

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
15,698.13 L	13,473.31 L	85.83 %	4.17 %	113.78 L

Note : Sales Period is From :01-Nov-2025 To :17-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,069.23	1,081.86	101.18 %	60,000.00	4.17 %	60,000.00
TRICHY-01	1,553.28	1,506.04	96.96 %	0.00	4.17 %	0.00
CHENNAI-02	1,964.36	1,776.60	90.44 %	51,000.00	4.17 %	51,000.00
CHENNAI-01	2,035.91	1,802.13	88.52 %	0.00	4.17 %	54,000.00
NORTH ARCOT	1,283.75	1,130.59	88.07 %	0.00	4.17 %	33,000.00
WEST-02	1,620.68	1,292.22	79.73 %	0.00	4.17 %	0.00
WEST-01	1,356.93	1,073.27	79.10 %	0.00	4.17 %	0.00
SOUTH-03	2,001.78	1,573.17	78.59 %	0.00	4.17 %	0.00
SOUTH-01	2,621.99	2,003.33	76.40 %	0.00	4.17 %	0.00
KL-SOUTH	190.24	125.12	65.77 %	0.00	4.17 %	0.00
OTHERS	0.00	108.98	0.00 %	0.00	0.00 %	0.00
Total	15,698.13	13,473.31	85.83 %		4.17 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	347.63	387.87	111.58%	60,000.00	4.17 %	60,000.00
	SA02	382.03	374.23	97.96%	22,500.00	4.17 %	45,000.00
	SA03	339.57	319.76	94.17%	22,500.00	4.17 %	22,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	322.39	355.62	110.31%	60,000.00	4.17 %	60,000.00
	TNJ1	352.69	346.23	98.17%	22,500.00	4.17 %	45,000.00
	TRY1	460.52	442.43	96.07%	30,000.00	4.17 %	60,000.00
	PBR1	417.67	361.76	86.61%	0.00	4.17 %	22,500.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	490.64	464.07	94.58%	30,000.00	4.17 %	30,000.00
	CH07	520.01	482.68	92.82%	30,000.00	4.17 %	30,000.00
	CH09	413.76	360.79	87.20%	0.00	4.17 %	22,500.00
	CH04	539.95	469.05	86.87%	0.00	4.17 %	30,000.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	396.01	391.08	98.75%	22,500.00	4.17 %	45,000.00
	CH06	620.30	591.96	95.43%	37,500.00	4.17 %	37,500.00
	CH05	519.36	442.99	85.29%	0.00	4.17 %	0.00
	CH08	500.23	376.10	75.18%	0.00	4.17 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	453.93	424.77	93.58%	30,000.00	4.17 %	30,000.00
	NA03	393.00	356.49	90.71%	22,500.00	4.17 %	22,500.00
	NA02	436.82	349.32	79.97%	0.00	4.17 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	333.67	289.89	86.88%	0.00	4.17 %	15,000.00
	SLM1	472.20	400.00	84.71%	0.00	4.17 %	0.00
	ERD1	438.89	328.76	74.91%	0.00	4.17 %	0.00
	MTR1	375.91	273.56	72.77%	0.00	4.17 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	563.93	477.00	84.59%	0.00	4.17 %	0.00
	TPR4	161.95	131.80	81.38%	0.00	4.17 %	0.00
	UAM1	244.98	193.48	78.98%	0.00	4.17 %	0.00
	PLI1	187.70	135.69	72.29%	0.00	4.17 %	0.00
	TPR1	198.37	135.30	68.20%	0.00	4.17 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	577.99	506.23	87.59%	0.00	4.17 %	37,500.00
	KKD2	412.28	353.90	85.84%	0.00	4.17 %	0.00
	SVG1	343.67	265.81	77.34%	0.00	4.17 %	0.00
	KRR1	70.09	54.20	77.34%	0.00	4.17 %	0.00
	DGL1	597.76	393.02	65.75%	0.00	4.17 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	420.59	355.80	84.60%	0.00	4.17 %	0.00
	TUT1	570.56	463.32	81.20%	0.00	4.17 %	0.00
	KVT1	456.81	357.04	78.16%	0.00	4.17 %	0.00
	NGR1	434.04	307.25	70.79%	0.00	4.17 %	0.00
	VNR1	358.22	253.19	70.68%	0.00	4.17 %	0.00
	TKS1	381.77	266.74	69.87%	0.00	4.17 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	190.24	125.12	65.77%	0.00	4.17 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.91	0.00%	0.00	0.00 %	0.00
	CH02	0.00	41.44	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	8.01	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	3.68	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	6.95	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	6.59	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	72.20	96.07	0.19	133.05 %	63,082.30	40.00 %	25,232.92	4.17 %	25,232.92
KML1	29.55	36.75	0.41	124.38 %	22,901.30	40.00 %	9,160.52	4.17 %	9,160.52
TVM1	35.68	42.09	0.02	117.98 %	16,006.60	30.00 %	4,801.98	4.17 %	6,402.64
KLM1	55.13	63.44	0.20	115.08 %	61,305.10	30.00 %	18,391.53	4.17 %	24,522.04
CUD1	102.86	112.88	0.26	109.74 %	100,266.10	25.00 %	25,066.53	4.17 %	30,079.83
CDM1	66.66	73.10	0.50	109.66 %	54,258.30	25.00 %	13,564.58	4.17 %	16,277.49
VPM2	54.19	58.41	0.46	107.80 %	42,340.00	25.00 %	10,585.00	4.17 %	12,702.00
POY1	88.73	95.22	0.22	107.31 %	77,510.40	25.00 %	19,377.60	4.17 %	23,253.12
SJI2	59.42	63.32	0.28	106.57 %	41,874.90	25.00 %	10,468.73	4.17 %	12,562.47
KKI2	58.38	60.08	0.70	102.91 %	40,631.20	25.00 %	10,157.80	4.17 %	10,157.80
NVL2	60.07	58.68	0.62	97.68 %	45,869.00	20.00 %	9,173.80	4.17 %	11,467.25
PRT1	44.92	42.35	0.19	94.27 %	40,517.80	15.00 %	6,077.67	4.17 %	8,103.56
TDM1	46.59	41.63	0.35	89.34 %	22,899.80	10.00 %	2,289.98	4.17 %	3,434.97
TRK1	70.33	61.25	0.49	87.09 %	52,489.30	10.00 %	5,248.93	4.17 %	7,873.40
ULP1	63.27	54.40	0.00	85.98 %	39,598.20	10.00 %	3,959.82	4.17 %	3,959.82
STP1	25.40	21.73	0.01	85.54 %	11,722.40	10.00 %	1,172.24	4.17 %	1,172.24
VCM1	33.77	27.14	0.22	80.37 %	15,201.40	10.00 %	1,520.14	4.17 %	1,520.14
TVM2	47.33	37.36	0.27	78.93 %	19,564.60	0.00 %		4.17 %	1,956.46
MKM1	28.70	20.26	0.04	70.59 %	17,287.00	0.00 %		4.17 %	
VPM1	26.03	15.84	0.16	60.83 %	10,336.70	0.00 %		4.17 %	
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	20.68	32.91	0.00	159.16 %	16,607.20	40.00 %	6,642.88	4.17 %	6,642.88
TVR2	55.26	82.33	0.07	149.00 %	50,805.10	40.00 %	20,322.04	4.17 %	20,322.04
TVR1	26.32	36.49	0.00	138.64 %	26,801.40	40.00 %	10,720.56	4.17 %	10,720.56
PDK1	23.91	32.09	0.08	134.22 %	22,950.00	40.00 %	9,180.00	4.17 %	9,180.00
MVM1	61.87	78.99	0.14	127.68 %	78,738.40	40.00 %	31,495.36	4.17 %	31,495.36
KRN1	29.51	35.09	0.03	118.89 %	28,760.50	30.00 %	8,628.15	4.17 %	11,504.20
NGT1	50.74	57.04	0.02	112.41 %	45,719.70	30.00 %	13,715.91	4.17 %	13,715.91
KIK1	27.17	30.39	0.21	111.88 %	23,008.40	30.00 %	6,902.52	4.17 %	6,902.52
TNJ1	84.89	92.88	0.38	109.42 %	57,653.20	25.00 %	14,413.30	4.17 %	17,295.96
TRY3	49.21	52.20	0.14	106.07 %	37,391.60	25.00 %	9,347.90	4.17 %	11,217.48
TNJ2	67.09	71.11	0.16	106.00 %	53,691.10	25.00 %	13,422.78	4.17 %	16,107.33
NMM1	37.81	37.60	0.00	99.42 %	42,913.30	20.00 %	8,582.66	4.17 %	10,728.33
KUM1	87.25	83.28	0.08	95.45 %	60,161.30	20.00 %	12,032.26	4.17 %	12,032.26
TTP1	48.48	46.22	0.05	95.32 %	35,846.40	20.00 %	7,169.28	4.17 %	7,169.28
AYR1	42.30	40.16	0.20	94.95 %	28,248.50	15.00 %	4,237.28	4.17 %	5,649.70
MDI1	52.84	49.37	0.39	93.44 %	38,039.30	15.00 %	5,705.90	4.17 %	7,607.86
TRY1	255.38	233.72	0.12	91.52 %	143,202.20	15.00 %	21,480.33	4.17 %	28,640.44
PBR1	26.20	23.68	0.16	90.41 %	20,373.00	15.00 %	3,055.95	4.17 %	3,055.95
ORU1	28.65	25.74	0.11	89.85 %	22,126.30	10.00 %	2,212.63	4.17 %	3,318.95
APM1	21.13	18.93	0.37	89.60 %	20,791.70	10.00 %	2,079.17	4.17 %	3,118.76
JKM1	47.84	42.61	0.09	89.05 %	30,031.30	10.00 %	3,003.13	4.17 %	4,504.70
PTK1	60.29	50.61	0.46	83.94 %	39,061.70	10.00 %	3,906.17	4.17 %	3,906.17
PBR2	136.88	101.46	0.19	74.12 %	59,502.40	0.00 %		4.17 %	
NCK1	27.17	19.87	0.05	73.12 %	12,105.90	0.00 %		4.17 %	
TYR1	62.64	45.74	0.00	73.02 %	29,820.40	0.00 %		4.17 %	
MSI1	39.94	29.12	0.03	72.91 %	20,776.10	0.00 %		4.17 %	
TRY4	81.83	56.42	0.42	68.95 %	57,664.20	0.00 %		4.17 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	13.65	22.21	0.11	162.75 %	10,784.50	40.00 %	4,313.80	4.17 %	4,313.80
CH24	64.29	88.04	0.25	136.93 %	78,544.90	40.00 %	31,417.96	4.17 %	31,417.96
CH34	69.49	84.35	0.04	121.39 %	71,355.20	40.00 %	28,542.08	4.17 %	28,542.08
CH23	28.53	32.82	0.86	115.07 %	33,254.40	30.00 %	9,976.32	4.17 %	13,301.76
CH27	20.89	21.76	0.30	104.18 %	19,922.70	25.00 %	4,980.68	4.17 %	4,980.68
CH43	55.23	57.40	0.30	103.94 %	66,115.30	25.00 %	16,528.83	4.17 %	16,528.83
CH41	66.12	68.70	0.59	103.89 %	52,436.00	25.00 %	13,109.00	4.17 %	13,109.00
CH33	68.05	68.44	0.20	100.58 %	83,310.30	25.00 %	20,827.58	4.17 %	20,827.58
CH12	107.43	106.37	0.30	99.01 %	98,290.30	20.00 %	19,658.06	4.17 %	24,572.58
CH18	97.61	96.08	0.10	98.42 %	137,802.10	20.00 %	27,560.42	4.17 %	34,450.53
CH17	74.73	73.27	0.16	98.04 %	73,534.40	20.00 %	14,706.88	4.17 %	18,383.60
UKI1	44.92	43.63	0.41	97.13 %	43,130.30	20.00 %	8,626.06	4.17 %	10,782.58
CH20	105.51	101.10	0.44	95.82 %	82,843.60	20.00 %	16,568.72	4.17 %	16,568.72
CH44	68.27	61.40	0.16	89.94 %	56,412.80	10.00 %	5,641.28	4.17 %	8,461.92
CH09	69.68	62.44	0.15	89.61 %	65,724.20	10.00 %	6,572.42	4.17 %	9,858.63
CH03	193.17	170.23	0.39	88.12 %	136,450.20	10.00 %	13,645.02	4.17 %	20,467.53
PON1	46.32	39.43	0.09	85.13 %	44,947.50	10.00 %	4,494.75	4.17 %	4,494.75
CH15	219.10	184.71	0.10	84.31 %	142,333.50	10.00 %	14,233.35	4.17 %	14,233.35
MJR1	95.04	75.60	0.20	79.55 %	66,804.80	0.00 %		4.17 %	6,680.48
GPD1	49.61	39.36	0.17	79.34 %	29,768.40	0.00 %		4.17 %	2,976.84
MC06	28.75	22.26	0.02	77.42 %	9,322.90	0.00 %		4.17 %	932.29
MC05	35.48	26.93	0.00	75.90 %	8,941.70	0.00 %		4.17 %	
CH21	130.83	98.34	0.60	75.17 %	71,720.90	0.00 %		4.17 %	
CH36	35.42	26.11	0.45	73.73 %	20,102.30	0.00 %		4.17 %	
CH06	68.46	44.36	0.46	64.80 %	41,542.10	0.00 %		4.17 %	
CH46	53.90	34.31	0.30	63.65 %	27,938.60	0.00 %		4.17 %	
CH31	50.50	25.81	0.62	51.12 %	17,298.40	0.00 %		4.17 %	
CH01	3.38	1.14	0.00	33.72 %	1,064.80	0.00 %		4.17 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	32.35	43.11	0.15	133.29 %	43,758.00	40.00 %	17,503.20	4.17 %	17,503.20
CH45	57.30	71.32	0.17	124.46 %	61,403.40	40.00 %	24,561.36	4.17 %	24,561.36
CH19	74.62	89.48	0.22	119.91 %	77,434.20	30.00 %	23,230.26	4.17 %	30,973.68
CH42	87.75	102.96	0.05	117.32 %	77,026.60	30.00 %	23,107.98	4.17 %	30,810.64
CH38	44.01	50.78	0.13	115.38 %	55,935.80	30.00 %	16,780.74	4.17 %	22,374.32
GUD1	61.17	68.85	0.01	112.56 %	110,960.70	30.00 %	33,288.21	4.17 %	33,288.21
CH16	130.58	141.93	0.21	108.69 %	126,088.70	25.00 %	31,522.18	4.17 %	37,826.61
CH35	48.83	52.40	0.27	107.32 %	47,969.70	25.00 %	11,992.43	4.17 %	14,390.91
MRM1	65.32	66.14	0.07	101.26 %	52,691.20	25.00 %	13,172.80	4.17 %	13,172.80
CGL1	48.70	48.75	0.25	100.11 %	37,649.50	25.00 %	9,412.38	4.17 %	9,412.38
CH39	46.02	44.68	0.00	97.08 %	37,387.50	20.00 %	7,477.50	4.17 %	9,346.88
CH05	118.73	111.79	1.10	94.15 %	77,344.70	15.00 %	11,601.71	4.17 %	15,468.94
SKL1	49.21	45.92	0.45	93.31 %	50,983.50	15.00 %	7,647.53	4.17 %	10,196.70
CH11	64.41	60.00	0.17	93.16 %	51,945.70	15.00 %	7,791.86	4.17 %	10,389.14
CH30	66.54	61.08	0.62	91.78 %	39,217.30	15.00 %	5,882.60	4.17 %	7,843.46
CH07	99.81	87.47	0.61	87.63 %	74,261.10	10.00 %	7,426.11	4.17 %	11,139.17
MC10	16.71	14.38	0.81	86.10 %	7,521.20	10.00 %	752.12	4.17 %	752.12
MC09	12.00	10.14	0.00	84.49 %	9,908.10	10.00 %	990.81	4.17 %	990.81
TKM1	37.29	30.70	0.13	82.33 %	30,165.80	10.00 %	3,016.58	4.17 %	3,016.58
CH22	69.59	56.74	0.04	81.54 %	49,167.70	10.00 %	4,916.77	4.17 %	4,916.77
CH08	142.87	115.02	0.23	80.51 %	157,440.50	10.00 %	15,744.05	4.17 %	15,744.05
AVD1	89.03	70.10	2.13	78.74 %	62,951.20	0.00 %		4.17 %	6,295.12
GUD2	60.32	45.01	0.06	74.62 %	43,046.50	0.00 %		4.17 %	
CH48	105.11	72.86	0.26	69.33 %	85,068.50	0.00 %		4.17 %	
CH14	136.58	92.01	0.70	67.37 %	81,809.20	0.00 %		4.17 %	
KNR1	54.65	34.52	0.33	63.16 %	30,371.00	0.00 %		4.17 %	
CH28	101.70	62.59	0.08	61.54 %	94,266.40	0.00 %		4.17 %	
CH40	50.63	26.80	0.00	52.93 %	13,564.30	0.00 %		4.17 %	
CH29	23.40	11.08	0.03	47.36 %	16,179.90	0.00 %		4.17 %	
CH26	27.31	12.50	0.25	45.77 %	11,959.00	0.00 %		4.17 %	
MC02	13.36	1.00	0.00	7.46 %	528.10	0.00 %		4.17 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	47.68	64.89	0.94	136.07 %	52,758.30	40.00 %	21,103.32	4.17 %	21,103.32
CYR1	29.30	34.08	0.16	116.33 %	30,487.90	30.00 %	9,146.37	4.17 %	12,195.16
TRL1	75.04	86.31	0.16	115.01 %	91,192.60	30.00 %	27,357.78	4.17 %	36,477.04
VNB1	36.23	40.92	0.06	112.93 %	27,754.50	30.00 %	8,326.35	4.17 %	8,326.35
KPM2	142.55	147.30	0.22	103.33 %	89,042.90	25.00 %	22,260.73	4.17 %	22,260.73
UGI1	30.31	30.64	0.25	101.10 %	19,446.70	25.00 %	4,861.68	4.17 %	4,861.68
SLG1	24.51	24.69	0.32	100.73 %	19,580.70	25.00 %	4,895.18	4.17 %	4,895.18
WJD1	54.90	55.26	0.28	100.64 %	63,310.60	25.00 %	15,827.65	4.17 %	15,827.65
PLR1	24.60	24.44	0.07	99.36 %	17,301.00	20.00 %	3,460.20	4.17 %	4,325.25
VSI1	61.41	60.52	0.13	98.56 %	47,250.10	20.00 %	9,450.02	4.17 %	11,812.53
PTU1	27.06	25.59	0.11	94.55 %	15,916.00	15.00 %	2,387.40	4.17 %	3,183.20
ABR1	45.62	42.05	0.11	92.18 %	38,688.60	15.00 %	5,803.29	4.17 %	7,737.72
WJP1	42.19	37.28	0.04	88.37 %	28,259.50	10.00 %	2,825.95	4.17 %	4,238.93
TRT1	36.10	31.13	1.16	86.23 %	22,936.30	10.00 %	2,293.63	4.17 %	2,293.63
GDM1	45.38	38.83	0.06	85.56 %	33,191.30	10.00 %	3,319.13	4.17 %	3,319.13
CGM1	45.63	38.25	0.08	83.82 %	26,379.90	10.00 %	2,637.99	4.17 %	2,637.99
VEL1	63.55	53.01	0.26	83.42 %	55,613.90	10.00 %	5,561.39	4.17 %	5,561.39
BGR1	30.83	23.44	0.00	76.01 %	18,807.50	0.00 %		4.17 %	
TRR1	88.12	65.53	0.03	74.37 %	43,705.10	0.00 %		4.17 %	
CPT1	28.55	20.86	0.31	73.05 %	21,277.80	0.00 %		4.17 %	
KPM1	52.26	36.98	0.08	70.76 %	25,576.30	0.00 %		4.17 %	
ANI1	28.06	19.47	0.41	69.40 %	17,136.10	0.00 %		4.17 %	
SBR1	79.17	53.30	0.10	67.33 %	53,165.00	0.00 %		4.17 %	
VEL2	87.70	46.30	0.34	52.79 %	49,741.60	0.00 %		4.17 %	
ARC2	56.98	29.51	0.17	51.79 %	26,246.20	0.00 %		4.17 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	26.88	29.91	0.19	111.30 %	26,295.50	30.00 %	7,888.65	4.17 %	7,888.65
PMP1	29.23	32.01	0.16	109.53 %	18,005.60	25.00 %	4,501.40	4.17 %	5,401.68
EDP1	21.86	23.60	0.51	107.96 %	11,789.30	25.00 %	2,947.33	4.17 %	3,536.79
PLC1	29.15	30.24	0.00	103.72 %	33,624.20	25.00 %	8,406.05	4.17 %	8,406.05
DPR1	25.21	25.95	0.03	102.97 %	17,004.40	25.00 %	4,251.10	4.17 %	4,251.10
TCG1	26.28	26.23	0.14	99.78 %	19,979.30	20.00 %	3,995.86	4.17 %	4,994.83
KVP1	26.37	25.97	0.01	98.50 %	19,039.30	20.00 %	3,807.86	4.17 %	4,759.83
SLM2	47.83	46.25	0.00	96.70 %	34,449.60	20.00 %	6,889.92	4.17 %	8,612.40
VPD1	52.47	48.72	0.05	92.85 %	54,814.50	15.00 %	8,222.18	4.17 %	10,962.90
DPR2	32.08	29.33	0.06	91.42 %	15,409.50	15.00 %	2,311.43	4.17 %	3,081.90
HSR2	94.44	84.63	1.19	89.62 %	64,488.30	10.00 %	6,448.83	4.17 %	9,673.25
ERD2	86.75	77.26	0.13	89.06 %	84,824.60	10.00 %	8,482.46	4.17 %	12,723.69
SLM1	139.53	123.14	0.23	88.26 %	79,876.90	10.00 %	7,987.69	4.17 %	11,981.54
NKL2	64.68	57.06	0.12	88.22 %	50,662.10	10.00 %	5,066.21	4.17 %	7,599.32
APN1	37.07	31.01	0.07	83.66 %	37,806.90	10.00 %	3,780.69	4.17 %	3,780.69
SLM3	66.32	54.57	0.23	82.28 %	43,467.70	10.00 %	4,346.77	4.17 %	4,346.77
PDR1	22.32	18.06	0.74	80.92 %	17,940.80	10.00 %	1,794.08	4.17 %	1,794.08
ATU1	53.27	42.97	0.53	80.66 %	24,666.90	10.00 %	2,466.69	4.17 %	2,466.69
CMI1	29.16	23.26	0.09	79.77 %	27,168.30	0.00 %		4.17 %	2,716.83
OML1	58.25	46.21	0.50	79.34 %	34,479.80	0.00 %		4.17 %	3,447.98
MCR1	47.31	33.45	0.15	70.71 %	24,040.20	0.00 %		4.17 %	
KRI1	49.33	33.86	0.17	68.64 %	19,342.20	0.00 %		4.17 %	
TRM1	70.48	48.06	0.65	68.19 %	34,686.40	0.00 %		4.17 %	
HSR1	78.27	53.26	0.05	68.04 %	48,986.10	0.00 %		4.17 %	
ERD1	81.13	55.07	0.83	67.88 %	36,578.20	0.00 %		4.17 %	
HRR1	39.38	26.36	0.52	66.95 %	16,290.80	0.00 %		4.17 %	
BMD1	40.56	25.56	0.04	63.02 %	26,903.00	0.00 %		4.17 %	
MTR1	62.66	38.64	0.15	61.66 %	28,155.80	0.00 %		4.17 %	
RSP1	41.12	25.15	0.64	61.16 %	26,362.60	0.00 %		4.17 %	
KMM1	34.73	20.25	0.01	58.32 %	19,892.30	0.00 %		4.17 %	
EPI1	53.85	29.74	0.22	55.22 %	22,855.50	0.00 %		4.17 %	
VKL1	27.47	14.61	0.34	53.20 %	15,212.60	0.00 %		4.17 %	
SGG1	25.26	11.81	1.33	46.77 %	8,738.10	0.00 %		4.17 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	26.34	33.36	0.16	126.64 %	25,375.70	40.00 %	10,150.28	4.17 %	10,150.28
KMD1	22.47	24.28	0.38	108.08 %	33,553.90	25.00 %	8,388.48	4.17 %	10,066.17
SUL1	29.30	29.23	0.16	99.77 %	37,129.20	20.00 %	7,425.84	4.17 %	9,282.30
SNR1	38.16	37.62	0.81	98.58 %	39,324.60	20.00 %	7,864.92	4.17 %	9,831.15
MPM1	34.87	34.26	0.24	98.23 %	36,998.20	20.00 %	7,399.64	4.17 %	9,249.55
CBE1	38.43	34.05	0.10	88.60 %	38,450.50	10.00 %	3,845.05	4.17 %	5,767.58
CBE2	209.16	185.04	0.80	88.47 %	164,731.00	10.00 %	16,473.10	4.17 %	24,709.65
KGI1	44.89	39.36	0.14	87.68 %	26,197.40	10.00 %	2,619.74	4.17 %	3,929.61
CBE4	62.37	51.53	0.11	82.61 %	53,421.90	10.00 %	5,342.19	4.17 %	5,342.19
CBE6	48.73	39.25	0.46	80.55 %	46,351.30	10.00 %	4,635.13	4.17 %	4,635.13
DPM2	38.96	31.18	0.01	80.02 %	29,718.80	0.00 %		4.17 %	2,971.88
ANR1	10.16	8.01	0.11	78.84 %	8,942.20	0.00 %		4.17 %	894.22
AVI1	32.25	25.20	0.00	78.12 %	27,073.10	0.00 %		4.17 %	2,707.31
KMR1	84.49	65.15	0.57	77.11 %	65,834.30	0.00 %		4.17 %	6,583.43
CBE3	20.04	15.15	0.00	75.61 %	19,539.00	0.00 %		4.17 %	
SYM2	30.65	22.58	0.08	73.67 %	22,415.10	0.00 %		4.17 %	
TPR1	79.21	58.22	0.18	73.50 %	42,576.20	0.00 %		4.17 %	
KGM1	25.77	18.92	0.00	73.40 %	20,268.10	0.00 %		4.17 %	
TPR4	32.71	23.59	0.09	72.11 %	24,796.10	0.00 %		4.17 %	
PLI1	56.93	40.17	0.52	70.57 %	42,383.30	0.00 %		4.17 %	
CNR1	37.66	26.49	0.01	70.34 %	30,750.60	0.00 %		4.17 %	
TPR3	35.80	25.18	0.15	70.34 %	39,965.40	0.00 %		4.17 %	
PDM1	30.95	21.66	0.12	70.00 %	23,093.90	0.00 %		4.17 %	
UMP1	35.09	23.76	0.15	67.72 %	23,609.20	0.00 %		4.17 %	
UAM1	71.98	48.33	0.38	67.14 %	32,083.70	0.00 %		4.17 %	
PPI1	29.83	19.07	0.11	63.93 %	22,015.70	0.00 %		4.17 %	
GDR1	33.10	20.76	0.00	62.71 %	13,238.80	0.00 %		4.17 %	
TPR2	83.37	51.90	0.08	62.26 %	43,448.10	0.00 %		4.17 %	
CBE5	33.26	19.99	0.29	60.11 %	27,180.80	0.00 %		4.17 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	29.63	53.76	0.09	181.44 %	25,392.30	40.00 %	10,156.92	4.17 %	10,156.92
MDU3	68.17	89.15	0.23	130.77 %	41,837.70	40.00 %	16,735.08	4.17 %	16,735.08
MDU6	85.67	91.23	0.10	106.49 %	70,194.10	25.00 %	17,548.53	4.17 %	21,058.23
DKI1	43.13	41.19	0.12	95.50 %	48,054.60	20.00 %	9,610.92	4.17 %	9,610.92
KRR1	37.42	35.31	0.19	94.36 %	31,459.40	15.00 %	4,718.91	4.17 %	6,291.88
KKD3	89.08	83.42	0.11	93.64 %	88,183.20	15.00 %	13,227.48	4.17 %	17,636.64
SVG1	42.21	38.27	0.50	90.67 %	34,798.00	15.00 %	5,219.70	4.17 %	5,219.70
TMM1	64.91	57.09	0.60	87.96 %	47,723.90	10.00 %	4,772.39	4.17 %	7,158.59
TEN1	57.78	50.22	0.39	86.92 %	43,722.80	10.00 %	4,372.28	4.17 %	6,558.42
KPT1	34.80	29.72	0.44	85.39 %	27,410.00	10.00 %	2,741.00	4.17 %	2,741.00
MDU2	99.32	84.56	0.55	85.14 %	57,751.60	10.00 %	5,775.16	4.17 %	5,775.16
TPT1	45.51	38.74	0.00	85.12 %	61,594.40	10.00 %	6,159.44	4.17 %	6,159.44
PVI1	42.85	36.04	0.10	84.11 %	33,765.00	10.00 %	3,376.50	4.17 %	3,376.50
MDU5	39.51	32.34	0.08	81.85 %	44,123.90	10.00 %	4,412.39	4.17 %	4,412.39
TEN2	54.86	44.43	0.29	80.98 %	26,433.00	10.00 %	2,643.30	4.17 %	2,643.30
BNR1	34.94	27.94	0.00	79.97 %	26,497.10	0.00 %		4.17 %	2,649.71
PKM1	29.23	23.26	0.00	79.60 %	25,529.70	0.00 %		4.17 %	2,552.97
PNI1	25.87	20.53	0.39	79.37 %	18,478.40	0.00 %		4.17 %	1,847.84
KYK1	38.31	28.62	1.13	74.71 %	33,011.90	0.00 %		4.17 %	
MDU4	43.89	32.26	0.55	73.52 %	28,579.00	0.00 %		4.17 %	
ATG1	58.06	42.38	0.38	73.00 %	40,814.90	0.00 %		4.17 %	
USL1	41.62	29.78	0.00	71.56 %	29,029.00	0.00 %		4.17 %	
DGL1	131.82	92.01	0.99	69.80 %	67,356.20	0.00 %		4.17 %	
MLR1	29.28	20.40	0.45	69.67 %	17,449.80	0.00 %		4.17 %	
BTU1	25.69	17.69	0.41	68.87 %	13,872.80	0.00 %		4.17 %	
ADP1	40.69	27.62	0.16	67.88 %	26,288.90	0.00 %		4.17 %	
CBM1	61.58	40.58	0.32	65.90 %	36,999.80	0.00 %		4.17 %	
MDU1	262.37	168.26	0.38	64.13 %	106,336.60	0.00 %		4.17 %	
SGP1	29.77	18.95	0.40	63.66 %	17,477.20	0.00 %		4.17 %	
DGL2	43.55	26.40	0.60	60.62 %	29,019.70	0.00 %		4.17 %	
MPA1	58.24	34.49	0.17	59.21 %	31,336.20	0.00 %		4.17 %	
CMR1	31.10	18.24	0.90	58.66 %	13,568.40	0.00 %		4.17 %	
MNM1	30.58	17.72	0.24	57.94 %	19,477.70	0.00 %		4.17 %	
ODM1	32.66	18.89	0.47	57.83 %	13,279.00	0.00 %		4.17 %	
NKI1	37.63	20.97	0.40	55.73 %	22,513.00	0.00 %		4.17 %	
NTM1	36.40	19.00	0.04	52.21 %	10,152.40	0.00 %		4.17 %	
TDI1	43.66	22.12	0.28	50.67 %	24,342.70	0.00 %		4.17 %	
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	32.45	37.01	0.28	114.07 %	27,973.20	30.00 %	8,391.96	4.17 %	8,391.96
ARM1	23.37	23.54	1.23	100.71 %	20,449.70	25.00 %	5,112.43	4.17 %	5,112.43
PKD1	50.99	50.99	0.01	99.99 %	50,410.80	20.00 %	10,082.16	4.17 %	12,602.70
KGL1	31.16	30.78	0.00	98.78 %	21,930.00	20.00 %	4,386.00	4.17 %	5,482.50
TVL2	19.83	18.61	0.45	93.83 %	8,461.10	15.00 %	1,269.17	4.17 %	1,692.22
ASM1	47.12	43.47	0.21	92.25 %	34,487.10	15.00 %	5,173.07	4.17 %	6,897.42
RPM1	74.82	68.03	0.52	90.92 %	56,289.00	15.00 %	8,443.35	4.17 %	8,443.35
RND1	70.37	63.81	0.43	90.68 %	70,212.20	15.00 %	10,531.83	4.17 %	10,531.83
ERL2	37.92	33.96	0.28	89.57 %	39,117.90	10.00 %	3,911.79	4.17 %	5,867.69
SDI1	34.41	30.20	0.29	87.76 %	20,994.90	10.00 %	2,099.49	4.17 %	3,149.24
APK2	46.82	40.28	0.36	86.03 %	33,395.70	10.00 %	3,339.57	4.17 %	3,339.57
VNR1	34.39	29.30	0.45	85.20 %	24,592.00	10.00 %	2,459.20	4.17 %	2,459.20
TCN1	59.30	48.91	0.52	82.48 %	56,714.20	10.00 %	5,671.42	4.17 %	5,671.42
MMT1	43.53	35.82	0.34	82.30 %	21,848.30	10.00 %	2,184.83	4.17 %	2,184.83
TVL1	245.59	201.58	1.33	82.08 %	143,606.90	10.00 %	14,360.69	4.17 %	14,360.69
TUT1	280.48	228.65	0.37	81.52 %	205,897.50	10.00 %	20,589.75	4.17 %	20,589.75
SGT1	29.13	23.63	0.04	81.12 %	15,755.60	10.00 %	1,575.56	4.17 %	1,575.56
VLY1	84.67	68.60	1.39	81.02 %	45,354.70	10.00 %	4,535.47	4.17 %	4,535.47
TKS1	72.95	58.34	0.06	79.98 %	51,483.10	0.00 %		4.17 %	5,148.31
MAR1	81.69	64.76	0.22	79.27 %	44,551.10	0.00 %		4.17 %	4,455.11
KYR1	30.72	23.85	0.36	77.64 %	20,387.90	0.00 %		4.17 %	2,038.79
TUT2	112.79	86.23	1.99	76.45 %	71,916.50	0.00 %		4.17 %	
SKD1	34.93	26.66	0.08	76.32 %	23,607.30	0.00 %		4.17 %	
PDI1	36.56	27.71	0.71	75.79 %	15,926.60	0.00 %		4.17 %	
SNL1	54.69	41.37	0.14	75.65 %	28,606.70	0.00 %		4.17 %	
STU2	35.55	26.68	0.22	75.05 %	22,569.30	0.00 %		4.17 %	
SVK1	87.51	62.12	0.33	70.98 %	51,913.00	0.00 %		4.17 %	
NGR1	181.45	126.53	0.79	69.73 %	92,564.30	0.00 %		4.17 %	
KVT1	142.82	98.96	0.88	69.29 %	110,817.60	0.00 %		4.17 %	
VNR2	126.58	85.93	0.21	67.88 %	84,928.70	0.00 %		4.17 %	
VKM1	36.74	24.71	0.08	67.26 %	37,587.00	0.00 %		4.17 %	
COL1	15.33	10.18	0.07	66.43 %	9,416.80	0.00 %		4.17 %	
TYI1	47.62	28.55	0.13	59.95 %	32,017.80	0.00 %		4.17 %	
APK1	62.93	35.57	0.83	56.53 %	33,021.30	0.00 %		4.17 %	
TKY1	50.40	25.17	0.44	49.95 %	16,735.20	0.00 %		4.17 %	
KSM1	30.49	14.01	0.23	45.94 %	9,887.90	0.00 %		4.17 %	
TKS2	133.90	58.82	0.11	43.93 %	44,595.90	0.00 %		4.17 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	30.62	25.86	0.79	84.46 %	17,448.90	10.00 %	1,744.89	4.17 %	1,744.89
PAS1	46.19	30.52	0.29	66.06 %	23,728.00	0.00 %		4.17 %	
TVP1	113.42	68.74	0.27	60.61 %	57,365.80	0.00 %		4.17 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	35.53	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	6.59	25.97	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	8.01	13.89	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	6.95	3.62	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	5.91	73.42	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	3.91	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	3.68	0.00	0.00 %	0.00	0.00 %		0.00 %	