

Accu.Target 25,855.77 L	Sales 21,106.79 L	Achieved % 81.63 %	HO Budget+ % 8.37 %	Total Com. 177.12 L
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Note : Sales Period is From :01-Nov-2025 To :28-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,761.08	1,671.14	94.89 %	48,000.00	8.37 %	96,000.00
NORTH ARCOT	2,114.42	1,942.99	91.89 %	57,000.00	8.37 %	114,000.00
TRICHY-01	2,558.34	2,260.16	88.34 %	0.00	8.37 %	0.00
CHENNAI-02	3,235.42	2,808.45	86.80 %	0.00	8.37 %	84,000.00
CHENNAI-01	3,353.26	2,798.74	83.46 %	0.00	8.37 %	81,000.00
WEST-02	2,669.35	1,991.11	74.59 %	0.00	8.37 %	0.00
SOUTH-01	4,318.58	3,218.21	74.52 %	0.00	8.37 %	0.00
SOUTH-03	3,297.05	2,395.55	72.66 %	0.00	8.37 %	0.00
WEST-01	2,234.94	1,605.86	71.85 %	0.00	8.37 %	0.00
KL-SOUTH	313.33	174.69	55.75 %	0.00	8.37 %	0.00
OTHERS	0.00	239.90	0.00 %	0.00	0.00 %	0.00
Total	25,855.77	21,106.79	81.63 %		8.37 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	572.56	597.01	104.27%	75,000.00	8.37 %	100,000.00
	SA02	629.23	570.08	90.60%	37,500.00	8.37 %	37,500.00
	SA03	559.29	504.04	90.12%	37,500.00	8.37 %	37,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	719.47	664.59	92.37%	45,000.00	8.37 %	90,000.00
	NA01	747.66	689.82	92.26%	45,000.00	8.37 %	90,000.00
	NA03	647.29	588.58	90.93%	37,500.00	8.37 %	37,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	531.00	523.73	98.63%	37,500.00	8.37 %	75,000.00
	TNJ1	580.90	516.67	88.94%	0.00	8.37 %	37,500.00
	TRY1	758.51	656.83	86.59%	0.00	8.37 %	45,000.00
	PBR1	687.93	562.94	81.83%	0.00	8.37 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	808.12	738.52	91.39%	52,500.00	8.37 %	52,500.00
	CH04	889.34	769.06	86.48%	0.00	8.37 %	52,500.00
	CH07	856.48	736.26	85.96%	0.00	8.37 %	52,500.00
	CH09	681.48	564.61	82.85%	0.00	8.37 %	37,500.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	652.26	617.63	94.69%	45,000.00	8.37 %	90,000.00
	CH06	1,021.67	873.38	85.49%	0.00	8.37 %	60,000.00
	CH05	855.42	676.78	79.12%	0.00	8.37 %	0.00
	CH08	823.91	630.94	76.58%	0.00	8.37 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	549.57	438.03	79.70%	0.00	8.37 %	0.00
	SLM1	777.75	609.66	78.39%	0.00	8.37 %	0.00
	MTR1	619.15	437.47	70.66%	0.00	8.37 %	0.00
	ERD1	722.88	505.95	69.99%	0.00	8.37 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	628.81	528.29	84.02%	0.00	8.37 %	37,500.00
	TVL1	692.73	545.52	78.75%	0.00	8.37 %	0.00
	TUT1	939.74	727.57	77.42%	0.00	8.37 %	0.00
	KVT1	752.40	546.92	72.69%	0.00	8.37 %	0.00
	NGR1	714.90	483.68	67.66%	0.00	8.37 %	0.00
	VNR1	590.01	386.22	65.46%	0.00	8.37 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	679.05	553.62	81.53%	0.00	8.37 %	0.00
	KRR1	115.43	90.84	78.69%	0.00	8.37 %	0.00
	MDU2	951.98	741.17	77.86%	0.00	8.37 %	0.00
	SVG1	566.05	389.94	68.89%	0.00	8.37 %	0.00
	DGL1	984.54	619.98	62.97%	0.00	8.37 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	266.75	204.19	76.55%	0.00	8.37 %	0.00
	CBE1	928.83	698.48	75.20%	0.00	8.37 %	0.00
	UAM1	403.49	292.95	72.60%	0.00	8.37 %	0.00
	PLI1	309.15	201.48	65.17%	0.00	8.37 %	0.00
	TPR1	326.73	208.76	63.89%	0.00	8.37 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	313.33	174.69	55.75%	0.00	8.37 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	6.76	0.00%	0.00	0.00 %	0.00
	CH02	0.00	73.77	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	101.23	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	16.83	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	14.07	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	13.81	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	12.00	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	118.93	136.51	0.13	114.78 %	96,245.70	30.00 %	28,873.71	8.37 %	38,498.28
KML1	48.66	53.68	0.32	110.31 %	34,451.90	30.00 %	10,335.57	8.37 %	13,780.76
CUD1	169.42	184.12	0.23	108.68 %	165,333.70	25.00 %	41,333.43	8.37 %	49,600.11
KLM1	90.79	98.46	0.15	108.44 %	98,004.80	25.00 %	24,501.20	8.37 %	29,401.44
TVM1	58.76	62.27	0.04	105.98 %	24,226.00	25.00 %	6,056.50	8.37 %	7,267.80
VPM2	89.25	90.49	0.37	101.38 %	62,124.00	25.00 %	15,531.00	8.37 %	18,637.20
POY1	146.15	147.07	0.16	100.63 %	120,838.60	25.00 %	30,209.65	8.37 %	30,209.65
SJI2	97.87	95.11	0.59	97.18 %	63,078.00	20.00 %	12,615.60	8.37 %	15,769.50
KKI2	96.16	92.82	0.73	96.52 %	65,626.10	20.00 %	13,125.22	8.37 %	16,406.53
PRT1	73.99	70.26	0.28	94.96 %	68,099.60	15.00 %	10,214.94	8.37 %	17,024.90
CDM1	109.79	103.88	0.50	94.62 %	84,484.40	15.00 %	12,672.66	8.37 %	21,121.10
NVL2	98.94	89.75	0.58	90.71 %	66,307.70	15.00 %	9,946.16	8.37 %	13,261.54
TRK1	115.84	104.51	0.31	90.22 %	94,272.50	15.00 %	14,140.88	8.37 %	18,854.50
TDM1	76.74	66.49	0.27	86.64 %	38,346.20	10.00 %	3,834.62	8.37 %	5,751.93
ULP1	104.22	83.10	0.01	79.74 %	57,987.90	0.00 %		8.37 %	5,798.79
TVM2	77.95	61.93	0.13	79.45 %	31,563.00	0.00 %		8.37 %	3,156.30
VCM1	55.63	44.01	0.13	79.11 %	22,124.00	0.00 %		8.37 %	2,212.40
STP1	41.84	32.59	0.21	77.88 %	19,500.20	0.00 %		8.37 %	1,950.02
MKM1	47.27	30.86	0.12	65.27 %	24,261.10	0.00 %		8.37 %	
VPM1	42.88	23.38	0.16	54.52 %	16,271.90	0.00 %		8.37 %	
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	78.54	88.78	0.79	113.04 %	72,864.40	30.00 %	21,859.32	8.37 %	29,145.76
VEL2	144.44	157.28	0.20	108.88 %	130,716.50	25.00 %	32,679.13	8.37 %	39,214.95
ARC2	93.86	100.02	0.35	106.57 %	79,712.20	25.00 %	19,928.05	8.37 %	23,913.66
VNB1	59.68	62.97	0.04	105.51 %	42,869.90	25.00 %	10,717.48	8.37 %	12,860.97
CYR1	48.25	50.82	0.14	105.32 %	46,495.40	25.00 %	11,623.85	8.37 %	13,948.62
SBR1	130.40	133.36	0.07	102.27 %	107,903.30	25.00 %	26,975.83	8.37 %	32,370.99
SLG1	40.38	40.38	0.22	100.00 %	30,520.60	20.00 %	6,104.12	8.37 %	7,630.15
PLR1	40.52	39.95	0.04	98.61 %	28,317.10	20.00 %	5,663.42	8.37 %	7,079.28
TRL1	123.60	120.91	0.21	97.83 %	123,173.40	20.00 %	24,634.68	8.37 %	30,793.35
KPM2	234.79	228.02	0.19	97.12 %	140,809.30	20.00 %	28,161.86	8.37 %	35,202.33
UGI1	49.92	48.32	0.16	96.80 %	33,282.90	20.00 %	6,656.58	8.37 %	8,320.73
VEL1	104.66	96.99	0.27	92.67 %	93,704.90	15.00 %	14,055.74	8.37 %	23,426.23
ABR1	75.13	66.57	0.07	88.60 %	53,995.10	10.00 %	5,399.51	8.37 %	10,799.02
VSI1	101.15	87.00	0.12	86.02 %	70,610.70	10.00 %	7,061.07	8.37 %	10,591.61
GDM1	74.75	63.98	0.05	85.59 %	49,824.10	10.00 %	4,982.41	8.37 %	7,473.62
WJD1	90.43	76.61	0.38	84.72 %	86,365.50	10.00 %	8,636.55	8.37 %	12,954.83
WJP1	69.49	58.79	0.02	84.61 %	42,513.10	10.00 %	4,251.31	8.37 %	6,376.97
BGR1	50.78	41.25	0.01	81.23 %	34,775.10	10.00 %	3,477.51	8.37 %	3,477.51
TRR1	145.13	117.29	0.02	80.82 %	74,629.30	10.00 %	7,462.93	8.37 %	7,462.93
PTU1	44.58	35.86	0.08	80.45 %	23,773.30	10.00 %	2,377.33	8.37 %	2,377.33
CGM1	75.15	59.57	0.12	79.26 %	41,471.20	0.00 %		8.37 %	4,147.12
CPT1	47.03	36.24	0.20	77.05 %	33,884.40	0.00 %		8.37 %	3,388.44
TRT1	59.46	45.25	0.95	76.10 %	32,118.20	0.00 %		8.37 %	3,211.82
ANI1	46.22	32.60	0.25	70.54 %	26,484.10	0.00 %		8.37 %	
KPM1	86.08	54.17	0.06	62.93 %	37,741.30	0.00 %		8.37 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR2	91.01	119.07	0.05	130.83 %	80,033.90	40.00 %	32,013.56	8.37 %	32,013.56
TVR1	43.35	52.57	0.00	121.27 %	38,893.20	40.00 %	15,557.28	8.37 %	15,557.28
PDK1	39.38	46.42	0.07	117.90 %	33,947.50	30.00 %	10,184.25	8.37 %	13,579.00
MVM1	101.90	119.34	0.09	117.12 %	123,251.30	30.00 %	36,975.39	8.37 %	49,300.52
TRY2	34.06	39.66	0.00	116.46 %	24,418.00	30.00 %	7,325.40	8.37 %	9,767.20
KRN1	48.61	51.56	0.05	106.08 %	42,936.40	25.00 %	10,734.10	8.37 %	12,880.92
KIK1	44.74	45.73	0.14	102.21 %	37,873.10	25.00 %	9,468.28	8.37 %	11,361.93
NGT1	83.58	83.74	0.03	100.19 %	73,695.70	25.00 %	18,423.93	8.37 %	18,423.93
TNJ1	139.81	134.57	0.31	96.25 %	88,999.90	20.00 %	17,799.98	8.37 %	22,249.98
TNJ2	110.50	103.59	0.15	93.75 %	83,611.70	15.00 %	12,541.76	8.37 %	20,902.93
TRY3	81.06	72.57	0.10	89.53 %	57,622.20	10.00 %	5,762.22	8.37 %	11,524.44
KUM1	143.71	126.49	0.07	88.02 %	93,463.50	10.00 %	9,346.35	8.37 %	18,692.70
NMM1	62.28	54.35	0.00	87.27 %	66,016.90	10.00 %	6,601.69	8.37 %	13,203.38
TRY1	420.63	358.96	0.15	85.34 %	207,717.10	10.00 %	20,771.71	8.37 %	31,157.57
MDI1	87.02	74.06	0.37	85.10 %	59,146.70	10.00 %	5,914.67	8.37 %	8,872.01
APM1	34.79	29.32	0.24	84.26 %	31,236.40	10.00 %	3,123.64	8.37 %	4,685.46
ORU1	47.19	38.94	0.13	82.52 %	35,453.80	10.00 %	3,545.38	8.37 %	3,545.38
PTK1	99.30	81.84	0.33	82.42 %	62,990.00	10.00 %	6,299.00	8.37 %	6,299.00
JKM1	78.80	64.87	0.06	82.32 %	46,674.10	10.00 %	4,667.41	8.37 %	4,667.41
PBR1	43.15	34.71	0.11	80.45 %	29,758.70	10.00 %	2,975.87	8.37 %	2,975.87
TTP1	79.86	63.45	0.04	79.46 %	51,268.40	0.00 %		8.37 %	5,126.84
AYR1	69.67	54.96	0.14	78.88 %	37,655.30	0.00 %		8.37 %	3,765.53
PBR2	225.46	171.26	0.22	75.96 %	96,675.50	0.00 %		8.37 %	9,667.55
NCK1	44.75	32.67	0.03	73.01 %	22,186.20	0.00 %		8.37 %	
TYR1	103.17	71.97	0.07	69.76 %	46,616.80	0.00 %		8.37 %	
MSI1	65.78	45.82	0.02	69.66 %	34,263.00	0.00 %		8.37 %	
TRY4	134.78	87.65	0.30	65.03 %	94,086.80	0.00 %		8.37 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	22.47	31.77	0.08	141.36 %	15,498.90	40.00 %	6,199.56	8.37 %	6,199.56
CH24	105.90	131.65	0.40	124.32 %	116,491.80	40.00 %	46,596.72	8.37 %	46,596.72
CH34	114.45	136.74	0.03	119.47 %	114,596.30	30.00 %	34,378.89	8.37 %	45,838.52
CH23	46.98	53.66	0.53	114.20 %	49,116.90	30.00 %	14,735.07	8.37 %	19,646.76
CH43	90.96	90.78	0.20	99.79 %	102,899.50	20.00 %	20,579.90	8.37 %	25,724.88
CH41	108.91	107.63	0.43	98.82 %	94,711.90	20.00 %	18,942.38	8.37 %	23,677.98
CH12	176.95	171.07	0.26	96.67 %	151,816.20	20.00 %	30,363.24	8.37 %	37,954.05
CH17	123.09	116.87	0.14	94.95 %	116,517.70	15.00 %	17,477.66	8.37 %	29,129.43
CH27	34.40	32.65	0.25	94.92 %	27,859.80	15.00 %	4,178.97	8.37 %	6,964.95
CH33	112.07	101.93	0.19	90.95 %	119,089.50	15.00 %	17,863.43	8.37 %	23,817.90
CH18	160.78	141.44	0.25	87.98 %	191,372.00	10.00 %	19,137.20	8.37 %	38,274.40
CH03	318.16	279.39	0.43	87.81 %	228,145.40	10.00 %	22,814.54	8.37 %	45,629.08
CH20	173.79	151.97	0.43	87.45 %	117,334.50	10.00 %	11,733.45	8.37 %	23,466.90
GPD1	81.71	71.42	0.13	87.40 %	53,492.70	10.00 %	5,349.27	8.37 %	10,698.54
UKI1	73.99	64.49	0.29	87.17 %	57,793.90	10.00 %	5,779.39	8.37 %	11,558.78
PON1	76.29	65.71	0.08	86.13 %	71,283.40	10.00 %	7,128.34	8.37 %	10,692.51
CH44	112.45	95.35	0.11	84.80 %	88,349.10	10.00 %	8,834.91	8.37 %	13,252.37
CH09	114.77	97.20	0.18	84.69 %	93,459.40	10.00 %	9,345.94	8.37 %	14,018.91
MJR1	156.53	127.29	0.22	81.32 %	103,286.50	10.00 %	10,328.65	8.37 %	10,328.65
CH15	360.87	284.35	0.18	78.79 %	211,238.30	0.00 %		8.37 %	21,123.83
MC05	58.44	44.54	0.00	76.22 %	13,583.40	0.00 %		8.37 %	1,358.34
CH21	215.48	163.52	0.38	75.89 %	114,025.30	0.00 %		8.37 %	11,402.53
CH46	88.77	65.65	0.21	73.96 %	48,796.20	0.00 %		8.37 %	4,879.62
MC06	47.36	30.75	0.01	64.93 %	15,403.30	0.00 %		8.37 %	
CH06	112.77	72.01	0.37	63.86 %	58,770.10	0.00 %		8.37 %	
CH36	58.33	35.56	0.33	60.97 %	28,864.00	0.00 %		8.37 %	
CH01	5.57	2.84	0.00	50.91 %	2,025.20	0.00 %		8.37 %	
CH31	83.17	40.24	3.44	48.38 %	28,886.70	0.00 %		8.37 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH45	94.38	117.04	0.11	124.01 %	99,535.70	40.00 %	39,814.28	8.37 %	39,814.28
CH37	53.27	59.82	0.11	112.29 %	62,778.30	30.00 %	18,833.49	8.37 %	25,111.32
CH38	72.48	80.68	0.20	111.31 %	87,433.00	30.00 %	26,229.90	8.37 %	34,973.20
CH42	144.54	158.68	0.18	109.79 %	120,892.60	25.00 %	30,223.15	8.37 %	36,267.78
CH19	122.91	132.71	0.20	107.97 %	116,146.50	25.00 %	29,036.63	8.37 %	34,843.95
CH35	80.43	82.81	0.27	102.96 %	77,235.60	25.00 %	19,308.90	8.37 %	23,170.68
GUD1	100.74	103.22	0.09	102.46 %	154,848.30	25.00 %	38,712.08	8.37 %	46,454.49
CH16	215.08	207.06	0.20	96.27 %	184,974.40	20.00 %	36,994.88	8.37 %	46,243.60
MRM1	107.59	103.10	0.11	95.83 %	86,591.50	20.00 %	17,318.30	8.37 %	21,647.88
CGL1	80.21	74.23	0.31	92.54 %	63,708.90	15.00 %	9,556.34	8.37 %	15,927.23
CH28	167.51	148.19	0.10	88.47 %	194,158.90	10.00 %	19,415.89	8.37 %	38,831.78
CH05	195.55	170.03	0.91	86.95 %	123,015.10	10.00 %	12,301.51	8.37 %	18,452.27
MC10	27.51	23.78	0.49	86.43 %	10,819.20	10.00 %	1,081.92	8.37 %	1,622.88
CH30	109.60	94.67	0.52	86.38 %	60,639.40	10.00 %	6,063.94	8.37 %	9,095.91
CH11	106.08	91.58	0.17	86.33 %	77,679.40	10.00 %	7,767.94	8.37 %	11,651.91
SKL1	81.06	69.29	0.36	85.48 %	73,541.10	10.00 %	7,354.11	8.37 %	11,031.17
CH07	164.40	137.67	0.45	83.74 %	118,048.20	10.00 %	11,804.82	8.37 %	17,707.23
TKM1	61.42	50.95	0.18	82.96 %	51,254.40	10.00 %	5,125.44	8.37 %	7,688.16
MC09	19.77	16.36	0.00	82.76 %	14,215.80	10.00 %	1,421.58	8.37 %	2,132.37
CH39	75.81	58.61	0.14	77.32 %	52,652.80	0.00 %		8.37 %	5,265.28
GUD2	99.34	76.02	0.04	76.52 %	65,549.30	0.00 %		8.37 %	6,554.93
AVD1	146.64	111.04	1.48	75.72 %	96,735.70	0.00 %		8.37 %	9,673.57
CH22	114.61	82.65	0.21	72.11 %	73,440.40	0.00 %		8.37 %	
CH08	235.32	163.66	0.14	69.55 %	230,493.80	0.00 %		8.37 %	
CH48	173.11	119.14	0.18	68.82 %	141,692.90	0.00 %		8.37 %	
CH14	224.95	136.82	0.70	60.82 %	117,266.70	0.00 %		8.37 %	
CH40	83.39	45.03	0.08	54.00 %	27,854.70	0.00 %		8.37 %	
KNR1	90.02	45.24	0.25	50.26 %	41,435.90	0.00 %		8.37 %	
CH26	44.98	21.60	0.21	48.02 %	21,417.80	0.00 %		8.37 %	
CH29	38.55	16.04	0.02	41.62 %	21,941.30	0.00 %		8.37 %	
MC02	22.01	1.02	0.00	4.63 %	582.10	0.00 %		8.37 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	44.27	50.68	0.12	114.48 %	40,798.40	30.00 %	12,239.52	8.37 %	16,319.36
TCG1	43.29	45.34	0.12	104.74 %	36,741.10	25.00 %	9,185.28	8.37 %	11,022.33
PMP1	48.14	48.37	0.12	100.47 %	26,901.90	25.00 %	6,725.48	8.37 %	6,725.48
PLC1	48.02	48.04	0.01	100.04 %	49,039.70	20.00 %	9,807.94	8.37 %	12,259.93
DPR1	41.51	40.87	0.02	98.45 %	24,267.40	20.00 %	4,853.48	8.37 %	6,066.85
EDP1	36.01	34.68	0.36	96.30 %	16,473.60	20.00 %	3,294.72	8.37 %	4,118.40
KVP1	43.43	39.44	0.11	90.82 %	30,100.30	15.00 %	4,515.05	8.37 %	6,020.06
SLM2	78.78	68.73	0.08	87.24 %	45,287.50	10.00 %	4,528.75	8.37 %	9,057.50
VPD1	86.43	73.84	0.07	85.44 %	78,257.30	10.00 %	7,825.73	8.37 %	11,738.60
DPR2	52.84	43.92	0.12	83.12 %	26,565.20	10.00 %	2,656.52	8.37 %	3,984.78
APN1	61.05	48.99	0.05	80.24 %	58,146.50	10.00 %	5,814.65	8.37 %	5,814.65
ERD2	142.87	114.19	0.16	79.92 %	126,569.20	0.00 %		8.37 %	12,656.92
SLM1	229.81	183.47	0.22	79.83 %	108,843.70	0.00 %		8.37 %	10,884.37
HSR2	155.55	121.67	0.88	78.22 %	90,229.40	0.00 %		8.37 %	9,022.94
SLM3	109.23	85.37	0.27	78.16 %	61,334.90	0.00 %		8.37 %	6,133.49
OML1	95.94	74.82	0.32	77.99 %	54,384.30	0.00 %		8.37 %	5,438.43
NKL2	106.53	82.67	0.09	77.61 %	73,259.80	0.00 %		8.37 %	7,325.98
VKL1	45.24	35.05	0.21	77.49 %	29,587.70	0.00 %		8.37 %	2,958.77
MCR1	77.91	59.18	0.27	75.95 %	39,937.70	0.00 %		8.37 %	3,993.77
ATU1	87.74	66.16	0.39	75.40 %	38,370.30	0.00 %		8.37 %	3,837.03
HRR1	64.86	47.17	0.29	72.73 %	28,454.00	0.00 %		8.37 %	
KRI1	81.25	56.13	0.55	69.08 %	30,292.90	0.00 %		8.37 %	
PDR1	36.76	25.03	0.62	68.09 %	24,647.20	0.00 %		8.37 %	
CMI1	48.03	31.48	0.07	65.53 %	34,302.20	0.00 %		8.37 %	
TRM1	116.09	73.76	0.46	63.53 %	51,494.00	0.00 %		8.37 %	
BMD1	66.80	42.20	0.03	63.17 %	46,256.70	0.00 %		8.37 %	
ERD1	133.63	83.50	0.63	62.49 %	57,546.20	0.00 %		8.37 %	
HSR1	128.92	73.71	0.07	57.18 %	67,810.50	0.00 %		8.37 %	
RSP1	67.72	37.00	0.44	54.63 %	36,194.00	0.00 %		8.37 %	
EPI1	88.69	48.43	0.20	54.60 %	36,029.20	0.00 %		8.37 %	
KMM1	57.20	31.05	0.03	54.28 %	29,150.20	0.00 %		8.37 %	
MTR1	103.21	55.55	0.25	53.82 %	42,498.80	0.00 %		8.37 %	
SGG1	41.60	20.64	0.76	49.62 %	16,323.30	0.00 %		8.37 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARM1	38.49	42.32	1.01	109.95 %	34,585.50	25.00 %	8,646.38	8.37 %	10,375.65
UDN1	53.44	58.22	0.40	108.94 %	44,465.90	25.00 %	11,116.48	8.37 %	13,339.77
KGL1	51.32	46.49	0.05	90.59 %	33,617.10	15.00 %	5,042.57	8.37 %	6,723.42
RPM1	123.24	111.17	0.64	90.21 %	92,594.30	15.00 %	13,889.15	8.37 %	18,518.86
SDI1	56.67	50.88	0.31	89.78 %	33,601.40	10.00 %	3,360.14	8.37 %	6,720.28
PKD1	83.98	74.86	0.15	89.14 %	77,942.60	10.00 %	7,794.26	8.37 %	15,588.52
SGT1	47.98	41.80	0.03	87.10 %	34,917.40	10.00 %	3,491.74	8.37 %	5,237.61
ERL2	62.45	53.81	0.18	86.16 %	61,076.10	10.00 %	6,107.61	8.37 %	9,161.42
TKS2	220.54	183.97	0.13	83.42 %	108,093.00	10.00 %	10,809.30	8.37 %	16,213.95
TCN1	97.67	80.90	0.56	82.83 %	88,081.70	10.00 %	8,808.17	8.37 %	13,212.26
KYR1	50.61	41.53	0.29	82.07 %	36,023.60	10.00 %	3,602.36	8.37 %	3,602.36
VNR1	56.63	46.34	0.28	81.82 %	38,897.90	10.00 %	3,889.79	8.37 %	3,889.79
RND1	115.90	93.55	0.74	80.71 %	111,048.90	10.00 %	11,104.89	8.37 %	11,104.89
PDI1	60.22	48.24	0.52	80.11 %	34,428.90	10.00 %	3,442.89	8.37 %	3,442.89
TVL1	404.50	319.29	1.07	78.93 %	222,521.90	0.00 %		8.37 %	22,252.19
APK2	77.11	60.75	0.37	78.78 %	55,066.70	0.00 %		8.37 %	5,506.67
ASM1	77.62	60.44	0.22	77.88 %	52,505.30	0.00 %		8.37 %	5,250.53
COL1	25.25	19.57	0.20	77.53 %	17,131.40	0.00 %		8.37 %	1,713.14
TKS1	120.16	92.24	0.06	76.76 %	82,558.80	0.00 %		8.37 %	8,255.88
TUT1	461.96	354.26	0.29	76.69 %	324,532.40	0.00 %		8.37 %	32,453.24
MMT1	71.69	53.39	0.35	74.48 %	33,808.30	0.00 %		8.37 %	3,380.83
MAR1	134.55	100.18	0.15	74.45 %	74,010.50	0.00 %		8.37 %	7,401.05
VLY1	139.46	103.10	1.09	73.93 %	63,453.70	0.00 %		8.37 %	6,345.37
SKD1	57.53	42.46	0.05	73.81 %	43,465.10	0.00 %		8.37 %	4,346.51
TUT2	185.78	130.72	1.32	70.36 %	113,935.90	0.00 %		8.37 %	
SNL1	90.08	63.29	0.10	70.26 %	45,544.50	0.00 %		8.37 %	
NGR1	298.86	199.90	0.72	66.89 %	151,114.00	0.00 %		8.37 %	
STU2	58.55	39.15	0.17	66.87 %	33,895.90	0.00 %		8.37 %	
SVK1	144.13	95.75	0.40	66.43 %	81,383.60	0.00 %		8.37 %	
KVT1	235.24	155.21	0.75	65.98 %	180,361.90	0.00 %		8.37 %	
TYI1	78.44	49.67	0.09	63.32 %	56,140.10	0.00 %		8.37 %	
TVL2	32.67	20.37	0.41	62.35 %	9,892.10	0.00 %		8.37 %	
VNR2	208.48	127.29	0.14	61.06 %	125,117.40	0.00 %		8.37 %	
VKM1	60.52	36.87	0.58	60.92 %	53,317.00	0.00 %		8.37 %	
APK1	103.65	56.09	0.54	54.12 %	58,120.40	0.00 %		8.37 %	
KSM1	50.21	26.03	0.13	51.84 %	16,218.70	0.00 %		8.37 %	
TKY1	83.01	38.11	0.30	45.91 %	28,311.10	0.00 %		8.37 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	48.80	66.97	0.25	137.22 %	36,445.10	40.00 %	14,578.04	8.37 %	14,578.04
MDU3	112.28	112.88	0.27	100.53 %	53,745.40	25.00 %	13,436.35	8.37 %	13,436.35
KRR1	61.64	57.21	0.15	92.81 %	49,011.80	15.00 %	7,351.77	8.37 %	12,252.95
DKI1	71.05	64.80	0.08	91.21 %	82,597.30	15.00 %	12,389.60	8.37 %	16,519.46
MDU6	141.10	125.15	0.20	88.70 %	93,613.20	10.00 %	9,361.32	8.37 %	18,722.64
PVI1	70.58	61.59	0.14	87.27 %	57,911.30	10.00 %	5,791.13	8.37 %	11,582.26
SVG1	69.52	58.84	0.33	84.63 %	54,499.50	10.00 %	5,449.95	8.37 %	8,174.93
KKD3	146.72	123.79	0.10	84.37 %	136,796.90	10.00 %	13,679.69	8.37 %	20,519.54
TPT1	74.97	61.83	0.32	82.48 %	99,661.80	10.00 %	9,966.18	8.37 %	9,966.18
TMM1	106.90	87.03	0.43	81.41 %	71,368.60	10.00 %	7,136.86	8.37 %	7,136.86
MDU2	163.59	131.43	0.38	80.34 %	93,626.50	10.00 %	9,362.65	8.37 %	9,362.65
MDU5	65.07	51.34	0.06	78.90 %	66,704.80	0.00 %		8.37 %	6,670.48
ATG1	95.63	75.41	0.25	78.85 %	73,449.90	0.00 %		8.37 %	7,344.99
TEN1	95.16	74.69	0.36	78.49 %	64,946.70	0.00 %		8.37 %	6,494.67
BNR1	57.55	45.06	0.00	78.30 %	42,735.20	0.00 %		8.37 %	4,273.52
KPT1	57.33	42.74	0.34	74.55 %	38,903.20	0.00 %		8.37 %	3,890.32
TEN2	90.36	67.17	0.29	74.34 %	42,922.50	0.00 %		8.37 %	4,292.25
DGL1	217.12	150.78	0.65	69.44 %	117,298.00	0.00 %		8.37 %	
SGP1	49.03	33.76	0.23	68.86 %	31,780.70	0.00 %		8.37 %	
ADP1	67.01	45.51	0.11	67.92 %	40,957.10	0.00 %		8.37 %	
PKM1	48.14	32.63	0.01	67.77 %	34,669.50	0.00 %		8.37 %	
MLR1	48.23	31.94	0.32	66.22 %	25,698.80	0.00 %		8.37 %	
MDU4	72.29	47.03	0.78	65.07 %	41,095.90	0.00 %		8.37 %	
PNI1	42.61	26.93	0.31	63.21 %	24,372.50	0.00 %		8.37 %	
CBM1	101.43	63.85	0.20	62.96 %	65,044.60	0.00 %		8.37 %	
KYK1	63.09	39.51	0.94	62.62 %	45,701.80	0.00 %		8.37 %	
ODM1	53.80	33.63	0.36	62.52 %	22,095.80	0.00 %		8.37 %	
BTU1	42.32	25.59	0.29	60.47 %	21,591.80	0.00 %		8.37 %	
MDU1	432.14	258.77	0.29	59.88 %	159,171.80	0.00 %		8.37 %	
MPA1	95.93	57.35	0.27	59.79 %	51,121.00	0.00 %		8.37 %	
MNM1	50.36	30.02	0.18	59.62 %	34,980.70	0.00 %		8.37 %	
USL1	68.54	40.20	0.00	58.65 %	40,747.30	0.00 %		8.37 %	
DGL2	71.73	41.73	0.47	58.18 %	46,085.70	0.00 %		8.37 %	
CMR1	51.22	28.38	0.58	55.41 %	19,009.70	0.00 %		8.37 %	
NTM1	59.95	33.07	0.05	55.16 %	18,555.50	0.00 %		8.37 %	
NKI1	61.97	31.48	0.40	50.80 %	35,956.30	0.00 %		8.37 %	
TDI1	71.91	35.88	0.17	49.89 %	37,023.30	0.00 %		8.37 %	
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	43.38	47.35	0.11	109.14 %	35,341.30	25.00 %	8,835.33	8.37 %	10,602.39
KMD1	37.01	38.72	0.24	104.64 %	55,915.10	25.00 %	13,978.78	8.37 %	16,774.53
MPM1	57.44	53.94	0.30	93.91 %	60,942.80	15.00 %	9,141.42	8.37 %	15,235.70
SUL1	48.25	44.28	0.13	91.77 %	57,392.10	15.00 %	8,608.82	8.37 %	14,348.03
SNR1	62.85	54.46	0.56	86.65 %	57,282.00	10.00 %	5,728.20	8.37 %	8,592.30
CBE1	63.29	54.52	0.11	86.15 %	59,954.00	10.00 %	5,995.40	8.37 %	8,993.10
TPR3	58.96	46.56	0.12	78.97 %	72,439.20	0.00 %		8.37 %	7,243.92
AVI1	53.13	41.53	0.14	78.18 %	43,279.00	0.00 %		8.37 %	4,327.90
DPM2	64.18	48.66	0.01	75.82 %	49,277.40	0.00 %		8.37 %	4,927.74
CBE2	344.50	260.62	0.89	75.65 %	218,987.00	0.00 %		8.37 %	21,898.70
KGI1	73.93	55.57	0.10	75.16 %	37,318.40	0.00 %		8.37 %	3,731.84
KMR1	139.16	102.26	0.39	73.49 %	103,832.10	0.00 %		8.37 %	10,383.21
SYM2	50.48	37.09	0.05	73.48 %	37,185.90	0.00 %		8.37 %	3,718.59
PPI1	49.14	35.71	0.06	72.67 %	39,839.50	0.00 %		8.37 %	
CBE4	102.73	74.06	0.15	72.09 %	77,137.00	0.00 %		8.37 %	
CBE3	33.00	23.25	0.00	70.45 %	34,847.30	0.00 %		8.37 %	
KGM1	42.45	29.42	0.24	69.31 %	31,227.60	0.00 %		8.37 %	
CBE6	80.26	55.53	0.38	69.19 %	61,790.30	0.00 %		8.37 %	
TPR1	130.46	86.77	0.15	66.51 %	66,270.80	0.00 %		8.37 %	
CNR1	62.03	40.68	0.01	65.58 %	44,557.90	0.00 %		8.37 %	
ANR1	16.73	10.81	1.18	64.58 %	12,411.50	0.00 %		8.37 %	
PLI1	93.76	60.27	0.40	64.28 %	61,830.70	0.00 %		8.37 %	
PDM1	50.97	31.45	0.08	61.71 %	32,808.70	0.00 %		8.37 %	
UAM1	118.56	71.83	0.28	60.58 %	48,694.50	0.00 %		8.37 %	
GDR1	54.53	32.21	0.00	59.08 %	21,484.90	0.00 %		8.37 %	
TPR4	53.88	31.70	0.12	58.84 %	33,557.20	0.00 %		8.37 %	
TPR2	137.31	75.42	0.07	54.93 %	62,859.10	0.00 %		8.37 %	
UMP1	57.79	31.69	0.77	54.83 %	33,083.70	0.00 %		8.37 %	
CBE5	54.78	29.49	0.20	53.84 %	42,742.40	0.00 %		8.37 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	50.44	36.05	0.64	71.47 %	27,246.20	0.00 %		8.37 %	
PAS1	76.09	41.79	0.41	54.93 %	33,937.80	0.00 %		8.37 %	
TVP1	186.81	96.85	0.27	51.85 %	81,739.70	0.00 %		8.37 %	

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	95.79	1.65	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	5.44	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	12.02	14.25	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	16.83	6.61	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	13.81	1.82	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	32.97	13.15	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	6.76	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	14.07	0.00	0.00 %	0.00	0.00 %		0.00 %	