

Accu.Target 24,008.92 L	Sales 19,017.50 L	Achieved % 79.21 %	HO Budget+ % 10.79 %	Total Com. 163.43 L
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Note : Sales Period is From :01-Nov-2025 To :26-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,635.29	1,500.37	91.75 %	45,000.00	10.79 %	90,000.00
NORTH ARCOT	1,963.39	1,764.84	89.89 %	0.00	10.79 %	102,000.00
TRICHY-01	2,375.60	2,020.32	85.04 %	0.00	10.79 %	0.00
CHENNAI-01	3,113.74	2,525.91	81.12 %	0.00	10.79 %	75,000.00
CHENNAI-02	3,004.32	2,387.70	79.48 %	0.00	10.79 %	0.00
SOUTH-01	4,010.11	2,980.06	74.31 %	0.00	10.79 %	0.00
SOUTH-03	3,061.55	2,199.37	71.84 %	0.00	10.79 %	0.00
WEST-02	2,478.68	1,778.32	71.74 %	0.00	10.79 %	0.00
WEST-01	2,075.30	1,485.17	71.56 %	0.00	10.79 %	0.00
KL-SOUTH	290.95	167.01	57.40 %	0.00	10.79 %	0.00
OTHERS	0.00	208.44	0.00 %	0.00	0.00 %	0.00
Total	24,008.92	19,017.50	79.21 %		10.79 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	531.66	550.96	103.63%	75,000.00	10.79 %	100,000.00
	SA03	519.34	447.33	86.13%	0.00	10.79 %	30,000.00
	SA02	584.28	502.09	85.93%	0.00	10.79 %	37,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	694.25	634.73	91.43%	45,000.00	10.79 %	90,000.00
	NA02	668.08	597.78	89.48%	0.00	10.79 %	75,000.00
	NA03	601.06	532.33	88.56%	0.00	10.79 %	37,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	493.07	473.27	95.98%	30,000.00	10.79 %	60,000.00
	TNJ1	539.40	469.14	86.97%	0.00	10.79 %	30,000.00
	TRY1	704.33	600.75	85.29%	0.00	10.79 %	45,000.00
	PBR1	638.79	477.15	74.70%	0.00	10.79 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	605.67	538.58	88.92%	0.00	10.79 %	37,500.00
	CH06	948.70	800.30	84.36%	0.00	10.79 %	60,000.00
	CH05	794.32	613.52	77.24%	0.00	10.79 %	0.00
	CH08	765.06	573.52	74.96%	0.00	10.79 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	750.39	632.33	84.27%	0.00	10.79 %	45,000.00
	CH04	825.81	662.97	80.28%	0.00	10.79 %	0.00
	CH07	795.30	612.82	77.06%	0.00	10.79 %	0.00
	CH09	632.80	479.58	75.79%	0.00	10.79 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	583.89	490.90	84.07%	0.00	10.79 %	30,000.00
	TVL1	643.25	501.70	77.99%	0.00	10.79 %	0.00
	TUT1	872.62	676.28	77.50%	0.00	10.79 %	0.00
	KVT1	698.65	509.97	72.99%	0.00	10.79 %	0.00
	NGR1	663.83	446.76	67.30%	0.00	10.79 %	0.00
	VNR1	547.86	354.46	64.70%	0.00	10.79 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	630.54	504.59	80.02%	0.00	10.79 %	0.00
	MDU2	883.98	689.85	78.04%	0.00	10.79 %	0.00
	KRR1	107.19	80.31	74.93%	0.00	10.79 %	0.00
	SVG1	525.62	364.29	69.31%	0.00	10.79 %	0.00
	DGL1	914.22	560.33	61.29%	0.00	10.79 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	510.32	394.46	77.30%	0.00	10.79 %	0.00
	SLM1	722.19	533.16	73.83%	0.00	10.79 %	0.00
	MTR1	574.93	392.62	68.29%	0.00	10.79 %	0.00
	ERD1	671.24	458.07	68.24%	0.00	10.79 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	247.69	195.09	78.76%	0.00	10.79 %	0.00
	CBE1	862.48	644.28	74.70%	0.00	10.79 %	0.00
	UAM1	374.67	267.88	71.50%	0.00	10.79 %	0.00
	PLI1	287.07	186.87	65.10%	0.00	10.79 %	0.00
	TPR1	303.39	191.06	62.97%	0.00	10.79 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	290.95	167.01	57.40%	0.00	10.79 %	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	73.61	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	89.41	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	110.43	127.37	0.14	115.34 %	88,393.60	30.00 %	26,518.08	10.79 %	35,357.44
KLM1	84.31	91.48	0.16	108.51 %	88,626.10	25.00 %	22,156.53	10.79 %	35,450.44
KML1	45.19	48.67	0.35	107.70 %	30,629.70	25.00 %	7,657.43	10.79 %	12,251.88
CUD1	157.32	166.63	0.22	105.92 %	155,717.10	25.00 %	38,929.28	10.79 %	46,715.13
POY1	135.71	137.22	0.15	101.11 %	111,669.30	25.00 %	27,917.33	10.79 %	33,500.79
TVM1	54.57	54.82	0.04	100.46 %	22,091.70	25.00 %	5,522.93	10.79 %	6,627.51
VPM2	82.88	81.50	0.33	98.34 %	58,146.90	20.00 %	11,629.38	10.79 %	17,444.07
SJI2	90.88	84.98	0.66	93.51 %	58,883.70	15.00 %	8,832.56	10.79 %	14,720.93
PRT1	68.70	63.49	0.31	92.42 %	64,353.10	15.00 %	9,652.97	10.79 %	16,088.28
KKI2	89.29	82.06	0.81	91.89 %	58,461.20	15.00 %	8,769.18	10.79 %	14,615.30
CDM1	101.95	91.95	0.45	90.20 %	73,396.00	15.00 %	11,009.40	10.79 %	18,349.00
TRK1	107.56	90.85	0.33	84.46 %	80,432.30	10.00 %	8,043.23	10.79 %	12,064.85
NVL2	91.88	76.55	0.63	83.32 %	60,700.60	10.00 %	6,070.06	10.79 %	9,105.09
TDM1	71.26	58.24	0.31	81.74 %	33,777.80	10.00 %	3,377.78	10.79 %	5,066.67
ULP1	96.77	74.65	0.01	77.14 %	54,425.60	0.00 %		10.79 %	5,442.56
TVM2	72.38	55.48	0.06	76.65 %	29,021.00	0.00 %		10.79 %	2,902.10
STP1	38.85	28.62	0.24	73.67 %	16,853.40	0.00 %		10.79 %	1,685.34
VCM1	51.65	36.10	0.16	69.88 %	20,580.00	0.00 %		10.79 %	
MKM1	43.90	28.25	0.13	64.37 %	23,192.50	0.00 %		10.79 %	
VPM1	39.81	21.59	0.14	54.23 %	14,970.90	0.00 %		10.79 %	
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	72.93	83.36	0.75	114.30 %	69,461.50	30.00 %	20,838.45	10.79 %	27,784.60
VEL2	134.13	148.54	0.21	110.74 %	124,022.90	30.00 %	37,206.87	10.79 %	49,609.16
ARC2	87.15	94.43	0.22	108.36 %	76,263.90	25.00 %	19,065.98	10.79 %	30,505.56
CYR1	44.81	46.70	0.16	104.23 %	43,635.70	25.00 %	10,908.93	10.79 %	13,090.71
VNB1	55.41	57.03	0.04	102.92 %	39,021.50	25.00 %	9,755.38	10.79 %	11,706.45
SBR1	121.08	123.29	0.05	101.82 %	100,757.00	25.00 %	25,189.25	10.79 %	30,227.10
TRL1	114.77	113.81	0.16	99.16 %	118,162.50	20.00 %	23,632.50	10.79 %	35,448.75
PLR1	37.62	36.61	0.05	97.32 %	26,890.00	20.00 %	5,378.00	10.79 %	6,722.50
KPM2	218.02	209.72	0.16	96.20 %	132,039.10	20.00 %	26,407.82	10.79 %	33,009.78
UGI1	46.36	42.00	0.19	90.60 %	29,385.10	15.00 %	4,407.77	10.79 %	7,346.28
SLG1	37.49	33.73	0.26	89.97 %	26,151.20	10.00 %	2,615.12	10.79 %	6,537.80
ABR1	69.77	61.03	0.07	87.48 %	51,273.60	10.00 %	5,127.36	10.79 %	10,254.72
GDM1	69.41	59.79	0.05	86.14 %	47,668.70	10.00 %	4,766.87	10.79 %	9,533.74
VEL1	97.19	82.87	0.16	85.27 %	84,397.00	10.00 %	8,439.70	10.79 %	16,879.40
VSI1	93.92	79.47	0.13	84.61 %	64,795.80	10.00 %	6,479.58	10.79 %	9,719.37
WJD1	83.97	70.92	0.34	84.45 %	80,361.80	10.00 %	8,036.18	10.79 %	12,054.27
PTU1	41.39	33.44	0.09	80.80 %	21,705.60	10.00 %	2,170.56	10.79 %	3,255.84
WJP1	64.52	52.08	0.03	80.72 %	39,804.80	10.00 %	3,980.48	10.79 %	5,970.72
CGM1	69.78	53.84	0.12	77.15 %	38,719.90	0.00 %		10.79 %	3,871.99
BGR1	47.16	36.36	0.01	77.11 %	30,555.10	0.00 %		10.79 %	3,055.51
TRR1	134.77	98.05	0.03	72.76 %	66,596.00	0.00 %		10.79 %	6,659.60
CPT1	43.67	31.07	0.23	71.15 %	30,262.40	0.00 %		10.79 %	
TRT1	55.22	39.15	0.92	70.90 %	27,256.10	0.00 %		10.79 %	
ANI1	42.92	27.58	0.29	64.26 %	25,096.00	0.00 %		10.79 %	
KPM1	79.93	49.94	0.06	62.48 %	36,341.30	0.00 %		10.79 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR2	84.51	113.00	0.05	133.71 %	75,702.60	40.00 %	30,281.04	10.79 %	30,281.04
TRY2	31.62	37.99	0.00	120.14 %	23,304.30	40.00 %	9,321.72	10.79 %	9,321.72
TVR1	40.26	46.80	0.00	116.25 %	36,073.40	30.00 %	10,822.02	10.79 %	14,429.36
PDK1	36.56	40.81	0.08	111.61 %	29,465.80	30.00 %	8,839.74	10.79 %	11,786.32
MVM1	94.62	102.01	0.11	107.81 %	108,180.40	25.00 %	27,045.10	10.79 %	43,272.16
KRN1	45.14	46.17	0.05	102.29 %	39,382.40	25.00 %	9,845.60	10.79 %	11,814.72
KIK1	41.55	42.12	0.15	101.38 %	35,073.50	25.00 %	8,768.38	10.79 %	10,522.05
NGT1	77.61	73.09	0.03	94.17 %	65,611.50	15.00 %	9,841.73	10.79 %	16,402.88
TNJ1	129.83	120.73	0.30	92.99 %	80,627.80	15.00 %	12,094.17	10.79 %	20,156.95
TNJ2	102.60	95.17	0.16	92.75 %	77,856.20	15.00 %	11,678.43	10.79 %	19,464.05
TRY3	75.27	67.61	0.11	89.82 %	52,046.10	10.00 %	5,204.61	10.79 %	13,011.53
NMM1	57.83	50.44	0.00	87.22 %	61,011.20	10.00 %	6,101.12	10.79 %	12,202.24
APM1	32.31	27.57	0.26	85.34 %	30,239.80	10.00 %	3,023.98	10.79 %	6,047.96
ORU1	43.82	37.00	0.14	84.44 %	34,525.30	10.00 %	3,452.53	10.79 %	5,178.80
TRY1	390.58	325.60	0.15	83.36 %	194,520.50	10.00 %	19,452.05	10.79 %	29,178.08
KUM1	133.44	110.14	0.08	82.54 %	84,537.80	10.00 %	8,453.78	10.79 %	12,680.67
JKM1	73.17	58.92	0.07	80.53 %	43,156.90	10.00 %	4,315.69	10.79 %	6,473.54
MDI1	80.81	64.97	0.30	80.40 %	53,847.50	10.00 %	5,384.75	10.79 %	8,077.13
TTP1	74.15	59.45	0.04	80.18 %	47,821.60	10.00 %	4,782.16	10.79 %	4,782.16
PBR1	40.07	31.94	0.12	79.72 %	27,029.40	0.00 %		10.79 %	2,702.94
PTK1	92.20	73.26	0.37	79.46 %	57,087.90	0.00 %		10.79 %	5,708.79
AYR1	64.70	50.44	0.16	77.96 %	35,344.10	0.00 %		10.79 %	3,534.41
NCK1	41.56	28.68	0.04	69.00 %	18,645.00	0.00 %		10.79 %	
MSI1	61.08	41.51	0.02	67.96 %	30,972.50	0.00 %		10.79 %	
TRY4	125.16	82.57	0.29	65.97 %	88,059.50	0.00 %		10.79 %	
TYR1	95.80	61.64	0.09	64.34 %	41,633.20	0.00 %		10.79 %	
PBR2	209.35	130.69	0.21	62.43 %	81,091.60	0.00 %		10.79 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH45	87.64	99.94	0.13	114.04 %	89,964.70	30.00 %	26,989.41	10.79 %	35,985.88
CH38	67.31	75.99	0.19	112.90 %	80,503.10	30.00 %	24,150.93	10.79 %	32,201.24
CH42	134.21	149.32	0.17	111.26 %	113,364.70	30.00 %	34,009.41	10.79 %	45,345.88
CH37	49.47	54.55	0.12	110.27 %	58,289.20	30.00 %	17,486.76	10.79 %	23,315.68
CH19	114.13	124.71	0.21	109.27 %	110,762.40	25.00 %	27,690.60	10.79 %	44,304.96
CH35	74.68	75.14	0.30	100.62 %	71,307.40	25.00 %	17,826.85	10.79 %	21,392.22
GUD1	93.55	90.52	0.10	96.77 %	146,344.70	20.00 %	29,268.94	10.79 %	36,586.18
CH16	199.71	185.43	0.21	92.85 %	168,490.10	15.00 %	25,273.52	10.79 %	42,122.53
MRM1	99.90	90.47	0.10	90.56 %	76,580.20	15.00 %	11,487.03	10.79 %	19,145.05
CH28	155.54	139.64	-0.28	89.78 %	185,851.40	10.00 %	18,585.14	10.79 %	46,462.85
CGL1	74.48	65.16	0.31	87.49 %	56,583.10	10.00 %	5,658.31	10.79 %	11,316.62
SKL1	75.27	64.42	0.39	85.58 %	70,080.90	10.00 %	7,008.09	10.79 %	14,016.18
MC10	25.55	21.83	0.54	85.43 %	10,285.70	10.00 %	1,028.57	10.79 %	2,057.14
CH05	181.58	152.05	1.00	83.73 %	113,635.70	10.00 %	11,363.57	10.79 %	17,045.36
CH30	101.77	84.77	0.47	83.29 %	55,307.50	10.00 %	5,530.75	10.79 %	8,296.13
CH11	98.51	79.83	0.20	81.04 %	69,673.10	10.00 %	6,967.31	10.79 %	10,450.97
MC09	18.36	14.77	0.00	80.45 %	12,949.40	10.00 %	1,294.94	10.79 %	1,942.41
TKM1	57.04	45.13	0.17	79.13 %	46,353.60	0.00 %		10.79 %	4,635.36
CH07	152.65	119.92	0.52	78.55 %	107,703.70	0.00 %		10.79 %	10,770.37
CH39	70.39	53.85	0.07	76.51 %	49,760.10	0.00 %		10.79 %	4,976.01
AVD1	136.16	100.30	1.62	73.66 %	91,233.40	0.00 %		10.79 %	9,123.34
CH22	106.43	75.45	0.05	70.89 %	69,309.20	0.00 %		10.79 %	
CH08	218.51	150.59	0.15	68.92 %	219,205.10	0.00 %		10.79 %	
GUD2	92.25	61.10	0.05	66.24 %	58,034.20	0.00 %		10.79 %	
CH48	160.75	104.06	0.20	64.73 %	126,109.60	0.00 %		10.79 %	
CH14	208.88	127.12	0.52	60.86 %	111,818.80	0.00 %		10.79 %	
CH40	77.44	42.05	0.09	54.30 %	26,751.70	0.00 %		10.79 %	
KNR1	83.59	42.68	0.27	51.06 %	38,585.80	0.00 %		10.79 %	
CH26	41.76	19.58	0.16	46.89 %	19,577.40	0.00 %		10.79 %	
CH29	35.79	14.52	0.02	40.57 %	20,986.30	0.00 %		10.79 %	
MC02	20.44	1.02	0.00	4.98 %	582.10	0.00 %		10.79 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	20.87	28.03	0.09	134.32 %	14,457.60	40.00 %	5,783.04	10.79 %	5,783.04
CH24	98.33	116.35	0.29	118.33 %	107,502.70	30.00 %	32,250.81	10.79 %	43,001.08
CH34	106.28	121.91	0.03	114.71 %	102,255.40	30.00 %	30,676.62	10.79 %	40,902.16
CH23	43.63	47.47	0.59	108.81 %	43,761.80	25.00 %	10,940.45	10.79 %	17,504.72
CH41	101.13	92.67	0.49	91.64 %	82,255.00	15.00 %	12,338.25	10.79 %	20,563.75
CH12	164.31	147.18	0.29	89.57 %	136,158.70	10.00 %	13,615.87	10.79 %	34,039.68
CH43	84.47	74.15	0.23	87.79 %	90,937.10	10.00 %	9,093.71	10.79 %	18,187.42
CH27	31.95	27.88	0.29	87.26 %	24,406.00	10.00 %	2,440.60	10.79 %	4,881.20
CH33	104.07	88.18	0.22	84.73 %	110,793.90	10.00 %	11,079.39	10.79 %	16,619.09
UKI1	68.70	58.01	0.33	84.44 %	54,005.00	10.00 %	5,400.50	10.79 %	8,100.75
CH17	114.30	94.34	0.14	82.54 %	97,499.50	10.00 %	9,749.95	10.79 %	14,624.93
CH44	104.42	84.47	0.12	80.90 %	81,787.60	10.00 %	8,178.76	10.79 %	12,268.14
CH09	106.57	85.74	0.15	80.45 %	84,274.90	10.00 %	8,427.49	10.79 %	12,641.24
PON1	70.84	56.89	0.10	80.30 %	64,397.00	10.00 %	6,439.70	10.79 %	6,439.70
CH18	149.29	119.62	0.22	80.12 %	175,940.60	10.00 %	17,594.06	10.79 %	17,594.06
CH03	295.44	233.70	0.52	79.10 %	196,111.50	0.00 %		10.79 %	19,611.15
GPD1	75.88	58.46	0.11	77.05 %	45,922.00	0.00 %		10.79 %	4,592.20
CH20	161.37	123.64	0.41	76.62 %	104,468.20	0.00 %		10.79 %	10,446.82
MJR1	145.35	109.64	0.26	75.43 %	94,475.90	0.00 %		10.79 %	9,447.59
CH15	335.10	236.87	0.17	70.69 %	187,331.80	0.00 %		10.79 %	
MC05	54.26	37.88	0.01	69.81 %	12,440.00	0.00 %		10.79 %	
CH21	200.09	135.72	0.46	67.83 %	100,172.60	0.00 %		10.79 %	
CH46	82.43	54.58	0.22	66.21 %	43,339.00	0.00 %		10.79 %	
MC06	43.97	28.48	0.01	64.77 %	13,436.70	0.00 %		10.79 %	
CH06	104.71	59.14	0.45	56.48 %	51,605.50	0.00 %		10.79 %	
CH36	54.17	30.20	0.39	55.75 %	25,323.30	0.00 %		10.79 %	
CH31	77.23	34.77	3.98	45.02 %	26,441.80	0.00 %		10.79 %	
CH01	5.17	1.74	0.00	33.71 %	1,348.50	0.00 %		10.79 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UDN1	49.63	55.79	0.42	112.42 %	42,014.90	30.00 %	12,604.47	10.79 %	16,805.96
ARM1	35.74	39.56	1.08	110.68 %	33,502.90	30.00 %	10,050.87	10.79 %	13,401.16
PKD1	77.98	70.72	0.16	90.68 %	73,125.30	15.00 %	10,968.80	10.79 %	18,281.33
KGL1	47.66	42.70	0.06	89.60 %	31,630.10	10.00 %	3,163.01	10.79 %	7,907.53
SGT1	44.56	39.68	0.03	89.07 %	33,794.50	10.00 %	3,379.45	10.79 %	6,758.90
SDI1	52.62	46.59	0.33	88.53 %	31,532.70	10.00 %	3,153.27	10.79 %	6,306.54
RPM1	114.43	99.58	0.72	87.02 %	82,819.20	10.00 %	8,281.92	10.79 %	16,563.84
TKS2	204.78	174.34	0.12	85.13 %	102,956.30	10.00 %	10,295.63	10.79 %	20,591.26
TCN1	90.70	76.28	0.53	84.10 %	83,510.70	10.00 %	8,351.07	10.79 %	12,526.61
ERL2	57.99	48.49	0.20	83.63 %	54,241.70	10.00 %	5,424.17	10.79 %	8,136.26
RND1	107.62	89.04	0.76	82.73 %	106,977.20	10.00 %	10,697.72	10.79 %	16,046.58
KYR1	46.99	38.64	0.31	82.22 %	32,965.90	10.00 %	3,296.59	10.79 %	4,944.89
PDI1	55.92	45.40	0.55	81.18 %	30,716.30	10.00 %	3,071.63	10.79 %	4,607.45
ASM1	72.07	57.12	0.23	79.25 %	49,302.00	0.00 %		10.79 %	4,930.20
COL1	23.44	18.17	0.04	77.52 %	15,958.80	0.00 %		10.79 %	1,595.88
APK2	71.60	55.42	0.41	77.40 %	50,294.50	0.00 %		10.79 %	5,029.45
TUT1	428.97	329.88	0.30	76.90 %	302,561.30	0.00 %		10.79 %	30,256.13
MMT1	66.57	51.03	0.34	76.65 %	32,266.40	0.00 %		10.79 %	3,226.64
VNR1	52.59	40.25	0.33	76.53 %	34,943.70	0.00 %		10.79 %	3,494.37
TKS1	111.57	85.31	0.06	76.46 %	77,896.90	0.00 %		10.79 %	7,789.69
TVL1	375.60	286.85	1.18	76.37 %	208,887.60	0.00 %		10.79 %	20,888.76
VLY1	129.50	98.49	1.12	76.05 %	61,188.80	0.00 %		10.79 %	6,118.88
MAR1	124.94	89.19	0.17	71.39 %	67,185.60	0.00 %		10.79 %	
SKD1	53.42	37.87	0.05	70.89 %	39,166.60	0.00 %		10.79 %	
TUT2	172.51	122.04	1.41	70.74 %	108,740.80	0.00 %		10.79 %	
SNL1	83.64	58.89	0.10	70.41 %	42,678.10	0.00 %		10.79 %	
NGR1	277.52	186.39	0.68	67.16 %	144,992.10	0.00 %		10.79 %	
SVK1	133.84	89.36	0.42	66.76 %	76,081.00	0.00 %		10.79 %	
STU2	54.37	36.04	0.19	66.29 %	31,512.00	0.00 %		10.79 %	
KVT1	218.43	143.85	0.72	65.86 %	166,190.00	0.00 %		10.79 %	
TVL2	30.33	19.69	0.42	64.92 %	9,366.30	0.00 %		10.79 %	
VKM1	56.19	34.93	0.58	62.16 %	50,828.10	0.00 %		10.79 %	
VNR2	193.59	117.86	0.15	60.88 %	118,670.30	0.00 %		10.79 %	
TYI1	72.83	43.80	0.10	60.13 %	48,945.40	0.00 %		10.79 %	
APK1	96.24	51.57	0.59	53.58 %	53,496.30	0.00 %		10.79 %	
KSM1	46.63	23.35	0.14	50.08 %	13,873.80	0.00 %		10.79 %	
TKY1	77.08	35.92	0.31	46.61 %	26,070.20	0.00 %		10.79 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	45.32	63.22	0.27	139.51 %	33,780.90	40.00 %	13,512.36	10.79 %	13,512.36
MDU3	104.26	107.76	0.28	103.36 %	51,984.60	25.00 %	12,996.15	10.79 %	15,595.38
DKI1	65.97	61.58	0.08	93.35 %	77,360.40	15.00 %	11,604.06	10.79 %	19,340.10
MDU6	131.02	117.35	0.22	89.57 %	90,075.00	10.00 %	9,007.50	10.79 %	22,518.75
SVG1	64.56	55.64	0.34	86.19 %	51,289.00	10.00 %	5,128.90	10.79 %	10,257.80
KRR1	57.23	48.91	0.17	85.46 %	45,437.10	10.00 %	4,543.71	10.79 %	9,087.42
KKD3	136.24	114.33	0.10	83.92 %	127,328.10	10.00 %	12,732.81	10.79 %	19,099.22
PVI1	65.54	54.36	0.16	82.94 %	51,343.10	10.00 %	5,134.31	10.79 %	7,701.47
TMM1	99.27	81.43	0.46	82.03 %	66,624.10	10.00 %	6,662.41	10.79 %	9,993.62
TPT1	69.61	56.56	0.35	81.25 %	93,493.20	10.00 %	9,349.32	10.79 %	14,023.98
MDU2	151.90	121.81	0.41	80.19 %	86,715.70	10.00 %	8,671.57	10.79 %	8,671.57
TEN1	88.37	70.16	0.38	79.40 %	61,124.70	0.00 %		10.79 %	6,112.47
BNR1	53.44	41.91	0.00	78.43 %	39,916.10	0.00 %		10.79 %	3,991.61
MDU5	60.42	46.75	0.07	77.36 %	61,575.30	0.00 %		10.79 %	6,157.53
KPT1	53.23	39.85	0.36	74.86 %	36,474.20	0.00 %		10.79 %	3,647.42
TEN2	83.90	61.95	0.26	73.84 %	39,976.80	0.00 %		10.79 %	3,997.68
ATG1	88.80	64.44	0.28	72.57 %	65,566.30	0.00 %		10.79 %	6,556.63
PKM1	44.70	30.80	0.01	68.90 %	33,628.10	0.00 %		10.79 %	
SGP1	45.53	31.04	0.25	68.19 %	28,249.40	0.00 %		10.79 %	
ADP1	62.23	41.70	0.12	67.01 %	36,880.10	0.00 %		10.79 %	
DGL1	201.61	130.99	0.73	64.97 %	102,569.20	0.00 %		10.79 %	
MDU4	67.12	43.25	0.83	64.44 %	38,952.90	0.00 %		10.79 %	
MLR1	44.78	28.68	0.35	64.04 %	23,291.70	0.00 %		10.79 %	
ODM1	49.95	31.40	0.39	62.86 %	20,204.10	0.00 %		10.79 %	
KYK1	58.59	36.77	1.01	62.76 %	42,917.60	0.00 %		10.79 %	
CBM1	94.18	58.07	0.22	61.66 %	57,818.40	0.00 %		10.79 %	
BTU1	39.29	24.04	0.30	61.17 %	20,616.40	0.00 %		10.79 %	
PNI1	39.56	24.11	0.35	60.93 %	21,516.30	0.00 %		10.79 %	
MPA1	89.08	53.94	0.23	60.55 %	48,201.10	0.00 %		10.79 %	
MDU1	401.28	237.59	0.32	59.21 %	148,352.10	0.00 %		10.79 %	
MNM1	46.77	27.66	0.19	59.15 %	33,082.00	0.00 %		10.79 %	
USL1	63.65	37.00	0.00	58.14 %	37,701.30	0.00 %		10.79 %	
DGL2	66.60	38.03	0.52	57.10 %	43,391.80	0.00 %		10.79 %	
CMR1	47.56	25.88	0.63	54.41 %	17,185.40	0.00 %		10.79 %	
NKI1	57.55	30.08	0.41	52.28 %	34,199.70	0.00 %		10.79 %	
NTM1	55.67	28.92	0.06	51.96 %	16,730.30	0.00 %		10.79 %	
TDI1	66.78	31.83	0.19	47.66 %	33,289.30	0.00 %		10.79 %	
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	41.11	45.57	0.14	110.87 %	37,860.30	30.00 %	11,358.09	10.79 %	15,144.12
PLC1	44.59	43.39	0.02	97.30 %	46,182.20	20.00 %	9,236.44	10.79 %	11,545.55
DPR1	38.55	36.79	0.02	95.42 %	22,129.00	20.00 %	4,425.80	10.79 %	5,532.25
TCG1	40.20	38.35	0.15	95.40 %	32,621.50	20.00 %	6,524.30	10.79 %	8,155.38
PMP1	44.70	41.76	0.13	93.41 %	24,608.60	15.00 %	3,691.29	10.79 %	6,152.15
EDP1	33.44	30.94	0.40	92.53 %	14,657.60	15.00 %	2,198.64	10.79 %	3,664.40
KVP1	40.33	34.06	0.00	84.45 %	26,048.60	10.00 %	2,604.86	10.79 %	3,907.29
VPD1	80.25	67.03	0.08	83.53 %	75,326.00	10.00 %	7,532.60	10.79 %	11,298.90
SLM2	73.16	60.14	0.10	82.21 %	42,074.40	10.00 %	4,207.44	10.79 %	6,311.16
HSR2	144.44	113.01	0.92	78.24 %	85,571.70	0.00 %		10.79 %	8,557.17
DPR2	49.06	38.38	0.13	78.23 %	23,644.70	0.00 %		10.79 %	2,364.47
ERD2	132.67	103.32	0.18	77.88 %	118,112.70	0.00 %		10.79 %	11,811.27
APN1	56.69	44.06	0.05	77.72 %	55,784.40	0.00 %		10.79 %	5,578.44
NKL2	98.92	76.76	0.09	77.60 %	70,331.90	0.00 %		10.79 %	7,033.19
OML1	89.08	67.45	0.35	75.72 %	49,576.70	0.00 %		10.79 %	4,957.67
VKL1	42.01	31.42	0.23	74.81 %	26,884.50	0.00 %		10.79 %	2,688.45
SLM1	213.40	157.89	0.25	73.99 %	99,783.60	0.00 %		10.79 %	9,978.36
SLM3	101.43	71.86	0.32	70.85 %	55,632.90	0.00 %		10.79 %	
ATU1	81.48	57.56	0.44	70.65 %	34,728.50	0.00 %		10.79 %	
MCR1	72.35	50.59	0.10	69.93 %	36,636.70	0.00 %		10.79 %	
HRR1	60.22	40.97	0.33	68.03 %	26,590.90	0.00 %		10.79 %	
CMI1	44.60	29.81	0.07	66.84 %	32,400.90	0.00 %		10.79 %	
KRI1	75.44	49.55	0.22	65.67 %	27,927.80	0.00 %		10.79 %	
PDR1	34.14	22.26	0.60	65.20 %	22,762.20	0.00 %		10.79 %	
BMD1	62.03	39.10	0.03	63.04 %	43,462.80	0.00 %		10.79 %	
TRM1	107.80	66.82	0.51	61.99 %	47,985.20	0.00 %		10.79 %	
ERD1	124.08	74.80	0.70	60.28 %	52,668.50	0.00 %		10.79 %	
HSR1	119.71	67.14	0.08	56.08 %	61,245.90	0.00 %		10.79 %	
MTR1	95.84	52.51	0.26	54.79 %	40,070.00	0.00 %		10.79 %	
KMM1	53.12	28.91	0.03	54.42 %	27,702.80	0.00 %		10.79 %	
RSP1	62.89	33.79	0.48	53.74 %	34,263.00	0.00 %		10.79 %	
EPI1	82.36	43.68	0.22	53.03 %	33,265.80	0.00 %		10.79 %	
SGG1	38.63	18.65	0.84	48.29 %	14,933.40	0.00 %		10.79 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	40.28	45.39	0.11	112.69 %	33,228.00	30.00 %	9,968.40	10.79 %	13,291.20
KMD1	34.36	35.46	0.26	103.20 %	52,755.20	25.00 %	13,188.80	10.79 %	15,826.56
SUL1	44.81	41.05	0.14	91.61 %	53,831.00	15.00 %	8,074.65	10.79 %	13,457.75
MPM1	53.33	47.87	0.34	89.76 %	55,422.60	10.00 %	5,542.26	10.79 %	13,855.65
SNR1	58.36	49.82	0.61	85.37 %	52,949.70	10.00 %	5,294.97	10.79 %	10,589.94
CBE1	58.77	49.51	0.12	84.24 %	54,926.90	10.00 %	5,492.69	10.79 %	8,239.04
AVI1	49.33	39.25	0.15	79.57 %	40,647.60	0.00 %		10.79 %	4,064.76
TPR3	54.75	42.64	0.13	77.88 %	67,304.50	0.00 %		10.79 %	6,730.45
KGI1	68.65	52.20	0.10	76.03 %	35,566.90	0.00 %		10.79 %	3,556.69
PPI1	45.63	34.65	0.06	75.94 %	37,495.80	0.00 %		10.79 %	3,749.58
CBE2	319.90	241.76	0.96	75.58 %	207,905.10	0.00 %		10.79 %	20,790.51
DPM2	59.59	44.56	0.01	74.77 %	46,240.80	0.00 %		10.79 %	4,624.08
SYM2	46.88	34.64	0.06	73.89 %	34,460.10	0.00 %		10.79 %	3,446.01
KMR1	129.22	93.67	0.43	72.49 %	94,985.10	0.00 %		10.79 %	9,498.51
CBE3	30.65	22.02	0.00	71.86 %	32,264.60	0.00 %		10.79 %	3,226.46
CBE4	95.39	67.72	0.16	70.99 %	72,856.50	0.00 %		10.79 %	
KGM1	39.42	27.41	0.26	69.53 %	29,297.40	0.00 %		10.79 %	
CBE6	74.52	51.69	0.41	69.36 %	59,486.50	0.00 %		10.79 %	
ANR1	15.54	10.35	1.15	66.61 %	11,557.70	0.00 %		10.79 %	
CNR1	57.60	37.13	0.01	64.46 %	41,604.80	0.00 %		10.79 %	
PLI1	87.07	55.58	0.43	63.84 %	59,022.30	0.00 %		10.79 %	
TPR1	121.14	77.20	0.17	63.73 %	60,619.50	0.00 %		10.79 %	
PDM1	47.33	29.14	0.09	61.57 %	30,803.70	0.00 %		10.79 %	
TPR4	50.03	30.80	0.07	61.57 %	32,359.90	0.00 %		10.79 %	
GDR1	50.63	30.44	0.00	60.12 %	20,992.60	0.00 %		10.79 %	
UAM1	110.09	64.78	0.31	58.84 %	45,168.10	0.00 %		10.79 %	
UMP1	53.66	30.18	0.81	56.23 %	31,913.90	0.00 %		10.79 %	
TPR2	127.50	71.22	0.08	55.86 %	59,120.80	0.00 %		10.79 %	
CBE5	50.86	27.04	0.22	53.16 %	38,598.50	0.00 %		10.79 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	46.83	35.38	0.65	75.55 %	26,781.80	0.00 %		10.79 %	2,678.18
PAS1	70.65	40.06	0.40	56.70 %	32,118.50	0.00 %		10.79 %	
TVP1	173.46	91.57	0.25	52.79 %	80,515.80	0.00 %		10.79 %	

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	2.73	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	32.81	13.21	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 %	