Bottom cells with gray font are for points that you assign for each category:

* Point (Number of loans) – Max Number of loans get the maximum points; others get points in the ratio of the Max Number.
* Point (Amount of loans) – Max Amount of loans get the maximum points; others get points in the ratio of the Max Amount.
* Point (Av. Number) – Max Av. Number get the maximum points; others get points in the ratio of the Max Number.
* Point (Av. Amount) – Max Av. Amount get the maximum points; others get points in the ratio of the Max Amount.
* Point (Portfolio) – Max Portfolio get the maximum points; others get points in the ratio of the Max Number.
* Point (Customer increase) – Max Customer increase get the maximum points, and min Customer increase gets 0 points; others get points in the ratio of the Max and min numbers.
* Point (Portfolio increase) – Max Portfolio increase get the maximum points, and min Portfolio increase gets 0 points; others get points in the ratio of the Max and min numbers.
* Point (Av. Portfolio increase) – Max Av. Portfolio increase get the maximum points, and min Av. Portfolio increase gets 0 points; others get points in the ratio of the Max and min numbers.
* Point (PAR) – Max Number of loans get the minimum points; others get points in the ratio of the min number.
* Point (PKID) – Max Number of loans get the minimum points; others get points in the ratio of the min number.

The final result is calculated according to the indicators of filtered loan officers. The total points may vary depending on the groups.