

Accu.Target	Sales	Achieved %	HO Budget+ %	Total Com.
27,702.62 L	23,307.38 L	84.13 %	5.87 %	192.17 L

Note : Sales Period is From :01-Nov-2025 To :30-Nov-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
SOUTH ARCOT	1,886.87	1,803.81	95.60 %	54,000.00	5.87 %	108,000.00
NORTH ARCOT	2,265.45	2,125.80	93.84 %	63,000.00	5.87 %	63,000.00
TRICHY-01	2,741.08	2,447.08	89.27 %	0.00	5.87 %	0.00
CHENNAI-02	3,466.52	3,075.58	88.72 %	0.00	5.87 %	90,000.00
CHENNAI-01	3,592.78	3,082.03	85.78 %	0.00	5.87 %	90,000.00
SOUTH-01	4,627.05	3,686.41	79.67 %	0.00	5.87 %	0.00
WEST-02	2,860.02	2,220.11	77.63 %	0.00	5.87 %	0.00
WEST-01	2,394.58	1,782.21	74.43 %	0.00	5.87 %	0.00
SOUTH-03	3,532.56	2,612.29	73.95 %	0.00	5.87 %	0.00
KL-SOUTH	335.71	189.23	56.37 %	0.00	5.87 %	0.00
OTHERS	0.00	282.85	0.00 %	0.00	0.00 %	0.00
Total	27,702.62	23,307.38	84.13 %		5.87 %	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	613.46	634.72	103.47%	90,000.00	5.87 %	90,000.00
	SA02	674.17	624.26	92.60%	45,000.00	5.87 %	45,000.00
	SA03	599.24	544.83	90.92%	37,500.00	5.87 %	37,500.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	770.86	730.53	94.77%	52,500.00	5.87 %	105,000.00
	NA01	801.06	750.55	93.69%	52,500.00	5.87 %	52,500.00
	NA03	693.53	644.72	92.96%	45,000.00	5.87 %	45,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	568.93	566.13	99.51%	37,500.00	5.87 %	75,000.00
	TNJ1	622.39	559.27	89.86%	0.00	5.87 %	37,500.00
	TRY1	812.69	716.82	88.20%	0.00	5.87 %	52,500.00
	PBR1	737.07	604.85	82.06%	0.00	5.87 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	865.84	805.96	93.08%	60,000.00	5.87 %	60,000.00
	CH07	917.66	810.88	88.36%	0.00	5.87 %	60,000.00
	CH04	952.86	837.94	87.94%	0.00	5.87 %	60,000.00
	CH09	730.16	620.80	85.02%	0.00	5.87 %	45,000.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	698.85	665.33	95.20%	45,000.00	5.87 %	90,000.00
	CH06	1,094.65	962.12	87.89%	0.00	5.87 %	67,500.00
	CH05	916.52	759.82	82.90%	0.00	5.87 %	0.00
	CH08	882.76	694.76	78.70%	0.00	5.87 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	673.72	601.93	89.34%	0.00	5.87 %	45,000.00
	TUT1	1,006.87	846.19	84.04%	0.00	5.87 %	0.00
	TVL1	742.21	621.07	83.68%	0.00	5.87 %	0.00
	KVT1	806.14	621.71	77.12%	0.00	5.87 %	0.00
	NGR1	765.96	550.69	71.89%	0.00	5.87 %	0.00
	VNR1	632.15	444.83	70.37%	0.00	5.87 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	588.83	494.20	83.93%	0.00	5.87 %	0.00
	SLM1	833.30	674.22	80.91%	0.00	5.87 %	0.00
	MTR1	663.38	488.86	73.69%	0.00	5.87 %	0.00
	ERD1	774.51	562.82	72.67%	0.00	5.87 %	0.00
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	995.17	778.63	78.24%	0.00	5.87 %	0.00
	TPR4	285.80	220.46	77.14%	0.00	5.87 %	0.00
	UAM1	432.31	324.07	74.96%	0.00	5.87 %	0.00
	TPR1	350.07	236.11	67.45%	0.00	5.87 %	0.00
	PLI1	331.23	222.93	67.30%	0.00	5.87 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KKD2	727.55	601.98	82.74%	0.00	5.87 %	0.00
	KRR1	123.68	100.64	81.37%	0.00	5.87 %	0.00
	MDU2	1,019.98	800.09	78.44%	0.00	5.87 %	0.00
	SVG1	606.48	432.37	71.29%	0.00	5.87 %	0.00
	DGL1	1,054.87	677.20	64.20%	0.00	5.87 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	335.71	189.23	56.37%	0.00	5.87 %	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	85.25	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	127.42	145.44	0.13	114.14 %	101,887.10	30.00 %	30,566.13	5.87 %	40,754.84
KML1	52.14	58.45	0.29	112.11 %	36,310.00	30.00 %	10,893.00	5.87 %	10,893.00
CUD1	181.52	196.07	0.22	108.02 %	173,168.50	25.00 %	43,292.13	5.87 %	51,950.55
KLM1	97.28	103.78	0.14	106.68 %	104,418.60	25.00 %	26,104.65	5.87 %	31,325.58
TVM1	62.96	65.34	0.04	103.78 %	25,436.50	25.00 %	6,359.13	5.87 %	7,630.95
VPM2	95.63	98.99	0.33	103.51 %	67,284.60	25.00 %	16,821.15	5.87 %	16,821.15
PRT1	79.27	80.03	0.36	100.96 %	73,228.20	25.00 %	18,307.05	5.87 %	18,307.05
POY1	156.59	157.66	0.19	100.68 %	127,885.10	25.00 %	31,971.28	5.87 %	31,971.28
SJI2	104.86	105.02	0.56	100.16 %	67,036.10	25.00 %	16,759.03	5.87 %	16,759.03
KKI2	103.03	101.98	0.66	98.98 %	70,123.00	20.00 %	14,024.60	5.87 %	17,530.75
CDM1	117.63	111.19	0.46	94.52 %	89,800.50	15.00 %	13,470.08	5.87 %	22,450.13
NVL2	106.01	100.18	0.52	94.50 %	73,938.60	15.00 %	11,090.79	5.87 %	18,484.65
TRK1	124.11	112.39	0.29	90.56 %	99,511.20	15.00 %	14,926.68	5.87 %	19,902.24
TDM1	82.22	70.29	0.26	85.49 %	41,472.10	10.00 %	4,147.21	5.87 %	6,220.82
TVM2	83.52	68.25	0.12	81.71 %	34,264.00	10.00 %	3,426.40	5.87 %	3,426.40
VCM1	59.60	48.49	0.12	81.37 %	23,142.50	10.00 %	2,314.25	5.87 %	2,314.25
ULP1	111.66	89.97	0.07	80.58 %	60,974.20	10.00 %	6,097.42	5.87 %	6,097.42
STP1	44.83	33.97	0.20	75.77 %	20,469.50	0.00 %		5.87 %	2,046.95
MKM1	50.65	31.77	0.11	62.72 %	25,091.80	0.00 %		5.87 %	
VPM1	45.94	24.69	0.15	53.74 %	16,810.80	0.00 %		5.87 %	
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	84.15	97.89	0.71	116.33 %	80,224.30	30.00 %	24,067.29	5.87 %	32,089.72
SLG1	43.26	47.49	0.19	109.78 %	34,872.80	25.00 %	8,718.20	5.87 %	10,461.84
PLR1	43.41	47.59	0.04	109.64 %	30,505.50	25.00 %	7,626.38	5.87 %	9,151.65
VEL2	154.76	169.25	0.22	109.36 %	136,835.10	25.00 %	34,208.78	5.87 %	41,050.53
VNB1	63.94	68.96	0.04	107.86 %	45,500.10	25.00 %	11,375.03	5.87 %	13,650.03
CYR1	51.70	55.05	0.13	106.49 %	50,939.70	25.00 %	12,734.93	5.87 %	15,281.91
ARC2	100.56	106.78	0.33	106.19 %	84,448.70	25.00 %	21,112.18	5.87 %	25,334.61
SBR1	139.71	144.40	0.06	103.35 %	116,159.40	25.00 %	29,039.85	5.87 %	29,039.85
TRL1	132.43	134.60	0.25	101.64 %	134,360.91	25.00 %	33,590.23	5.87 %	33,590.23
KPM2	251.56	247.81	0.18	98.51 %	149,659.20	20.00 %	29,931.84	5.87 %	37,414.80
UGI1	53.49	51.92	0.15	97.07 %	36,821.70	20.00 %	7,364.34	5.87 %	9,205.43
VEL1	112.14	107.52	0.25	95.88 %	101,933.10	20.00 %	20,386.62	5.87 %	25,483.28
WJP1	74.45	65.82	0.02	88.41 %	46,801.80	10.00 %	4,680.18	5.87 %	7,020.27
ABR1	80.50	70.69	0.06	87.81 %	57,094.20	10.00 %	5,709.42	5.87 %	8,564.13
GDM1	80.09	69.47	0.05	86.74 %	52,093.20	10.00 %	5,209.32	5.87 %	7,813.98
TRR1	155.50	131.88	0.02	84.81 %	83,524.90	10.00 %	8,352.49	5.87 %	8,352.49
VSI1	108.37	90.88	0.16	83.86 %	74,570.50	10.00 %	7,457.05	5.87 %	7,457.05
WJD1	96.89	80.94	0.36	83.53 %	90,504.90	10.00 %	9,050.49	5.87 %	9,050.49
BGR1	54.41	44.95	0.01	82.60 %	37,615.10	10.00 %	3,761.51	5.87 %	3,761.51
TRT1	63.71	51.57	0.83	80.95 %	34,962.60	10.00 %	3,496.26	5.87 %	3,496.26
CGM1	80.52	65.17	0.11	80.93 %	43,688.20	10.00 %	4,368.82	5.87 %	4,368.82
CPT1	50.39	40.76	0.18	80.88 %	37,886.60	10.00 %	3,788.66	5.87 %	3,788.66
PTU1	47.76	38.15	0.07	79.88 %	25,078.40	0.00 %		5.87 %	2,507.84
ANI1	49.52	38.57	0.21	77.89 %	29,705.00	0.00 %		5.87 %	2,970.50
KPM1	92.23	57.68	0.06	62.54 %	39,032.50	0.00 %		5.87 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR2	97.51	123.65	0.04	126.81 %	82,202.60	40.00 %	32,881.04	5.87 %	32,881.04
PDK1	42.19	50.51	0.06	119.72 %	36,998.90	30.00 %	11,099.67	5.87 %	14,799.56
TVR1	46.45	54.84	0.00	118.06 %	40,435.80	30.00 %	12,130.74	5.87 %	16,174.32
MVM1	109.18	124.45	0.09	113.99 %	126,927.90	30.00 %	38,078.37	5.87 %	50,771.16
TRY2	36.49	40.41	0.00	110.73 %	24,822.80	30.00 %	7,446.84	5.87 %	7,446.84
KIK1	47.94	52.93	0.12	110.41 %	44,896.40	30.00 %	13,468.92	5.87 %	13,468.92
KRN1	52.08	55.52	0.04	106.60 %	45,469.90	25.00 %	11,367.48	5.87 %	13,640.97
NGT1	89.55	89.84	0.02	100.32 %	78,729.40	25.00 %	19,682.35	5.87 %	19,682.35
TNJ1	149.80	144.70	0.29	96.59 %	94,145.90	20.00 %	18,829.18	5.87 %	23,536.48
TNJ2	118.39	114.28	0.14	96.53 %	89,589.70	20.00 %	17,917.94	5.87 %	22,397.43
TRY3	86.85	79.01	0.09	90.97 %	60,514.30	15.00 %	9,077.15	5.87 %	12,102.86
KUM1	153.97	137.63	0.09	89.39 %	99,426.60	10.00 %	9,942.66	5.87 %	14,913.99
TRY1	450.67	395.42	0.13	87.74 %	222,173.70	10.00 %	22,217.37	5.87 %	33,326.06
MDI1	93.24	81.09	0.33	86.97 %	63,847.10	10.00 %	6,384.71	5.87 %	9,577.07
NMM1	66.73	57.39	0.01	86.00 %	68,441.10	10.00 %	6,844.11	5.87 %	10,266.17
PTK1	106.39	89.42	0.30	84.05 %	66,298.50	10.00 %	6,629.85	5.87 %	6,629.85
APM1	37.28	31.27	0.23	83.88 %	33,154.30	10.00 %	3,315.43	5.87 %	3,315.43
TTP1	85.56	71.66	0.03	83.75 %	55,932.80	10.00 %	5,593.28	5.87 %	5,593.28
JKM1	84.43	69.84	0.06	82.71 %	48,959.40	10.00 %	4,895.94	5.87 %	4,895.94
ORU1	50.56	41.14	0.12	81.36 %	37,011.60	10.00 %	3,701.16	5.87 %	3,701.16
PBR1	46.23	37.52	0.10	81.17 %	31,166.90	10.00 %	3,116.69	5.87 %	3,116.69
AYR1	74.65	59.59	0.13	79.83 %	40,419.70	0.00 %		5.87 %	4,041.97
PBR2	241.56	183.40	0.21	75.92 %	103,084.80	0.00 %		5.87 %	10,308.48
NCK1	47.95	35.58	0.03	74.20 %	23,648.90	0.00 %		5.87 %	
MSI1	70.48	51.79	0.02	73.49 %	37,643.30	0.00 %		5.87 %	
TYR1	110.54	78.26	0.07	70.80 %	50,421.00	0.00 %		5.87 %	
TRY4	144.41	95.96	0.27	66.45 %	103,220.10	0.00 %		5.87 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH32	24.08	35.98	0.07	149.40 %	16,818.50	40.00 %	6,727.40	5.87 %	6,727.40
CH24	113.46	141.50	0.37	124.71 %	124,415.00	40.00 %	49,766.00	5.87 %	49,766.00
CH23	50.34	60.96	0.46	121.11 %	55,917.20	40.00 %	22,366.88	5.87 %	22,366.88
CH34	122.63	143.84	0.09	117.30 %	121,319.70	30.00 %	36,395.91	5.87 %	48,527.88
CH43	97.46	100.14	0.19	102.75 %	111,649.50	25.00 %	27,912.38	5.87 %	27,912.38
CH27	36.86	37.45	0.22	101.61 %	33,016.80	25.00 %	8,254.20	5.87 %	8,254.20
CH17	131.88	133.97	0.12	101.58 %	126,241.20	25.00 %	31,560.30	5.87 %	31,560.30
CH41	116.69	117.64	0.39	100.82 %	105,178.80	25.00 %	26,294.70	5.87 %	26,294.70
CH12	189.59	191.12	0.29	100.81 %	165,646.50	25.00 %	41,411.63	5.87 %	41,411.63
CH33	120.08	111.83	0.17	93.13 %	128,976.20	15.00 %	19,346.43	5.87 %	25,795.24
CH20	186.20	170.89	0.73	91.78 %	124,327.20	15.00 %	18,649.08	5.87 %	24,865.44
CH18	172.26	156.68	0.25	90.96 %	202,970.40	15.00 %	30,445.56	5.87 %	40,594.08
GPD1	87.55	78.96	0.12	90.19 %	58,127.80	15.00 %	8,719.17	5.87 %	11,625.56
CH03	340.89	302.86	0.52	88.84 %	240,437.30	10.00 %	24,043.73	5.87 %	36,065.60
UKI1	79.27	70.16	0.31	88.51 %	60,913.30	10.00 %	6,091.33	5.87 %	9,137.00
PON1	81.74	71.33	0.08	87.27 %	75,667.40	10.00 %	7,566.74	5.87 %	11,350.11
MJR1	167.71	144.00	0.22	85.86 %	112,870.60	10.00 %	11,287.06	5.87 %	16,930.59
CH44	120.48	102.93	0.10	85.43 %	94,565.40	10.00 %	9,456.54	5.87 %	14,184.81
CH09	122.97	103.85	0.20	84.45 %	98,345.70	10.00 %	9,834.57	5.87 %	9,834.57
MC05	62.61	50.08	0.00	79.98 %	14,801.50	0.00 %		5.87 %	1,480.15
CH15	386.65	305.93	0.17	79.12 %	227,303.10	0.00 %		5.87 %	22,730.31
CH46	95.11	72.78	0.19	76.52 %	51,471.40	0.00 %		5.87 %	5,147.14
CH21	230.87	176.64	0.35	76.51 %	123,365.60	0.00 %		5.87 %	12,336.56
CH06	120.82	78.50	0.44	64.97 %	62,599.40	0.00 %		5.87 %	
MC06	50.74	31.01	0.01	61.12 %	15,714.50	0.00 %		5.87 %	
CH36	62.50	37.86	0.54	60.58 %	29,999.40	0.00 %		5.87 %	
CH31	89.11	43.80	3.16	49.15 %	30,842.00	0.00 %		5.87 %	
CH01	5.97	2.87	0.00	48.11 %	2,166.20	0.00 %		5.87 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH45	101.12	124.73	0.17	123.35 %	103,725.70	40.00 %	41,490.28	5.87 %	41,490.28
CH19	131.69	149.98	0.18	113.89 %	128,762.20	30.00 %	38,628.66	5.87 %	51,504.88
CH37	57.08	64.58	0.10	113.14 %	67,666.30	30.00 %	20,299.89	5.87 %	27,066.52
CH42	154.86	172.76	0.17	111.56 %	131,836.10	30.00 %	39,550.83	5.87 %	39,550.83
CH38	77.66	84.63	0.19	108.97 %	92,823.30	25.00 %	23,205.83	5.87 %	27,846.99
CH35	86.17	90.62	0.25	105.17 %	82,472.90	25.00 %	20,618.23	5.87 %	24,741.87
GUD1	107.94	113.51	0.08	105.16 %	163,519.80	25.00 %	40,879.95	5.87 %	49,055.94
CH16	230.44	229.88	0.18	99.76 %	200,607.00	20.00 %	40,121.40	5.87 %	50,151.75
CH30	117.43	110.92	0.45	94.45 %	70,387.30	15.00 %	10,558.10	5.87 %	17,596.83
MRM1	115.27	108.69	0.10	94.29 %	92,805.60	15.00 %	13,920.84	5.87 %	23,201.40
CGL1	85.94	79.80	0.29	92.86 %	67,955.00	15.00 %	10,193.25	5.87 %	13,591.00
CH05	209.52	188.48	0.82	89.96 %	132,985.80	10.00 %	13,298.58	5.87 %	26,597.16
CH07	176.14	155.53	0.40	88.30 %	128,130.40	10.00 %	12,813.04	5.87 %	19,219.56
CH11	113.66	99.77	0.16	87.78 %	83,928.50	10.00 %	8,392.85	5.87 %	12,589.28
CH28	179.47	154.91	0.09	86.31 %	201,840.50	10.00 %	20,184.05	5.87 %	30,276.08
MC09	21.18	18.15	0.03	85.69 %	15,990.10	10.00 %	1,599.01	5.87 %	2,398.52
SKL1	86.85	73.76	0.73	84.92 %	78,552.70	10.00 %	7,855.27	5.87 %	11,782.91
MC10	29.48	24.76	0.47	84.00 %	11,196.80	10.00 %	1,119.68	5.87 %	1,119.68
TKM1	65.81	55.14	0.17	83.79 %	53,782.10	10.00 %	5,378.21	5.87 %	5,378.21
CH39	81.22	66.94	0.12	82.42 %	58,737.40	10.00 %	5,873.74	5.87 %	5,873.74
GUD2	106.44	84.95	0.03	79.81 %	69,926.10	0.00 %		5.87 %	6,992.61
CH22	122.80	97.98	0.18	79.79 %	84,889.80	0.00 %		5.87 %	8,488.98
AVD1	157.11	122.25	1.34	77.81 %	103,756.70	0.00 %		5.87 %	10,375.67
CH48	185.48	135.88	0.16	73.26 %	156,483.20	0.00 %		5.87 %	
CH08	252.13	177.22	0.20	70.29 %	247,478.90	0.00 %		5.87 %	
CH14	241.02	159.97	0.61	66.37 %	133,003.40	0.00 %		5.87 %	
CH40	89.35	47.67	0.08	53.35 %	28,825.60	0.00 %		5.87 %	
KNR1	96.45	46.66	0.25	48.38 %	42,365.80	0.00 %		5.87 %	
CH26	48.19	23.00	0.20	47.73 %	22,854.20	0.00 %		5.87 %	
CH29	41.30	17.91	0.02	43.36 %	23,498.10	0.00 %		5.87 %	
MC02	23.58	1.02	0.00	4.32 %	582.10	0.00 %		5.87 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ARM1	41.24	48.30	0.90	117.11 %	37,346.80	30.00 %	11,204.04	5.87 %	14,938.72
UDN1	57.26	64.14	0.36	112.01 %	48,376.70	30.00 %	14,513.01	5.87 %	14,513.01
SDI1	60.72	61.28	0.37	100.92 %	37,219.50	25.00 %	9,304.88	5.87 %	9,304.88
ERL2	66.91	67.26	0.17	100.52 %	74,497.20	25.00 %	18,624.30	5.87 %	18,624.30
PKD1	89.98	85.21	0.13	94.70 %	82,583.50	15.00 %	12,387.53	5.87 %	20,645.88
RPM1	132.04	124.19	0.58	94.06 %	103,292.70	15.00 %	15,493.91	5.87 %	20,658.54
KGL1	54.99	51.56	0.05	93.76 %	35,544.80	15.00 %	5,331.72	5.87 %	7,108.96
SGT1	51.41	47.00	0.03	91.42 %	38,242.00	15.00 %	5,736.30	5.87 %	7,648.40
VNR1	60.68	54.98	0.24	90.61 %	44,221.70	15.00 %	6,633.26	5.87 %	8,844.34
TCN1	104.65	94.33	0.48	90.14 %	100,523.50	15.00 %	15,078.53	5.87 %	20,104.70
KYR1	54.22	47.76	0.25	88.08 %	40,905.00	10.00 %	4,090.50	5.87 %	6,135.75
TKS2	236.29	205.83	0.13	87.11 %	119,808.40	10.00 %	11,980.84	5.87 %	17,971.26
PDI1	64.52	56.10	0.45	86.95 %	40,722.30	10.00 %	4,072.23	5.87 %	6,108.35
APK2	82.62	70.77	0.37	85.66 %	61,630.30	10.00 %	6,163.03	5.87 %	9,244.55
RND1	124.18	106.36	0.65	85.65 %	121,930.40	10.00 %	12,193.04	5.87 %	18,289.56
COL1	27.05	22.94	0.17	84.81 %	18,615.90	10.00 %	1,861.59	5.87 %	1,861.59
TVL1	433.39	365.78	0.96	84.40 %	251,455.70	10.00 %	25,145.57	5.87 %	25,145.57
TKS1	128.74	107.54	0.08	83.53 %	91,982.80	10.00 %	9,198.28	5.87 %	9,198.28
ASM1	83.16	69.40	0.19	83.46 %	58,501.10	10.00 %	5,850.11	5.87 %	5,850.11
TUT1	494.96	411.72	0.26	83.18 %	369,023.20	10.00 %	36,902.32	5.87 %	36,902.32
MMT1	76.81	60.29	0.31	78.49 %	36,526.10	0.00 %		5.87 %	3,652.61
VLY1	149.42	115.98	0.97	77.62 %	71,056.50	0.00 %		5.87 %	7,105.65
MAR1	144.16	111.58	0.14	77.40 %	81,458.20	0.00 %		5.87 %	8,145.82
SKD1	61.64	47.62	0.04	77.25 %	48,403.30	0.00 %		5.87 %	4,840.33
TUT2	199.05	152.74	1.16	76.74 %	128,433.20	0.00 %		5.87 %	12,843.32
SNL1	96.51	70.82	0.09	73.39 %	48,865.70	0.00 %		5.87 %	
VKM1	64.84	46.16	0.50	71.20 %	62,525.20	0.00 %		5.87 %	
KVT1	252.04	179.03	0.69	71.03 %	205,144.10	0.00 %		5.87 %	
NGR1	320.21	226.65	0.66	70.78 %	164,951.00	0.00 %		5.87 %	
SVK1	154.43	108.53	0.40	70.27 %	89,669.20	0.00 %		5.87 %	
TYI1	84.04	55.99	0.09	66.63 %	60,426.60	0.00 %		5.87 %	
VNR2	223.37	143.56	0.12	64.27 %	135,940.80	0.00 %		5.87 %	
STU2	62.73	38.74	2.49	61.76 %	36,861.00	0.00 %		5.87 %	
TVL2	35.00	21.60	0.38	61.72 %	10,689.00	0.00 %		5.87 %	
APK1	111.05	66.99	0.45	60.33 %	64,234.10	0.00 %		5.87 %	
TKY1	88.94	48.43	0.23	54.45 %	34,447.20	0.00 %		5.87 %	
KSM1	53.80	29.24	0.11	54.34 %	17,537.40	0.00 %		5.87 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	47.43	54.27	0.12	114.42 %	45,364.30	30.00 %	13,609.29	5.87 %	18,145.72
DPR1	44.48	49.60	0.08	111.52 %	27,336.40	30.00 %	8,200.92	5.87 %	8,200.92
PLC1	51.45	56.14	0.01	109.12 %	56,626.40	25.00 %	14,156.60	5.87 %	16,987.92
PMP1	51.58	55.35	0.11	107.32 %	28,655.90	25.00 %	7,163.98	5.87 %	8,596.77
TCG1	46.38	49.28	0.11	106.25 %	38,425.90	25.00 %	9,606.48	5.87 %	11,527.77
EDP1	38.58	39.94	0.31	103.52 %	18,563.40	25.00 %	4,640.85	5.87 %	4,640.85
KVP1	46.53	42.88	0.10	92.16 %	31,599.10	15.00 %	4,739.87	5.87 %	6,319.82
SLM2	84.41	75.56	0.08	89.52 %	49,828.70	10.00 %	4,982.87	5.87 %	7,474.31
VPD1	92.60	79.81	0.07	86.18 %	82,372.50	10.00 %	8,237.25	5.87 %	12,355.88
SLM3	117.03	100.23	0.23	85.64 %	66,379.70	10.00 %	6,637.97	5.87 %	9,956.96
DPR2	56.61	47.23	0.11	83.43 %	28,881.60	10.00 %	2,888.16	5.87 %	2,888.16
APN1	65.41	53.55	0.04	81.87 %	62,810.00	10.00 %	6,281.00	5.87 %	6,281.00
HSR2	166.66	135.95	0.79	81.57 %	104,757.21	10.00 %	10,475.72	5.87 %	10,475.72
ERD2	153.08	123.78	0.16	80.86 %	137,042.80	10.00 %	13,704.28	5.87 %	13,704.28
SLM1	246.23	197.38	0.20	80.16 %	115,795.40	10.00 %	11,579.54	5.87 %	11,579.54
MCR1	83.48	66.74	0.51	79.94 %	42,642.40	0.00 %		5.87 %	4,264.24
NKL2	114.14	91.21	0.08	79.91 %	77,157.90	0.00 %		5.87 %	7,715.79
VKL1	48.47	38.56	0.37	79.54 %	32,857.90	0.00 %		5.87 %	3,285.79
OML1	102.79	81.57	0.29	79.35 %	57,901.50	0.00 %		5.87 %	5,790.15
ATU1	94.01	74.37	0.34	79.11 %	42,746.80	0.00 %		5.87 %	4,274.68
KRI1	87.05	65.84	0.49	75.64 %	33,483.30	0.00 %		5.87 %	3,348.33
HRR1	69.49	50.13	0.27	72.14 %	30,907.10	0.00 %		5.87 %	
PDR1	39.39	27.44	0.56	69.66 %	26,335.50	0.00 %		5.87 %	
CMI1	51.46	35.02	0.06	68.06 %	36,125.90	0.00 %		5.87 %	
TRM1	124.38	84.31	0.49	67.78 %	58,100.10	0.00 %		5.87 %	
BMD1	71.57	47.85	0.02	66.86 %	51,363.20	0.00 %		5.87 %	
ERD1	143.17	95.41	0.55	66.64 %	62,472.00	0.00 %		5.87 %	
KMM1	61.29	37.76	0.02	61.60 %	35,417.90	0.00 %		5.87 %	
HSR1	138.13	83.76	0.06	60.64 %	74,380.60	0.00 %		5.87 %	
RSP1	72.56	41.67	0.39	57.43 %	38,218.50	0.00 %		5.87 %	
EPI1	95.03	53.38	0.18	56.18 %	40,017.10	0.00 %		5.87 %	
MTR1	110.58	61.43	0.22	55.55 %	48,030.30	0.00 %		5.87 %	
SGG1	44.57	22.70	0.69	50.94 %	18,475.40	0.00 %		5.87 %	

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GBM1	46.48	49.85	0.10	107.25 %	36,493.00	25.00 %	9,123.25	5.87 %	10,947.90
KMD1	39.65	41.02	0.23	103.45 %	59,584.20	25.00 %	14,896.05	5.87 %	14,896.05
MPM1	61.54	62.81	0.38	102.06 %	70,314.90	25.00 %	17,578.73	5.87 %	17,578.73
SUL1	51.70	52.11	0.11	100.80 %	66,244.10	25.00 %	16,561.03	5.87 %	16,561.03
SNR1	67.34	62.24	0.49	92.43 %	65,120.20	15.00 %	9,768.03	5.87 %	13,024.04
CBE1	67.81	58.02	0.10	85.57 %	63,919.80	10.00 %	6,391.98	5.87 %	9,587.97
TPR3	63.17	52.95	0.11	83.82 %	82,289.20	10.00 %	8,228.92	5.87 %	8,228.92
AVI1	56.92	45.05	0.13	79.14 %	46,698.00	0.00 %		5.87 %	4,669.80
DPM2	68.76	54.24	0.16	78.89 %	53,315.70	0.00 %		5.87 %	5,331.57
CBE2	369.11	289.80	0.84	78.51 %	238,225.60	0.00 %		5.87 %	23,822.56
SYM2	54.09	41.67	0.05	77.05 %	43,106.60	0.00 %		5.87 %	4,310.66
CBE4	110.07	82.76	0.17	75.19 %	88,848.40	0.00 %		5.87 %	
KGI1	79.21	59.42	0.09	75.02 %	40,180.80	0.00 %		5.87 %	
CBE6	85.99	64.51	0.32	75.02 %	68,944.10	0.00 %		5.87 %	
CBE3	35.36	26.25	0.00	74.24 %	37,602.10	0.00 %		5.87 %	
KMR1	149.10	108.49	0.37	72.76 %	112,360.30	0.00 %		5.87 %	
KGM1	45.48	32.26	0.22	70.93 %	34,868.30	0.00 %		5.87 %	
TPR1	139.78	97.78	0.26	69.95 %	74,396.20	0.00 %		5.87 %	
PPI1	52.65	36.59	0.06	69.50 %	40,624.30	0.00 %		5.87 %	
PLI1	100.46	68.03	0.35	67.72 %	67,255.40	0.00 %		5.87 %	
CNR1	66.46	43.62	0.01	65.63 %	46,153.80	0.00 %		5.87 %	
ANR1	17.93	11.55	1.11	64.42 %	13,000.80	0.00 %		5.87 %	
UAM1	127.03	81.47	0.24	64.13 %	53,970.60	0.00 %		5.87 %	
TPR4	57.73	35.75	0.10	61.93 %	38,002.90	0.00 %		5.87 %	
PDM1	54.61	33.76	0.08	61.83 %	35,351.60	0.00 %		5.87 %	
GDR1	58.42	35.74	0.00	61.18 %	23,991.00	0.00 %		5.87 %	
CBE5	58.69	34.43	0.17	58.67 %	45,443.30	0.00 %		5.87 %	
TPR2	147.12	85.38	0.06	58.04 %	69,706.40	0.00 %		5.87 %	
UMP1	61.92	34.64	0.70	55.94 %	35,529.70	0.00 %		5.87 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PNV2	52.29	69.88	0.24	133.64 %	38,387.50	40.00 %	15,355.00	5.87 %	15,355.00
MDU3	120.30	117.99	0.26	98.08 %	56,520.50	20.00 %	11,304.10	5.87 %	14,130.13
KRR1	66.04	64.58	0.13	97.79 %	53,883.70	20.00 %	10,776.74	5.87 %	13,470.93
DKI1	76.12	72.30	0.07	94.98 %	92,301.10	15.00 %	13,845.17	5.87 %	23,075.28
PVI1	75.62	68.56	0.12	90.66 %	61,941.40	15.00 %	9,291.21	5.87 %	12,388.28
MDU6	151.18	132.29	0.19	87.51 %	98,881.00	10.00 %	9,888.10	5.87 %	14,832.15
SVG1	74.49	63.21	0.31	84.85 %	59,904.00	10.00 %	5,990.40	5.87 %	8,985.60
ATG1	102.46	86.89	0.22	84.80 %	80,030.36	10.00 %	8,003.04	5.87 %	8,003.04
TPT1	80.32	67.92	0.29	84.56 %	108,723.80	10.00 %	10,872.38	5.87 %	10,872.38
TMM1	114.54	94.57	0.40	82.56 %	78,261.70	10.00 %	7,826.17	5.87 %	7,826.17
BNR1	61.66	50.78	0.00	82.36 %	46,859.40	10.00 %	4,685.94	5.87 %	4,685.94
KKD3	157.20	128.79	0.09	81.93 %	143,251.90	10.00 %	14,325.19	5.87 %	14,325.19
TEN1	101.96	82.30	0.33	80.71 %	69,481.20	10.00 %	6,948.12	5.87 %	6,948.12
MDU2	175.27	141.15	0.35	80.53 %	102,629.10	10.00 %	10,262.91	5.87 %	10,262.91
MDU5	69.72	55.61	0.06	79.77 %	71,956.50	0.00 %		5.87 %	7,195.65
KPT1	61.42	46.54	0.32	75.78 %	42,372.80	0.00 %		5.87 %	4,237.28
TEN2	96.81	71.93	0.27	74.30 %	45,935.10	0.00 %		5.87 %	
DGL1	232.63	164.18	0.60	70.57 %	126,309.00	0.00 %		5.87 %	
ADP1	71.80	50.40	0.10	70.20 %	44,341.80	0.00 %		5.87 %	
PKM1	51.58	35.75	0.29	69.32 %	37,385.80	0.00 %		5.87 %	
MLR1	51.67	35.61	0.28	68.93 %	28,329.90	0.00 %		5.87 %	
MDU4	77.45	53.28	0.69	68.79 %	44,953.30	0.00 %		5.87 %	
SGP1	52.53	35.39	0.22	67.38 %	34,127.70	0.00 %		5.87 %	
USL1	73.44	49.37	0.09	67.23 %	46,704.00	0.00 %		5.87 %	
BTU1	45.34	30.04	0.24	66.25 %	24,292.10	0.00 %		5.87 %	
PNI1	45.65	29.76	0.28	65.19 %	26,195.20	0.00 %		5.87 %	
CBM1	108.67	69.30	0.19	63.77 %	69,724.20	0.00 %		5.87 %	
KYK1	67.60	42.38	0.88	62.70 %	47,636.70	0.00 %		5.87 %	
ODM1	57.64	36.06	0.34	62.56 %	23,897.90	0.00 %		5.87 %	
MNM1	53.96	33.32	0.16	61.75 %	39,960.40	0.00 %		5.87 %	
MPA1	102.78	63.10	0.25	61.39 %	55,734.50	0.00 %		5.87 %	
MDU1	463.01	283.24	0.27	61.17 %	169,579.10	0.00 %		5.87 %	
DGL2	76.85	45.90	0.44	59.73 %	51,382.20	0.00 %		5.87 %	
CMR1	54.88	30.67	0.53	55.89 %	20,481.30	0.00 %		5.87 %	
NTM1	64.23	35.40	0.05	55.12 %	20,402.80	0.00 %		5.87 %	
NKI1	66.40	34.89	0.36	52.54 %	41,003.60	0.00 %		5.87 %	
TDI1	77.05	39.37	0.16	51.09 %	38,699.30	0.00 %		5.87 %	
PNV1	0.00	(0.43)	-10.49	0.00 %	(23.90)	0.00 %		0.00 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KLR1	54.04	38.41	0.60	71.07 %	28,935.10	0.00 %		5.87 %	
PAS1	81.52	46.13	0.37	56.59 %	37,403.30	0.00 %		5.87 %	
TVP1	200.15	104.69	0.25	52.31 %	88,471.70	0.00 %		5.87 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	44.98	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 %	