

Accu.Target 16,621.57 L	Sales 13,862.69 L	Achieved % 83.40 %	HO Budget+ % 6.60 %	Total Com. 117.38 L
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Note : Sales Period is From :01-Nov-2025 To :18-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,132.12	1,115.20	98.51 %	33,000.00	6.60 %	66,000.00
TRICHY-01	1,644.65	1,547.48	94.09 %	0.00	6.60 %	0.00
CHENNAI-02	2,079.91	1,821.38	87.57 %	0.00	6.60 %	54,000.00
CHENNAI-01	2,155.67	1,847.55	85.71 %	0.00	6.60 %	54,000.00
NORTH ARCOT	1,359.27	1,155.51	85.01 %	0.00	6.60 %	33,000.00
WEST-02	1,716.01	1,336.21	77.87 %	0.00	6.60 %	0.00
WEST-01	1,436.75	1,107.25	77.07 %	0.00	6.60 %	0.00
SOUTH-03	2,119.54	1,621.80	76.52 %	0.00	6.60 %	0.00
SOUTH-01	2,776.23	2,064.83	74.38 %	0.00	6.60 %	0.00
KL-SOUTH	201.43	129.18	64.13 %	0.00	6.60 %	0.00
OTHERS	0.00	116.30	0.00 %	0.00	0.00 %	0.00
Total	16,621.57	13,862.69	83.40 %		6.60 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	368.08	399.26	108.47%	45,000.00	6.60 %	60,000.00
	SA02	404.50	384.11	94.96%	22,500.00	6.60 %	45,000.00
	SA03	359.54	331.83	92.29%	22,500.00	6.60 %	22,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	341.36	367.03	107.52%	45,000.00	6.60 %	60,000.00
	TNJ1	373.43	355.77	95.27%	22,500.00	6.60 %	45,000.00
	TRY1	487.61	451.73	92.64%	30,000.00	6.60 %	30,000.00
	PBR1	442.24	372.95	84.33%	0.00	6.60 %	22,500.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	519.50	477.71	91.96%	30,000.00	6.60 %	30,000.00
	CH07	550.60	492.39	89.43%	0.00	6.60 %	30,000.00
	CH04	571.72	482.43	84.38%	0.00	6.60 %	30,000.00
	CH09	438.10	368.85	84.19%	0.00	6.60 %	22,500.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	419.31	402.98	96.11%	30,000.00	6.60 %	60,000.00
	CH06	656.79	610.53	92.96%	45,000.00	6.60 %	45,000.00
	CH05	549.91	452.90	82.36%	0.00	6.60 %	0.00
	CH08	529.66	381.13	71.96%	0.00	6.60 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	480.64	433.02	90.09%	30,000.00	6.60 %	30,000.00
	NA03	416.12	364.15	87.51%	0.00	6.60 %	22,500.00
	NA02	462.52	358.34	77.48%	0.00	6.60 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	353.30	305.26	86.40%	0.00	6.60 %	22,500.00
	SLM1	499.98	408.91	81.79%	0.00	6.60 %	0.00
	ERD1	464.71	336.25	72.36%	0.00	6.60 %	0.00
	MTR1	398.03	285.78	71.80%	0.00	6.60 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	597.10	490.19	82.10%	0.00	6.60 %	0.00
	TPR4	171.48	136.66	79.70%	0.00	6.60 %	0.00
	UAM1	259.39	201.64	77.74%	0.00	6.60 %	0.00
	PLI1	198.74	139.70	70.29%	0.00	6.60 %	0.00
	TPR1	210.04	139.04	66.20%	0.00	6.60 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	611.99	522.29	85.34%	0.00	6.60 %	37,500.00
	KKD2	436.53	364.05	83.40%	0.00	6.60 %	0.00
	SVG1	363.89	277.49	76.26%	0.00	6.60 %	0.00
	KRR1	74.21	55.40	74.65%	0.00	6.60 %	0.00
	DGL1	632.92	402.58	63.61%	0.00	6.60 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	445.33	365.08	81.98%	0.00	6.60 %	0.00
	TUT1	604.12	477.97	79.12%	0.00	6.60 %	0.00
	KVT1	483.68	367.23	75.92%	0.00	6.60 %	0.00
	NGR1	459.58	318.35	69.27%	0.00	6.60 %	0.00
	VNR1	379.29	262.27	69.15%	0.00	6.60 %	0.00
	TKS1	404.23	273.94	67.77%	0.00	6.60 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	201.43	129.18	64.13%	0.00	6.60 %	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	43.95	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	43.22	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	76.45	98.01	0.19	128.20 %	64,936.80	40.00 %	25,974.72	6.60 %	25,974.72
KML1	31.28	37.76	0.40	120.69 %	24,077.00	40.00 %	9,630.80	6.60 %	9,630.80
TVM1	37.78	43.93	0.02	116.28 %	16,447.60	30.00 %	4,934.28	6.60 %	6,579.04
KLM1	58.37	64.84	0.20	111.09 %	62,433.70	30.00 %	18,730.11	6.60 %	18,730.11
CUD1	108.91	118.49	0.24	108.80 %	104,280.90	25.00 %	26,070.23	6.60 %	31,284.27
CDM1	70.58	75.14	0.48	106.47 %	56,431.10	25.00 %	14,107.78	6.60 %	16,929.33
VPM2	57.38	60.11	0.45	104.76 %	43,343.20	25.00 %	10,835.80	6.60 %	13,002.96
SJI2	62.92	65.91	0.27	104.75 %	43,281.20	25.00 %	10,820.30	6.60 %	12,984.36
POY1	93.95	96.68	0.22	102.90 %	79,769.50	25.00 %	19,942.38	6.60 %	23,930.85
KKI2	61.82	61.65	0.68	99.73 %	42,526.30	20.00 %	8,505.26	6.60 %	10,631.58
NVL2	63.61	60.68	0.60	95.40 %	46,649.80	20.00 %	9,329.96	6.60 %	11,662.45
PRT1	47.56	43.88	0.18	92.25 %	41,605.40	15.00 %	6,240.81	6.60 %	8,321.08
TDM1	49.33	43.01	0.34	87.19 %	24,628.30	10.00 %	2,462.83	6.60 %	3,694.25
TRK1	74.47	64.35	0.46	86.42 %	56,787.00	10.00 %	5,678.70	6.60 %	8,518.05
STP1	26.90	22.38	0.01	83.19 %	12,506.60	10.00 %	1,250.66	6.60 %	1,250.66
ULP1	67.00	55.08	0.00	82.21 %	40,514.40	10.00 %	4,051.44	6.60 %	4,051.44
TVM2	50.11	38.63	0.26	77.08 %	20,181.10	0.00 %		6.60 %	2,018.11
VCM1	35.76	27.55	0.21	77.05 %	15,635.20	0.00 %		6.60 %	1,563.52
MKM1	30.39	21.24	0.04	69.90 %	17,723.70	0.00 %		6.60 %	
VPM1	27.56	16.03	0.16	58.17 %	10,552.40	0.00 %		6.60 %	
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	21.89	33.04	0.00	150.92 %	16,702.20	40.00 %	6,680.88	6.60 %	6,680.88
TVR2	58.51	84.00	0.06	143.57 %	52,878.00	40.00 %	21,151.20	6.60 %	21,151.20
TVR1	27.87	37.59	0.00	134.89 %	27,158.70	40.00 %	10,863.48	6.60 %	10,863.48
PDK1	25.31	32.32	0.08	127.66 %	23,310.50	40.00 %	9,324.20	6.60 %	9,324.20
MVM1	65.51	80.50	0.14	122.88 %	80,733.90	40.00 %	32,293.56	6.60 %	32,293.56
KRN1	31.25	35.85	0.03	114.73 %	29,599.00	30.00 %	8,879.70	6.60 %	11,839.60
NGT1	53.73	59.50	0.02	110.74 %	48,166.00	30.00 %	14,449.80	6.60 %	14,449.80
KIK1	28.76	30.83	0.21	107.19 %	23,660.40	25.00 %	5,915.10	6.60 %	7,098.12
TNJ1	89.88	95.23	0.37	105.95 %	59,647.00	25.00 %	14,911.75	6.60 %	17,894.10
TNJ2	71.03	73.45	0.16	103.40 %	55,809.00	25.00 %	13,952.25	6.60 %	16,742.70
TRY3	52.11	53.28	0.14	102.24 %	38,250.90	25.00 %	9,562.73	6.60 %	9,562.73
NMM1	40.04	38.56	0.00	96.32 %	45,528.90	20.00 %	9,105.78	6.60 %	11,382.23
TTP1	51.34	48.97	0.05	95.40 %	38,118.70	20.00 %	7,623.74	6.60 %	9,529.68
KUM1	92.38	85.54	0.07	92.59 %	61,757.70	15.00 %	9,263.66	6.60 %	12,351.54
AYR1	44.79	41.31	0.19	92.23 %	29,243.30	15.00 %	4,386.50	6.60 %	5,848.66
MDI1	55.94	50.68	0.38	90.59 %	39,552.70	15.00 %	5,932.91	6.60 %	7,910.54
JKM1	50.66	45.13	0.09	89.10 %	32,272.30	10.00 %	3,227.23	6.60 %	6,454.46
TRY1	270.40	239.40	0.12	88.54 %	146,668.80	10.00 %	14,666.88	6.60 %	22,000.32
PBR1	27.74	24.38	0.16	87.89 %	20,728.50	10.00 %	2,072.85	6.60 %	3,109.28
APM1	22.37	19.38	0.36	86.64 %	21,339.60	10.00 %	2,133.96	6.60 %	3,200.94
ORU1	30.34	26.23	0.11	86.47 %	22,908.10	10.00 %	2,290.81	6.60 %	3,436.22
PTK1	63.83	52.23	0.45	81.83 %	40,245.10	10.00 %	4,024.51	6.60 %	4,024.51
PBR2	144.94	104.51	0.20	72.11 %	61,494.30	0.00 %		6.60 %	
NCK1	28.77	20.59	0.05	71.57 %	12,718.30	0.00 %		6.60 %	
MSI1	42.29	30.27	0.03	71.57 %	21,908.30	0.00 %		6.60 %	
TYR1	66.32	46.85	0.00	70.63 %	30,370.80	0.00 %		6.60 %	
TRY4	86.65	57.84	0.41	66.76 %	58,663.30	0.00 %		6.60 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	14.45	22.24	0.11	153.95 %	10,891.50	40.00 %	4,356.60	6.60 %	4,356.60
CH24	68.08	93.74	0.24	137.69 %	84,354.10	40.00 %	33,741.64	6.60 %	33,741.64
CH34	73.58	87.23	0.04	118.56 %	73,003.10	30.00 %	21,900.93	6.60 %	29,201.24
CH23	30.20	34.37	0.82	113.80 %	34,084.60	30.00 %	10,225.38	6.60 %	13,633.84
CH27	22.12	22.22	0.29	100.46 %	20,284.50	25.00 %	5,071.13	6.60 %	5,071.13
CH41	70.01	69.99	0.65	99.97 %	53,137.90	20.00 %	10,627.58	6.60 %	13,284.48
CH43	58.48	58.14	0.29	99.43 %	67,376.30	20.00 %	13,475.26	6.60 %	16,844.08
CH17	79.13	76.31	0.15	96.43 %	76,091.90	20.00 %	15,218.38	6.60 %	19,022.98
CH33	72.05	68.98	0.20	95.75 %	83,976.50	20.00 %	16,795.30	6.60 %	20,994.13
CH18	103.36	98.81	0.10	95.60 %	141,530.30	20.00 %	28,306.06	6.60 %	35,382.58
CH12	113.75	107.79	0.30	94.76 %	99,872.30	15.00 %	14,980.85	6.60 %	24,968.08
UKI1	47.56	43.96	0.40	92.42 %	43,494.00	15.00 %	6,524.10	6.60 %	8,698.80
CH20	111.72	102.07	0.44	91.36 %	84,123.00	15.00 %	12,618.45	6.60 %	16,824.60
CH09	73.78	65.66	0.15	88.99 %	67,089.80	10.00 %	6,708.98	6.60 %	13,417.96
CH44	72.29	63.70	0.16	88.12 %	59,097.50	10.00 %	5,909.75	6.60 %	8,864.63
CH03	204.53	172.91	0.40	84.54 %	139,297.20	10.00 %	13,929.72	6.60 %	20,894.58
PON1	49.04	40.33	0.09	82.22 %	45,537.70	10.00 %	4,553.77	6.60 %	4,553.77
CH15	231.99	187.11	0.13	80.66 %	144,573.10	10.00 %	14,457.31	6.60 %	14,457.31
MJR1	100.63	79.18	0.19	78.69 %	69,542.10	0.00 %		6.60 %	6,954.21
MC06	30.44	23.43	0.01	76.96 %	10,788.10	0.00 %		6.60 %	1,078.81
GPD1	52.53	40.36	0.17	76.84 %	30,571.50	0.00 %		6.60 %	3,057.15
CH21	138.52	100.73	0.58	72.72 %	72,502.10	0.00 %		6.60 %	
MC05	37.57	26.95	0.00	71.73 %	8,952.70	0.00 %		6.60 %	
CH36	37.50	26.14	0.44	69.69 %	20,159.30	0.00 %		6.60 %	
CH06	72.49	45.48	0.45	62.74 %	42,304.30	0.00 %		6.60 %	
CH46	57.07	35.60	0.29	62.39 %	27,990.80	0.00 %		6.60 %	
CH31	53.47	26.54	0.61	49.64 %	17,770.30	0.00 %		6.60 %	
CH01	3.58	1.42	0.00	39.68 %	1,163.50	0.00 %		6.60 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	34.25	43.38	0.15	126.66 %	44,691.00	40.00 %	17,876.40	6.60 %	17,876.40
CH45	60.67	73.15	0.16	120.56 %	63,968.80	40.00 %	25,587.52	6.60 %	25,587.52
CH19	79.01	91.88	0.21	116.29 %	79,990.00	30.00 %	23,997.00	6.60 %	31,996.00
CH38	46.60	52.35	0.14	112.34 %	58,422.30	30.00 %	17,526.69	6.60 %	23,368.92
CH42	92.92	104.30	0.05	112.25 %	78,986.90	30.00 %	23,696.07	6.60 %	31,594.76
GUD1	64.76	71.43	0.01	110.29 %	115,092.40	30.00 %	34,527.72	6.60 %	34,527.72
CH16	138.26	146.10	0.23	105.66 %	130,115.10	25.00 %	32,528.78	6.60 %	39,034.53
CH35	51.70	53.98	0.27	104.40 %	50,652.70	25.00 %	12,663.18	6.60 %	15,195.81
MRM1	69.16	67.63	0.07	97.78 %	54,130.50	20.00 %	10,826.10	6.60 %	13,532.63
CGL1	51.56	49.83	0.24	96.64 %	39,794.00	20.00 %	7,958.80	6.60 %	9,948.50
CH39	48.73	46.25	0.00	94.91 %	38,520.70	15.00 %	5,778.11	6.60 %	9,630.18
CH05	125.71	115.56	1.08	91.92 %	79,464.50	15.00 %	11,919.68	6.60 %	15,892.90
CH11	68.20	62.61	0.16	91.81 %	53,509.90	15.00 %	8,026.49	6.60 %	10,701.98
SKL1	52.11	47.49	0.43	91.13 %	52,632.00	15.00 %	7,894.80	6.60 %	10,526.40
CH30	70.46	61.48	0.62	87.26 %	39,739.50	10.00 %	3,973.95	6.60 %	5,960.93
MC10	17.69	15.37	0.76	86.91 %	7,748.70	10.00 %	774.87	6.60 %	1,162.31
CH07	105.68	89.17	0.60	84.38 %	75,920.20	10.00 %	7,592.02	6.60 %	11,388.03
MC09	12.71	10.50	0.00	82.64 %	10,459.70	10.00 %	1,045.97	6.60 %	1,045.97
TKM1	39.49	31.46	0.13	79.66 %	32,006.50	0.00 %		6.60 %	3,200.65
CH08	151.28	117.91	0.23	77.94 %	161,434.20	0.00 %		6.60 %	16,143.42
CH22	73.68	57.38	0.04	77.87 %	49,499.70	0.00 %		6.60 %	4,949.97
AVD1	94.27	72.58	2.07	77.00 %	66,075.70	0.00 %		6.60 %	6,607.57
GUD2	63.86	46.63	0.06	73.01 %	45,426.70	0.00 %		6.60 %	
CH48	111.29	73.17	0.26	65.74 %	85,893.40	0.00 %		6.60 %	
CH14	144.61	93.42	0.69	64.60 %	82,823.60	0.00 %		6.60 %	
KNR1	57.87	34.82	0.33	60.17 %	31,071.60	0.00 %		6.60 %	
CH28	107.68	62.74	0.08	58.27 %	94,446.60	0.00 %		6.60 %	
CH40	53.61	29.88	0.00	55.73 %	14,234.30	0.00 %		6.60 %	
CH29	24.78	11.60	0.03	46.82 %	16,809.40	0.00 %		6.60 %	
CH26	28.91	12.50	0.25	43.23 %	11,959.00	0.00 %		6.60 %	
MC02	14.15	1.00	0.00	7.04 %	528.10	0.00 %		6.60 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	50.49	67.09	0.91	132.88 %	53,714.50	40.00 %	21,485.80	6.60 %	21,485.80
TRL1	79.46	88.18	0.15	110.98 %	92,288.40	30.00 %	27,686.52	6.60 %	27,686.52
CYR1	31.02	34.35	0.16	110.73 %	30,622.60	30.00 %	9,186.78	6.60 %	9,186.78
VNB1	38.36	41.43	0.06	108.00 %	28,032.40	25.00 %	7,008.10	6.60 %	8,409.72
KPM2	150.94	151.28	0.21	100.23 %	90,748.80	25.00 %	22,687.20	6.60 %	22,687.20
UGI1	32.09	32.10	0.24	100.03 %	20,551.20	20.00 %	4,110.24	6.60 %	5,137.80
PLR1	26.05	25.68	0.07	98.61 %	18,265.00	20.00 %	3,653.00	6.60 %	4,566.25
SLG1	25.96	24.99	0.32	96.27 %	20,087.90	20.00 %	4,017.58	6.60 %	5,021.98
WJD1	58.13	55.56	0.28	95.57 %	63,703.70	20.00 %	12,740.74	6.60 %	15,925.93
VSI1	65.02	61.97	0.12	95.30 %	48,182.80	20.00 %	9,636.56	6.60 %	12,045.70
PTU1	28.66	25.93	0.11	90.49 %	16,148.20	15.00 %	2,422.23	6.60 %	3,229.64
ABR1	48.30	43.46	0.10	89.99 %	39,775.80	10.00 %	3,977.58	6.60 %	7,955.16
WJP1	44.67	37.47	0.04	83.89 %	28,461.00	10.00 %	2,846.10	6.60 %	2,846.10
GDM1	48.05	39.85	0.05	82.92 %	34,188.10	10.00 %	3,418.81	6.60 %	3,418.81
TRT1	38.23	31.62	1.14	82.73 %	23,150.80	10.00 %	2,315.08	6.60 %	2,315.08
CGM1	48.31	39.16	0.09	81.05 %	27,123.90	10.00 %	2,712.39	6.60 %	2,712.39
VEL1	67.28	54.31	0.26	80.71 %	57,005.40	10.00 %	5,700.54	6.60 %	5,700.54
BGR1	32.65	24.12	0.00	73.87 %	19,904.90	0.00 %		6.60 %	
TRR1	93.30	67.52	0.03	72.37 %	45,031.60	0.00 %		6.60 %	
CPT1	30.23	21.44	0.30	70.91 %	21,820.30	0.00 %		6.60 %	
KPM1	55.34	38.01	0.08	68.69 %	26,059.10	0.00 %		6.60 %	
ANI1	29.71	19.65	0.41	66.14 %	17,375.10	0.00 %		6.60 %	
SBR1	83.83	53.81	0.10	64.19 %	53,460.40	0.00 %		6.60 %	
VEL2	92.86	46.93	0.34	50.54 %	50,467.60	0.00 %		6.60 %	
ARC2	60.34	29.60	0.17	49.07 %	26,467.80	0.00 %		6.60 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	28.46	32.53	0.18	114.29 %	28,076.70	30.00 %	8,423.01	6.60 %	11,230.68
PMP1	30.95	33.58	0.16	108.51 %	18,861.00	25.00 %	4,715.25	6.60 %	5,658.30
EDP1	23.15	23.98	0.50	103.59 %	11,922.30	25.00 %	2,980.58	6.60 %	3,576.69
DPR1	26.69	27.47	0.03	102.92 %	17,504.50	25.00 %	4,376.13	6.60 %	5,251.35
PLC1	30.87	30.91	0.00	100.12 %	34,377.80	25.00 %	8,594.45	6.60 %	8,594.45
TCG1	27.83	26.97	0.14	96.93 %	21,178.80	20.00 %	4,235.76	6.60 %	5,294.70
KVP1	27.92	27.05	0.01	96.88 %	19,595.70	20.00 %	3,919.14	6.60 %	4,898.93
SLM2	50.65	47.72	0.00	94.23 %	35,166.30	15.00 %	5,274.95	6.60 %	8,791.58
DPR2	33.97	31.06	0.05	91.44 %	16,044.40	15.00 %	2,406.66	6.60 %	3,208.88
HSR2	100.00	91.10	1.10	91.11 %	66,458.60	15.00 %	9,968.79	6.60 %	13,291.72
VPD1	55.56	49.93	0.05	89.86 %	57,730.80	10.00 %	5,773.08	6.60 %	11,546.16
ERD2	91.85	78.74	0.13	85.73 %	89,130.40	10.00 %	8,913.04	6.60 %	13,369.56
NKL2	68.48	58.13	0.12	84.88 %	51,254.10	10.00 %	5,125.41	6.60 %	7,688.12
SLM1	147.74	125.06	0.22	84.65 %	81,051.00	10.00 %	8,105.10	6.60 %	12,157.65
APN1	39.25	31.83	0.07	81.10 %	40,048.40	10.00 %	4,004.84	6.60 %	4,004.84
SLM3	70.22	56.13	0.29	79.94 %	44,181.40	0.00 %		6.60 %	4,418.14
OML1	61.67	48.78	0.47	79.09 %	35,334.30	0.00 %		6.60 %	3,533.43
ATU1	56.41	44.32	0.52	78.58 %	25,331.00	0.00 %		6.60 %	2,533.10
PDR1	23.63	18.15	0.74	76.81 %	18,335.80	0.00 %		6.60 %	1,833.58
CMI1	30.88	23.63	0.09	76.52 %	28,029.30	0.00 %		6.60 %	2,802.93
MCR1	50.09	34.35	0.15	68.58 %	24,880.20	0.00 %		6.60 %	
HSR1	82.88	55.42	0.05	66.87 %	49,917.90	0.00 %		6.60 %	
KRI1	52.23	34.68	0.16	66.40 %	20,419.10	0.00 %		6.60 %	
ERD1	85.90	56.75	0.80	66.07 %	37,825.40	0.00 %		6.60 %	
TRM1	74.63	49.14	0.64	65.85 %	35,312.60	0.00 %		6.60 %	
HRR1	41.69	26.83	0.51	64.35 %	16,621.40	0.00 %		6.60 %	
BMD1	42.94	27.49	0.04	64.03 %	28,401.30	0.00 %		6.60 %	
MTR1	66.35	40.66	0.15	61.29 %	29,828.30	0.00 %		6.60 %	
KMM1	36.77	21.90	0.01	59.54 %	20,831.00	0.00 %		6.60 %	
RSP1	43.54	25.20	0.64	57.88 %	26,447.80	0.00 %		6.60 %	
EPI1	57.02	29.94	0.22	52.51 %	23,170.70	0.00 %		6.60 %	
VKL1	29.08	14.94	0.48	51.39 %	15,870.70	0.00 %		6.60 %	
SGG1	26.74	11.84	1.32	44.27 %	8,819.10	0.00 %		6.60 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	27.89	34.49	0.15	123.67 %	26,591.10	40.00 %	10,636.44	6.60 %	10,636.44
KMD1	23.79	25.59	0.37	107.56 %	37,297.70	25.00 %	9,324.43	6.60 %	11,189.31
SUL1	31.02	29.39	0.16	94.74 %	37,548.20	15.00 %	5,632.23	6.60 %	9,387.05
MPM1	36.92	34.85	0.24	94.37 %	38,198.90	15.00 %	5,729.84	6.60 %	9,549.73
SNR1	40.40	37.86	0.80	93.70 %	39,771.20	15.00 %	5,965.68	6.60 %	9,942.80
CBE2	221.47	189.88	0.78	85.74 %	167,355.00	10.00 %	16,735.50	6.60 %	25,103.25
CBE1	40.69	34.51	0.10	84.83 %	39,100.30	10.00 %	3,910.03	6.60 %	5,865.05
KGI1	47.53	40.12	0.13	84.41 %	26,639.50	10.00 %	2,663.95	6.60 %	3,995.93
CBE4	66.04	53.26	0.11	80.65 %	56,360.40	10.00 %	5,636.04	6.60 %	5,636.04
CBE6	51.59	40.22	0.45	77.96 %	47,196.70	0.00 %		6.60 %	4,719.67
KMR1	89.46	68.87	0.56	76.99 %	69,791.70	0.00 %		6.60 %	6,979.17
DPM2	41.26	31.54	0.01	76.45 %	30,109.20	0.00 %		6.60 %	3,010.92
AVI1	34.15	25.85	0.00	75.70 %	27,559.10	0.00 %		6.60 %	2,755.91
ANR1	10.76	8.07	0.11	75.04 %	9,156.20	0.00 %		6.60 %	915.62
CBE3	21.22	15.55	0.00	73.31 %	20,270.00	0.00 %		6.60 %	
SYM2	32.45	23.29	0.08	71.76 %	23,731.20	0.00 %		6.60 %	
KGM1	27.29	19.55	0.00	71.66 %	20,712.30	0.00 %		6.60 %	
TPR1	83.87	59.55	0.17	71.00 %	43,686.20	0.00 %		6.60 %	
TPR4	34.64	24.43	0.08	70.53 %	26,517.10	0.00 %		6.60 %	
CNR1	39.88	27.95	0.01	70.09 %	31,499.70	0.00 %		6.60 %	
PLI1	60.28	41.40	0.51	68.69 %	44,014.90	0.00 %		6.60 %	
PDM1	32.77	22.32	0.12	68.12 %	23,700.80	0.00 %		6.60 %	
UAM1	76.22	51.81	0.36	67.98 %	34,322.50	0.00 %		6.60 %	
TPR3	37.90	25.48	0.14	67.21 %	40,837.40	0.00 %		6.60 %	
UMP1	37.15	24.88	0.15	66.98 %	25,332.90	0.00 %		6.60 %	
PPI1	31.59	20.53	0.10	64.98 %	24,486.60	0.00 %		6.60 %	
TPR2	88.27	54.02	0.08	61.20 %	45,007.10	0.00 %		6.60 %	
GDR1	35.05	21.33	0.00	60.86 %	13,919.30	0.00 %		6.60 %	
CBE5	35.21	20.64	0.28	58.62 %	28,988.10	0.00 %		6.60 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	31.37	54.82	0.09	174.72 %	26,654.30	40.00 %	10,661.72	6.60 %	10,661.72
MDU3	72.18	90.24	0.31	125.03 %	43,627.70	40.00 %	17,451.08	6.60 %	17,451.08
MDU6	90.71	94.30	0.09	103.96 %	72,897.70	25.00 %	18,224.43	6.60 %	21,869.31
DKI1	45.67	42.19	0.12	92.39 %	49,718.60	15.00 %	7,457.79	6.60 %	9,943.72
KKD3	94.32	85.92	0.11	91.10 %	91,161.20	15.00 %	13,674.18	6.60 %	18,232.24
KRR1	39.62	35.74	0.19	90.19 %	31,858.10	15.00 %	4,778.72	6.60 %	6,371.62
SVG1	44.69	39.55	0.48	88.48 %	36,212.50	10.00 %	3,621.25	6.60 %	5,431.88
TMM1	68.72	60.11	0.58	87.46 %	49,365.40	10.00 %	4,936.54	6.60 %	7,404.81
TEN1	61.18	52.16	0.37	85.27 %	45,735.90	10.00 %	4,573.59	6.60 %	6,860.39
MDU2	105.16	88.32	0.52	83.99 %	60,279.70	10.00 %	6,027.97	6.60 %	6,027.97
KPT1	36.85	30.89	0.42	83.82 %	28,488.00	10.00 %	2,848.80	6.60 %	2,848.80
TPT1	48.19	40.05	0.00	83.11 %	63,509.90	10.00 %	6,350.99	6.60 %	6,350.99
PVI1	45.37	36.95	0.10	81.43 %	34,750.30	10.00 %	3,475.03	6.60 %	3,475.03
MDU5	41.83	33.16	0.07	79.28 %	44,763.00	0.00 %		6.60 %	4,476.30
PKM1	30.95	24.12	0.00	77.95 %	26,084.20	0.00 %		6.60 %	2,608.42
BNR1	37.00	28.70	0.00	77.56 %	27,747.60	0.00 %		6.60 %	2,774.76
TEN2	58.09	44.72	0.29	76.99 %	26,782.00	0.00 %		6.60 %	2,678.20
PNI1	27.39	20.84	0.38	76.07 %	18,721.40	0.00 %		6.60 %	1,872.14
KYK1	40.56	30.48	1.06	75.15 %	34,683.20	0.00 %		6.60 %	3,468.32
MDU4	46.47	33.69	0.53	72.49 %	29,017.80	0.00 %		6.60 %	
ATG1	61.48	43.71	0.37	71.09 %	44,059.80	0.00 %		6.60 %	
MLR1	31.00	21.74	0.43	70.13 %	18,510.00	0.00 %		6.60 %	
USL1	44.06	30.41	0.00	69.02 %	30,083.70	0.00 %		6.60 %	
DGL1	139.58	93.94	0.97	67.30 %	69,091.60	0.00 %		6.60 %	
BTU1	27.20	18.20	0.40	66.89 %	14,413.90	0.00 %		6.60 %	
ADP1	43.08	28.75	0.16	66.73 %	27,135.00	0.00 %		6.60 %	
CBM1	65.20	42.36	0.31	64.97 %	38,767.80	0.00 %		6.60 %	
MDU1	277.81	171.81	0.39	61.84 %	109,489.50	0.00 %		6.60 %	
SGP1	31.52	19.49	0.39	61.84 %	17,851.50	0.00 %		6.60 %	
DGL2	46.11	27.74	0.57	60.17 %	31,363.00	0.00 %		6.60 %	
CMR1	32.93	19.05	0.86	57.85 %	13,832.80	0.00 %		6.60 %	
MPA1	61.67	35.47	0.16	57.51 %	32,631.30	0.00 %		6.60 %	
ODM1	34.58	19.66	0.45	56.84 %	13,971.90	0.00 %		6.60 %	
MNM1	32.38	18.18	0.23	56.14 %	20,317.10	0.00 %		6.60 %	
NKI1	39.84	21.99	0.38	55.20 %	23,813.10	0.00 %		6.60 %	
NTM1	38.54	19.62	0.09	50.92 %	10,519.40	0.00 %		6.60 %	
TDI1	46.23	23.18	0.27	50.13 %	25,256.60	0.00 %		6.60 %	
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	34.36	38.11	0.39	110.93 %	28,393.20	30.00 %	8,517.96	6.60 %	8,517.96
KGL1	32.99	32.30	0.00	97.90 %	24,013.60	20.00 %	4,802.72	6.60 %	6,003.40
ARM1	24.74	24.07	1.20	97.29 %	20,938.40	20.00 %	4,187.68	6.60 %	5,234.60
PKD1	53.99	51.59	0.01	95.56 %	51,173.70	20.00 %	10,234.74	6.60 %	12,793.43
TVL2	21.00	18.61	0.45	88.62 %	8,461.10	10.00 %	846.11	6.60 %	1,269.17
ASM1	49.90	43.99	0.21	88.15 %	35,032.10	10.00 %	3,503.21	6.60 %	5,254.82
RND1	74.51	65.41	0.42	87.79 %	73,837.90	10.00 %	7,383.79	6.60 %	11,075.69
RPM1	79.22	68.93	0.52	87.01 %	57,257.80	10.00 %	5,725.78	6.60 %	8,588.67
ERL2	40.15	34.87	0.27	86.86 %	39,747.30	10.00 %	3,974.73	6.60 %	5,962.10
SDI1	36.43	30.76	0.29	84.43 %	21,169.20	10.00 %	2,116.92	6.60 %	3,175.38
APK2	49.57	41.19	0.35	83.10 %	34,041.30	10.00 %	3,404.13	6.60 %	3,404.13
VNR1	36.41	30.03	0.44	82.48 %	25,981.60	10.00 %	2,598.16	6.60 %	2,598.16
MMT1	46.09	37.31	0.33	80.96 %	23,074.80	10.00 %	2,307.48	6.60 %	2,307.48
TVL1	260.03	208.96	1.29	80.36 %	149,383.60	10.00 %	14,938.36	6.60 %	14,938.36
TUT1	296.98	236.50	0.36	79.64 %	215,030.70	0.00 %		6.60 %	21,503.07
TCN1	62.79	49.94	0.52	79.54 %	59,708.80	0.00 %		6.60 %	5,970.88
SGT1	30.85	24.45	0.04	79.27 %	16,190.10	0.00 %		6.60 %	1,619.01
VLY1	89.65	69.45	1.37	77.46 %	46,577.40	0.00 %		6.60 %	4,657.74
TKS1	77.24	59.33	0.06	76.80 %	52,591.60	0.00 %		6.60 %	5,259.16
KYR1	32.53	24.95	0.35	76.69 %	21,089.00	0.00 %		6.60 %	2,108.90
MAR1	86.50	65.63	0.22	75.88 %	46,021.80	0.00 %		6.60 %	4,602.18
PDI1	38.71	29.20	0.68	75.42 %	16,958.20	0.00 %		6.60 %	1,695.82
SKD1	36.98	27.61	0.07	74.65 %	25,215.30	0.00 %		6.60 %	
TUT2	119.43	88.38	1.94	74.00 %	75,393.80	0.00 %		6.60 %	
STU2	37.64	27.64	0.22	73.43 %	22,885.50	0.00 %		6.60 %	
SNL1	57.91	41.86	0.14	72.30 %	29,311.50	0.00 %		6.60 %	
COL1	16.23	11.45	0.06	70.56 %	10,355.80	0.00 %		6.60 %	
SVK1	92.66	63.98	0.32	69.05 %	53,786.90	0.00 %		6.60 %	
NGR1	192.13	131.88	0.76	68.64 %	97,554.70	0.00 %		6.60 %	
KVT1	151.22	103.47	0.84	68.42 %	113,540.90	0.00 %		6.60 %	
VNR2	134.02	89.35	0.20	66.67 %	88,244.80	0.00 %		6.60 %	
VKM1	38.90	24.70	0.35	63.50 %	36,886.60	0.00 %		6.60 %	
TYI1	50.42	30.17	0.13	59.83 %	34,249.00	0.00 %		6.60 %	
APK1	66.63	37.71	0.79	56.60 %	35,675.80	0.00 %		6.60 %	
TKY1	53.36	25.52	0.44	47.83 %	17,059.10	0.00 %		6.60 %	
KSM1	32.28	14.25	0.23	44.13 %	10,069.10	0.00 %		6.60 %	
TKS2	141.77	61.27	0.11	43.22 %	46,261.00	0.00 %		6.60 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	32.42	27.88	0.82	86.00 %	18,750.50	10.00 %	1,875.05	6.60 %	2,812.58
PAS1	48.91	31.24	0.28	63.88 %	24,056.30	0.00 %		6.60 %	
TVP1	120.09	70.05	0.26	58.33 %	58,853.60	0.00 %		6.60 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	36.50	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	41.58	2.40	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.64	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	7.45	58.19	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 %	