

Accu.Target 23,085.51 L	Sales 18,604.43 L	Achieved % 80.59 %	HO Budget+ % 9.41 %	Total Com. 159.64 L
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Note : Sales Period is From :01-Nov-2025 To :25-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,572.39	1,474.22	93.76 %	42,000.00	9.41 %	84,000.00
NORTH ARCOT	1,887.87	1,726.89	91.47 %	51,000.00	9.41 %	102,000.00
TRICHY-01	2,284.23	1,985.37	86.92 %	0.00	9.41 %	0.00
CHENNAI-01	2,993.98	2,465.71	82.36 %	0.00	9.41 %	72,000.00
CHENNAI-02	2,888.77	2,351.97	81.42 %	0.00	9.41 %	0.00
SOUTH-01	3,855.87	2,901.24	75.24 %	0.00	9.41 %	0.00
SOUTH-03	2,943.80	2,142.86	72.79 %	0.00	9.41 %	0.00
WEST-01	1,995.48	1,451.20	72.72 %	0.00	9.41 %	0.00
WEST-02	2,383.35	1,731.68	72.66 %	0.00	9.41 %	0.00
KL-SOUTH	279.76	165.34	59.10 %	0.00	9.41 %	0.00
OTHERS	0.00	207.94	0.00 %	0.00	0.00 %	0.00
Total	23,085.51	18,604.43	80.59 %		9.41 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	511.22	542.03	106.03%	75,000.00	9.41 %	100,000.00
	SA02	561.81	495.78	88.25%	0.00	9.41 %	30,000.00
	SA03	499.37	436.42	87.39%	0.00	9.41 %	30,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	667.55	621.86	93.16%	45,000.00	9.41 %	90,000.00
	NA02	642.38	584.84	91.04%	37,500.00	9.41 %	75,000.00
	NA03	577.94	520.19	90.01%	37,500.00	9.41 %	37,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	474.11	467.95	98.70%	30,000.00	9.41 %	60,000.00
	TNJ1	518.66	459.07	88.51%	0.00	9.41 %	30,000.00
	TRY1	677.24	588.85	86.95%	0.00	9.41 %	37,500.00
	PBR1	614.22	469.50	76.44%	0.00	9.41 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	582.37	525.45	90.22%	37,500.00	9.41 %	37,500.00
	CH06	912.21	781.05	85.62%	0.00	9.41 %	52,500.00
	CH05	763.77	598.00	78.30%	0.00	9.41 %	0.00
	CH08	735.63	561.22	76.29%	0.00	9.41 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	721.53	623.24	86.38%	0.00	9.41 %	45,000.00
	CH04	794.05	650.71	81.95%	0.00	9.41 %	45,000.00
	CH07	764.72	606.35	79.29%	0.00	9.41 %	0.00
	CH09	608.47	471.66	77.52%	0.00	9.41 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	561.43	478.20	85.18%	0.00	9.41 %	30,000.00
	TVL1	618.51	489.29	79.11%	0.00	9.41 %	0.00
	TUT1	839.06	660.28	78.69%	0.00	9.41 %	0.00
	KVT1	671.78	496.69	73.94%	0.00	9.41 %	0.00
	NGR1	638.30	431.02	67.53%	0.00	9.41 %	0.00
	VNR1	526.79	345.76	65.63%	0.00	9.41 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	606.29	491.39	81.05%	0.00	9.41 %	0.00
	MDU2	849.98	673.33	79.22%	0.00	9.41 %	0.00
	KRR1	103.07	77.04	74.75%	0.00	9.41 %	0.00
	SVG1	505.40	356.66	70.57%	0.00	9.41 %	0.00
	DGL1	879.06	544.43	61.93%	0.00	9.41 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	238.17	187.41	78.69%	0.00	9.41 %	0.00
	CBE1	829.31	633.33	76.37%	0.00	9.41 %	0.00
	UAM1	360.26	262.31	72.81%	0.00	9.41 %	0.00
	PLI1	276.02	181.78	65.86%	0.00	9.41 %	0.00
	TPR1	291.72	186.38	63.89%	0.00	9.41 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	490.69	382.34	77.92%	0.00	9.41 %	0.00
	SLM1	694.42	522.49	75.24%	0.00	9.41 %	0.00
	ERD1	645.42	446.94	69.25%	0.00	9.41 %	0.00
	MTR1	552.82	379.90	68.72%	0.00	9.41 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	279.76	165.34	59.10%	0.00	9.41 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.59	0.00%	0.00	0.00 %	0.00
	CH02	0.00	73.38	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	89.14	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	14.65	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	5.86	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	8.21	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	9.69	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	1.46	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	106.18	126.34	0.14	118.98 %	87,380.80	30.00 %	26,214.24	9.41 %	34,952.32
KML1	43.45	47.90	0.36	110.24 %	30,017.20	30.00 %	9,005.16	9.41 %	12,006.88
KLM1	81.07	89.37	0.16	110.24 %	86,469.40	30.00 %	25,940.82	9.41 %	34,587.76
CUD1	151.27	164.28	0.22	108.60 %	152,956.90	25.00 %	38,239.23	9.41 %	45,887.07
POY1	130.49	134.40	0.16	103.00 %	110,030.00	25.00 %	27,507.50	9.41 %	33,009.00
VPM2	79.69	79.82	0.34	100.16 %	57,146.30	25.00 %	14,286.58	9.41 %	17,143.89
TVM1	52.47	51.50	0.05	98.16 %	21,061.80	20.00 %	4,212.36	9.41 %	5,265.45
SJI2	87.38	84.46	0.66	96.66 %	58,590.50	20.00 %	11,718.10	9.41 %	14,647.63
PRT1	66.06	62.71	0.31	94.93 %	63,859.80	15.00 %	9,578.97	9.41 %	15,964.95
KKI2	85.86	80.57	0.82	93.84 %	57,590.90	15.00 %	8,638.64	9.41 %	14,397.73
CDM1	98.02	91.27	0.45	93.11 %	72,689.60	15.00 %	10,903.44	9.41 %	18,172.40
NVL2	88.34	76.13	0.64	86.18 %	60,454.30	10.00 %	6,045.43	9.41 %	12,090.86
TRK1	103.42	88.71	0.34	85.77 %	77,612.10	10.00 %	7,761.21	9.41 %	11,641.82
TDM1	68.52	58.11	0.31	84.82 %	33,683.60	10.00 %	3,368.36	9.41 %	5,052.54
ULP1	93.05	73.23	0.01	78.70 %	52,493.10	0.00 %		9.41 %	5,249.31
TVM2	69.60	52.70	0.20	75.71 %	26,933.90	0.00 %		9.41 %	2,693.39
STP1	37.36	28.08	0.24	75.15 %	15,886.60	0.00 %		9.41 %	1,588.66
VCM1	49.67	35.89	0.16	72.26 %	20,200.20	0.00 %		9.41 %	
MKM1	42.21	27.64	0.13	65.49 %	22,848.90	0.00 %		9.41 %	
VPM1	38.28	21.26	0.14	55.54 %	14,516.40	0.00 %		9.41 %	
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	70.12	82.81	0.76	118.08 %	68,899.10	30.00 %	20,669.73	9.41 %	27,559.64
VEL2	128.97	143.44	0.22	111.22 %	118,654.60	30.00 %	35,596.38	9.41 %	47,461.84
ARC2	83.80	90.86	0.23	108.43 %	74,283.10	25.00 %	18,570.78	9.41 %	22,284.93
CYR1	43.08	46.42	0.16	107.75 %	43,191.70	25.00 %	10,797.93	9.41 %	12,957.51
VNB1	53.28	55.72	0.05	104.58 %	38,067.90	25.00 %	9,516.98	9.41 %	11,420.37
SBR1	116.42	119.10	0.05	102.30 %	97,969.30	25.00 %	24,492.33	9.41 %	29,390.79
TRL1	110.36	111.88	0.17	101.38 %	116,123.70	25.00 %	29,030.93	9.41 %	34,837.11
PLR1	36.17	35.89	0.05	99.21 %	26,320.50	20.00 %	5,264.10	9.41 %	6,580.13
KPM2	209.63	204.97	0.16	97.77 %	126,563.70	20.00 %	25,312.74	9.41 %	31,640.93
SLG1	36.05	33.02	0.27	91.59 %	25,070.20	15.00 %	3,760.53	9.41 %	6,267.55
UGI1	44.57	40.75	0.19	91.42 %	28,688.30	15.00 %	4,303.25	9.41 %	7,172.08
ABR1	67.08	60.06	0.07	89.54 %	49,440.40	10.00 %	4,944.04	9.41 %	9,888.08
GDM1	66.74	58.29	0.05	87.33 %	47,014.40	10.00 %	4,701.44	9.41 %	9,402.88
VEL1	93.45	81.46	0.18	87.17 %	83,512.40	10.00 %	8,351.24	9.41 %	16,702.48
VSI1	90.31	78.18	0.13	86.57 %	63,997.80	10.00 %	6,399.78	9.41 %	12,799.56
WJD1	80.74	69.31	0.35	85.84 %	78,711.40	10.00 %	7,871.14	9.41 %	11,806.71
WJP1	62.04	51.51	0.03	83.03 %	39,336.80	10.00 %	3,933.68	9.41 %	5,900.52
PTU1	39.80	32.83	0.09	82.49 %	21,216.40	10.00 %	2,121.64	9.41 %	3,182.46
CGM1	67.10	53.08	0.07	79.10 %	38,100.70	0.00 %		9.41 %	3,810.07
BGR1	45.34	35.86	0.01	79.09 %	30,062.10	0.00 %		9.41 %	3,006.21
TRR1	129.58	96.90	0.03	74.78 %	65,380.80	0.00 %		9.41 %	6,538.08
TRT1	53.09	38.72	0.93	72.93 %	27,016.60	0.00 %		9.41 %	2,701.66
CPT1	41.99	29.85	0.24	71.08 %	28,879.20	0.00 %		9.41 %	
ANI1	41.27	27.19	0.29	65.88 %	24,877.40	0.00 %		9.41 %	
KPM1	76.86	48.80	0.06	63.50 %	36,127.50	0.00 %		9.41 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR2	81.26	111.96	0.05	137.78 %	74,646.60	40.00 %	29,858.64	9.41 %	29,858.64
TRY2	30.41	37.26	0.00	122.53 %	22,204.00	40.00 %	8,881.60	9.41 %	8,881.60
TVR1	38.71	46.10	0.00	119.09 %	35,737.30	30.00 %	10,721.19	9.41 %	14,294.92
PDK1	35.16	40.32	0.08	114.69 %	29,118.30	30.00 %	8,735.49	9.41 %	11,647.32
MVM1	90.98	101.56	0.11	111.62 %	107,397.10	30.00 %	32,219.13	9.41 %	42,958.84
KIK1	39.95	41.92	0.15	104.94 %	34,722.00	25.00 %	8,680.50	9.41 %	10,416.60
KRN1	43.40	45.22	0.05	104.19 %	38,533.70	25.00 %	9,633.43	9.41 %	11,560.11
NGT1	74.62	72.29	0.03	96.87 %	63,349.40	20.00 %	12,669.88	9.41 %	15,837.35
TNJ1	124.83	118.86	0.30	95.21 %	79,261.70	20.00 %	15,852.34	9.41 %	19,815.43
TNJ2	98.66	93.04	0.17	94.31 %	74,835.00	15.00 %	11,225.25	9.41 %	18,708.75
TRY3	72.37	67.29	0.11	92.98 %	51,524.70	15.00 %	7,728.71	9.41 %	12,881.18
NMM1	55.61	49.08	0.00	88.26 %	59,748.30	10.00 %	5,974.83	9.41 %	11,949.66
APM1	31.07	26.73	0.26	86.05 %	29,171.50	10.00 %	2,917.15	9.41 %	4,375.73
ORU1	42.13	36.04	0.14	85.53 %	33,225.50	10.00 %	3,322.55	9.41 %	4,983.83
KUM1	128.31	109.16	0.06	85.07 %	83,666.30	10.00 %	8,366.63	9.41 %	12,549.95
TRY1	375.56	318.38	0.16	84.78 %	188,378.20	10.00 %	18,837.82	9.41 %	28,256.73
MDI1	77.70	64.27	0.30	82.71 %	53,350.20	10.00 %	5,335.02	9.41 %	8,002.53
TTP1	71.30	58.55	0.04	82.12 %	46,663.00	10.00 %	4,666.30	9.41 %	6,999.45
JKM1	70.36	56.44	0.07	80.22 %	41,707.00	10.00 %	4,170.70	9.41 %	4,170.70
PTK1	88.66	71.05	0.38	80.14 %	54,903.80	10.00 %	5,490.38	9.41 %	5,490.38
AYR1	62.21	49.65	0.16	79.82 %	34,871.20	0.00 %		9.41 %	3,487.12
PBR1	38.52	30.68	0.13	79.65 %	26,221.50	0.00 %		9.41 %	2,622.15
NCK1	39.96	27.97	0.04	70.01 %	18,279.20	0.00 %		9.41 %	
MSI1	58.73	40.41	0.02	68.80 %	30,566.30	0.00 %		9.41 %	
TRY4	120.34	80.38	0.29	66.79 %	86,125.70	0.00 %		9.41 %	
TYR1	92.12	60.66	0.06	65.85 %	41,421.80	0.00 %		9.41 %	
PBR2	201.30	130.09	0.20	64.63 %	80,480.50	0.00 %		9.41 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH45	84.27	96.71	0.13	114.77 %	87,212.90	30.00 %	26,163.87	9.41 %	34,885.16
CH38	64.72	73.30	0.19	113.26 %	78,459.50	30.00 %	23,537.85	9.41 %	31,383.80
CH42	129.05	146.04	0.12	113.17 %	111,101.70	30.00 %	33,330.51	9.41 %	44,440.68
CH37	47.57	53.31	0.12	112.08 %	57,508.40	30.00 %	17,252.52	9.41 %	23,003.36
CH19	109.74	119.53	0.22	108.92 %	107,774.60	25.00 %	26,943.65	9.41 %	43,109.84
CH35	71.81	72.83	0.31	101.42 %	69,834.40	25.00 %	17,458.60	9.41 %	20,950.32
GUD1	89.95	89.63	0.10	99.65 %	144,117.90	20.00 %	28,823.58	9.41 %	36,029.48
CH16	192.03	181.69	0.22	94.61 %	166,444.10	15.00 %	24,966.62	9.41 %	41,611.03
CH28	149.56	137.75	0.10	92.10 %	184,370.60	15.00 %	27,655.59	9.41 %	46,092.65
MRM1	96.06	88.16	0.10	91.77 %	73,293.40	15.00 %	10,994.01	9.41 %	18,323.35
CGL1	71.62	63.20	0.32	88.25 %	54,432.90	10.00 %	5,443.29	9.41 %	10,886.58
MC10	24.57	21.56	0.54	87.76 %	10,162.30	10.00 %	1,016.23	9.41 %	2,032.46
SKL1	72.37	62.99	0.40	87.03 %	69,294.90	10.00 %	6,929.49	9.41 %	13,858.98
CH05	174.60	148.27	1.03	84.92 %	109,542.00	10.00 %	10,954.20	9.41 %	16,431.30
CH30	97.86	82.32	0.49	84.12 %	54,868.40	10.00 %	5,486.84	9.41 %	8,230.26
CH11	94.72	77.69	0.20	82.02 %	68,582.00	10.00 %	6,858.20	9.41 %	10,287.30
TKM1	54.84	43.69	0.18	79.67 %	45,810.70	0.00 %		9.41 %	4,581.07
CH07	146.78	116.25	0.54	79.20 %	104,388.50	0.00 %		9.41 %	10,438.85
CH39	67.68	53.54	0.07	79.10 %	49,209.10	0.00 %		9.41 %	4,920.91
MC09	17.65	13.73	0.00	77.78 %	12,577.20	0.00 %		9.41 %	1,257.72
AVD1	130.92	98.08	1.66	74.91 %	87,853.50	0.00 %		9.41 %	8,785.35
CH22	102.33	74.22	0.05	72.53 %	67,988.00	0.00 %		9.41 %	
CH08	210.11	147.55	0.17	70.22 %	215,099.00	0.00 %		9.41 %	
GUD2	88.70	59.50	0.05	67.08 %	56,423.60	0.00 %		9.41 %	
CH48	154.57	102.93	0.20	66.59 %	125,461.10	0.00 %		9.41 %	
CH14	200.85	124.07	0.53	61.77 %	108,298.90	0.00 %		9.41 %	
CH40	74.46	41.43	0.09	55.65 %	26,396.60	0.00 %		9.41 %	
KNR1	80.37	42.02	0.27	52.28 %	37,564.20	0.00 %		9.41 %	
CH26	40.16	19.12	0.16	47.62 %	19,380.60	0.00 %		9.41 %	
CH29	34.42	13.59	0.02	39.49 %	20,547.40	0.00 %		9.41 %	
MC02	19.65	1.02	0.00	5.18 %	582.10	0.00 %		9.41 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	20.07	27.92	0.09	139.14 %	14,048.60	40.00 %	5,619.44	9.41 %	5,619.44
CH24	94.55	115.29	0.29	121.93 %	106,755.20	40.00 %	42,702.08	9.41 %	42,702.08
CH34	102.19	118.58	0.03	116.04 %	100,336.00	30.00 %	30,100.80	9.41 %	40,134.40
CH23	41.95	47.21	0.60	112.53 %	43,051.40	30.00 %	12,915.42	9.41 %	17,220.56
CH41	97.24	91.40	0.50	93.99 %	80,227.60	15.00 %	12,034.14	9.41 %	20,056.90
CH12	157.99	145.16	0.30	91.88 %	133,768.70	15.00 %	20,065.31	9.41 %	33,442.18
CH27	30.72	27.88	0.29	90.75 %	24,406.00	15.00 %	3,660.90	9.41 %	6,101.50
CH43	81.22	73.47	0.23	90.47 %	89,746.20	15.00 %	13,461.93	9.41 %	17,949.24
UKI1	66.06	57.15	0.33	86.51 %	53,268.60	10.00 %	5,326.86	9.41 %	10,653.72
CH33	100.07	85.73	0.22	85.67 %	107,140.10	10.00 %	10,714.01	9.41 %	16,071.02
CH17	109.90	93.20	0.14	84.80 %	96,428.70	10.00 %	9,642.87	9.41 %	14,464.31
CH44	100.40	83.83	0.12	83.50 %	80,989.20	10.00 %	8,098.92	9.41 %	12,148.38
CH18	143.55	118.53	0.22	82.57 %	174,505.40	10.00 %	17,450.54	9.41 %	26,175.81
CH09	102.47	84.23	0.15	82.20 %	83,595.70	10.00 %	8,359.57	9.41 %	12,539.36
PON1	68.12	55.78	0.07	81.89 %	62,719.00	10.00 %	6,271.90	9.41 %	9,407.85
CH03	284.07	228.47	0.53	80.43 %	191,240.70	10.00 %	19,124.07	9.41 %	19,124.07
CH20	155.17	122.80	0.41	79.14 %	103,799.80	0.00 %		9.41 %	10,379.98
GPD1	72.96	57.30	0.12	78.54 %	44,828.50	0.00 %		9.41 %	4,482.85
MJR1	139.76	107.34	0.26	76.81 %	92,354.70	0.00 %		9.41 %	9,235.47
CH15	322.21	233.71	0.18	72.53 %	185,087.90	0.00 %		9.41 %	
MC05	52.17	37.54	0.01	71.95 %	12,245.80	0.00 %		9.41 %	
CH21	192.39	133.19	0.47	69.23 %	98,502.00	0.00 %		9.41 %	
CH46	79.26	53.57	0.22	67.59 %	42,935.40	0.00 %		9.41 %	
MC06	42.28	28.27	0.01	66.86 %	13,288.50	0.00 %		9.41 %	
CH06	100.68	58.85	0.45	58.45 %	51,319.20	0.00 %		9.41 %	
CH36	52.08	30.20	0.39	57.98 %	25,323.30	0.00 %		9.41 %	
CH31	74.26	33.93	4.07	45.69 %	25,171.70	0.00 %		9.41 %	
CH01	4.97	1.44	0.00	28.93 %	1,196.50	0.00 %		9.41 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UDN1	47.72	54.82	0.42	114.90 %	39,757.20	30.00 %	11,927.16	9.41 %	15,902.88
ARM1	34.37	37.62	1.14	109.46 %	32,169.50	25.00 %	8,042.38	9.41 %	12,867.80
PKD1	74.98	69.47	0.09	92.64 %	72,067.40	15.00 %	10,810.11	9.41 %	18,016.85
KGL1	45.82	42.15	0.06	91.99 %	30,915.20	15.00 %	4,637.28	9.41 %	7,728.80
SGT1	42.84	39.16	0.03	91.41 %	33,232.80	15.00 %	4,984.92	9.41 %	8,308.20
SDI1	50.60	45.14	0.35	89.20 %	29,782.50	10.00 %	2,978.25	9.41 %	5,956.50
RPM1	110.03	98.12	0.73	89.17 %	80,952.60	10.00 %	8,095.26	9.41 %	16,190.52
TKS2	196.91	170.93	0.12	86.81 %	100,805.10	10.00 %	10,080.51	9.41 %	20,161.02
ERL2	55.76	47.70	0.20	85.54 %	53,291.60	10.00 %	5,329.16	9.41 %	7,993.74
TCN1	87.21	74.42	0.48	85.33 %	82,639.70	10.00 %	8,263.97	9.41 %	12,395.96
RND1	103.48	88.10	0.77	85.13 %	105,896.10	10.00 %	10,589.61	9.41 %	15,884.42
KYR1	45.18	37.13	0.33	82.17 %	31,695.00	10.00 %	3,169.50	9.41 %	4,754.25
PDI1	53.77	43.99	0.57	81.81 %	29,134.80	10.00 %	2,913.48	9.41 %	4,370.22
ASM1	69.30	56.08	0.24	80.93 %	48,320.60	10.00 %	4,832.06	9.41 %	4,832.06
APK2	68.85	54.90	0.41	79.73 %	49,509.40	0.00 %		9.41 %	4,950.94
COL1	22.54	17.78	0.04	78.89 %	15,574.10	0.00 %		9.41 %	1,557.41
TUT1	412.47	321.60	0.30	77.97 %	293,872.80	0.00 %		9.41 %	29,387.28
TVL1	361.16	280.26	1.20	77.60 %	204,157.10	0.00 %		9.41 %	20,415.71
VLY1	124.52	96.04	1.11	77.13 %	59,900.70	0.00 %		9.41 %	5,990.07
VNR1	50.57	38.62	0.34	76.38 %	33,055.60	0.00 %		9.41 %	3,305.56
MMT1	64.01	48.26	0.36	75.39 %	30,290.50	0.00 %		9.41 %	3,029.05
TKS1	107.28	80.87	0.06	75.38 %	73,584.80	0.00 %		9.41 %	7,358.48
SKD1	51.37	37.52	0.05	73.05 %	38,708.30	0.00 %		9.41 %	3,870.83
MAR1	120.13	87.32	0.19	72.69 %	65,232.60	0.00 %		9.41 %	6,523.26
TUT2	165.87	118.72	1.45	71.57 %	105,249.90	0.00 %		9.41 %	
SNL1	80.42	56.03	0.10	69.67 %	41,370.40	0.00 %		9.41 %	
STU2	52.27	35.50	0.19	67.90 %	30,800.20	0.00 %		9.41 %	
SVK1	128.69	86.44	0.32	67.17 %	72,849.30	0.00 %		9.41 %	
NGR1	266.84	178.52	0.71	66.90 %	137,806.60	0.00 %		9.41 %	
KVT1	210.03	139.42	0.73	66.38 %	162,106.60	0.00 %		9.41 %	
TVL2	29.17	19.30	0.43	66.16 %	9,157.00	0.00 %		9.41 %	
VNR2	186.14	115.57	0.15	62.09 %	115,451.70	0.00 %		9.41 %	
VKM1	54.03	33.53	0.60	62.06 %	48,602.00	0.00 %		9.41 %	
TYI1	70.03	43.02	0.10	61.43 %	48,575.70	0.00 %		9.41 %	
APK1	92.54	50.23	0.61	54.28 %	51,702.50	0.00 %		9.41 %	
KSM1	44.83	21.94	0.15	48.95 %	13,492.10	0.00 %		9.41 %	
TKY1	74.12	35.04	0.32	47.27 %	25,613.30	0.00 %		9.41 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	43.57	62.81	0.27	144.15 %	32,776.50	40.00 %	13,110.60	9.41 %	13,110.60
MDU3	100.25	106.74	0.28	106.47 %	51,385.40	25.00 %	12,846.35	9.41 %	15,415.62
DKI1	63.43	59.31	0.09	93.50 %	74,951.30	15.00 %	11,242.70	9.41 %	18,737.83
MDU6	125.98	115.51	0.22	91.69 %	89,083.00	15.00 %	13,362.45	9.41 %	22,270.75
SVG1	62.07	54.73	0.35	88.16 %	50,521.50	10.00 %	5,052.15	9.41 %	10,104.30
KKD3	131.00	111.31	0.11	84.97 %	123,901.70	10.00 %	12,390.17	9.41 %	18,585.26
KRR1	55.03	46.49	0.18	84.48 %	43,146.00	10.00 %	4,314.60	9.41 %	6,471.90
PVI1	63.02	53.07	0.16	84.22 %	50,102.70	10.00 %	5,010.27	9.41 %	7,515.41
TMM1	95.45	80.34	0.47	84.17 %	64,911.30	10.00 %	6,491.13	9.41 %	9,736.70
TPT1	66.93	55.38	0.36	82.74 %	90,843.60	10.00 %	9,084.36	9.41 %	13,626.54
MDU2	146.06	117.56	0.42	80.49 %	82,770.30	10.00 %	8,277.03	9.41 %	8,277.03
BNR1	51.38	41.32	0.00	80.41 %	39,493.00	10.00 %	3,949.30	9.41 %	3,949.30
TEN1	84.97	67.70	0.40	79.68 %	59,543.00	0.00 %		9.41 %	5,954.30
MDU5	58.10	44.27	0.07	76.19 %	59,137.00	0.00 %		9.41 %	5,913.70
KPT1	51.18	38.49	0.38	75.19 %	35,449.80	0.00 %		9.41 %	3,544.98
TEN2	80.67	60.53	0.26	75.03 %	39,044.60	0.00 %		9.41 %	3,904.46
ATG1	85.38	62.29	0.29	72.96 %	62,780.70	0.00 %		9.41 %	6,278.07
SGP1	43.77	30.53	0.25	69.73 %	27,811.80	0.00 %		9.41 %	
PKM1	42.98	29.73	0.01	69.16 %	32,432.30	0.00 %		9.41 %	
ADP1	59.83	40.66	0.13	67.95 %	36,272.90	0.00 %		9.41 %	
MDU4	64.54	42.25	0.85	65.46 %	38,125.20	0.00 %		9.41 %	
MLR1	43.06	27.94	0.36	64.88 %	22,576.10	0.00 %		9.41 %	
DGL1	193.86	125.50	0.76	64.74 %	96,974.30	0.00 %		9.41 %	
KYK1	56.33	36.08	1.03	64.05 %	42,002.00	0.00 %		9.41 %	
ODM1	48.03	30.55	0.40	63.60 %	19,639.20	0.00 %		9.41 %	
BTU1	37.78	23.61	0.31	62.48 %	20,344.40	0.00 %		9.41 %	
PNI1	38.04	23.67	0.34	62.23 %	21,387.90	0.00 %		9.41 %	
CBM1	90.56	56.30	0.23	62.17 %	55,818.20	0.00 %		9.41 %	
MDU1	385.84	234.04	0.32	60.66 %	145,550.60	0.00 %		9.41 %	
MPA1	85.65	51.14	0.24	59.71 %	45,991.40	0.00 %		9.41 %	
MNM1	44.97	26.56	0.20	59.06 %	31,257.10	0.00 %		9.41 %	
USL1	61.20	36.13	0.00	59.04 %	36,747.50	0.00 %		9.41 %	
DGL2	64.04	37.58	0.52	58.68 %	42,959.40	0.00 %		9.41 %	
CMR1	45.73	24.77	0.66	54.16 %	16,438.20	0.00 %		9.41 %	
NKI1	55.33	29.62	0.42	53.53 %	33,555.90	0.00 %		9.41 %	
NTM1	53.52	28.23	0.06	52.74 %	16,054.10	0.00 %		9.41 %	
TDI1	64.21	30.56	0.20	47.59 %	32,822.70	0.00 %		9.41 %	
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	38.73	44.74	0.12	115.52 %	32,683.40	30.00 %	9,805.02	9.41 %	13,073.36
KMD1	33.04	34.03	0.27	102.99 %	51,085.10	25.00 %	12,771.28	9.41 %	15,325.53
SUL1	43.08	40.50	0.14	94.00 %	52,621.90	15.00 %	7,893.29	9.41 %	13,155.48
MPM1	51.28	46.86	0.35	91.37 %	54,094.80	15.00 %	8,114.22	9.41 %	13,523.70
CBE1	56.51	49.40	0.09	87.41 %	54,265.30	10.00 %	5,426.53	9.41 %	10,853.06
SNR1	56.12	48.90	0.62	87.13 %	51,929.10	10.00 %	5,192.91	9.41 %	10,385.82
AVI1	47.43	38.27	0.15	80.69 %	39,112.40	10.00 %	3,911.24	9.41 %	3,911.24
TPR3	52.64	41.27	0.14	78.39 %	64,709.80	0.00 %		9.41 %	6,470.98
CBE2	307.59	240.07	0.97	78.05 %	208,055.10	0.00 %		9.41 %	20,805.51
KGI1	66.01	50.75	0.10	76.88 %	34,395.20	0.00 %		9.41 %	3,439.52
PPI1	43.87	32.27	0.07	73.55 %	34,669.80	0.00 %		9.41 %	3,466.98
DPM2	57.30	41.82	0.01	72.99 %	43,091.60	0.00 %		9.41 %	4,309.16
KMR1	124.25	90.66	0.44	72.96 %	91,583.80	0.00 %		9.41 %	9,158.38
SYM2	45.07	32.87	0.06	72.92 %	32,510.80	0.00 %		9.41 %	3,251.08
KGM1	37.90	27.35	0.26	72.16 %	29,102.20	0.00 %		9.41 %	
CBE4	91.72	66.02	0.17	71.98 %	71,151.10	0.00 %		9.41 %	
CBE6	71.66	50.65	0.41	70.68 %	58,724.90	0.00 %		9.41 %	
CBE3	29.47	20.71	0.00	70.27 %	30,379.50	0.00 %		9.41 %	
CNR1	55.38	37.04	0.01	66.88 %	41,327.40	0.00 %		9.41 %	
TPR1	116.48	76.62	0.17	65.78 %	59,737.00	0.00 %		9.41 %	
ANR1	14.94	9.72	1.22	65.08 %	10,805.20	0.00 %		9.41 %	
PLI1	83.72	54.27	0.44	64.82 %	56,819.90	0.00 %		9.41 %	
PDM1	45.51	29.06	0.09	63.87 %	30,088.10	0.00 %		9.41 %	
GDR1	48.68	29.90	0.00	61.42 %	20,477.20	0.00 %		9.41 %	
TPR4	48.11	29.53	0.07	61.39 %	31,374.70	0.00 %		9.41 %	
UAM1	105.86	63.74	0.31	60.21 %	44,442.60	0.00 %		9.41 %	
UMP1	51.60	29.28	0.83	56.74 %	31,025.50	0.00 %		9.41 %	
TPR2	122.60	68.49	0.08	55.86 %	57,778.40	0.00 %		9.41 %	
CBE5	48.91	26.43	0.22	54.05 %	37,375.60	0.00 %		9.41 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	39.52	44.60	0.14	112.85 %	37,455.10	30.00 %	11,236.53	9.41 %	14,982.04
PLC1	42.87	41.68	0.02	97.21 %	44,870.00	20.00 %	8,974.00	9.41 %	11,217.50
DPR1	37.07	36.02	0.02	97.18 %	21,617.80	20.00 %	4,323.56	9.41 %	5,404.45
TCG1	38.65	37.11	0.15	96.03 %	32,061.60	20.00 %	6,412.32	9.41 %	8,015.40
PMP1	42.98	39.97	0.13	92.98 %	24,002.40	15.00 %	3,600.36	9.41 %	6,000.60
EDP1	32.15	29.80	0.41	92.70 %	14,207.60	15.00 %	2,131.14	9.41 %	3,551.90
VPD1	77.17	65.91	0.08	85.41 %	74,376.10	10.00 %	7,437.61	9.41 %	11,156.42
SLM2	70.34	59.92	0.10	85.18 %	41,441.40	10.00 %	4,144.14	9.41 %	6,216.21
KVP1	38.77	32.96	0.01	84.99 %	25,049.10	10.00 %	2,504.91	9.41 %	3,757.37
DPR2	47.17	37.96	0.14	80.46 %	23,060.90	10.00 %	2,306.09	9.41 %	2,306.09
ERD2	127.57	102.21	0.18	80.12 %	117,192.40	10.00 %	11,719.24	9.41 %	11,719.24
HSR2	138.88	109.79	0.95	79.05 %	83,061.00	0.00 %		9.41 %	8,306.10
NKL2	95.12	75.18	0.09	79.04 %	68,524.20	0.00 %		9.41 %	6,852.42
APN1	54.51	42.87	0.05	78.65 %	54,480.50	0.00 %		9.41 %	5,448.05
VKL1	40.39	30.48	0.24	75.47 %	26,349.30	0.00 %		9.41 %	2,634.93
SLM1	205.19	153.88	0.26	74.99 %	97,417.60	0.00 %		9.41 %	9,741.76
OML1	85.66	62.48	0.38	72.94 %	45,318.10	0.00 %		9.41 %	4,531.81
ATU1	78.34	56.80	0.44	72.50 %	33,941.10	0.00 %		9.41 %	
SLM3	97.52	70.52	0.33	72.31 %	54,517.70	0.00 %		9.41 %	
MCR1	69.57	49.05	0.10	70.51 %	36,505.30	0.00 %		9.41 %	
HRR1	57.91	40.27	0.34	69.54 %	26,347.60	0.00 %		9.41 %	
CMI1	42.88	29.05	0.07	67.74 %	31,640.00	0.00 %		9.41 %	
PDR1	32.82	21.91	0.61	66.76 %	22,595.00	0.00 %		9.41 %	
KRI1	72.54	47.72	0.22	65.78 %	26,891.90	0.00 %		9.41 %	
TRM1	103.65	66.10	0.50	63.77 %	47,273.60	0.00 %		9.41 %	
BMD1	59.64	36.87	0.03	61.82 %	41,071.30	0.00 %		9.41 %	
ERD1	119.31	71.89	0.73	60.25 %	50,377.00	0.00 %		9.41 %	
HSR1	115.11	65.63	0.08	57.02 %	59,636.60	0.00 %		9.41 %	
MTR1	92.15	51.15	0.27	55.51 %	39,184.60	0.00 %		9.41 %	
RSP1	60.47	33.19	0.49	54.88 %	33,686.60	0.00 %		9.41 %	
EPI1	79.19	42.79	0.22	54.04 %	32,547.10	0.00 %		9.41 %	
KMM1	51.07	27.59	0.03	54.02 %	26,127.30	0.00 %		9.41 %	
SGG1	37.14	18.32	0.86	49.33 %	14,511.40	0.00 %		9.41 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	45.03	34.58	0.67	76.78 %	25,721.30	0.00 %		9.41 %	2,572.13
PAS1	67.93	39.32	0.22	57.88 %	30,908.20	0.00 %		9.41 %	
TVP1	166.79	91.44	0.25	54.82 %	79,419.10	0.00 %		9.41 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	40.81	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	86.68	1.83	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.46	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	9.70	17.65	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	14.65	7.59	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	1.46	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	8.21	3.06	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	32.57	13.31	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	5.59	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	5.86	0.00	0.00 %	0.00	0.00 %		0.00 %	