

Accu.Target 26,779.18 L	Sales 21,940.22 L	Achieved % 81.93 %	HO Budget+ % 8.07 %	Total Com. 182.72 L
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Note : Sales Period is From :01-Nov-2025 To :29-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,823.97	1,734.16	95.08 %	51,000.00	8.07 %	102,000.00
NORTH ARCOT	2,189.93	2,013.99	91.97 %	60,000.00	8.07 %	120,000.00
TRICHY-01	2,649.71	2,343.40	88.44 %	0.00	8.07 %	0.00
CHENNAI-02	3,350.97	2,912.38	86.91 %	0.00	8.07 %	87,000.00
CHENNAI-01	3,473.02	2,915.15	83.94 %	0.00	8.07 %	87,000.00
WEST-02	2,764.68	2,086.37	75.46 %	0.00	8.07 %	0.00
SOUTH-01	4,472.81	3,319.40	74.21 %	0.00	8.07 %	0.00
SOUTH-03	3,414.81	2,485.67	72.79 %	0.00	8.07 %	0.00
WEST-01	2,314.76	1,668.29	72.07 %	0.00	8.07 %	0.00
KL-SOUTH	324.52	180.60	55.65 %	0.00	8.07 %	0.00
OTHERS	0.00	280.82	0.00 %	0.00	0.00 %	0.00
Total	26,779.18	21,940.22	81.93 %		8.07 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	593.01	614.95	103.70%	90,000.00	8.07 %	120,000.00
	SA02	651.70	593.83	91.12%	37,500.00	8.07 %	37,500.00
	SA03	579.26	525.38	90.70%	37,500.00	8.07 %	37,500.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	745.16	693.62	93.08%	45,000.00	8.07 %	90,000.00
	NA01	774.36	710.92	91.81%	52,500.00	8.07 %	52,500.00
	NA03	670.41	609.45	90.91%	45,000.00	8.07 %	45,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	549.97	542.64	98.67%	37,500.00	8.07 %	75,000.00
	TNJ1	601.64	535.10	88.94%	0.00	8.07 %	37,500.00
	TRY1	785.60	683.81	87.04%	0.00	8.07 %	45,000.00
	PBR1	712.50	581.85	81.66%	0.00	8.07 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	836.98	766.10	91.53%	52,500.00	8.07 %	52,500.00
	CH04	921.10	801.62	87.03%	0.00	8.07 %	60,000.00
	CH07	887.07	761.15	85.80%	0.00	8.07 %	52,500.00
	CH09	705.82	583.52	82.67%	0.00	8.07 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	675.55	640.18	94.76%	45,000.00	8.07 %	90,000.00
	CH06	1,058.16	912.54	86.24%	0.00	8.07 %	67,500.00
	CH05	885.97	712.85	80.46%	0.00	8.07 %	0.00
	CH08	853.33	649.56	76.12%	0.00	8.07 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	569.20	468.38	82.29%	0.00	8.07 %	0.00
	SLM1	805.52	634.10	78.72%	0.00	8.07 %	0.00
	MTR1	641.27	456.59	71.20%	0.00	8.07 %	0.00
	ERD1	748.69	527.30	70.43%	0.00	8.07 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	651.26	546.95	83.98%	0.00	8.07 %	37,500.00
	TVL1	717.47	562.48	78.40%	0.00	8.07 %	0.00
	TUT1	973.31	750.99	77.16%	0.00	8.07 %	0.00
	KVT1	779.27	563.30	72.29%	0.00	8.07 %	0.00
	NGR1	740.43	499.32	67.44%	0.00	8.07 %	0.00
	VNR1	611.08	396.36	64.86%	0.00	8.07 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	703.30	571.01	81.19%	0.00	8.07 %	0.00
	KRR1	119.56	94.53	79.07%	0.00	8.07 %	0.00
	MDU2	985.98	767.49	77.84%	0.00	8.07 %	0.00
	SVG1	586.26	408.54	69.69%	0.00	8.07 %	0.00
	DGL1	1,019.71	644.09	63.16%	0.00	8.07 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	276.27	209.88	75.97%	0.00	8.07 %	0.00
	CBE1	962.00	724.41	75.30%	0.00	8.07 %	0.00
	UAM1	417.90	308.33	73.78%	0.00	8.07 %	0.00
	PLI1	320.19	210.09	65.61%	0.00	8.07 %	0.00
	TPR1	338.40	215.59	63.71%	0.00	8.07 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	324.52	180.60	55.65%	0.00	8.07 %	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	83.22	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	124.82	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	21.77	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	14.61	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	14.04	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	14.19	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	123.17	140.13	0.13	113.77 %	98,402.60	30.00 %	29,520.78	8.07 %	39,361.04
KML1	50.40	55.52	0.31	110.15 %	35,288.10	30.00 %	10,586.43	8.07 %	10,586.43
KLM1	94.04	101.86	0.14	108.32 %	101,635.80	25.00 %	25,408.95	8.07 %	30,490.74
CUD1	175.47	189.33	0.23	107.90 %	169,160.90	25.00 %	42,290.23	8.07 %	50,748.27
TVM1	60.86	64.02	0.04	105.19 %	25,085.70	25.00 %	6,271.43	8.07 %	7,525.71
VPM2	92.44	95.06	0.35	102.83 %	65,027.10	25.00 %	16,256.78	8.07 %	19,508.13
POY1	151.37	152.26	0.20	100.59 %	123,803.40	25.00 %	30,950.85	8.07 %	30,950.85
SJI2	101.36	101.25	0.58	99.89 %	65,731.50	20.00 %	13,146.30	8.07 %	16,432.88
KKI2	99.60	98.69	0.68	99.09 %	68,635.50	20.00 %	13,727.10	8.07 %	17,158.88
PRT1	76.63	74.84	0.38	97.67 %	71,354.10	20.00 %	14,270.82	8.07 %	17,838.53
NVL2	102.48	94.61	0.55	92.33 %	69,511.70	15.00 %	10,426.76	8.07 %	17,377.93
CDM1	113.71	104.90	0.49	92.25 %	84,836.10	15.00 %	12,725.42	8.07 %	21,209.03
TRK1	119.97	107.76	0.30	89.82 %	95,828.60	10.00 %	9,582.86	8.07 %	19,165.72
TDM1	79.48	67.77	0.27	85.27 %	39,064.20	10.00 %	3,906.42	8.07 %	5,859.63
TVM2	80.74	65.70	0.12	81.37 %	32,712.40	10.00 %	3,271.24	8.07 %	3,271.24
VCM1	57.61	46.08	0.13	79.98 %	22,412.90	0.00 %		8.07 %	2,241.29
ULP1	107.94	86.19	0.06	79.85 %	59,091.40	0.00 %		8.07 %	5,909.14
STP1	43.34	33.00	0.20	76.16 %	19,933.80	0.00 %		8.07 %	1,993.38
MKM1	48.96	31.36	0.12	64.05 %	24,958.00	0.00 %		8.07 %	
VPM1	44.41	23.96	0.15	53.95 %	16,618.80	0.00 %		8.07 %	
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	81.34	92.32	0.76	113.49 %	75,534.90	30.00 %	22,660.47	8.07 %	30,213.96
VEL2	149.60	162.75	0.22	108.79 %	133,137.20	25.00 %	33,284.30	8.07 %	39,941.16
VNB1	61.81	66.78	0.04	108.05 %	44,301.00	25.00 %	11,075.25	8.07 %	13,290.30
CYR1	49.98	51.96	0.14	103.97 %	47,292.70	25.00 %	11,823.18	8.07 %	14,187.81
SLG1	41.82	43.31	0.20	103.58 %	32,602.80	25.00 %	8,150.70	8.07 %	9,780.84
ARC2	97.21	100.57	0.35	103.46 %	80,664.10	25.00 %	20,166.03	8.07 %	24,199.23
SBR1	135.05	136.76	0.07	101.26 %	111,436.00	25.00 %	27,859.00	8.07 %	33,430.80
PLR1	41.96	42.13	0.04	100.41 %	28,999.40	25.00 %	7,249.85	8.07 %	7,249.85
TRL1	128.02	125.61	0.27	98.12 %	126,491.40	20.00 %	25,298.28	8.07 %	31,622.85
KPM2	243.17	236.81	0.19	97.38 %	144,339.10	20.00 %	28,867.82	8.07 %	36,084.78
UGI1	51.71	49.88	0.16	96.47 %	34,568.10	20.00 %	6,913.62	8.07 %	8,642.03
VEL1	108.40	101.28	0.26	93.43 %	96,014.70	15.00 %	14,402.21	8.07 %	24,003.68
ABR1	77.82	68.03	0.07	87.43 %	55,538.90	10.00 %	5,553.89	8.07 %	11,107.78
GDM1	77.42	67.32	0.04	86.95 %	51,507.70	10.00 %	5,150.77	8.07 %	7,726.16
WJP1	71.97	61.09	0.02	84.88 %	43,398.80	10.00 %	4,339.88	8.07 %	6,509.82
VSI1	104.76	88.85	0.12	84.81 %	72,872.30	10.00 %	7,287.23	8.07 %	10,930.85
WJD1	93.66	78.12	0.37	83.41 %	87,946.10	10.00 %	8,794.61	8.07 %	13,191.92
TRR1	150.32	122.81	0.02	81.70 %	78,625.60	10.00 %	7,862.56	8.07 %	7,862.56
CGM1	77.84	62.51	0.11	80.32 %	42,574.80	10.00 %	4,257.48	8.07 %	4,257.48
BGR1	52.60	42.24	0.01	80.30 %	35,123.50	10.00 %	3,512.35	8.07 %	3,512.35
PTU1	46.17	37.02	0.08	80.18 %	24,567.10	10.00 %	2,456.71	8.07 %	2,456.71
CPT1	48.71	38.68	0.19	79.41 %	36,273.70	0.00 %		8.07 %	3,627.37
TRT1	61.59	47.11	0.91	76.49 %	33,585.20	0.00 %		8.07 %	3,358.52
ANI1	47.87	34.90	0.23	72.92 %	27,400.10	0.00 %		8.07 %	
KPM1	89.16	55.14	0.06	61.85 %	38,279.30	0.00 %		8.07 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR2	94.26	120.59	0.04	127.93 %	80,370.50	40.00 %	32,148.20	8.07 %	32,148.20
TVR1	44.90	52.99	0.00	118.00 %	39,022.30	30.00 %	11,706.69	8.07 %	15,608.92
PDK1	40.78	47.81	0.06	117.22 %	34,938.10	30.00 %	10,481.43	8.07 %	13,975.24
MVM1	105.54	121.28	0.09	114.91 %	125,350.50	30.00 %	37,605.15	8.07 %	50,140.20
TRY2	35.27	40.15	0.00	113.82 %	24,752.80	30.00 %	7,425.84	8.07 %	9,901.12
KIK1	46.34	49.55	0.13	106.91 %	41,442.30	25.00 %	10,360.58	8.07 %	12,432.69
KRN1	50.34	52.64	0.05	104.57 %	43,430.00	25.00 %	10,857.50	8.07 %	13,029.00
NGT1	86.56	85.47	0.03	98.73 %	75,454.10	20.00 %	15,090.82	8.07 %	18,863.53
TNJ1	144.81	139.00	0.30	95.99 %	90,862.60	20.00 %	18,172.52	8.07 %	22,715.65
TNJ2	114.44	107.86	0.15	94.25 %	86,519.80	15.00 %	12,977.97	8.07 %	21,629.95
TRY3	83.95	76.15	0.10	90.70 %	58,856.90	15.00 %	8,828.54	8.07 %	11,771.38
KUM1	148.84	131.54	0.07	88.38 %	95,735.90	10.00 %	9,573.59	8.07 %	19,147.18
NMM1	64.51	56.17	0.00	87.08 %	67,490.20	10.00 %	6,749.02	8.07 %	10,123.53
TRY1	435.65	375.95	0.14	86.30 %	213,258.70	10.00 %	21,325.87	8.07 %	31,988.81
MDI1	90.13	77.04	0.35	85.48 %	61,150.10	10.00 %	6,115.01	8.07 %	9,172.52
APM1	36.04	29.79	0.24	82.67 %	31,547.30	10.00 %	3,154.73	8.07 %	3,154.73
ORU1	48.87	40.38	0.13	82.61 %	36,194.10	10.00 %	3,619.41	8.07 %	3,619.41
TTP1	82.71	68.29	0.03	82.56 %	53,988.00	10.00 %	5,398.80	8.07 %	5,398.80
PTK1	102.84	84.86	0.32	82.52 %	64,423.40	10.00 %	6,442.34	8.07 %	6,442.34
PBR1	44.69	36.71	0.11	82.15 %	30,993.90	10.00 %	3,099.39	8.07 %	3,099.39
JKM1	81.62	66.23	0.06	81.14 %	46,949.20	10.00 %	4,694.92	8.07 %	4,694.92
AYR1	72.16	56.43	0.14	78.20 %	37,935.70	0.00 %		8.07 %	3,793.57
PBR2	233.51	176.78	0.22	75.71 %	99,902.00	0.00 %		8.07 %	9,990.20
NCK1	46.35	34.22	0.03	73.83 %	22,476.60	0.00 %		8.07 %	2,247.66
MSI1	68.13	50.00	0.02	73.39 %	36,505.10	0.00 %		8.07 %	
TYR1	106.86	74.42	0.07	69.65 %	48,236.40	0.00 %		8.07 %	
TRY4	139.60	91.11	0.29	65.26 %	97,221.10	0.00 %		8.07 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	23.28	32.35	0.08	138.99 %	16,431.90	40.00 %	6,572.76	8.07 %	6,572.76
CH24	109.68	135.45	0.39	123.49 %	119,529.80	40.00 %	47,811.92	8.07 %	47,811.92
CH34	118.54	139.22	0.03	117.44 %	116,684.10	30.00 %	35,005.23	8.07 %	46,673.64
CH23	48.66	55.64	0.51	114.35 %	51,358.30	30.00 %	15,407.49	8.07 %	20,543.32
CH43	94.21	95.86	0.19	101.75 %	107,164.90	25.00 %	26,791.23	8.07 %	32,149.47
CH41	112.80	110.97	0.42	98.37 %	99,053.50	20.00 %	19,810.70	8.07 %	24,763.38
CH12	183.27	178.42	0.25	97.36 %	157,689.40	20.00 %	31,537.88	8.07 %	39,422.35
CH27	35.63	33.94	0.24	95.25 %	31,092.80	20.00 %	6,218.56	8.07 %	7,773.20
CH17	127.48	119.84	0.13	94.00 %	118,816.60	15.00 %	17,822.49	8.07 %	29,704.15
CH33	116.08	105.29	0.18	90.71 %	122,915.50	15.00 %	18,437.33	8.07 %	24,583.10
CH18	166.52	148.32	0.24	89.07 %	198,018.90	10.00 %	19,801.89	8.07 %	39,603.78
UKI1	76.63	67.76	0.28	88.43 %	58,430.20	10.00 %	5,843.02	8.07 %	11,686.04
CH03	329.53	289.82	0.54	87.95 %	232,879.60	10.00 %	23,287.96	8.07 %	46,575.92
GPD1	84.63	73.75	0.13	87.14 %	54,537.40	10.00 %	5,453.74	8.07 %	8,180.61
CH20	179.99	156.63	0.59	87.02 %	118,507.20	10.00 %	11,850.72	8.07 %	17,776.08
PON1	79.02	68.08	0.08	86.16 %	73,298.80	10.00 %	7,329.88	8.07 %	10,994.82
MJR1	162.12	137.58	0.21	84.86 %	107,021.80	10.00 %	10,702.18	8.07 %	16,053.27
CH44	116.46	98.13	0.10	84.25 %	89,285.10	10.00 %	8,928.51	8.07 %	13,392.77
CH09	118.87	99.77	0.18	83.93 %	95,118.90	10.00 %	9,511.89	8.07 %	14,267.84
CH15	373.76	291.25	0.17	77.92 %	217,177.90	0.00 %		8.07 %	21,717.79
CH21	223.17	171.17	0.36	76.70 %	118,491.40	0.00 %		8.07 %	11,849.14
MC05	60.52	45.94	0.00	75.90 %	13,930.70	0.00 %		8.07 %	1,393.07
CH46	91.94	68.49	0.20	74.49 %	49,825.50	0.00 %		8.07 %	4,982.55
CH06	116.79	75.98	0.43	65.06 %	61,271.60	0.00 %		8.07 %	
MC06	49.05	30.78	0.01	62.76 %	15,479.30	0.00 %		8.07 %	
CH36	60.42	36.75	0.32	60.83 %	29,434.70	0.00 %		8.07 %	
CH31	86.14	42.37	3.27	49.19 %	30,173.40	0.00 %		8.07 %	
CH01	5.77	2.84	0.00	49.16 %	2,025.20	0.00 %		8.07 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH45	97.75	120.54	0.18	123.32 %	101,527.40	40.00 %	40,610.96	8.07 %	40,610.96
CH37	55.18	62.03	0.10	112.42 %	65,659.60	30.00 %	19,697.88	8.07 %	26,263.84
CH42	149.70	165.98	0.18	110.88 %	126,388.60	30.00 %	37,916.58	8.07 %	50,555.44
CH19	127.30	140.16	0.19	110.10 %	122,296.10	30.00 %	36,688.83	8.07 %	36,688.83
CH38	75.07	82.49	0.19	109.88 %	90,557.90	25.00 %	22,639.48	8.07 %	27,167.37
GUD1	104.34	110.19	0.08	105.60 %	160,229.00	25.00 %	40,057.25	8.07 %	48,068.70
CH35	83.30	87.38	0.26	104.90 %	80,971.00	25.00 %	20,242.75	8.07 %	24,291.30
CH16	222.76	218.55	0.19	98.11 %	192,295.10	20.00 %	38,459.02	8.07 %	48,073.78
MRM1	111.43	104.74	0.10	94.00 %	88,375.00	15.00 %	13,256.25	8.07 %	22,093.75
CGL1	83.08	76.26	0.31	91.80 %	65,727.00	15.00 %	9,859.05	8.07 %	13,145.40
CH30	113.52	100.46	0.49	88.50 %	64,006.90	10.00 %	6,400.69	8.07 %	12,801.38
CH05	202.54	178.67	0.86	88.22 %	129,016.30	10.00 %	12,901.63	8.07 %	25,803.26
CH28	173.49	150.79	0.09	86.92 %	197,568.70	10.00 %	19,756.87	8.07 %	29,635.31
CH11	109.87	93.72	0.17	85.30 %	79,726.90	10.00 %	7,972.69	8.07 %	11,959.04
MC10	28.50	24.23	0.48	85.01 %	10,960.70	10.00 %	1,096.07	8.07 %	1,644.11
SKL1	83.95	70.67	0.35	84.17 %	75,343.30	10.00 %	7,534.33	8.07 %	11,301.50
CH07	170.27	140.76	0.44	82.67 %	119,192.70	10.00 %	11,919.27	8.07 %	11,919.27
MC09	20.47	16.59	0.00	81.03 %	14,495.60	10.00 %	1,449.56	8.07 %	1,449.56
TKM1	63.62	51.52	0.18	80.98 %	51,895.80	10.00 %	5,189.58	8.07 %	5,189.58
GUD2	102.89	82.04	0.03	79.73 %	67,993.70	0.00 %		8.07 %	6,799.37
CH39	78.51	61.22	0.14	77.97 %	55,450.90	0.00 %		8.07 %	5,545.09
AVD1	151.87	116.23	1.41	76.53 %	99,801.70	0.00 %		8.07 %	9,980.17
CH22	118.71	88.66	0.20	74.69 %	77,927.70	0.00 %		8.07 %	7,792.77
CH08	243.73	170.16	0.17	69.82 %	236,320.70	0.00 %		8.07 %	
CH48	179.30	123.62	0.17	68.95 %	148,455.90	0.00 %		8.07 %	
CH14	232.99	145.79	0.67	62.57 %	123,595.50	0.00 %		8.07 %	
CH40	86.37	46.27	0.08	53.57 %	28,094.80	0.00 %		8.07 %	
KNR1	93.23	45.64	0.25	48.95 %	41,831.80	0.00 %		8.07 %	
CH26	46.58	22.30	0.21	47.87 %	22,046.90	0.00 %		8.07 %	
CH29	39.92	16.49	0.02	41.31 %	22,811.10	0.00 %		8.07 %	
MC02	22.79	1.02	0.00	4.47 %	582.10	0.00 %		8.07 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	45.85	51.51	0.12	112.35 %	42,468.20	30.00 %	12,740.46	8.07 %	16,987.28
DPR1	43.00	46.20	0.08	107.45 %	25,730.90	25.00 %	6,432.73	8.07 %	7,719.27
PLC1	49.73	52.85	0.01	106.26 %	54,431.20	25.00 %	13,607.80	8.07 %	16,329.36
PMP1	49.86	52.02	0.11	104.33 %	27,644.10	25.00 %	6,911.03	8.07 %	8,293.23
TCG1	44.83	46.68	0.12	104.11 %	36,995.30	25.00 %	9,248.83	8.07 %	11,098.59
EDP1	37.29	36.16	0.34	96.95 %	17,426.50	20.00 %	3,485.30	8.07 %	4,356.63
KVP1	44.98	42.88	0.10	95.34 %	31,599.10	20.00 %	6,319.82	8.07 %	7,899.78
SLM2	81.60	71.70	0.08	87.87 %	46,606.20	10.00 %	4,660.62	8.07 %	9,321.24
VPD1	89.51	75.57	0.07	84.42 %	79,459.70	10.00 %	7,945.97	8.07 %	11,918.96
DPR2	54.72	45.49	0.11	83.12 %	27,610.80	10.00 %	2,761.08	8.07 %	4,141.62
SLM3	113.13	93.14	0.25	82.33 %	63,198.50	10.00 %	6,319.85	8.07 %	6,319.85
HSR2	161.10	128.77	0.83	79.93 %	97,457.00	0.00 %		8.07 %	9,745.70
ERD2	147.98	117.48	0.16	79.39 %	130,686.10	0.00 %		8.07 %	13,068.61
APN1	63.23	50.09	0.05	79.22 %	58,471.10	0.00 %		8.07 %	5,847.11
SLM1	238.02	187.43	0.21	78.75 %	111,329.30	0.00 %		8.07 %	11,132.93
NKL2	110.34	85.85	0.08	77.81 %	74,706.00	0.00 %		8.07 %	7,470.60
OML1	99.36	76.53	0.31	77.02 %	55,337.60	0.00 %		8.07 %	5,533.76
ATU1	90.88	69.53	0.37	76.51 %	39,997.30	0.00 %		8.07 %	3,999.73
VKL1	46.85	35.47	0.40	75.70 %	30,507.50	0.00 %		8.07 %	3,050.75
MCR1	80.70	60.59	0.57	75.09 %	39,918.60	0.00 %		8.07 %	3,991.86
HRR1	67.17	48.18	0.28	71.72 %	29,077.30	0.00 %		8.07 %	
KRI1	84.15	59.87	0.52	71.15 %	32,127.50	0.00 %		8.07 %	
CMI1	49.74	33.03	0.06	66.41 %	34,789.40	0.00 %		8.07 %	
PDR1	38.08	25.10	0.62	65.92 %	24,731.30	0.00 %		8.07 %	
TRM1	120.23	77.26	0.53	64.26 %	53,194.50	0.00 %		8.07 %	
BMD1	69.18	44.37	0.02	64.13 %	47,578.50	0.00 %		8.07 %	
ERD1	138.40	88.24	0.59	63.76 %	59,985.00	0.00 %		8.07 %	
HSR1	133.53	80.49	0.06	60.28 %	71,265.30	0.00 %		8.07 %	
KMM1	59.25	34.80	0.03	58.74 %	32,786.60	0.00 %		8.07 %	
RSP1	70.14	39.09	0.41	55.74 %	36,775.80	0.00 %		8.07 %	
EPI1	91.86	50.49	0.19	54.96 %	37,464.60	0.00 %		8.07 %	
MTR1	106.89	57.97	0.24	54.23 %	44,600.40	0.00 %		8.07 %	
SGG1	43.08	21.55	0.73	50.01 %	17,239.10	0.00 %		8.07 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARM1	39.87	44.39	0.97	111.35 %	36,066.10	30.00 %	10,819.83	8.07 %	14,426.44
UDN1	55.35	59.58	0.39	107.64 %	45,618.00	25.00 %	11,404.50	8.07 %	13,685.40
KGL1	53.16	48.32	0.05	90.90 %	34,235.30	15.00 %	5,135.30	8.07 %	6,847.06
RPM1	127.64	115.92	0.61	90.82 %	98,057.10	15.00 %	14,708.57	8.07 %	19,611.42
SDI1	58.70	52.77	0.43	89.90 %	35,097.60	10.00 %	3,509.76	8.07 %	7,019.52
ERL2	64.68	57.34	0.16	88.66 %	64,847.30	10.00 %	6,484.73	8.07 %	12,969.46
PKD1	86.98	76.61	0.15	88.08 %	78,464.60	10.00 %	7,846.46	8.07 %	15,692.92
SGT1	49.70	43.11	0.03	86.74 %	35,861.90	10.00 %	3,586.19	8.07 %	5,379.29
KYR1	52.41	44.04	0.27	84.03 %	37,690.20	10.00 %	3,769.02	8.07 %	5,653.53
VNR1	58.66	49.23	0.27	83.92 %	40,017.70	10.00 %	4,001.77	8.07 %	6,002.66
TKS2	228.41	189.11	0.14	82.79 %	110,793.20	10.00 %	11,079.32	8.07 %	11,079.32
TCN1	101.16	83.30	0.54	82.34 %	90,664.40	10.00 %	9,066.44	8.07 %	9,066.44
RND1	120.04	96.00	0.72	79.97 %	112,897.30	0.00 %		8.07 %	11,289.73
PDI1	62.37	49.45	0.51	79.29 %	35,082.10	0.00 %		8.07 %	3,508.21
TVL1	418.94	330.67	1.04	78.93 %	231,614.40	0.00 %		8.07 %	23,161.44
TKS1	124.45	96.59	0.09	77.62 %	86,797.80	0.00 %		8.07 %	8,679.78
APK2	79.87	61.65	0.37	77.20 %	55,503.40	0.00 %		8.07 %	5,550.34
MMT1	74.25	56.82	0.32	76.53 %	35,114.20	0.00 %		8.07 %	3,511.42
TUT1	478.46	366.13	0.28	76.52 %	333,728.30	0.00 %		8.07 %	33,372.83
COL1	26.15	19.96	0.20	76.33 %	17,547.70	0.00 %		8.07 %	1,754.77
ASM1	80.39	61.35	0.22	76.32 %	53,596.00	0.00 %		8.07 %	5,359.60
SKD1	59.59	43.77	0.05	73.46 %	44,137.70	0.00 %		8.07 %	
MAR1	139.35	102.18	0.15	73.33 %	76,340.00	0.00 %		8.07 %	
VLY1	144.44	105.12	1.07	72.78 %	65,516.30	0.00 %		8.07 %	
SNL1	93.29	65.22	0.10	69.91 %	46,639.60	0.00 %		8.07 %	
TUT2	192.41	134.19	1.28	69.74 %	117,303.20	0.00 %		8.07 %	
KVT1	243.64	162.66	0.72	66.76 %	187,582.00	0.00 %		8.07 %	
NGR1	309.54	205.96	0.72	66.54 %	154,284.30	0.00 %		8.07 %	
SVK1	149.28	97.52	0.39	65.32 %	83,631.90	0.00 %		8.07 %	
TYI1	81.24	50.44	0.10	62.09 %	56,687.40	0.00 %		8.07 %	
TVL2	33.83	20.94	0.40	61.90 %	10,168.80	0.00 %		8.07 %	
STU2	60.64	36.93	2.52	60.90 %	34,636.40	0.00 %		8.07 %	
VKM1	62.68	38.07	0.56	60.74 %	54,414.40	0.00 %		8.07 %	
VNR2	215.92	130.94	0.14	60.64 %	127,644.10	0.00 %		8.07 %	
APK1	107.35	57.02	0.53	53.12 %	58,848.00	0.00 %		8.07 %	
KSM1	52.01	27.58	0.12	53.02 %	16,703.00	0.00 %		8.07 %	
TKY1	85.98	38.50	0.29	44.78 %	28,363.90	0.00 %		8.07 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	50.55	68.60	0.24	135.71 %	37,292.90	40.00 %	14,917.16	8.07 %	14,917.16
MDU3	116.29	115.64	0.26	99.45 %	54,972.50	20.00 %	10,994.50	8.07 %	13,743.13
KRR1	63.84	60.48	0.14	94.74 %	50,890.30	15.00 %	7,633.55	8.07 %	12,722.58
DKI1	73.58	67.20	0.08	91.33 %	86,673.00	15.00 %	13,000.95	8.07 %	17,334.60
PVI1	73.10	65.08	0.13	89.03 %	59,808.20	10.00 %	5,980.82	8.07 %	11,961.64
MDU6	146.14	128.77	0.20	88.12 %	96,330.10	10.00 %	9,633.01	8.07 %	19,266.02
SVG1	72.01	60.46	0.32	83.96 %	57,516.20	10.00 %	5,751.62	8.07 %	8,627.43
KKD3	151.96	125.65	0.10	82.69 %	139,679.40	10.00 %	13,967.94	8.07 %	13,967.94
TMM1	110.72	90.72	0.42	81.93 %	74,286.90	10.00 %	7,428.69	8.07 %	7,428.69
TPT1	77.64	63.32	0.31	81.56 %	101,933.90	10.00 %	10,193.39	8.07 %	10,193.39
MDU2	169.43	136.05	0.36	80.30 %	96,418.50	10.00 %	9,641.85	8.07 %	9,641.85
BNR1	59.60	47.25	0.00	79.28 %	44,450.10	0.00 %		8.07 %	4,445.01
ATG1	99.04	77.84	0.24	78.59 %	75,893.26	0.00 %		8.07 %	7,589.33
TEN1	98.56	77.31	0.35	78.44 %	66,642.00	0.00 %		8.07 %	6,664.20
MDU5	67.40	52.70	0.06	78.19 %	67,986.80	0.00 %		8.07 %	6,798.68
KPT1	59.37	44.42	0.33	74.82 %	40,902.90	0.00 %		8.07 %	4,090.29
TEN2	93.58	68.32	0.28	73.00 %	43,514.20	0.00 %		8.07 %	
DGL1	224.88	157.43	0.62	70.01 %	121,281.60	0.00 %		8.07 %	
ADP1	69.41	48.19	0.11	69.44 %	43,055.80	0.00 %		8.07 %	
SGP1	50.78	34.46	0.22	67.87 %	32,706.90	0.00 %		8.07 %	
MLR1	49.95	33.85	0.30	67.77 %	26,886.80	0.00 %		8.07 %	
MDU4	74.87	50.67	0.73	67.68 %	42,437.80	0.00 %		8.07 %	
PKM1	49.86	33.05	0.01	66.29 %	35,115.80	0.00 %		8.07 %	
PNI1	44.13	28.64	0.29	64.91 %	25,360.80	0.00 %		8.07 %	
BTU1	43.83	28.13	0.26	64.18 %	23,228.80	0.00 %		8.07 %	
CBM1	105.05	65.76	0.20	62.60 %	65,731.40	0.00 %		8.07 %	
KYK1	65.35	40.77	0.91	62.39 %	47,008.40	0.00 %		8.07 %	
USL1	70.99	43.50	0.10	61.28 %	42,681.00	0.00 %		8.07 %	
ODM1	55.72	34.05	0.36	61.11 %	22,240.60	0.00 %		8.07 %	
MPA1	99.35	60.45	0.26	60.85 %	54,178.80	0.00 %		8.07 %	
MNM1	52.16	31.35	0.17	60.11 %	36,539.40	0.00 %		8.07 %	
MDU1	447.58	266.68	0.29	59.58 %	162,418.30	0.00 %		8.07 %	
DGL2	74.29	43.53	0.45	58.60 %	48,731.10	0.00 %		8.07 %	
NTM1	62.09	34.66	0.05	55.82 %	19,594.80	0.00 %		8.07 %	
CMR1	53.05	29.52	0.55	55.65 %	19,402.80	0.00 %		8.07 %	
NKI1	64.19	33.64	0.37	52.41 %	39,235.50	0.00 %		8.07 %	
TDI1	74.48	37.93	0.16	50.92 %	37,563.80	0.00 %		8.07 %	
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	44.93	47.75	0.11	106.26 %	35,382.10	25.00 %	8,845.53	8.07 %	10,614.63
KMD1	38.33	39.99	0.23	104.35 %	58,065.40	25.00 %	14,516.35	8.07 %	17,419.62
MPM1	59.49	57.38	0.28	96.45 %	63,708.20	20.00 %	12,741.64	8.07 %	15,927.05
SUL1	49.98	46.75	0.12	93.55 %	61,120.80	15.00 %	9,168.12	8.07 %	15,280.20
SNR1	65.10	57.41	0.53	88.20 %	60,695.00	10.00 %	6,069.50	8.07 %	12,139.00
CBE1	65.55	55.96	0.11	85.38 %	61,902.40	10.00 %	6,190.24	8.07 %	9,285.36
TPR3	61.06	48.89	0.12	80.06 %	75,336.00	0.00 %		8.07 %	7,533.60
AVI1	55.02	42.88	0.14	77.93 %	44,843.70	0.00 %		8.07 %	4,484.37
DPM2	66.47	50.14	0.18	75.44 %	50,976.30	0.00 %		8.07 %	5,097.63
CBE2	356.81	268.87	0.90	75.35 %	225,744.30	0.00 %		8.07 %	22,574.43
KGI1	76.57	56.96	0.09	74.39 %	38,295.40	0.00 %		8.07 %	3,829.54
SYM2	52.29	38.75	0.05	74.10 %	38,781.50	0.00 %		8.07 %	3,878.15
KMR1	144.13	105.00	0.38	72.85 %	107,309.70	0.00 %		8.07 %	
CBE4	106.40	76.23	0.15	71.65 %	80,925.30	0.00 %		8.07 %	
CBE6	83.12	59.55	0.35	71.64 %	65,164.50	0.00 %		8.07 %	
PPI1	50.89	36.45	0.06	71.62 %	40,462.30	0.00 %		8.07 %	
KGM1	43.96	30.54	0.23	69.48 %	32,578.60	0.00 %		8.07 %	
CBE3	34.18	23.69	0.00	69.32 %	35,493.10	0.00 %		8.07 %	
CNR1	64.24	42.41	0.01	66.02 %	45,585.60	0.00 %		8.07 %	
PLI1	97.11	64.03	0.37	65.93 %	65,207.00	0.00 %		8.07 %	
TPR1	135.12	88.23	0.29	65.30 %	68,239.20	0.00 %		8.07 %	
ANR1	17.33	11.10	1.15	64.04 %	12,538.80	0.00 %		8.07 %	
UAM1	122.80	77.81	0.26	63.36 %	51,346.10	0.00 %		8.07 %	
PDM1	52.79	32.83	0.08	62.20 %	34,746.30	0.00 %		8.07 %	
GDR1	56.47	33.77	0.00	59.80 %	22,553.10	0.00 %		8.07 %	
TPR4	55.81	32.96	0.11	59.06 %	34,982.10	0.00 %		8.07 %	
TPR2	142.22	78.46	0.07	55.17 %	64,964.40	0.00 %		8.07 %	
CBE5	56.73	30.94	0.19	54.53 %	43,756.20	0.00 %		8.07 %	
UMP1	59.86	32.54	0.75	54.37 %	33,570.80	0.00 %		8.07 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	52.24	36.77	0.63	70.39 %	27,928.30	0.00 %		8.07 %	
PAS1	78.80	43.96	0.39	55.78 %	35,233.70	0.00 %		8.07 %	
TVP1	193.48	99.87	0.26	51.62 %	84,235.00	0.00 %		8.07 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	42.95	0.00	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	119.00	1.33	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	5.82	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	14.21	12.05	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	21.77	5.11	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	14.04	1.79	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	40.26	10.77	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	14.61	0.00	0.00 %	0.00	0.00 %		0.00 %	