

Accu.Target
19,391.83 L

Sales
15,739.84 L

Achieved %
81.17 %

HO Budget+ %
8.83 %

Total Com.
133.56 L

Note : Sales Period is From :01-Nov-2025 To :21-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,320.81	1,237.47	93.69 %	36,000.00	8.83 %	72,000.00
NORTH ARCOT	1,585.82	1,478.06	93.20 %	42,000.00	8.83 %	84,000.00
TRICHY-01	1,918.76	1,739.34	90.65 %	0.00	8.83 %	0.00
CHENNAI-02	2,426.56	2,027.59	83.56 %	0.00	8.83 %	60,000.00
CHENNAI-01	2,514.95	2,060.15	81.92 %	0.00	8.83 %	0.00
WEST-02	2,002.01	1,494.00	74.62 %	0.00	8.83 %	0.00
SOUTH-03	2,472.79	1,828.98	73.96 %	0.00	8.83 %	0.00
WEST-01	1,676.21	1,232.36	73.52 %	0.00	8.83 %	0.00
SOUTH-01	3,238.94	2,338.18	72.19 %	0.00	8.83 %	0.00
KL-SOUTH	235.00	144.09	61.31 %	0.00	8.83 %	0.00
OTHERS	0.00	159.62	0.00 %	0.00	0.00 %	0.00
Total	19,391.83	15,739.84	81.17 %		8.83 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	429.42	438.11	102.02%	60,000.00	8.83 %	80,000.00
	SA02	471.92	430.34	91.19%	30,000.00	8.83 %	60,000.00
	SA03	419.47	369.03	87.97%	0.00	8.83 %	22,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	560.74	526.50	93.89%	37,500.00	8.83 %	75,000.00
	NA02	539.60	501.42	92.92%	37,500.00	8.83 %	75,000.00
	NA03	485.47	450.14	92.72%	30,000.00	8.83 %	60,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	398.25	406.73	102.13%	60,000.00	8.83 %	80,000.00
	TNJ1	435.67	405.37	93.04%	30,000.00	8.83 %	60,000.00
	TRY1	568.88	512.25	90.05%	37,500.00	8.83 %	37,500.00
	PBR1	515.95	414.99	80.43%	0.00	8.83 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	606.09	528.28	87.16%	0.00	8.83 %	37,500.00
	CH07	642.36	538.37	83.81%	0.00	8.83 %	37,500.00
	CH04	667.00	552.67	82.86%	0.00	8.83 %	37,500.00
	CH09	511.11	408.28	79.88%	0.00	8.83 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	489.20	447.99	91.58%	30,000.00	8.83 %	60,000.00
	CH06	766.26	681.97	89.00%	0.00	8.83 %	45,000.00
	CH05	641.56	514.22	80.15%	0.00	8.83 %	0.00
	CH08	617.93	415.97	67.32%	0.00	8.83 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	412.18	340.57	82.63%	0.00	8.83 %	22,500.00
	SLM1	583.31	453.42	77.73%	0.00	8.83 %	0.00
	MTR1	464.37	324.37	69.85%	0.00	8.83 %	0.00
	ERD1	542.16	375.64	69.29%	0.00	8.83 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	713.99	583.28	81.69%	0.00	8.83 %	0.00
	KKD2	509.29	414.72	81.43%	0.00	8.83 %	0.00
	SVG1	424.54	305.18	71.89%	0.00	8.83 %	0.00
	KRR1	86.58	61.95	71.56%	0.00	8.83 %	0.00
	DGL1	738.41	463.84	62.82%	0.00	8.83 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	696.62	542.96	77.94%	0.00	8.83 %	0.00
	TPR4	200.06	154.32	77.13%	0.00	8.83 %	0.00
	UAM1	302.62	222.54	73.54%	0.00	8.83 %	0.00
	PLI1	231.86	158.21	68.23%	0.00	8.83 %	0.00
	TPR1	245.05	154.33	62.98%	0.00	8.83 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	519.55	408.96	78.72%	0.00	8.83 %	0.00
	TUT1	704.81	543.35	77.09%	0.00	8.83 %	0.00
	KVT1	564.30	420.68	74.55%	0.00	8.83 %	0.00
	TKS1	471.60	319.36	67.72%	0.00	8.83 %	0.00
	VNR1	442.51	293.50	66.33%	0.00	8.83 %	0.00
	NGR1	536.17	352.33	65.71%	0.00	8.83 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	235.00	144.09	61.31%	0.00	8.83 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.64	0.00%	0.00	0.00 %	0.00
	CH02	0.00	69.35	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	54.81	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	9.97	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	4.56	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	7.50	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	8.03	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	36.50	42.94	0.40	117.64 %	27,025.10	30.00 %	8,107.53	8.83 %	10,810.04
POY2	89.19	102.57	0.18	115.00 %	69,988.00	30.00 %	20,996.40	8.83 %	27,995.20
KLM1	68.10	75.38	0.18	110.69 %	71,623.60	30.00 %	21,487.08	8.83 %	28,649.44
TVM1	44.07	47.08	0.05	106.82 %	18,405.00	25.00 %	4,601.25	8.83 %	5,521.50
CUD1	127.06	132.77	0.28	104.49 %	123,074.20	25.00 %	30,768.55	8.83 %	36,922.26
SJI2	73.40	72.78	0.76	99.15 %	48,681.90	20.00 %	9,736.38	8.83 %	12,170.48
CDM1	82.34	80.69	0.51	97.99 %	62,742.30	20.00 %	12,548.46	8.83 %	15,685.58
KKI2	72.12	70.43	0.62	97.65 %	49,281.70	20.00 %	9,856.34	8.83 %	12,320.43
VPM2	66.94	64.21	0.42	95.92 %	47,617.90	20.00 %	9,523.58	8.83 %	11,904.48
POY1	109.61	104.02	0.20	94.89 %	89,460.00	15.00 %	13,419.00	8.83 %	22,365.00
PRT1	55.49	50.59	0.21	91.17 %	50,597.80	15.00 %	7,589.67	8.83 %	10,119.56
NVL2	74.21	66.74	0.55	89.94 %	52,153.60	10.00 %	5,215.36	8.83 %	10,430.72
TRK1	86.88	73.47	0.41	84.56 %	64,669.90	10.00 %	6,466.99	8.83 %	9,700.49
TDM1	57.55	48.24	0.30	83.82 %	27,825.20	10.00 %	2,782.52	8.83 %	4,173.78
ULP1	78.16	63.18	0.00	80.83 %	45,746.90	10.00 %	4,574.69	8.83 %	4,574.69
STP1	31.38	24.83	0.27	79.14 %	14,084.50	0.00 %		8.83 %	1,408.45
TVM2	58.46	44.88	0.23	76.77 %	22,811.90	0.00 %		8.83 %	2,281.19
VCM1	41.72	30.94	0.19	74.15 %	17,630.20	0.00 %		8.83 %	1,763.02
MKM1	35.46	23.37	0.16	65.91 %	19,820.90	0.00 %		8.83 %	
VPM1	32.16	18.51	0.16	57.55 %	11,914.00	0.00 %		8.83 %	
SJI1	0.00	(0.14)	-21.57	0.00 %	(51.60)	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	58.91	72.46	0.86	123.01 %	58,637.30	40.00 %	23,454.92	8.83 %	23,454.92
VEL2	108.33	126.61	0.14	116.87 %	102,683.30	30.00 %	30,804.99	8.83 %	41,073.32
CYR1	36.19	39.00	0.14	107.76 %	35,318.40	25.00 %	8,829.60	8.83 %	10,595.52
ARC2	70.39	74.89	0.27	106.40 %	60,557.40	25.00 %	15,139.35	8.83 %	18,167.22
SBR1	97.80	103.20	0.05	105.53 %	85,489.30	25.00 %	21,372.33	8.83 %	25,646.79
TRL1	92.70	97.37	0.14	105.03 %	99,346.70	25.00 %	24,836.68	8.83 %	29,804.01
PLR1	30.39	31.82	0.05	104.72 %	22,509.40	25.00 %	5,627.35	8.83 %	6,752.82
VNB1	44.76	45.40	0.06	101.43 %	30,961.60	25.00 %	7,740.40	8.83 %	9,288.48
KPM2	176.09	171.06	0.19	97.14 %	105,767.20	20.00 %	21,153.44	8.83 %	26,441.80
ABR1	56.35	53.74	0.08	95.37 %	44,311.10	20.00 %	8,862.22	8.83 %	11,077.78
UGI1	37.44	35.55	0.22	94.95 %	23,865.60	15.00 %	3,579.84	8.83 %	5,966.40
VSI1	75.86	69.76	0.11	91.97 %	53,393.30	15.00 %	8,009.00	8.83 %	13,348.33
VEL1	78.50	71.18	0.20	90.68 %	74,934.50	15.00 %	11,240.18	8.83 %	14,986.90
WJD1	67.82	60.90	0.40	89.79 %	68,243.40	10.00 %	6,824.34	8.83 %	13,648.68
SLG1	30.28	26.51	0.30	87.56 %	21,568.30	10.00 %	2,156.83	8.83 %	4,313.66
PTU1	33.43	29.24	0.10	87.45 %	17,794.70	10.00 %	1,779.47	8.83 %	3,558.94
WJP1	52.12	43.57	0.03	83.60 %	33,764.70	10.00 %	3,376.47	8.83 %	5,064.71
CGM1	56.36	45.89	0.08	81.41 %	33,611.00	10.00 %	3,361.10	8.83 %	3,361.10
GDM1	56.06	44.73	0.05	79.78 %	37,615.00	0.00 %		8.83 %	3,761.50
TRT1	44.60	34.84	1.03	78.13 %	24,712.40	0.00 %		8.83 %	2,471.24
TRR1	108.85	82.06	0.02	75.39 %	53,485.20	0.00 %		8.83 %	5,348.52
BGR1	38.09	28.70	0.00	75.37 %	23,657.50	0.00 %		8.83 %	2,365.75
CPT1	35.27	24.96	0.26	70.75 %	24,494.30	0.00 %		8.83 %	
KPM1	64.56	42.52	0.07	65.86 %	29,255.20	0.00 %		8.83 %	
ANI1	34.66	22.10	0.36	63.77 %	18,895.10	0.00 %		8.83 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR2	68.26	94.77	0.06	138.84 %	62,298.00	40.00 %	24,919.20	8.83 %	24,919.20
TRY2	25.54	34.84	0.00	136.39 %	18,503.60	40.00 %	7,401.44	8.83 %	7,401.44
TVR1	32.52	40.34	0.00	124.07 %	29,848.00	40.00 %	11,939.20	8.83 %	11,939.20
MVM1	76.43	92.28	0.12	120.74 %	95,504.70	40.00 %	38,201.88	8.83 %	38,201.88
PDK1	29.53	35.34	0.09	119.66 %	25,030.40	30.00 %	7,509.12	8.83 %	10,012.16
KRN1	36.46	40.28	0.05	110.49 %	33,453.50	30.00 %	10,036.05	8.83 %	13,381.40
KIK1	33.56	36.35	0.17	108.31 %	28,072.20	25.00 %	7,018.05	8.83 %	8,421.66
NGT1	62.69	65.40	0.02	104.32 %	54,501.10	25.00 %	13,625.28	8.83 %	16,350.33
TNJ1	104.86	107.59	0.33	102.61 %	69,518.10	25.00 %	17,379.53	8.83 %	20,855.43
TNJ2	82.87	81.20	0.16	97.98 %	63,103.90	20.00 %	12,620.78	8.83 %	15,775.98
TRY3	60.80	58.88	0.13	96.84 %	44,697.30	20.00 %	8,939.46	8.83 %	11,174.33
NMM1	46.71	43.16	0.00	92.39 %	52,111.20	15.00 %	7,816.68	8.83 %	13,027.80
APM1	26.10	23.08	0.31	88.45 %	26,549.20	10.00 %	2,654.92	8.83 %	5,309.84
KUM1	107.78	94.56	0.07	87.74 %	68,777.20	10.00 %	6,877.72	8.83 %	13,755.44
TRY1	315.47	276.18	0.10	87.54 %	165,759.00	10.00 %	16,575.90	8.83 %	33,151.80
ORU1	35.39	30.95	0.09	87.46 %	27,776.20	10.00 %	2,777.62	8.83 %	5,555.24
MDI1	65.27	56.99	0.34	87.31 %	44,633.60	10.00 %	4,463.36	8.83 %	8,926.72
TTP1	59.89	52.08	0.05	86.95 %	41,533.40	10.00 %	4,153.34	8.83 %	8,306.68
AYR1	52.26	44.67	0.18	85.48 %	31,149.10	10.00 %	3,114.91	8.83 %	4,672.37
JKM1	59.10	50.18	0.08	84.91 %	36,204.70	10.00 %	3,620.47	8.83 %	5,430.71
PBR1	32.36	27.20	0.14	84.06 %	23,032.20	10.00 %	2,303.22	8.83 %	3,454.83
PTK1	74.47	62.40	0.43	83.79 %	48,604.50	10.00 %	4,860.45	8.83 %	7,290.68
MSI1	49.34	34.47	0.03	69.87 %	24,852.90	0.00 %		8.83 %	
NCK1	33.57	23.24	0.05	69.24 %	14,826.70	0.00 %		8.83 %	
PBR2	169.09	115.41	0.22	68.25 %	69,494.90	0.00 %		8.83 %	
TRY4	101.09	66.74	0.35	66.03 %	70,900.80	0.00 %		8.83 %	
TYR1	77.38	50.77	0.07	65.62 %	32,730.70	0.00 %		8.83 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	16.86	25.85	0.10	153.37 %	12,090.40	40.00 %	4,836.16	8.83 %	4,836.16
CH24	79.42	98.66	0.24	124.22 %	91,748.50	40.00 %	36,699.40	8.83 %	36,699.40
CH34	85.84	98.50	0.03	114.75 %	82,872.50	30.00 %	24,861.75	8.83 %	33,149.00
CH23	35.24	39.89	0.71	113.19 %	36,206.30	30.00 %	10,861.89	8.83 %	14,482.52
CH41	81.68	77.19	0.59	94.50 %	59,966.90	15.00 %	8,995.04	8.83 %	14,991.73
CH43	68.22	63.38	0.27	92.90 %	75,176.50	15.00 %	11,276.48	8.83 %	18,794.13
CH27	25.80	23.90	0.33	92.61 %	22,011.40	15.00 %	3,301.71	8.83 %	5,502.85
CH17	92.32	83.50	0.14	90.45 %	84,107.50	15.00 %	12,616.13	8.83 %	16,821.50
CH12	132.71	119.86	0.36	90.31 %	112,049.00	15.00 %	16,807.35	8.83 %	22,409.80
UK11	55.49	49.83	0.36	89.80 %	49,085.50	10.00 %	4,908.55	8.83 %	9,817.10
CH33	84.06	75.26	0.24	89.54 %	93,422.90	10.00 %	9,342.29	8.83 %	18,684.58
CH18	120.58	106.40	0.24	88.24 %	155,393.20	10.00 %	15,539.32	8.83 %	31,078.64
CH44	84.34	72.28	0.14	85.71 %	68,249.90	10.00 %	6,824.99	8.83 %	10,237.49
CH20	130.34	111.36	0.41	85.44 %	90,322.80	10.00 %	9,032.28	8.83 %	13,548.42
CH09	86.08	73.22	0.17	85.06 %	74,197.60	10.00 %	7,419.76	8.83 %	11,129.64
CH03	238.62	191.96	0.57	80.44 %	161,129.80	10.00 %	16,112.98	8.83 %	16,112.98
GPD1	61.29	49.01	0.14	79.97 %	37,337.50	0.00 %		8.83 %	3,733.75
PON1	57.22	45.22	0.08	79.03 %	51,153.80	0.00 %		8.83 %	5,115.38
CH15	270.66	206.69	0.19	76.37 %	157,095.30	0.00 %		8.83 %	15,709.53
MJR1	117.40	87.79	0.30	74.78 %	77,052.20	0.00 %		8.83 %	7,705.22
MC05	43.83	32.05	0.01	73.14 %	10,624.80	0.00 %		8.83 %	1,062.48
CH21	161.61	117.99	0.53	73.01 %	84,487.10	0.00 %		8.83 %	
MC06	35.52	25.29	0.01	71.20 %	11,933.50	0.00 %		8.83 %	
CH46	66.58	41.85	0.29	62.86 %	36,320.30	0.00 %		8.83 %	
CH06	84.57	52.63	0.51	62.23 %	46,606.70	0.00 %		8.83 %	
CH36	43.75	27.21	0.43	62.18 %	21,557.60	0.00 %		8.83 %	
CH31	62.38	29.39	0.55	47.12 %	20,566.20	0.00 %		8.83 %	
CH01	4.18	1.44	0.00	34.43 %	1,196.50	0.00 %		8.83 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH37	39.96	46.53	0.14	116.45 %	48,140.00	30.00 %	14,442.00	8.83 %	19,256.00
CH42	108.40	125.79	0.14	116.04 %	92,396.00	30.00 %	27,718.80	8.83 %	36,958.40
CH45	70.78	79.90	0.15	112.87 %	72,063.30	30.00 %	21,618.99	8.83 %	28,825.32
CH19	92.18	101.43	0.22	110.04 %	85,959.10	30.00 %	25,787.73	8.83 %	34,383.64
CH35	60.32	63.40	0.35	105.10 %	59,290.00	25.00 %	14,822.50	8.83 %	17,787.00
CH38	54.36	57.05	0.23	104.94 %	64,055.70	25.00 %	16,013.93	8.83 %	19,216.71
GUD1	75.56	77.31	0.01	102.32 %	123,881.30	25.00 %	30,970.33	8.83 %	37,164.39
CH16	161.31	162.61	0.24	100.80 %	144,876.60	25.00 %	36,219.15	8.83 %	43,462.98
MRM1	80.69	75.84	0.08	93.99 %	63,122.60	15.00 %	9,468.39	8.83 %	15,780.65
CGL1	60.16	56.22	0.36	93.46 %	48,266.40	15.00 %	7,239.96	8.83 %	12,066.60
CH05	146.66	129.34	1.15	88.19 %	95,519.70	10.00 %	9,551.97	8.83 %	19,103.94
CH30	82.20	71.71	0.56	87.23 %	46,152.70	10.00 %	4,615.27	8.83 %	9,230.54
SKL1	60.80	52.74	0.47	86.75 %	57,403.10	10.00 %	5,740.31	8.83 %	11,480.62
CH11	79.56	67.55	0.23	84.91 %	57,826.20	10.00 %	5,782.62	8.83 %	8,673.93
CH39	56.85	48.00	0.07	84.43 %	40,861.10	10.00 %	4,086.11	8.83 %	6,129.17
MC10	20.64	17.28	0.68	83.72 %	8,451.40	10.00 %	845.14	8.83 %	1,267.71
TKM1	46.07	36.56	0.11	79.36 %	38,657.10	0.00 %		8.83 %	3,865.71
CH07	123.30	97.68	0.59	79.22 %	82,988.40	0.00 %		8.83 %	8,298.84
MC09	14.83	11.34	0.00	76.49 %	10,872.50	0.00 %		8.83 %	1,087.25
AVD1	109.98	82.31	1.88	74.84 %	72,651.10	0.00 %		8.83 %	7,265.11
CH22	85.96	64.20	0.03	74.68 %	58,230.20	0.00 %		8.83 %	5,823.02
CH08	176.49	127.67	0.22	72.34 %	178,361.40	0.00 %		8.83 %	
GUD2	74.51	52.15	0.05	69.99 %	49,436.80	0.00 %		8.83 %	
CH48	129.84	82.95	0.24	63.89 %	96,816.40	0.00 %		8.83 %	
CH14	168.71	104.54	0.62	61.97 %	93,728.30	0.00 %		8.83 %	
CH40	62.55	36.50	0.00	58.36 %	16,290.60	0.00 %		8.83 %	
KNR1	67.52	36.94	0.31	54.71 %	33,067.50	0.00 %		8.83 %	
CH28	125.63	64.81	0.08	51.59 %	97,968.70	0.00 %		8.83 %	
CH26	33.73	16.39	0.19	48.59 %	16,112.30	0.00 %		8.83 %	
CH29	28.91	12.41	0.03	42.93 %	18,239.80	0.00 %		8.83 %	
MC02	16.51	1.02	0.00	6.17 %	582.10	0.00 %		8.83 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	33.20	40.09	0.16	120.74 %	33,957.00	40.00 %	13,582.80	8.83 %	13,582.80
PMP1	36.11	36.54	0.14	101.22 %	21,359.00	25.00 %	5,339.75	8.83 %	6,407.70
PLC1	36.02	35.48	0.02	98.52 %	38,656.40	20.00 %	7,731.28	8.83 %	9,664.10
TCG1	32.47	31.82	0.18	98.01 %	25,998.30	20.00 %	5,199.66	8.83 %	6,499.58
DPR1	31.14	30.42	0.02	97.71 %	18,720.20	20.00 %	3,744.04	8.83 %	4,680.05
EDP1	27.01	25.53	0.48	94.54 %	12,719.70	15.00 %	1,907.96	8.83 %	3,179.93
KVP1	32.57	29.16	0.01	89.52 %	21,162.70	10.00 %	2,116.27	8.83 %	4,232.54
VPD1	64.82	57.13	0.09	88.14 %	65,332.10	10.00 %	6,533.21	8.83 %	13,066.42
SLM2	59.09	51.45	0.04	87.08 %	36,455.00	10.00 %	3,645.50	8.83 %	7,291.00
DPR2	39.63	34.31	0.05	86.58 %	18,103.50	10.00 %	1,810.35	8.83 %	2,715.53
HSR2	116.66	98.48	1.05	84.41 %	71,901.80	10.00 %	7,190.18	8.83 %	10,785.27
ERD2	107.16	87.47	0.21	81.63 %	99,913.70	10.00 %	9,991.37	8.83 %	9,991.37
NKL2	79.90	64.43	0.11	80.64 %	57,013.30	10.00 %	5,701.33	8.83 %	5,701.33
SLM1	172.36	137.02	0.27	79.49 %	86,478.80	0.00 %		8.83 %	8,647.88
APN1	45.79	35.95	0.06	78.52 %	44,655.90	0.00 %		8.83 %	4,465.59
OML1	71.95	55.22	0.42	76.75 %	38,274.90	0.00 %		8.83 %	3,827.49
ATU1	65.81	49.71	0.50	75.54 %	29,169.30	0.00 %		8.83 %	2,916.93
SLM3	81.92	61.65	0.26	75.25 %	47,953.00	0.00 %		8.83 %	4,795.30
CMI1	36.02	26.36	0.08	73.19 %	29,389.70	0.00 %		8.83 %	2,938.97
MCR1	58.44	41.20	0.12	70.50 %	30,576.40	0.00 %		8.83 %	
PDR1	27.57	19.23	0.70	69.75 %	19,799.90	0.00 %		8.83 %	
HRR1	48.64	32.71	0.42	67.24 %	20,563.60	0.00 %		8.83 %	
KRI1	60.94	39.39	0.27	64.64 %	22,374.10	0.00 %		8.83 %	
TRM1	87.07	55.89	0.57	64.19 %	39,395.30	0.00 %		8.83 %	
HSR1	96.69	61.43	0.08	63.53 %	55,501.70	0.00 %		8.83 %	
ERD1	100.22	62.90	0.83	62.76 %	42,322.50	0.00 %		8.83 %	
KMM1	42.90	25.56	0.04	59.58 %	22,537.40	0.00 %		8.83 %	
BMD1	50.10	29.49	0.04	58.86 %	31,252.00	0.00 %		8.83 %	
MTR1	77.41	45.13	0.13	58.30 %	34,284.20	0.00 %		8.83 %	
RSP1	50.79	27.54	0.59	54.21 %	27,699.50	0.00 %		8.83 %	
EPI1	66.52	34.97	0.27	52.57 %	25,892.30	0.00 %		8.83 %	
SGG1	31.20	15.12	1.04	48.45 %	11,717.90	0.00 %		8.83 %	
VKL1	33.93	15.21	0.47	44.83 %	16,530.90	0.00 %		8.83 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	36.60	57.38	0.29	156.75 %	28,794.80	40.00 %	11,517.92	8.83 %	11,517.92
MDU3	84.21	95.87	0.32	113.85 %	47,356.90	30.00 %	14,207.07	8.83 %	18,942.76
MDU6	105.83	103.60	0.18	97.90 %	79,310.10	20.00 %	15,862.02	8.83 %	19,827.53
DKI1	53.28	48.14	0.10	90.34 %	57,837.70	15.00 %	8,675.66	8.83 %	11,567.54
KKD3	110.04	97.29	0.12	88.41 %	103,745.50	10.00 %	10,374.55	8.83 %	20,749.10
TPT1	56.22	49.06	0.27	87.26 %	81,769.90	10.00 %	8,176.99	8.83 %	16,353.98
SVG1	52.14	45.07	0.43	86.44 %	41,047.80	10.00 %	4,104.78	8.83 %	6,157.17
KRR1	46.23	38.81	0.22	83.96 %	34,574.80	10.00 %	3,457.48	8.83 %	5,186.22
TMM1	80.18	66.54	0.56	82.99 %	53,704.80	10.00 %	5,370.48	8.83 %	8,055.72
PVI1	52.93	43.56	0.10	82.29 %	41,257.40	10.00 %	4,125.74	8.83 %	6,188.61
MDU2	122.69	99.32	0.49	80.96 %	67,288.50	10.00 %	6,728.85	8.83 %	6,728.85
TEN1	71.37	57.38	0.47	80.40 %	51,405.50	10.00 %	5,140.55	8.83 %	5,140.55
BNR1	43.16	34.38	0.00	79.66 %	32,724.80	0.00 %		8.83 %	3,272.48
KPT1	42.99	32.91	0.40	76.54 %	30,439.00	0.00 %		8.83 %	3,043.90
TEN2	67.77	51.31	0.25	75.72 %	31,207.90	0.00 %		8.83 %	3,120.79
MDU5	48.80	36.54	0.08	74.88 %	49,053.00	0.00 %		8.83 %	4,905.30
PKM1	36.11	26.18	0.00	72.51 %	28,660.20	0.00 %		8.83 %	
KYK1	47.32	33.07	1.13	69.89 %	37,506.30	0.00 %		8.83 %	
ATG1	71.72	49.75	0.34	69.36 %	49,693.60	0.00 %		8.83 %	
ADP1	50.26	34.67	0.15	68.99 %	30,710.40	0.00 %		8.83 %	
PNI1	31.96	21.98	0.36	68.79 %	19,959.70	0.00 %		8.83 %	
MLR1	36.17	24.85	0.39	68.71 %	20,436.90	0.00 %		8.83 %	
MDU4	54.22	37.06	0.74	68.36 %	33,979.20	0.00 %		8.83 %	
DGL1	162.84	107.35	0.85	65.92 %	80,697.50	0.00 %		8.83 %	
BTU1	31.74	20.08	0.36	63.28 %	16,604.00	0.00 %		8.83 %	
CBM1	76.07	47.99	0.27	63.08 %	45,205.40	0.00 %		8.83 %	
USL1	51.41	32.37	0.00	62.97 %	31,795.10	0.00 %		8.83 %	
SGP1	36.77	23.15	0.33	62.97 %	21,219.90	0.00 %		8.83 %	
MDU1	324.11	201.75	0.35	62.25 %	125,326.20	0.00 %		8.83 %	
DGL2	53.80	30.98	0.51	57.60 %	36,455.00	0.00 %		8.83 %	
MPA1	71.95	41.36	0.14	57.48 %	38,157.20	0.00 %		8.83 %	
ODM1	40.35	23.14	0.38	57.35 %	15,867.40	0.00 %		8.83 %	
CMR1	38.42	21.69	0.76	56.46 %	14,977.30	0.00 %		8.83 %	
MNM1	37.77	20.97	0.20	55.53 %	23,619.50	0.00 %		8.83 %	
NTM1	44.96	23.88	0.07	53.12 %	13,098.80	0.00 %		8.83 %	
NKI1	46.48	24.10	0.35	51.86 %	26,868.80	0.00 %		8.83 %	
TDI1	53.94	25.86	0.24	47.94 %	27,878.80	0.00 %		8.83 %	
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	32.54	38.12	0.14	117.17 %	28,718.50	30.00 %	8,615.55	8.83 %	11,487.40
KMD1	27.76	28.34	0.33	102.12 %	42,586.70	25.00 %	10,646.68	8.83 %	12,776.01
SNR1	47.14	42.67	0.71	90.53 %	44,989.30	15.00 %	6,748.40	8.83 %	8,997.86
MPM1	43.08	38.88	0.23	90.24 %	43,093.40	15.00 %	6,464.01	8.83 %	8,618.68
SUL1	36.19	32.55	0.14	89.93 %	41,608.10	10.00 %	4,160.81	8.83 %	8,321.62
CBE1	47.47	41.26	0.09	86.92 %	44,539.90	10.00 %	4,453.99	8.83 %	8,907.98
CBE2	258.38	207.13	0.99	80.16 %	181,564.70	10.00 %	18,156.47	8.83 %	18,156.47
KGI1	55.45	43.36	0.12	78.20 %	28,889.50	0.00 %		8.83 %	2,888.95
KMR1	104.37	78.46	0.51	75.17 %	78,173.20	0.00 %		8.83 %	7,817.32
CBE4	77.05	57.74	0.16	74.93 %	61,364.30	0.00 %		8.83 %	6,136.43
AVI1	39.84	29.67	0.14	74.48 %	31,476.80	0.00 %		8.83 %	3,147.68
DPM2	48.13	35.48	0.01	73.72 %	34,980.80	0.00 %		8.83 %	3,498.08
CBE6	60.19	43.66	0.48	72.54 %	51,066.20	0.00 %		8.83 %	
SYM2	37.86	27.43	0.06	72.44 %	27,350.80	0.00 %		8.83 %	
ANR1	12.55	9.02	0.54	71.87 %	9,592.90	0.00 %		8.83 %	
KGM1	31.84	22.40	0.31	70.37 %	24,093.90	0.00 %		8.83 %	
CBE3	24.75	17.24	0.00	69.66 %	23,323.90	0.00 %		8.83 %	
PLI1	70.32	48.73	0.47	69.29 %	50,628.70	0.00 %		8.83 %	
TPR1	97.85	66.39	0.16	67.85 %	51,143.10	0.00 %		8.83 %	
PPI1	36.86	24.60	0.09	66.75 %	28,570.70	0.00 %		8.83 %	
PDM1	38.23	25.18	0.10	65.87 %	26,477.90	0.00 %		8.83 %	
CNR1	46.52	30.40	0.01	65.35 %	35,982.40	0.00 %		8.83 %	
TPR3	44.22	28.31	0.20	64.02 %	45,370.10	0.00 %		8.83 %	
UAM1	88.92	56.29	0.33	63.31 %	38,554.30	0.00 %		8.83 %	
TPR4	40.41	25.47	0.08	63.02 %	26,986.70	0.00 %		8.83 %	
GDR1	40.89	25.27	0.01	61.79 %	17,005.50	0.00 %		8.83 %	
UMP1	43.34	26.41	0.87	60.93 %	28,034.10	0.00 %		8.83 %	
TPR2	102.98	59.63	0.09	57.91 %	49,741.70	0.00 %		8.83 %	
CBE5	41.08	22.26	0.26	54.19 %	31,045.20	0.00 %		8.83 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UDN1	40.08	43.93	0.34	109.59 %	33,148.40	25.00 %	8,287.10	8.83 %	13,259.36
ARM1	28.87	27.28	1.33	94.50 %	23,587.20	15.00 %	3,538.08	8.83 %	5,896.80
PKD1	62.99	58.11	0.07	92.26 %	59,645.50	15.00 %	8,946.83	8.83 %	14,911.38
KGL1	38.49	35.37	0.03	91.90 %	27,101.90	15.00 %	4,065.29	8.83 %	6,775.48
SGT1	35.99	32.16	0.04	89.38 %	21,275.30	10.00 %	2,127.53	8.83 %	4,255.06
RPM1	92.43	79.79	0.59	86.32 %	65,187.30	10.00 %	6,518.73	8.83 %	9,778.10
RND1	86.93	74.88	0.49	86.15 %	88,134.90	10.00 %	8,813.49	8.83 %	13,220.24
SDI1	42.50	36.38	0.34	85.58 %	24,370.30	10.00 %	2,437.03	8.83 %	3,655.55
ASM1	58.21	46.98	0.22	80.70 %	39,097.00	10.00 %	3,909.70	8.83 %	3,909.70
TCN1	73.26	58.79	0.45	80.25 %	69,505.00	10.00 %	6,950.50	8.83 %	6,950.50
ERL2	46.84	37.31	0.25	79.66 %	42,592.70	0.00 %		8.83 %	4,259.27
APK2	57.83	46.01	0.49	79.55 %	40,637.90	0.00 %		8.83 %	4,063.79
TVL2	24.50	19.43	0.43	79.32 %	9,919.10	0.00 %		8.83 %	991.91
VLY1	104.59	82.88	1.28	79.24 %	51,838.20	0.00 %		8.83 %	5,183.82
TUT1	346.47	268.79	0.36	77.58 %	242,887.30	0.00 %		8.83 %	24,288.73
VNR1	42.48	32.94	0.40	77.56 %	27,969.60	0.00 %		8.83 %	2,796.96
KYR1	37.95	29.24	0.30	77.05 %	23,686.10	0.00 %		8.83 %	2,368.61
TVL1	303.37	232.40	1.22	76.60 %	170,828.60	0.00 %		8.83 %	17,082.86
PDI1	45.16	34.53	0.72	76.44 %	21,904.30	0.00 %		8.83 %	2,190.43
TKS1	90.12	67.74	0.06	75.17 %	61,806.60	0.00 %		8.83 %	6,180.66
SKD1	43.15	32.04	0.06	74.26 %	32,004.00	0.00 %		8.83 %	3,200.40
MMT1	53.77	39.66	0.31	73.77 %	25,741.40	0.00 %		8.83 %	2,574.14
MAR1	100.91	74.03	0.19	73.36 %	52,017.70	0.00 %		8.83 %	5,201.77
SNL1	67.56	49.48	0.12	73.24 %	34,268.90	0.00 %		8.83 %	3,426.89
TUT2	139.34	98.75	1.74	70.87 %	82,898.80	0.00 %		8.83 %	
COL1	18.94	13.27	0.05	70.09 %	11,454.40	0.00 %		8.83 %	
STU2	43.91	30.46	0.22	69.36 %	25,796.00	0.00 %		8.83 %	
SVK1	108.10	74.51	0.37	68.93 %	60,753.60	0.00 %		8.83 %	
KVT1	176.43	119.25	0.78	67.59 %	141,374.40	0.00 %		8.83 %	
NGR1	224.15	145.91	0.86	65.09 %	107,937.50	0.00 %		8.83 %	
VNR2	156.36	98.33	0.18	62.89 %	97,992.80	0.00 %		8.83 %	
TYI1	58.83	35.78	0.11	60.82 %	42,046.70	0.00 %		8.83 %	
VKM1	45.39	27.21	0.74	59.95 %	40,847.80	0.00 %		8.83 %	
APK1	77.74	41.71	0.71	53.66 %	40,775.50	0.00 %		8.83 %	
TKY1	62.26	28.06	0.40	45.07 %	19,702.00	0.00 %		8.83 %	
KSM1	37.66	16.03	0.20	42.55 %	11,110.60	0.00 %		8.83 %	
TKS2	165.40	68.76	0.10	41.57 %	54,418.70	0.00 %		8.83 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	37.83	30.70	0.75	81.15 %	22,102.50	10.00 %	2,210.25	8.83 %	2,210.25
PAS1	57.06	33.96	0.26	59.51 %	25,957.20	0.00 %		8.83 %	
TVP1	140.11	79.43	0.23	56.69 %	67,282.10	0.00 %		8.83 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	37.91	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	52.87	1.89	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.94	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	8.05	21.27	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	9.97	11.16	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	7.50	3.35	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	31.45	13.79	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	4.64	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	4.56	0.00	0.00 %	0.00	0.00 %		0.00 %	