		2.52 %	2,508.00
DPR2	30.19	23.54	0.07	77.96 %	13,098.70	0.00 %		2.52 %	
KRI1	46.43	33.63	0.17	72.44 %	18,796.00	0.00 %		2.52 %	
MCR1	44.52	31.58	0.05	70.93 %	22,652.50	0.00 %		2.52 %	
HRR1	37.06	25.70	0.53	69.36 %	15,642.10	0.00 %		2.52 %	
HSR1	73.67	50.62	0.00	68.71 %	46,283.90	0.00 %		2.52 %	
ERD1	76.36	52.01	0.63	68.11 %	33,338.60	0.00 %		2.52 %	
TRM1	66.34	44.83	0.52	67.59 %	32,304.00	0.00 %		2.52 %	
RSP1	38.70	24.60	0.66	63.57 %	25,833.80	0.00 %		2.52 %	
BMD1	38.17	23.66	0.05	61.98 %	25,236.10	0.00 %		2.52 %	
MTR1	58.98	34.27	0.17	58.11 %	25,560.40	0.00 %		2.52 %	
KMM1	32.69	18.96	0.01	58.00 %	18,817.40	0.00 %		2.52 %	
EPI1	50.68	29.12	0.22	57.45 %	22,269.10	0.00 %		2.52 %	
VKL1	25.85	14.03	0.35	54.28 %	14,744.60	0.00 %		2.52 %	
SGG1	23.77	11.33	0.91	47.68 %	9,769.60	0.00 %		2.52 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	24.79	31.54	0.11	127.21 %	24,182.80	40.00 %	9,673.12	2.52 %	9,673.12
KMD1	21.15	24.15	0.08	114.22 %	32,681.40	30.00 %	9,804.42	2.52 %	9,804.42
SUL1	27.57	28.91	0.16	104.84 %	36,930.40	25.00 %	9,232.60	2.52 %	9,232.60
SNR1	35.91	36.32	0.83	101.14 %	37,302.00	25.00 %	9,325.50	2.52 %	9,325.50
MPM1	32.82	32.35	0.26	98.58 %	34,520.90	20.00 %	6,904.18	2.52 %	8,630.23
KGI1	42.25	38.87	0.14	92.01 %	26,134.90	15.00 %	3,920.24	2.52 %	3,920.24
CBE2	196.86	174.89	0.70	88.84 %	157,551.20	10.00 %	15,755.12	2.52 %	23,632.68
CBE1	36.17	31.84	0.10	88.05 %	36,290.40	10.00 %	3,629.04	2.52 %	5,443.56
CBE4	58.70	50.64	0.07	86.26 %	52,207.30	10.00 %	5,220.73	2.52 %	5,220.73
ANR1	9.56	7.97	0.11	83.30 %	8,858.20	10.00 %	885.82	2.52 %	885.82
CBE6	45.86	37.28	0.49	81.29 %	43,071.00	10.00 %	4,307.10	2.52 %	4,307.10
KMR1	79.52	64.04	0.29	80.53 %	64,720.30	10.00 %	6,472.03	2.52 %	6,472.03
DPM2	36.67	29.49	0.01	80.42 %	28,451.20	10.00 %	2,845.12	2.52 %	2,845.12
AVI1	30.36	23.20	0.00	76.42 %	25,454.00	0.00 %		2.52 %	
CBE3	18.86	14.35	0.00	76.09 %	18,771.10	0.00 %		2.52 %	
TPR4	30.79	23.38	0.09	75.94 %	24,700.90	0.00 %		2.52 %	
KGM1	24.26	17.93	0.00	73.93 %	19,254.40	0.00 %		2.52 %	
TPR1	74.55	54.93	0.19	73.68 %	39,846.60	0.00 %		2.52 %	
SYM2	28.85	21.08	0.08	73.08 %	21,452.70	0.00 %		2.52 %	
TPR3	33.69	24.34	0.15	72.23 %	38,766.60	0.00 %		2.52 %	
CNR1	35.45	25.60	0.01	72.22 %	29,361.60	0.00 %		2.52 %	
PLI1	53.58	38.67	0.45	72.18 %	40,348.50	0.00 %		2.52 %	
PDM1	29.13	20.91	0.00	71.80 %	21,677.30	0.00 %		2.52 %	
UMP1	33.02	23.18	0.16	70.20 %	22,466.90	0.00 %		2.52 %	
UAM1	67.75	46.14	0.38	68.11 %	30,166.10	0.00 %		2.52 %	
TPR2	78.46	49.62	0.09	63.24 %	40,948.60	0.00 %		2.52 %	
CBE5	31.30	19.48	0.30	62.24 %	26,493.50	0.00 %		2.52 %	
PPI1	28.08	17.40	0.12	61.98 %	20,354.40	0.00 %		2.52 %	
GDR1	31.16	18.79	0.00	60.31 %	11,576.20	0.00 %		2.52 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	27.89	52.92	0.00	189.76 %	24,874.90	40.00 %	9,949.96	2.52 %	9,949.96
MDU3	64.16	86.24	0.21	134.41 %	40,783.50	40.00 %	16,313.40	2.52 %	16,313.40
MDU6	80.63	88.20	0.10	109.39 %	67,542.60	25.00 %	16,885.65	2.52 %	20,262.78
DKI1	40.60	38.95	0.13	95.95 %	44,204.70	20.00 %	8,840.94	2.52 %	8,840.94
KKD3	83.84	79.55	0.11	94.89 %	82,784.20	15.00 %	12,417.63	2.52 %	16,556.84
KRR1	35.22	33.28	0.21	94.48 %	29,782.70	15.00 %	4,467.41	2.52 %	5,956.54
SVG1	39.73	37.10	0.42	93.39 %	32,659.40	15.00 %	4,898.91	2.52 %	6,531.88
TMM1	61.09	54.72	0.62	89.58 %	45,500.70	10.00 %	4,550.07	2.52 %	6,825.11
TPT1	42.84	37.75	0.00	88.11 %	59,670.10	10.00 %	5,967.01	2.52 %	8,950.52
PVI1	40.33	34.94	0.11	86.64 %	32,526.50	10.00 %	3,252.65	2.52 %	3,252.65
KPT1	32.76	28.08	0.46	85.71 %	25,481.10	10.00 %	2,548.11	2.52 %	2,548.11
MDU2	93.48	79.87	0.58	85.44 %	54,396.50	10.00 %	5,439.65	2.52 %	5,439.65
TEN1	54.38	45.04	0.43	82.82 %	38,968.90	10.00 %	3,896.89	2.52 %	3,896.89
PKM1	27.51	22.58	0.00	82.09 %	24,983.00	10.00 %	2,498.30	2.52 %	2,498.30
TEN2	51.63	42.18	0.31	81.70 %	25,430.90	10.00 %	2,543.09	2.52 %	2,543.09
PNI1	24.35	19.78	0.40	81.25 %	17,551.00	10.00 %	1,755.10	2.52 %	1,755.10
MDU5	37.18	30.13	0.08	81.02 %	42,385.40	10.00 %	4,238.54	2.52 %	4,238.54
BNR1	32.89	26.15	0.00	79.51 %	24,912.50	0.00 %		2.52 %	2,491.25
KYK1	36.05	28.22	1.14	78.26 %	32,577.80	0.00 %		2.52 %	3,257.78
MDU4	41.31	31.35	0.57	75.89 %	27,877.70	0.00 %		2.52 %	
USL1	39.17	29.03	0.00	74.12 %	28,010.60	0.00 %		2.52 %	
ATG1	54.65	40.44	0.40	74.01 %	38,756.60	0.00 %		2.52 %	
DGL1	124.07	89.26	0.81	71.94 %	64,339.00	0.00 %		2.52 %	
BTU1	24.18	17.06	0.43	70.54 %	12,933.90	0.00 %		2.52 %	
MLR1	27.56	19.24	0.48	69.83 %	16,224.00	0.00 %		2.52 %	
ADP1	38.29	26.16	0.17	68.32 %	25,006.60	0.00 %		2.52 %	
CBM1	57.96	38.02	0.34	65.60 %	34,781.70	0.00 %		2.52 %	
SGP1	28.02	18.36	0.41	65.55 %	16,837.90	0.00 %		2.52 %	
MDU1	246.94	159.88	0.36	64.75 %	102,235.20	0.00 %		2.52 %	
DGL2	40.99	25.47	0.62	62.14 %	27,775.60	0.00 %		2.52 %	
MNM1	28.78	17.15	0.16	59.59 %	18,226.00	0.00 %		2.52 %	
CMR1	29.27	17.17	0.95	58.67 %	12,714.00	0.00 %		2.52 %	
MPA1	54.82	31.98	0.18	58.35 %	29,491.90	0.00 %		2.52 %	
NKI1	35.41	20.10	0.42	56.77 %	21,428.20	0.00 %		2.52 %	
ODM1	30.74	17.30	0.51	56.28 %	12,705.90	0.00 %		2.52 %	
NTM1	34.26	18.80	0.04	54.89 %	9,873.40	0.00 %		2.52 %	
TDI1	41.09	21.61	0.28	52.58 %	24,031.50	0.00 %		2.52 %	
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)
UDN1	30.54	33.54	0.26	109.82 %	26,251.30	25.00 %	6,562.83	2.52 %	7,875.39
KGL1	29.33	30.05	0.00	102.45 %	21,297.60	25.00 %	5,324.40	2.52 %	5,324.40
ARM1	21.99	22.01	1.32	100.06 %	18,468.40	20.00 %	3,693.68	2.52 %	4,617.10
PKD1	47.99	47.99	0.01	100.01 %	47,580.40	20.00 %	9,516.08	2.52 %	11,895.10
TVL2	18.67	18.63	0.07	99.83 %	8,075.90	20.00 %	1,615.18	2.52 %	2,018.98
ASM1	44.35	42.29	0.21	95.36 %	33,083.00	20.00 %	6,616.60	2.52 %	6,616.60
RND1	66.23	61.23	0.39	92.46 %	67,708.00	15.00 %	10,156.20	2.52 %	10,156.20
RPM1	70.42	64.50	0.52	91.60 %	54,005.00	15.00 %	8,100.75	2.52 %	8,100.75
ERL2	35.69	32.62	0.29	91.42 %	36,954.00	15.00 %	5,543.10	2.52 %	5,543.10
SDI1	32.38	28.95	0.30	89.40 %	19,718.50	10.00 %	1,971.85	2.52 %	2,957.78
APK2	44.06	38.95	0.37	88.40 %	32,042.40	10.00 %	3,204.24	2.52 %	4,806.36
SGT1	27.42	23.11	0.04	84.29 %	15,446.50	10.00 %	1,544.65	2.52 %	1,544.65
VNR1	32.36	27.12	0.48	83.81 %	22,624.30	10.00 %	2,262.43	2.52 %	2,262.43
TCN1	55.81	46.62	0.54	83.53 %	54,888.50	10.00 %	5,488.85	2.52 %	5,488.85
TUT1	263.98	218.05	0.34	82.60 %	196,660.50	10.00 %	19,666.05	2.52 %	19,666.05
VLY1	79.69	65.78	1.45	82.55 %	45,957.00	10.00 %	4,595.70	2.52 %	4,595.70
MMT1	40.97	33.66	0.36	82.18 %	20,749.00	10.00 %	2,074.90	2.52 %	2,074.90
TVL1	231.14	189.47	1.41	81.97 %	129,720.10	10.00 %	12,972.01	2.52 %	12,972.01
MAR1	76.89	62.76	0.21	81.63 %	42,931.50	10.00 %	4,293.15	2.52 %	4,293.15
TKS1	68.66	56.04	0.06	81.62 %	49,551.90	10.00 %	4,955.19	2.52 %	4,955.19
SKD1	32.87	25.74	0.08	78.29 %	22,122.90	0.00 %		2.52 %	2,212.29
STU2	33.46	26.11	0.23	78.03 %	21,818.70	0.00 %		2.52 %	
PDI1	34.41	26.70	0.66	77.60 %	14,940.20	0.00 %		2.52 %	
TUT2	106.16	81.92	2.03	77.17 %	68,554.20	0.00 %		2.52 %	
SNL1	51.47	39.29	0.15	76.34 %	27,360.60	0.00 %		2.52 %	
KYR1	28.92	21.74	0.33	75.17 %	17,842.80	0.00 %		2.52 %	
SVK1	82.36	60.50	0.34	73.45 %	50,736.30	0.00 %		2.52 %	
KVT1	134.42	94.55	0.92	70.34 %	106,406.60	0.00 %		2.52 %	
VNR2	119.13	83.53	0.21	70.12 %	82,631.00	0.00 %		2.52 %	
NGR1	170.78	116.90	0.78	68.45 %	85,293.70	0.00 %		2.52 %	
COL1	14.43	9.63	0.03	66.75 %	8,737.20	0.00 %		2.52 %	
VKM1	34.58	23.05	0.08	66.64 %	35,853.60	0.00 %		2.52 %	
TYI1	44.82	27.20	0.10	60.69 %	30,034.40	0.00 %		2.52 %	
APK1	59.23	34.11	0.87	57.59 %	30,205.20	0.00 %		2.52 %	
TKY1	47.43	24.33	0.46	51.29 %	16,212.40	0.00 %		2.52 %	
KSM1	28.69	13.38	0.00	46.62 %	9,567.40	0.00 %		2.52 %	
TKS2	126.02	55.88	0.11	44.34 %	42,886.00	0.00 %		2.52 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	28.82	25.00	0.82	86.73 %	16,502.30	10.00 %	1,650.23	2.52 %	1,650.23
PAS1	43.48	29.29	0.30	67.37 %	21,857.00	0.00 %		2.52 %	
TVP1	106.75	65.65	0.28	61.50 %	55,272.40	0.00 %		2.52 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	34.44	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 %	