

Accu.Target
18,468.39 L

Sales
14,973.74 L

Achieved %
81.08 %

HO Budget+ %
8.92 %

Total Com.
127.35 L

Note : Sales Period is From :01-Nov-2025 To :20-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,257.91	1,190.69	94.66 %	33,000.00	8.92 %	66,000.00
TRICHY-01	1,827.38	1,659.06	90.79 %	0.00	8.92 %	0.00
CHENNAI-02	2,311.01	1,960.70	84.84 %	0.00	8.92 %	57,000.00
CHENNAI-01	2,395.18	1,991.57	83.15 %	0.00	8.92 %	57,000.00
NORTH ARCOT	1,510.30	1,230.68	81.49 %	0.00	8.92 %	0.00
WEST-02	1,906.68	1,436.78	75.36 %	0.00	8.92 %	0.00
SOUTH-03	2,355.04	1,762.80	74.85 %	0.00	8.92 %	0.00
WEST-01	1,596.39	1,185.23	74.24 %	0.00	8.92 %	0.00
SOUTH-01	3,084.70	2,267.12	73.50 %	0.00	8.92 %	0.00
KL-SOUTH	223.81	141.18	63.08 %	0.00	8.92 %	0.00
OTHERS	0.00	147.93	0.00 %	0.00	0.00 %	0.00
Total	18,468.39	14,973.74	81.08 %		8.92 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	408.97	422.28	103.25%	60,000.00	8.92 %	80,000.00
	SA02	449.45	413.24	91.94%	30,000.00	8.92 %	60,000.00
	SA03	399.49	355.18	88.91%	0.00	8.92 %	22,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	379.29	387.17	102.08%	45,000.00	8.92 %	60,000.00
	TNJ1	414.93	384.68	92.71%	22,500.00	8.92 %	45,000.00
	TRY1	541.79	489.99	90.44%	30,000.00	8.92 %	30,000.00
	PBR1	491.38	397.23	80.84%	0.00	8.92 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	577.23	516.21	89.43%	0.00	8.92 %	37,500.00
	CH07	611.77	521.49	85.24%	0.00	8.92 %	37,500.00
	CH04	635.24	529.68	83.38%	0.00	8.92 %	37,500.00
	CH09	486.77	393.32	80.80%	0.00	8.92 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	465.90	429.65	92.22%	30,000.00	8.92 %	60,000.00
	CH06	729.77	658.72	90.26%	45,000.00	8.92 %	45,000.00
	CH05	611.01	496.67	81.29%	0.00	8.92 %	0.00
	CH08	588.51	406.53	69.08%	0.00	8.92 %	0.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	534.04	458.79	85.91%	0.00	8.92 %	30,000.00
	NA03	462.35	388.00	83.92%	0.00	8.92 %	22,500.00
	NA02	513.91	383.89	74.70%	0.00	8.92 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	392.55	326.67	83.22%	0.00	8.92 %	22,500.00
	SLM1	555.53	432.59	77.87%	0.00	8.92 %	0.00
	ERD1	516.34	366.41	70.96%	0.00	8.92 %	0.00
	MTR1	442.25	311.10	70.34%	0.00	8.92 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	679.99	564.20	82.97%	0.00	8.92 %	37,500.00
	KKD2	485.03	398.00	82.06%	0.00	8.92 %	22,500.00
	SVG1	404.32	299.29	74.02%	0.00	8.92 %	0.00
	KRR1	82.45	60.48	73.35%	0.00	8.92 %	0.00
	DGL1	703.25	440.82	62.68%	0.00	8.92 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	663.45	521.49	78.60%	0.00	8.92 %	0.00
	TPR4	190.53	146.47	76.88%	0.00	8.92 %	0.00
	UAM1	288.21	214.86	74.55%	0.00	8.92 %	0.00
	PLI1	220.82	152.56	69.09%	0.00	8.92 %	0.00
	TPR1	233.38	149.85	64.21%	0.00	8.92 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	494.81	399.94	80.83%	0.00	8.92 %	0.00
	TUT1	671.25	526.91	78.50%	0.00	8.92 %	0.00
	KVT1	537.43	405.31	75.42%	0.00	8.92 %	0.00
	TKS1	449.15	306.99	68.35%	0.00	8.92 %	0.00
	NGR1	510.64	345.08	67.58%	0.00	8.92 %	0.00
	VNR1	421.43	282.89	67.13%	0.00	8.92 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	223.81	141.18	63.08%	0.00	8.92 %	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	64.22	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	53.10	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	8.01	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.02)	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	7.31	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.78	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)
KML1	34.76	41.87	0.41	120.46 %	25,798.60	40.00 %	10,319.44	8.92 %	10,319.44
POY2	84.95	101.58	0.18	119.59 %	68,990.40	30.00 %	20,697.12	8.92 %	27,596.16
TVM1	41.97	46.54	0.02	110.87 %	18,099.30	30.00 %	5,429.79	8.92 %	7,239.72
KLM1	64.85	71.60	0.18	110.41 %	67,716.50	30.00 %	20,314.95	8.92 %	27,086.60
CUD1	121.01	125.33	0.25	103.57 %	114,069.90	25.00 %	28,517.48	8.92 %	34,220.97
SJI2	69.91	70.66	0.55	101.07 %	45,497.10	25.00 %	11,374.28	8.92 %	13,649.13
CDM1	78.42	78.40	0.51	99.97 %	60,624.50	20.00 %	12,124.90	8.92 %	15,156.13
VPM2	63.75	62.87	0.43	98.61 %	46,196.10	20.00 %	9,239.22	8.92 %	11,549.03
KKI2	68.69	66.99	0.65	97.53 %	46,392.00	20.00 %	9,278.40	8.92 %	11,598.00
POY1	104.39	101.71	0.21	97.43 %	86,564.20	20.00 %	17,312.84	8.92 %	21,641.05
NVL2	70.67	63.75	0.57	90.20 %	49,731.80	15.00 %	7,459.77	8.92 %	9,946.36
PRT1	52.85	47.57	0.17	90.01 %	46,323.50	10.00 %	4,632.35	8.92 %	9,264.70
TRK1	82.74	69.62	0.43	84.15 %	60,232.10	10.00 %	6,023.21	8.92 %	9,034.82
TDM1	54.81	45.82	0.32	83.60 %	26,321.10	10.00 %	2,632.11	8.92 %	3,948.17
ULP1	74.44	61.26	0.00	82.29 %	44,071.00	10.00 %	4,407.10	8.92 %	6,610.65
STP1	29.89	23.56	0.29	78.83 %	13,638.60	0.00 %		8.92 %	1,363.86
VCM1	39.73	29.85	0.20	75.12 %	16,845.60	0.00 %		8.92 %	1,684.56
TVM2	55.68	41.76	0.24	75.00 %	21,628.70	0.00 %		8.92 %	2,162.87
MKM1	33.77	22.05	0.16	65.29 %	18,713.90	0.00 %		8.92 %	
VPM1	30.63	18.05	0.17	58.93 %	11,208.00	0.00 %		8.92 %	
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	24.33	34.34	0.00	141.15 %	17,827.60	40.00 %	7,131.04	8.92 %	7,131.04
TVR2	65.01	89.19	0.06	137.20 %	57,645.90	40.00 %	23,058.36	8.92 %	23,058.36
TVR1	30.97	39.32	0.00	126.98 %	29,087.50	40.00 %	11,635.00	8.92 %	11,635.00
PDK1	28.13	34.82	0.09	123.81 %	24,662.10	40.00 %	9,864.84	8.92 %	9,864.84
MVM1	72.79	88.14	0.12	121.09 %	89,869.40	40.00 %	35,947.76	8.92 %	35,947.76
KRN1	34.72	38.61	0.05	111.22 %	31,966.50	30.00 %	9,589.95	8.92 %	12,786.60
NGT1	59.70	63.28	0.02	106.00 %	52,257.40	25.00 %	13,064.35	8.92 %	15,677.22
TNJ1	99.87	100.24	0.35	100.37 %	64,252.30	25.00 %	16,063.08	8.92 %	19,275.69
KIK1	31.96	31.98	0.20	100.05 %	25,314.70	20.00 %	5,062.94	8.92 %	6,328.68
TNJ2	78.93	77.76	0.15	98.52 %	58,513.00	20.00 %	11,702.60	8.92 %	14,628.25
TRY3	57.90	56.73	0.13	97.98 %	42,607.40	20.00 %	8,521.48	8.92 %	10,651.85
NMM1	44.49	41.69	0.00	93.72 %	50,529.50	15.00 %	7,579.43	8.92 %	12,632.38
ORU1	33.71	30.34	0.10	90.00 %	27,026.60	10.00 %	2,702.66	8.92 %	5,405.32
TTP1	57.04	51.01	0.05	89.44 %	40,262.30	10.00 %	4,026.23	8.92 %	8,052.46
MDI1	62.16	54.78	0.35	88.14 %	42,482.70	10.00 %	4,248.27	8.92 %	8,496.54
APM1	24.85	21.88	0.32	88.02 %	24,718.90	10.00 %	2,471.89	8.92 %	4,943.78
KUM1	102.65	90.19	0.07	87.86 %	65,169.70	10.00 %	6,516.97	8.92 %	13,033.94
TRY1	300.45	263.14	0.11	87.58 %	158,950.90	10.00 %	15,895.09	8.92 %	31,790.18
AYR1	49.77	43.46	0.18	87.33 %	30,036.80	10.00 %	3,003.68	8.92 %	6,007.36
PBR1	30.82	25.90	0.15	84.03 %	22,036.50	10.00 %	2,203.65	8.92 %	3,305.48
JKM1	56.29	46.76	0.08	83.08 %	33,599.40	10.00 %	3,359.94	8.92 %	5,039.91
PTK1	70.93	57.99	0.47	81.76 %	44,445.40	10.00 %	4,444.54	8.92 %	4,444.54
MSI1	46.99	32.74	0.03	69.68 %	23,657.10	0.00 %		8.92 %	
NCK1	31.97	22.20	0.05	69.44 %	14,268.50	0.00 %		8.92 %	
PBR2	161.04	110.94	0.19	68.89 %	66,723.60	0.00 %		8.92 %	
TYR1	73.69	49.29	0.07	66.89 %	32,206.90	0.00 %		8.92 %	
TRY4	96.27	62.34	0.38	64.75 %	65,534.60	0.00 %		8.92 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	16.05	25.02	0.10	155.84 %	11,816.40	40.00 %	4,726.56	8.92 %	4,726.56
CH24	75.64	96.60	0.24	127.71 %	89,530.70	40.00 %	35,812.28	8.92 %	35,812.28
CH34	81.75	96.26	0.03	117.74 %	80,312.70	30.00 %	24,093.81	8.92 %	32,125.08
CH23	33.56	39.41	0.72	117.43 %	36,025.30	30.00 %	10,807.59	8.92 %	14,410.12
CH41	77.79	74.80	0.61	96.15 %	57,450.70	20.00 %	11,490.14	8.92 %	14,362.68
CH27	24.57	23.24	0.28	94.57 %	21,814.30	15.00 %	3,272.15	8.92 %	5,453.58
CH12	126.39	117.06	0.32	92.62 %	109,894.60	15.00 %	16,484.19	8.92 %	27,473.65
CH43	64.97	60.15	0.28	92.58 %	70,942.20	15.00 %	10,641.33	8.92 %	17,735.55
CH17	87.92	81.03	0.14	92.17 %	80,891.90	15.00 %	12,133.79	8.92 %	20,222.98
UK11	52.85	48.29	0.37	91.37 %	48,377.10	15.00 %	7,256.57	8.92 %	12,094.28
CH18	114.84	104.07	0.25	90.62 %	152,093.50	15.00 %	22,814.03	8.92 %	30,418.70
CH33	80.05	72.17	0.25	90.15 %	89,810.60	15.00 %	13,471.59	8.92 %	17,962.12
CH20	124.13	107.67	0.42	86.74 %	88,090.10	10.00 %	8,809.01	8.92 %	17,618.02
CH09	81.98	70.65	0.18	86.18 %	71,392.30	10.00 %	7,139.23	8.92 %	10,708.85
CH44	80.32	68.77	0.14	85.62 %	64,399.70	10.00 %	6,439.97	8.92 %	9,659.96
CH03	227.26	187.66	0.58	82.57 %	156,092.80	10.00 %	15,609.28	8.92 %	23,413.92
PON1	54.49	43.68	0.08	80.15 %	50,142.10	10.00 %	5,014.21	8.92 %	5,014.21
GPD1	58.37	46.09	0.15	78.96 %	35,468.00	0.00 %		8.92 %	3,546.80
CH15	257.77	200.03	0.16	77.60 %	150,272.80	0.00 %		8.92 %	15,027.28
MJR1	111.81	84.81	0.31	75.86 %	74,340.00	0.00 %		8.92 %	7,434.00
MC06	33.83	25.04	0.01	74.01 %	11,846.80	0.00 %		8.92 %	1,184.68
MC05	41.74	30.47	0.01	73.01 %	10,278.40	0.00 %		8.92 %	1,027.84
CH21	153.91	111.31	0.56	72.32 %	80,637.50	0.00 %		8.92 %	
CH36	41.67	26.50	0.44	63.61 %	20,878.10	0.00 %		8.92 %	
CH06	80.55	50.45	0.53	62.64 %	45,735.30	0.00 %		8.92 %	
CH46	63.41	39.68	0.30	62.57 %	34,477.90	0.00 %		8.92 %	
CH31	59.41	28.35	0.57	47.72 %	19,852.70	0.00 %		8.92 %	
CH01	3.98	1.44	0.00	36.16 %	1,196.50	0.00 %		8.92 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	38.05	45.72	0.14	120.15 %	47,010.10	40.00 %	18,804.04	8.92 %	18,804.04
CH42	103.24	121.48	0.14	117.66 %	87,520.80	30.00 %	26,256.24	8.92 %	35,008.32
CH45	67.41	77.95	0.15	115.63 %	70,311.30	30.00 %	21,093.39	8.92 %	28,124.52
CH19	87.79	99.37	0.20	113.18 %	84,118.50	30.00 %	25,235.55	8.92 %	33,647.40
CH38	51.77	56.16	0.23	108.47 %	62,950.40	25.00 %	15,737.60	8.92 %	18,885.12
GUD1	71.96	75.34	0.01	104.70 %	121,253.80	25.00 %	30,313.45	8.92 %	36,376.14
CH35	57.45	58.86	0.38	102.45 %	55,156.40	25.00 %	13,789.10	8.92 %	16,546.92
CH16	153.63	157.30	0.25	102.39 %	140,930.40	25.00 %	35,232.60	8.92 %	42,279.12
MRM1	76.85	72.36	0.08	94.17 %	60,174.30	15.00 %	9,026.15	8.92 %	15,043.58
CGL1	57.29	53.43	0.38	93.25 %	45,054.10	15.00 %	6,758.12	8.92 %	11,263.53
CH05	139.68	127.37	1.16	91.19 %	94,148.20	15.00 %	14,122.23	8.92 %	23,537.05
CH39	54.15	47.53	0.04	87.78 %	40,265.00	10.00 %	4,026.50	8.92 %	8,053.00
SKL1	57.90	50.40	0.49	87.04 %	55,322.60	10.00 %	5,532.26	8.92 %	11,064.52
CH30	78.29	67.78	0.59	86.58 %	43,708.30	10.00 %	4,370.83	8.92 %	6,556.25
CH11	75.77	65.05	0.16	85.85 %	55,650.00	10.00 %	5,565.00	8.92 %	8,347.50
MC10	19.65	16.43	0.71	83.58 %	8,279.30	10.00 %	827.93	8.92 %	1,241.90
CH07	117.43	94.59	0.61	80.55 %	80,812.50	10.00 %	8,081.25	8.92 %	8,081.25
MC09	14.12	11.21	0.00	79.41 %	10,826.30	0.00 %		8.92 %	1,082.63
TKM1	43.87	33.64	0.12	76.67 %	36,125.60	0.00 %		8.92 %	3,612.56
AVD1	104.74	78.56	1.97	75.00 %	70,725.60	0.00 %		8.92 %	7,072.56
CH22	81.87	61.29	0.04	74.86 %	54,882.20	0.00 %		8.92 %	5,488.22
CH08	168.09	122.99	0.23	73.17 %	170,920.80	0.00 %		8.92 %	17,092.08
GUD2	70.96	50.10	0.06	70.61 %	48,256.40	0.00 %		8.92 %	
CH48	123.65	80.76	0.24	65.31 %	94,772.00	0.00 %		8.92 %	
CH14	160.68	102.26	0.63	63.64 %	91,852.60	0.00 %		8.92 %	
KNR1	64.30	36.40	0.31	56.61 %	32,577.50	0.00 %		8.92 %	
CH40	59.57	32.88	0.00	55.20 %	15,118.30	0.00 %		8.92 %	
CH28	119.65	65.11	0.08	54.42 %	98,813.10	0.00 %		8.92 %	
CH26	32.13	16.11	0.19	50.14 %	15,746.50	0.00 %		8.92 %	
CH29	27.53	12.13	0.03	44.04 %	17,470.40	0.00 %		8.92 %	
MC02	15.72	1.02	0.00	6.48 %	582.10	0.00 %		8.92 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	56.10	69.22	0.90	123.38 %	55,079.00	40.00 %	22,031.60	8.92 %	22,031.60
TRL1	88.29	94.50	0.14	107.04 %	96,788.30	25.00 %	24,197.08	8.92 %	29,036.49
CYR1	34.47	36.88	0.15	107.01 %	33,050.10	25.00 %	8,262.53	8.92 %	9,915.03
PLR1	28.94	30.07	0.06	103.90 %	21,621.60	25.00 %	5,405.40	8.92 %	6,486.48
VNB1	42.63	43.78	0.06	102.71 %	29,669.00	25.00 %	7,417.25	8.92 %	8,900.70
UGI1	35.66	34.68	0.22	97.24 %	23,269.90	20.00 %	4,653.98	8.92 %	5,817.48
KPM2	167.71	159.59	0.20	95.16 %	97,456.50	20.00 %	19,491.30	8.92 %	24,364.13
VSI1	72.25	67.25	0.11	93.09 %	51,891.90	15.00 %	7,783.79	8.92 %	12,972.98
WJD1	64.59	59.39	0.41	91.95 %	66,991.20	15.00 %	10,048.68	8.92 %	16,747.80
PTU1	31.84	28.74	0.10	90.25 %	17,615.20	15.00 %	2,642.28	8.92 %	3,523.04
SLG1	28.84	25.55	0.31	88.61 %	20,613.70	10.00 %	2,061.37	8.92 %	4,122.74
ABR1	53.67	46.12	0.10	85.93 %	41,362.80	10.00 %	4,136.28	8.92 %	6,204.42
WJP1	49.63	42.05	0.03	84.72 %	32,663.90	10.00 %	3,266.39	8.92 %	4,899.59
GDM1	53.39	42.13	0.05	78.91 %	36,128.50	0.00 %		8.92 %	3,612.85
TRT1	42.47	33.16	1.08	78.07 %	23,797.70	0.00 %		8.92 %	2,379.77
CGM1	53.68	41.80	0.08	77.86 %	29,734.40	0.00 %		8.92 %	2,973.44
VEL1	74.76	56.66	0.25	75.80 %	60,413.40	0.00 %		8.92 %	6,041.34
BGR1	36.27	26.45	0.00	72.91 %	21,984.60	0.00 %		8.92 %	
TRR1	103.67	74.62	0.03	71.98 %	49,050.80	0.00 %		8.92 %	
CPT1	33.59	23.23	0.27	69.16 %	23,378.50	0.00 %		8.92 %	
KPM1	61.49	41.01	0.07	66.70 %	28,045.00	0.00 %		8.92 %	
ANI1	33.01	20.51	0.39	62.13 %	18,346.70	0.00 %		8.92 %	
SBR1	93.14	54.43	0.10	58.44 %	54,503.10	0.00 %		8.92 %	
VEL2	103.17	48.71	0.38	47.21 %	52,073.40	0.00 %		8.92 %	
ARC2	67.04	30.13	0.17	44.95 %	27,050.30	0.00 %		8.92 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	31.62	36.85	0.17	116.53 %	31,556.00	30.00 %	9,466.80	8.92 %	12,622.40
PMP1	34.39	35.17	0.15	102.27 %	20,118.70	25.00 %	5,029.68	8.92 %	6,035.61
PLC1	34.30	34.19	0.00	99.68 %	37,400.60	20.00 %	7,480.12	8.92 %	9,350.15
DPR1	29.65	29.22	0.02	98.55 %	18,038.20	20.00 %	3,607.64	8.92 %	4,509.55
EDP1	25.72	25.22	0.49	98.05 %	12,506.00	20.00 %	2,501.20	8.92 %	3,126.50
TCG1	30.92	29.81	0.13	96.41 %	24,151.70	20.00 %	4,830.34	8.92 %	6,037.93
KVP1	31.02	28.25	0.01	91.07 %	20,400.00	15.00 %	3,060.00	8.92 %	4,080.00
DPR2	37.74	33.53	0.05	88.85 %	17,298.50	10.00 %	1,729.85	8.92 %	3,459.70
SLM2	56.27	49.52	0.04	88.00 %	35,229.90	10.00 %	3,522.99	8.92 %	7,045.98
HSR2	111.11	95.23	1.08	85.71 %	69,727.70	10.00 %	6,972.77	8.92 %	10,459.16
VPD1	61.73	52.31	0.05	84.74 %	60,080.00	10.00 %	6,008.00	8.92 %	9,012.00
ERD2	102.05	85.43	0.12	83.71 %	97,173.60	10.00 %	9,717.36	8.92 %	14,576.04
NKL2	76.09	62.82	0.11	82.55 %	55,114.80	10.00 %	5,511.48	8.92 %	8,267.22
SLM1	164.15	131.62	0.28	80.18 %	82,229.50	10.00 %	8,222.95	8.92 %	8,222.95
APN1	43.61	34.63	0.07	79.43 %	43,384.00	0.00 %		8.92 %	4,338.40
OML1	68.53	53.34	0.43	77.83 %	37,512.80	0.00 %		8.92 %	3,751.28
CMI1	34.31	26.31	0.08	76.70 %	30,971.70	0.00 %		8.92 %	3,097.17
ATU1	62.67	47.02	0.53	75.03 %	27,543.70	0.00 %		8.92 %	2,754.37
SLM3	78.02	58.45	0.28	74.92 %	46,264.70	0.00 %		8.92 %	4,626.47
PDR1	26.26	19.02	0.70	72.42 %	19,244.40	0.00 %		8.92 %	
MCR1	55.65	37.99	0.13	68.26 %	28,624.20	0.00 %		8.92 %	
TRM1	82.92	55.03	0.57	66.36 %	38,904.80	0.00 %		8.92 %	
KRI1	58.03	38.03	0.28	65.53 %	21,621.70	0.00 %		8.92 %	
HRR1	46.33	30.07	0.46	64.90 %	19,108.90	0.00 %		8.92 %	
ERD1	95.45	61.24	0.86	64.16 %	40,939.50	0.00 %		8.92 %	
HSR1	92.09	58.96	0.04	64.03 %	53,244.60	0.00 %		8.92 %	
KMM1	40.86	24.78	0.01	60.65 %	22,146.30	0.00 %		8.92 %	
BMD1	47.71	28.88	0.04	60.54 %	30,436.40	0.00 %		8.92 %	
MTR1	73.72	43.04	0.14	58.38 %	32,421.60	0.00 %		8.92 %	
RSP1	48.37	27.60	0.58	57.06 %	28,630.30	0.00 %		8.92 %	
EPI1	63.35	33.81	0.28	53.37 %	25,537.90	0.00 %		8.92 %	
SGG1	29.71	14.26	1.10	47.98 %	10,785.20	0.00 %		8.92 %	
VKL1	32.31	15.15	0.48	46.88 %	16,407.70	0.00 %		8.92 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	34.86	56.08	0.30	160.88 %	27,913.70	40.00 %	11,165.48	8.92 %	11,165.48
MDU3	80.20	93.56	0.30	116.66 %	45,681.80	30.00 %	13,704.54	8.92 %	18,272.72
MDU6	100.79	102.78	0.16	101.97 %	78,709.60	25.00 %	19,677.40	8.92 %	23,612.88
KKD3	104.80	94.48	0.13	90.16 %	100,243.00	15.00 %	15,036.45	8.92 %	20,048.60
DKI1	50.75	45.50	0.11	89.65 %	54,112.40	10.00 %	5,411.24	8.92 %	10,822.48
TPT1	53.55	47.72	0.27	89.13 %	78,294.90	10.00 %	7,829.49	8.92 %	15,658.98
SVG1	49.66	43.65	0.44	87.90 %	39,835.50	10.00 %	3,983.55	8.92 %	7,967.10
TMM1	76.36	65.37	0.57	85.61 %	52,894.70	10.00 %	5,289.47	8.92 %	7,934.21
KRR1	44.03	37.66	0.23	85.55 %	33,883.20	10.00 %	3,388.32	8.92 %	5,082.48
MDU2	116.85	95.89	0.50	82.07 %	65,618.80	10.00 %	6,561.88	8.92 %	9,842.82
TEN1	67.97	55.47	0.48	81.61 %	49,432.10	10.00 %	4,943.21	8.92 %	4,943.21
KPT1	40.95	32.87	0.40	80.27 %	30,383.00	10.00 %	3,038.30	8.92 %	3,038.30
BNR1	41.11	32.70	0.00	79.54 %	31,492.30	0.00 %		8.92 %	3,149.23
PVI1	50.41	40.08	0.11	79.50 %	38,271.40	0.00 %		8.92 %	3,827.14
MDU5	46.48	35.65	0.08	76.71 %	47,815.80	0.00 %		8.92 %	4,781.58
TEN2	64.54	49.25	0.26	76.31 %	29,669.50	0.00 %		8.92 %	2,966.95
PKM1	34.39	25.50	0.00	74.14 %	27,824.00	0.00 %		8.92 %	2,782.40
KYK1	45.07	32.70	1.14	72.56 %	36,844.00	0.00 %		8.92 %	
PNI1	30.43	21.72	0.37	71.39 %	19,382.50	0.00 %		8.92 %	
ATG1	68.31	47.79	0.36	69.96 %	47,416.10	0.00 %		8.92 %	
MDU4	51.63	35.45	0.78	68.66 %	32,780.90	0.00 %		8.92 %	
MLR1	34.45	23.62	0.41	68.56 %	19,253.70	0.00 %		8.92 %	
DGL1	155.09	103.74	0.88	66.89 %	78,863.20	0.00 %		8.92 %	
ADP1	47.87	31.94	0.14	66.73 %	29,094.70	0.00 %		8.92 %	
BTU1	30.23	19.85	0.37	65.68 %	16,393.70	0.00 %		8.92 %	
USL1	48.96	32.05	0.00	65.46 %	31,245.60	0.00 %		8.92 %	
CBM1	72.45	46.08	0.28	63.60 %	42,513.60	0.00 %		8.92 %	
SGP1	35.02	21.65	0.35	61.84 %	19,955.80	0.00 %		8.92 %	
MDU1	308.67	188.66	0.37	61.12 %	117,490.70	0.00 %		8.92 %	
ODM1	38.43	22.82	0.39	59.37 %	15,570.00	0.00 %		8.92 %	
DGL2	51.23	29.57	0.54	57.71 %	33,944.20	0.00 %		8.92 %	
CMR1	36.59	21.09	0.78	57.65 %	14,733.40	0.00 %		8.92 %	
MPA1	68.52	38.98	0.15	56.88 %	36,218.70	0.00 %		8.92 %	
MNM1	35.97	20.19	0.21	56.14 %	23,143.20	0.00 %		8.92 %	
NKI1	44.27	23.69	0.35	53.51 %	25,886.00	0.00 %		8.92 %	
NTM1	42.82	22.50	0.08	52.54 %	12,072.00	0.00 %		8.92 %	
TDI1	51.37	24.93	0.25	48.54 %	26,905.10	0.00 %		8.92 %	
PNV1	0.00	(0.43)	-10.49	0.00 %	(23.90)	0.00 %		0.00 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	30.99	36.31	0.14	117.20 %	27,596.30	30.00 %	8,278.89	8.92 %	11,038.52
KMD1	26.43	26.91	0.35	101.82 %	40,008.90	25.00 %	10,002.23	8.92 %	12,002.67
SNR1	44.89	41.30	0.73	91.99 %	43,720.70	15.00 %	6,558.11	8.92 %	10,930.18
SUL1	34.47	31.55	0.15	91.53 %	40,107.00	15.00 %	6,016.05	8.92 %	10,026.75
MPM1	41.03	37.35	0.24	91.03 %	41,035.50	15.00 %	6,155.33	8.92 %	8,207.10
CBE1	45.21	39.01	0.09	86.29 %	42,495.30	10.00 %	4,249.53	8.92 %	6,374.30
CBE2	246.07	198.97	1.02	80.86 %	174,405.40	10.00 %	17,440.54	8.92 %	17,440.54
KGI1	52.81	42.54	0.12	80.55 %	28,058.10	10.00 %	2,805.81	8.92 %	2,805.81
CBE4	73.38	56.12	0.16	76.49 %	60,077.30	0.00 %		8.92 %	6,007.73
DPM2	45.84	34.55	0.01	75.36 %	32,893.00	0.00 %		8.92 %	3,289.30
KMR1	99.40	74.48	0.54	74.93 %	75,173.80	0.00 %		8.92 %	7,517.38
AVI1	37.95	28.27	0.15	74.50 %	30,101.10	0.00 %		8.92 %	3,010.11
CBE3	23.57	17.24	0.00	73.12 %	23,323.90	0.00 %		8.92 %	2,332.39
CBE6	57.33	41.48	0.49	72.36 %	49,827.10	0.00 %		8.92 %	
KGM1	30.32	21.62	0.33	71.31 %	22,941.40	0.00 %		8.92 %	
ANR1	11.95	8.51	0.57	71.20 %	9,466.30	0.00 %		8.92 %	
SYM2	36.06	25.49	0.07	70.68 %	25,805.10	0.00 %		8.92 %	
PLI1	66.97	46.24	0.49	69.04 %	48,483.00	0.00 %		8.92 %	
TPR1	93.19	64.12	0.16	68.81 %	49,076.90	0.00 %		8.92 %	
CNR1	44.31	29.92	0.01	67.53 %	35,102.30	0.00 %		8.92 %	
PDM1	36.41	24.38	0.11	66.97 %	25,928.70	0.00 %		8.92 %	
TPR3	42.11	27.81	0.20	66.03 %	44,152.10	0.00 %		8.92 %	
TPR4	38.49	25.17	0.08	65.40 %	26,704.10	0.00 %		8.92 %	
PPI1	35.10	22.72	0.09	64.74 %	26,695.20	0.00 %		8.92 %	
UAM1	84.69	54.81	0.34	64.72 %	37,089.10	0.00 %		8.92 %	
UMP1	41.28	25.76	0.89	62.41 %	27,206.50	0.00 %		8.92 %	
GDR1	38.95	23.33	0.01	59.91 %	15,469.10	0.00 %		8.92 %	
TPR2	98.08	57.92	0.09	59.05 %	47,765.50	0.00 %		8.92 %	
CBE5	39.13	21.35	0.27	54.56 %	30,075.70	0.00 %		8.92 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UDN1	38.17	41.98	0.35	109.98 %	31,280.60	25.00 %	7,820.15	8.92 %	12,512.24
ARM1	27.49	26.46	1.38	96.25 %	23,181.40	20.00 %	4,636.28	8.92 %	5,795.35
SGT1	34.27	31.91	0.03	93.11 %	21,081.60	15.00 %	3,162.24	8.92 %	5,270.40
KGL1	36.66	34.07	0.03	92.93 %	25,987.80	15.00 %	3,898.17	8.92 %	6,496.95
PKD1	59.99	55.68	0.07	92.81 %	56,331.20	15.00 %	8,449.68	8.92 %	14,082.80
RPM1	88.03	76.86	0.61	87.31 %	63,209.40	10.00 %	6,320.94	8.92 %	12,641.88
RND1	82.79	71.28	0.51	86.10 %	83,441.90	10.00 %	8,344.19	8.92 %	12,516.29
ASM1	55.44	46.38	0.22	83.66 %	38,815.50	10.00 %	3,881.55	8.92 %	5,822.33
SDI1	40.48	33.53	0.37	82.84 %	23,304.00	10.00 %	2,330.40	8.92 %	3,495.60
TCN1	69.77	57.23	0.46	82.04 %	67,840.10	10.00 %	6,784.01	8.92 %	6,784.01
ERL2	44.61	36.47	0.26	81.76 %	41,714.10	10.00 %	4,171.41	8.92 %	4,171.41
TVL2	23.33	19.00	0.44	81.43 %	8,623.10	10.00 %	862.31	8.92 %	862.31
VLY1	99.61	80.74	1.31	81.05 %	50,515.50	10.00 %	5,051.55	8.92 %	5,051.55
APK2	55.08	44.13	0.45	80.13 %	38,776.70	10.00 %	3,877.67	8.92 %	3,877.67
TVL1	288.93	227.35	1.25	78.69 %	166,275.00	0.00 %		8.92 %	16,627.50
TUT1	329.97	259.50	0.36	78.64 %	236,451.10	0.00 %		8.92 %	23,645.11
TKS1	85.83	66.15	0.07	77.07 %	59,329.90	0.00 %		8.92 %	5,932.99
VNR1	40.45	31.17	0.42	77.04 %	26,559.30	0.00 %		8.92 %	2,655.93
KYR1	36.15	27.72	0.31	76.69 %	22,904.70	0.00 %		8.92 %	2,290.47
SKD1	41.09	31.49	0.06	76.62 %	30,895.20	0.00 %		8.92 %	3,089.52
MMT1	51.21	38.95	0.32	76.06 %	24,805.10	0.00 %		8.92 %	2,480.51
MAR1	96.11	72.24	0.20	75.17 %	50,254.40	0.00 %		8.92 %	5,025.44
PDI1	43.01	32.04	0.77	74.50 %	19,533.40	0.00 %		8.92 %	1,953.34
TUT2	132.70	97.00	1.77	73.10 %	82,121.60	0.00 %		8.92 %	8,212.16
SNL1	64.34	46.61	0.13	72.44 %	32,815.70	0.00 %		8.92 %	
COL1	18.03	13.06	0.05	72.44 %	11,236.80	0.00 %		8.92 %	
STU2	41.82	29.48	0.20	70.50 %	24,610.90	0.00 %		8.92 %	
SVK1	102.95	72.18	0.32	70.11 %	59,729.40	0.00 %		8.92 %	
KVT1	168.03	116.19	0.75	69.15 %	136,457.70	0.00 %		8.92 %	
NGR1	213.47	143.56	0.72	67.25 %	106,388.80	0.00 %		8.92 %	
VNR2	148.91	94.88	0.19	63.72 %	95,551.30	0.00 %		8.92 %	
VKM1	43.23	26.87	0.37	62.15 %	40,142.80	0.00 %		8.92 %	
TYI1	56.03	34.72	0.11	61.97 %	41,192.60	0.00 %		8.92 %	
APK1	74.03	40.53	0.73	54.75 %	39,456.60	0.00 %		8.92 %	
TKY1	59.29	27.47	0.41	46.33 %	19,052.30	0.00 %		8.92 %	
KSM1	35.87	15.73	0.21	43.85 %	10,958.20	0.00 %		8.92 %	
TKS2	157.53	66.50	0.10	42.22 %	52,203.50	0.00 %		8.92 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	36.03	30.12	0.77	83.59 %	21,476.40	10.00 %	2,147.64	8.92 %	3,221.46
PAS1	54.35	33.17	0.27	61.03 %	25,484.40	0.00 %		8.92 %	
TVP1	133.43	77.89	0.24	58.38 %	65,562.50	0.00 %		8.92 %	

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	51.17	1.95	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.93	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	7.33	23.37	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	8.01	13.89	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.78	0.00	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	27.71	15.64	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(0.02)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.02)	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 %	