

Accu.Target 20,315.25 L	Sales 16,510.55 L	Achieved % 81.27 %	HO Budget+ % 8.73 %	Total Com. 140.15 L
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Note : Sales Period is From :01-Nov-2025 To :22-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	1,661.33	1,549.74	93.28 %	45,000.00	8.73 %	90,000.00
SOUTH ARCOT	1,383.70	1,273.31	92.02 %	36,000.00	8.73 %	72,000.00
TRICHY-01	2,010.12	1,811.73	90.13 %	0.00	8.73 %	0.00
CHENNAI-01	2,634.70	2,201.27	83.55 %	0.00	8.73 %	66,000.00
CHENNAI-02	2,542.11	2,119.76	83.39 %	0.00	8.73 %	63,000.00
SOUTH-03	2,590.54	1,935.01	74.70 %	0.00	8.73 %	0.00
WEST-02	2,097.35	1,559.14	74.34 %	0.00	8.73 %	0.00
SOUTH-01	3,393.17	2,474.41	72.92 %	0.00	8.73 %	0.00
WEST-01	1,756.02	1,273.22	72.51 %	0.00	8.73 %	0.00
KL-SOUTH	246.19	150.85	61.28 %	0.00	8.73 %	0.00
OTHERS	0.00	162.10	0.00 %	0.00	0.00 %	0.00
Total	20,315.25	16,510.55	81.27 %		8.73 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	587.44	552.82	94.11%	37,500.00	8.73 %	75,000.00
	NA02	565.30	526.61	93.16%	37,500.00	8.73 %	75,000.00
	NA03	508.59	470.32	92.47%	30,000.00	8.73 %	60,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	449.87	446.26	99.20%	30,000.00	8.73 %	60,000.00
	SA02	494.39	443.95	89.80%	0.00	8.73 %	30,000.00
	SA03	439.44	383.10	87.18%	0.00	8.73 %	22,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	417.22	422.94	101.37%	60,000.00	8.73 %	80,000.00
	TNJ1	456.42	419.59	91.93%	30,000.00	8.73 %	60,000.00
	TRY1	595.97	536.79	90.07%	37,500.00	8.73 %	37,500.00
	PBR1	540.52	432.42	80.00%	0.00	8.73 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	512.49	469.46	91.60%	30,000.00	8.73 %	60,000.00
	CH06	802.74	710.92	88.56%	0.00	8.73 %	52,500.00
	CH05	672.11	536.30	79.79%	0.00	8.73 %	0.00
	CH08	647.36	484.58	74.86%	0.00	8.73 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	634.95	554.53	87.34%	0.00	8.73 %	37,500.00
	CH04	698.76	577.93	82.71%	0.00	8.73 %	37,500.00
	CH07	672.95	555.76	82.59%	0.00	8.73 %	37,500.00
	CH09	535.45	431.54	80.59%	0.00	8.73 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MDU2	747.98	613.15	81.97%	0.00	8.73 %	0.00
	KKD2	533.54	434.03	81.35%	0.00	8.73 %	0.00
	KRR1	90.70	67.66	74.60%	0.00	8.73 %	0.00
	SVG1	444.75	327.63	73.66%	0.00	8.73 %	0.00
	DGL1	773.57	492.54	63.67%	0.00	8.73 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	431.81	351.86	81.49%	0.00	8.73 %	0.00
	SLM1	611.09	474.73	77.69%	0.00	8.73 %	0.00
	MTR1	486.48	338.28	69.54%	0.00	8.73 %	0.00
	ERD1	567.97	394.27	69.42%	0.00	8.73 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	494.06	400.78	81.12%	0.00	8.73 %	0.00
	TVL1	544.29	421.37	77.42%	0.00	8.73 %	0.00
	TUT1	738.37	556.53	75.37%	0.00	8.73 %	0.00
	KVT1	591.17	434.53	73.50%	0.00	8.73 %	0.00
	VNR1	463.58	301.90	65.12%	0.00	8.73 %	0.00
	NGR1	561.70	359.28	63.96%	0.00	8.73 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	729.79	562.95	77.14%	0.00	8.73 %	0.00
	TPR4	209.59	160.99	76.81%	0.00	8.73 %	0.00
	UAM1	317.03	229.24	72.31%	0.00	8.73 %	0.00
	PLI1	242.90	162.74	67.00%	0.00	8.73 %	0.00
	TPR1	256.72	157.30	61.27%	0.00	8.73 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	246.19	150.85	61.28%	0.00	8.73 %	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	71.55	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	54.89	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	4.75	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

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AKM1	61.71	75.00	0.83	121.54 %	61,196.70	40.00 %	24,478.68	8.73 %	24,478.68
VEL2	113.49	132.79	0.15	117.01 %	107,194.80	30.00 %	32,158.44	8.73 %	42,877.92
ARC2	73.74	80.54	0.25	109.22 %	63,662.90	25.00 %	15,915.73	8.73 %	19,098.87
CYR1	37.91	40.49	0.14	106.79 %	36,527.40	25.00 %	9,131.85	8.73 %	10,958.22
SBR1	102.45	107.21	0.05	104.65 %	88,266.50	25.00 %	22,066.63	8.73 %	26,479.95
TRL1	97.12	100.66	0.19	103.65 %	102,875.00	25.00 %	25,718.75	8.73 %	30,862.50
PLR1	31.83	32.86	0.05	103.23 %	23,312.70	25.00 %	5,828.18	8.73 %	6,993.81
VNB1	46.89	47.22	0.05	100.70 %	31,959.10	25.00 %	7,989.78	8.73 %	9,587.73
KPM2	184.48	181.21	0.18	98.23 %	110,981.70	20.00 %	22,196.34	8.73 %	27,745.43
SLG1	31.72	30.48	0.29	96.08 %	23,207.30	20.00 %	4,641.46	8.73 %	5,801.83
ABR1	59.03	55.04	0.08	93.23 %	44,966.20	15.00 %	6,744.93	8.73 %	11,241.55
UGI1	39.23	36.21	0.22	92.32 %	24,424.20	15.00 %	3,663.63	8.73 %	6,106.05
VSI1	79.47	72.24	0.11	90.90 %	57,042.60	15.00 %	8,556.39	8.73 %	11,408.52
WJD1	71.05	63.87	0.38	89.89 %	71,602.60	10.00 %	7,160.26	8.73 %	14,320.52
VEL1	82.24	73.84	0.19	89.79 %	76,552.20	10.00 %	7,655.22	8.73 %	15,310.44
PTU1	35.02	30.49	0.09	87.05 %	18,617.40	10.00 %	1,861.74	8.73 %	3,723.48
GDM1	58.73	49.03	0.06	83.48 %	42,196.50	10.00 %	4,219.65	8.73 %	6,329.48
WJP1	54.60	45.37	0.03	83.09 %	35,138.80	10.00 %	3,513.88	8.73 %	5,270.82
CGM1	59.05	48.46	0.07	82.07 %	35,435.90	10.00 %	3,543.59	8.73 %	3,543.59
BGR1	39.90	30.85	0.01	77.31 %	25,088.60	0.00 %		8.73 %	2,508.86
TRT1	46.72	35.92	1.00	76.89 %	25,541.20	0.00 %		8.73 %	2,554.12
TRR1	114.03	87.37	0.03	76.62 %	57,861.80	0.00 %		8.73 %	5,786.18
CPT1	36.95	26.25	0.24	71.04 %	25,377.30	0.00 %		8.73 %	
KPM1	67.64	43.64	0.07	64.52 %	30,848.20	0.00 %		8.73 %	
ANI1	36.31	22.71	0.35	62.52 %	19,244.30	0.00 %		8.73 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	38.24	43.72	0.39	114.33 %	27,780.10	30.00 %	8,334.03	8.73 %	11,112.04
POY2	93.44	104.16	0.18	111.47 %	71,385.40	30.00 %	21,415.62	8.73 %	28,554.16
KLM1	71.34	77.06	0.18	108.02 %	73,715.30	25.00 %	18,428.83	8.73 %	22,114.59
TVM1	46.17	48.45	0.05	104.94 %	19,661.10	25.00 %	4,915.28	8.73 %	5,898.33
CUD1	133.11	135.45	0.27	101.75 %	126,881.20	25.00 %	31,720.30	8.73 %	38,064.36
SJI2	76.90	75.65	0.73	98.38 %	50,962.80	20.00 %	10,192.56	8.73 %	12,740.70
KKI2	75.56	74.01	0.63	97.96 %	52,031.90	20.00 %	10,406.38	8.73 %	13,007.98
CDM1	86.26	84.09	0.49	97.48 %	65,454.70	20.00 %	13,090.94	8.73 %	16,363.68
VPM2	70.13	66.42	0.40	94.72 %	49,182.20	15.00 %	7,377.33	8.73 %	12,295.55
POY1	114.83	105.53	0.20	91.89 %	90,951.90	15.00 %	13,642.79	8.73 %	22,737.98
PRT1	58.13	51.54	0.22	88.67 %	52,378.00	10.00 %	5,237.80	8.73 %	10,475.60
NVL2	77.74	68.84	0.53	88.55 %	53,967.80	10.00 %	5,396.78	8.73 %	10,793.56
TDM1	60.29	50.61	0.36	83.93 %	29,298.80	10.00 %	2,929.88	8.73 %	4,394.82
TRK1	91.01	75.79	0.40	83.27 %	67,115.30	10.00 %	6,711.53	8.73 %	10,067.30
ULP1	81.88	64.94	0.00	79.31 %	47,289.50	0.00 %		8.73 %	4,728.95
TVM2	61.25	47.08	0.22	76.88 %	24,122.20	0.00 %		8.73 %	2,412.22
STP1	32.88	25.22	0.27	76.72 %	14,285.50	0.00 %		8.73 %	1,428.55
VCM1	43.71	31.58	0.19	72.26 %	18,110.00	0.00 %		8.73 %	
MKM1	37.14	24.07	0.15	64.79 %	20,114.30	0.00 %		8.73 %	
VPM1	33.69	19.24	0.16	57.11 %	12,386.50	0.00 %		8.73 %	
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)
TVR2	71.51	100.33	0.05	140.31 %	67,238.90	40.00 %	26,895.56	8.73 %	26,895.56
TRY2	26.76	35.22	0.00	131.63 %	18,525.60	40.00 %	7,410.24	8.73 %	7,410.24
TVR1	34.06	41.42	0.00	121.60 %	30,429.90	40.00 %	12,171.96	8.73 %	12,171.96
MVM1	80.07	95.37	0.12	119.12 %	100,201.90	30.00 %	30,060.57	8.73 %	40,080.76
PDK1	30.94	36.06	0.09	116.56 %	26,000.70	30.00 %	7,800.21	8.73 %	10,400.28
KRN1	38.19	42.35	0.04	110.88 %	35,356.60	30.00 %	10,606.98	8.73 %	14,142.64
KIK1	35.16	37.76	0.17	107.41 %	29,266.30	25.00 %	7,316.58	8.73 %	8,779.89
TNJ1	109.85	112.34	0.32	102.27 %	72,675.80	25.00 %	18,168.95	8.73 %	21,802.74
NGT1	65.67	66.60	0.03	101.42 %	55,846.40	25.00 %	13,961.60	8.73 %	16,753.92
TRY3	63.69	62.62	0.12	98.32 %	46,724.90	20.00 %	9,344.98	8.73 %	11,681.23
TNJ2	86.82	83.88	0.15	96.61 %	65,815.40	20.00 %	13,163.08	8.73 %	16,453.85
NMM1	48.94	44.30	0.00	90.52 %	53,329.00	15.00 %	7,999.35	8.73 %	10,665.80
TRY1	330.49	291.96	0.10	88.34 %	171,779.90	10.00 %	17,177.99	8.73 %	34,355.98
APM1	27.34	23.95	0.29	87.62 %	27,106.30	10.00 %	2,710.63	8.73 %	5,421.26
ORU1	37.08	32.33	0.09	87.20 %	28,653.40	10.00 %	2,865.34	8.73 %	5,730.68
KUM1	112.91	98.39	0.06	87.14 %	71,671.20	10.00 %	7,167.12	8.73 %	14,334.24
MDI1	68.38	59.02	0.33	86.32 %	46,467.70	10.00 %	4,646.77	8.73 %	6,970.16
TTP1	62.74	53.63	0.04	85.48 %	42,243.70	10.00 %	4,224.37	8.73 %	6,336.56
JKM1	61.92	52.48	0.07	84.76 %	37,882.80	10.00 %	3,788.28	8.73 %	5,682.42
AYR1	54.74	46.04	0.17	84.10 %	32,179.00	10.00 %	3,217.90	8.73 %	4,826.85
PBR1	33.90	28.20	0.14	83.18 %	23,566.50	10.00 %	2,356.65	8.73 %	3,534.98
PTK1	78.02	63.76	0.42	81.73 %	50,032.10	10.00 %	5,003.21	8.73 %	5,003.21
MSI1	51.69	36.96	0.02	71.50 %	26,516.20	0.00 %		8.73 %	
NCK1	35.16	24.80	0.04	70.53 %	15,714.30	0.00 %		8.73 %	
PBR2	177.14	120.25	0.22	67.88 %	72,191.20	0.00 %		8.73 %	
TYR1	81.06	53.12	0.06	65.53 %	34,202.10	0.00 %		8.73 %	
TRY4	105.90	68.58	0.34	64.75 %	72,901.70	0.00 %		8.73 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH42	113.56	135.24	0.13	119.09 %	99,257.40	30.00 %	29,777.22	8.73 %	39,702.96
CH37	41.86	48.29	0.13	115.36 %	50,547.60	30.00 %	15,164.28	8.73 %	20,219.04
CH45	74.15	85.07	0.14	114.72 %	74,515.80	30.00 %	22,354.74	8.73 %	29,806.32
CH38	56.95	63.01	0.21	110.63 %	68,705.40	30.00 %	20,611.62	8.73 %	27,482.16
CH19	96.57	104.41	0.26	108.11 %	89,529.50	25.00 %	22,382.38	8.73 %	26,858.85
CH35	63.19	66.18	0.34	104.72 %	62,356.40	25.00 %	15,589.10	8.73 %	18,706.92
GUD1	79.16	82.04	0.01	103.65 %	131,746.60	25.00 %	32,936.65	8.73 %	39,523.98
CH16	168.99	166.70	0.24	98.65 %	148,545.70	20.00 %	29,709.14	8.73 %	37,136.43
MRM1	84.53	78.30	0.11	92.63 %	64,929.30	15.00 %	9,739.40	8.73 %	16,232.33
CGL1	63.02	57.66	0.35	91.49 %	49,496.00	15.00 %	7,424.40	8.73 %	12,374.00
CH30	86.12	76.57	0.52	88.92 %	50,320.40	10.00 %	5,032.04	8.73 %	10,064.08
CH05	153.65	133.88	1.11	87.14 %	98,119.60	10.00 %	9,811.96	8.73 %	19,623.92
SKL1	63.69	55.35	0.45	86.90 %	60,759.60	10.00 %	6,075.96	8.73 %	12,151.92
CH11	83.35	71.12	0.22	85.33 %	61,858.40	10.00 %	6,185.84	8.73 %	9,278.76
MC10	21.62	18.40	0.64	85.13 %	8,703.80	10.00 %	870.38	8.73 %	1,305.57
CH28	131.61	111.83	0.05	84.97 %	145,310.40	10.00 %	14,531.04	8.73 %	21,796.56
CH39	59.56	49.78	0.07	83.58 %	43,536.20	10.00 %	4,353.62	8.73 %	6,530.43
CH07	129.17	102.79	0.56	79.57 %	89,480.90	0.00 %		8.73 %	8,948.09
TKM1	48.26	38.03	0.10	78.80 %	39,887.60	0.00 %		8.73 %	3,988.76
MC09	15.53	11.73	0.00	75.53 %	10,997.50	0.00 %		8.73 %	1,099.75
CH22	90.05	67.19	0.03	74.61 %	60,864.60	0.00 %		8.73 %	6,086.46
AVD1	115.21	85.21	1.81	73.96 %	75,955.60	0.00 %		8.73 %	7,595.56
CH08	184.90	132.75	0.22	71.80 %	187,837.30	0.00 %		8.73 %	
GUD2	78.06	54.61	0.05	69.96 %	50,900.60	0.00 %		8.73 %	
CH48	136.02	89.06	0.22	65.47 %	104,102.70	0.00 %		8.73 %	
CH14	176.75	109.26	0.60	61.82 %	97,250.80	0.00 %		8.73 %	
CH40	65.52	38.48	0.00	58.72 %	25,656.90	0.00 %		8.73 %	
KNR1	70.73	37.96	0.30	53.68 %	33,393.80	0.00 %		8.73 %	
CH26	35.34	16.91	0.18	47.84 %	16,722.30	0.00 %		8.73 %	
CH29	30.29	12.44	0.03	41.08 %	18,336.80	0.00 %		8.73 %	
MC02	17.29	1.02	0.00	5.89 %	582.10	0.00 %		8.73 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	17.66	27.13	0.09	153.62 %	13,548.00	40.00 %	5,419.20	8.73 %	5,419.20
CH24	83.20	102.19	0.32	122.82 %	92,493.00	40.00 %	36,997.20	8.73 %	36,997.20
CH34	89.93	102.58	0.04	114.07 %	86,970.20	30.00 %	26,091.06	8.73 %	34,788.08
CH23	36.92	42.02	0.67	113.83 %	38,707.60	30.00 %	11,612.28	8.73 %	15,483.04
CH41	85.57	82.32	0.56	96.20 %	65,709.00	20.00 %	13,141.80	8.73 %	16,427.25
CH12	139.03	130.68	0.33	93.99 %	120,717.40	15.00 %	18,107.61	8.73 %	30,179.35
CH27	27.03	25.05	0.31	92.68 %	22,359.40	15.00 %	3,353.91	8.73 %	5,589.85
CH43	71.47	66.16	0.26	92.57 %	79,388.70	15.00 %	11,908.31	8.73 %	19,847.18
CH17	96.71	86.88	0.14	89.83 %	89,327.50	10.00 %	8,932.75	8.73 %	17,865.50
UKI1	58.13	51.86	0.36	89.22 %	50,959.50	10.00 %	5,095.95	8.73 %	10,191.90
CH33	88.06	78.16	0.23	88.76 %	95,656.80	10.00 %	9,565.68	8.73 %	19,131.36
CH18	126.32	109.68	0.24	86.83 %	160,132.50	10.00 %	16,013.25	8.73 %	32,026.50
CH20	136.55	116.66	0.39	85.43 %	96,088.00	10.00 %	9,608.80	8.73 %	14,413.20
CH09	90.18	76.56	0.17	84.90 %	76,906.50	10.00 %	7,690.65	8.73 %	11,535.98
CH44	88.35	74.77	0.13	84.63 %	70,958.60	10.00 %	7,095.86	8.73 %	10,643.79
PON1	59.94	48.70	0.08	81.25 %	55,700.50	10.00 %	5,570.05	8.73 %	5,570.05
CH03	249.99	199.86	0.61	79.95 %	167,515.80	0.00 %		8.73 %	16,751.58
GPD1	64.20	50.23	0.13	78.23 %	38,019.10	0.00 %		8.73 %	3,801.91
MJR1	122.99	92.88	0.30	75.52 %	79,886.70	0.00 %		8.73 %	7,988.67
CH15	283.54	210.80	0.18	74.34 %	161,023.00	0.00 %		8.73 %	16,102.30
MC05	45.91	34.04	0.01	74.13 %	11,342.40	0.00 %		8.73 %	1,134.24
CH21	169.30	122.86	0.51	72.57 %	90,034.40	0.00 %		8.73 %	
MC06	37.21	26.05	0.01	70.00 %	12,227.70	0.00 %		8.73 %	
CH46	69.75	46.66	0.26	66.90 %	37,517.80	0.00 %		8.73 %	
CH36	45.83	28.62	0.41	62.44 %	23,423.70	0.00 %		8.73 %	
CH06	88.60	53.72	0.50	60.64 %	47,585.90	0.00 %		8.73 %	
CH31	65.35	31.18	4.18	47.71 %	22,388.40	0.00 %		8.73 %	
CH01	4.38	1.44	0.00	32.87 %	1,196.50	0.00 %		8.73 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	38.35	58.42	0.29	152.36 %	29,944.00	40.00 %	11,977.60	8.73 %	11,977.60
MDU3	88.22	97.83	0.31	110.90 %	48,165.40	30.00 %	14,449.62	8.73 %	19,266.16
MDU6	110.87	107.49	0.17	96.96 %	82,957.70	20.00 %	16,591.54	8.73 %	20,739.43
SVG1	54.63	50.45	0.38	92.35 %	45,847.30	15.00 %	6,877.10	8.73 %	11,461.83
DKI1	55.82	51.14	0.10	91.61 %	60,506.40	15.00 %	9,075.96	8.73 %	15,126.60
KKD3	115.28	102.05	0.12	88.52 %	111,758.20	10.00 %	11,175.82	8.73 %	22,351.64
TPT1	58.90	52.10	0.38	88.46 %	85,895.10	10.00 %	8,589.51	8.73 %	17,179.02
TMM1	84.00	74.22	0.50	88.36 %	58,039.00	10.00 %	5,803.90	8.73 %	11,607.80
BNR1	45.22	37.91	0.00	83.83 %	35,881.00	10.00 %	3,588.10	8.73 %	5,382.15
KRR1	48.43	39.92	0.21	82.44 %	35,662.10	10.00 %	3,566.21	8.73 %	5,349.32
MDU2	128.53	105.95	0.47	82.43 %	72,134.10	10.00 %	7,213.41	8.73 %	10,820.12
PVI1	55.45	45.00	0.09	81.15 %	43,583.60	10.00 %	4,358.36	8.73 %	4,358.36
TEN1	74.77	59.90	0.45	80.11 %	53,896.80	10.00 %	5,389.68	8.73 %	5,389.68
KPT1	45.04	34.60	0.41	76.82 %	32,115.80	0.00 %		8.73 %	3,211.58
MDU5	51.13	38.92	0.08	76.12 %	51,557.00	0.00 %		8.73 %	5,155.70
TEN2	70.99	53.24	0.24	74.99 %	32,373.80	0.00 %		8.73 %	3,237.38
ADP1	52.65	37.52	0.14	71.25 %	33,316.80	0.00 %		8.73 %	
MDU4	56.80	40.14	0.79	70.67 %	36,031.20	0.00 %		8.73 %	
PKM1	37.83	26.58	0.00	70.27 %	29,056.30	0.00 %		8.73 %	
PNI1	33.48	23.19	0.34	69.26 %	20,636.30	0.00 %		8.73 %	
ATG1	75.14	51.94	0.34	69.13 %	52,675.90	0.00 %		8.73 %	
KYK1	49.57	34.25	1.09	69.09 %	39,157.10	0.00 %		8.73 %	
MLR1	37.89	26.13	0.37	68.96 %	21,155.50	0.00 %		8.73 %	
DGL1	170.60	114.42	0.83	67.07 %	88,620.80	0.00 %		8.73 %	
ODM1	42.27	27.73	0.32	65.61 %	17,055.30	0.00 %		8.73 %	
BTU1	33.25	21.44	0.34	64.48 %	17,837.30	0.00 %		8.73 %	
SGP1	38.52	24.55	0.31	63.74 %	22,183.70	0.00 %		8.73 %	
CBM1	79.69	50.35	0.26	63.18 %	48,052.20	0.00 %		8.73 %	
MDU1	339.54	211.14	0.33	62.19 %	130,296.20	0.00 %		8.73 %	
USL1	53.86	33.26	0.00	61.76 %	32,669.90	0.00 %		8.73 %	
DGL2	56.36	34.25	0.57	60.77 %	39,035.10	0.00 %		8.73 %	
MPA1	75.37	45.38	0.13	60.21 %	40,354.50	0.00 %		8.73 %	
MNM1	39.57	22.49	0.19	56.84 %	24,619.70	0.00 %		8.73 %	
CMR1	40.25	22.83	0.72	56.73 %	15,840.90	0.00 %		8.73 %	
NKI1	48.69	26.70	0.33	54.83 %	30,595.20	0.00 %		8.73 %	
NTM1	47.10	25.25	0.07	53.61 %	13,861.40	0.00 %		8.73 %	
TDI1	56.50	26.75	0.23	47.35 %	28,820.10	0.00 %		8.73 %	
PNV1	0.00	(0.43)	-10.49	0.00 %	(23.90)	0.00 %		0.00 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	34.78	41.40	0.15	119.02 %	35,312.20	30.00 %	10,593.66	8.73 %	14,124.88
TCG1	34.01	33.60	0.17	98.78 %	28,374.40	20.00 %	5,674.88	8.73 %	7,093.60
PMP1	37.83	37.16	0.14	98.25 %	22,039.20	20.00 %	4,407.84	8.73 %	5,509.80
PLC1	37.73	36.78	0.02	97.49 %	39,612.90	20.00 %	7,922.58	8.73 %	9,903.23
DPR1	32.62	31.27	0.02	95.88 %	18,979.30	20.00 %	3,795.86	8.73 %	4,744.83
EDP1	28.29	26.15	0.47	92.44 %	13,012.20	15.00 %	1,951.83	8.73 %	3,253.05
SLM2	61.90	55.99	0.10	90.46 %	37,943.00	15.00 %	5,691.45	8.73 %	7,588.60
KVP1	34.12	29.87	0.01	87.52 %	21,978.60	10.00 %	2,197.86	8.73 %	4,395.72
VPD1	67.91	59.13	0.09	87.08 %	67,667.90	10.00 %	6,766.79	8.73 %	13,533.58
DPR2	41.51	35.19	0.15	84.77 %	18,856.20	10.00 %	1,885.62	8.73 %	2,828.43
HSR2	122.22	102.30	1.02	83.71 %	75,536.00	10.00 %	7,553.60	8.73 %	11,330.40
ERD2	112.26	92.15	0.20	82.08 %	105,845.90	10.00 %	10,584.59	8.73 %	10,584.59
NKL2	83.70	68.54	0.10	81.88 %	60,961.60	10.00 %	6,096.16	8.73 %	6,096.16
SLM1	180.57	143.11	0.25	79.26 %	89,694.10	0.00 %		8.73 %	8,969.41
APN1	47.97	37.56	0.06	78.30 %	47,126.80	0.00 %		8.73 %	4,712.68
OML1	75.38	57.07	0.40	75.71 %	39,420.30	0.00 %		8.73 %	3,942.03
SLM3	85.82	64.43	0.26	75.07 %	50,187.30	0.00 %		8.73 %	5,018.73
ATU1	68.94	51.14	0.49	74.17 %	31,110.40	0.00 %		8.73 %	3,111.04
CMI1	37.74	27.20	0.08	72.07 %	29,941.50	0.00 %		8.73 %	
MCR1	61.22	43.43	0.12	70.94 %	32,449.60	0.00 %		8.73 %	
PDR1	28.89	20.30	0.66	70.27 %	21,535.00	0.00 %		8.73 %	
HRR1	50.96	34.67	0.39	68.03 %	21,905.00	0.00 %		8.73 %	
TRM1	91.21	59.74	0.54	65.49 %	42,540.60	0.00 %		8.73 %	
KRI1	63.84	41.39	0.26	64.84 %	24,079.60	0.00 %		8.73 %	
ERD1	104.99	65.75	0.80	62.62 %	44,061.00	0.00 %		8.73 %	
HSR1	101.30	62.96	0.08	62.15 %	57,405.50	0.00 %		8.73 %	
BMD1	52.48	30.66	0.04	58.42 %	32,657.50	0.00 %		8.73 %	
KMM1	44.95	26.05	0.03	57.97 %	23,428.70	0.00 %		8.73 %	
MTR1	81.09	46.25	0.30	57.04 %	35,290.90	0.00 %		8.73 %	
RSP1	53.21	29.32	0.55	55.10 %	29,384.00	0.00 %		8.73 %	
EPI1	69.69	37.21	0.26	53.39 %	27,795.30	0.00 %		8.73 %	
SGG1	32.68	15.80	0.99	48.35 %	12,467.80	0.00 %		8.73 %	
VKL1	35.54	15.57	0.46	43.82 %	17,144.00	0.00 %		8.73 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UDN1	41.99	44.27	0.34	105.42 %	33,330.10	25.00 %	8,332.53	8.73 %	9,999.03
ARM1	30.24	27.86	1.40	92.11 %	24,778.20	15.00 %	3,716.73	8.73 %	6,194.55
PKD1	65.99	59.61	0.10	90.34 %	61,568.10	15.00 %	9,235.22	8.73 %	12,313.62
KGL1	40.33	35.88	0.03	88.97 %	27,579.70	10.00 %	2,757.97	8.73 %	5,515.94
SGT1	37.70	32.92	0.04	87.32 %	21,869.30	10.00 %	2,186.93	8.73 %	4,373.86
RPM1	96.83	82.72	0.56	85.43 %	67,375.10	10.00 %	6,737.51	8.73 %	10,106.27
SDI1	44.53	37.94	0.32	85.20 %	25,280.20	10.00 %	2,528.02	8.73 %	3,792.03
RND1	91.07	76.57	0.47	84.08 %	89,315.80	10.00 %	8,931.58	8.73 %	13,397.37
TKS2	173.28	141.28	0.05	81.53 %	87,453.60	10.00 %	8,745.36	8.73 %	8,745.36
ASM1	60.98	48.40	0.21	79.37 %	40,784.40	0.00 %		8.73 %	4,078.44
APK2	60.59	47.50	0.47	78.39 %	41,856.60	0.00 %		8.73 %	4,185.66
ERL2	49.07	38.46	0.25	78.38 %	43,384.30	0.00 %		8.73 %	4,338.43
TCN1	76.74	59.48	0.60	77.50 %	70,289.70	0.00 %		8.73 %	7,028.97
VLY1	109.57	84.28	1.26	76.92 %	52,606.40	0.00 %		8.73 %	5,260.64
PDI1	47.31	36.25	0.68	76.62 %	23,231.90	0.00 %		8.73 %	2,323.19
TUT1	362.97	276.83	0.35	76.27 %	247,640.90	0.00 %		8.73 %	24,764.09
TVL2	25.67	19.52	0.43	76.06 %	10,025.80	0.00 %		8.73 %	1,002.58
TVL1	317.82	241.31	1.31	75.93 %	175,781.40	0.00 %		8.73 %	17,578.14
VNR1	44.50	33.66	0.39	75.65 %	29,060.90	0.00 %		8.73 %	2,906.09
KYR1	39.76	29.89	0.29	75.18 %	24,563.10	0.00 %		8.73 %	2,456.31
TKS1	94.41	69.67	0.06	73.80 %	63,813.80	0.00 %		8.73 %	6,381.38
SKD1	45.20	32.68	0.06	72.30 %	32,733.40	0.00 %		8.73 %	
MMT1	56.33	40.43	0.31	71.77 %	26,682.10	0.00 %		8.73 %	
SNL1	70.77	50.44	0.12	71.27 %	36,050.00	0.00 %		8.73 %	
MAR1	105.72	74.76	0.19	70.71 %	52,263.30	0.00 %		8.73 %	
TUT2	145.97	101.17	1.70	69.31 %	85,596.20	0.00 %		8.73 %	
COL1	19.84	13.72	0.05	69.17 %	12,479.80	0.00 %		8.73 %	
STU2	46.00	31.28	0.22	68.00 %	26,436.50	0.00 %		8.73 %	
SVK1	113.25	76.36	0.36	67.43 %	61,954.80	0.00 %		8.73 %	
KVT1	184.83	124.30	0.76	67.25 %	147,977.90	0.00 %		8.73 %	
NGR1	234.82	149.36	0.84	63.61 %	110,886.80	0.00 %		8.73 %	
VKM1	47.55	29.75	0.68	62.57 %	44,478.00	0.00 %		8.73 %	
VNR2	163.80	101.79	0.17	62.14 %	101,584.40	0.00 %		8.73 %	
TYI1	61.63	36.32	0.11	58.94 %	42,497.30	0.00 %		8.73 %	
APK1	81.44	42.60	0.70	52.30 %	42,035.60	0.00 %		8.73 %	
TKY1	65.22	28.33	0.40	43.43 %	20,626.50	0.00 %		8.73 %	
KSM1	39.45	16.81	0.19	42.60 %	11,457.50	0.00 %		8.73 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	34.09	39.82	0.13	116.83 %	29,699.40	30.00 %	8,909.82	8.73 %	11,879.76
KMD1	29.08	29.46	0.32	101.31 %	45,758.90	25.00 %	11,439.73	8.73 %	13,727.67
SNR1	49.38	43.80	0.69	88.69 %	46,277.10	10.00 %	4,627.71	8.73 %	9,255.42
MPM1	45.13	39.77	0.41	88.12 %	44,622.10	10.00 %	4,462.21	8.73 %	8,924.42
SUL1	37.91	33.13	0.14	87.38 %	43,102.70	10.00 %	4,310.27	8.73 %	8,620.54
CBE1	49.73	43.03	0.11	86.52 %	46,876.00	10.00 %	4,687.60	8.73 %	7,031.40
CBE2	270.68	214.95	0.96	79.41 %	185,670.80	0.00 %		8.73 %	18,567.08
KGI1	58.09	44.31	0.12	76.27 %	29,689.30	0.00 %		8.73 %	2,968.93
CBE4	80.72	60.80	0.15	75.33 %	65,345.30	0.00 %		8.73 %	6,534.53
KMR1	109.34	81.36	0.49	74.41 %	81,261.40	0.00 %		8.73 %	8,126.14
DPM2	50.42	37.24	0.01	73.85 %	36,799.70	0.00 %		8.73 %	3,679.97
SYM2	39.67	28.87	0.07	72.79 %	29,334.30	0.00 %		8.73 %	
AVI1	41.74	30.38	0.14	72.78 %	31,984.70	0.00 %		8.73 %	
CBE6	63.06	44.87	0.47	71.16 %	53,258.20	0.00 %		8.73 %	
ANR1	13.15	9.17	1.30	69.71 %	9,760.80	0.00 %		8.73 %	
PPI1	38.61	26.90	0.08	69.67 %	29,855.20	0.00 %		8.73 %	
CBE3	25.93	18.01	0.00	69.46 %	24,852.30	0.00 %		8.73 %	
PLI1	73.67	50.42	0.45	68.44 %	51,930.10	0.00 %		8.73 %	
KGM1	33.35	22.60	0.31	67.76 %	24,561.60	0.00 %		8.73 %	
TPR1	102.51	67.53	0.16	65.88 %	51,857.30	0.00 %		8.73 %	
CNR1	48.74	31.66	0.01	64.97 %	37,851.00	0.00 %		8.73 %	
PDM1	40.05	25.59	0.10	63.91 %	26,656.90	0.00 %		8.73 %	
TPR3	46.32	28.97	0.20	62.55 %	45,945.30	0.00 %		8.73 %	
UAM1	93.16	57.72	0.32	61.97 %	40,186.10	0.00 %		8.73 %	
GDR1	42.84	26.32	0.01	61.43 %	17,807.70	0.00 %		8.73 %	
TPR4	42.34	25.85	0.08	61.06 %	27,256.00	0.00 %		8.73 %	
UMP1	45.41	26.89	0.86	59.22 %	28,592.90	0.00 %		8.73 %	
TPR2	107.89	60.79	0.09	56.35 %	51,023.80	0.00 %		8.73 %	
CBE5	43.04	23.00	0.25	53.44 %	31,975.40	0.00 %		8.73 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	39.63	32.63	0.71	82.33 %	23,705.50	10.00 %	2,370.55	8.73 %	3,555.83
PAS1	59.78	35.57	0.25	59.50 %	27,537.40	0.00 %		8.73 %	
TVP1	146.78	82.66	0.22	56.31 %	69,734.20	0.00 %		8.73 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	39.74	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	52.87	1.94	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.02	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	31.81	13.63	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	4.75	0.00	0.00 %	0.00	0.00 %		0.00 %	