



# TN-Sales Spot Commission Details 04/04/2026 11:45 PM

<b>Accu.Target</b> 8,449.31 L	<b>Sales</b> 8,311.92 L	<b>Achieved %</b> 98.37 %	<b>HO Budget+%</b> 0.00 %	<b>Total Com.</b> 88.33 L
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Note : Sales Period is From :01-Apr-2026 To :04-Apr-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	530.44	760.15	143.31 %	0.00	0.00 %	0.00
KL-SOUTH	82.07	99.10	120.74 %	0.00	0.00 %	0.00
SOUTH-01	1,212.11	1,426.57	117.69 %	0.00	0.00 %	0.00
SOUTH-03	953.62	1,105.23	115.90 %	88,000.00	0.00 %	88,000.00
KL-NORTH	128.94	144.55	112.10 %	0.00	0.00 %	0.00
WEST-02	730.64	815.32	111.59 %	0.00	0.00 %	0.00
TRICHY-01	1,118.85	1,173.03	104.84 %	0.00	0.00 %	0.00
NORTH ARCOT	646.85	542.36	83.85 %	0.00	0.00 %	0.00
SOUTH ARCOT	667.03	516.50	77.43 %	0.00	0.00 %	0.00
CHENNAI-02	1,052.40	792.91	75.34 %	0.00	0.00 %	0.00
CHENNAI-01	1,326.36	874.94	65.97 %	0.00	0.00 %	0.00
OTHERS	0.00	61.25	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>8,449.31</b>	<b>8,311.92</b>	<b>98.37 %</b>		<b>0.00 %</b>	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	230.66	396.39	171.85%	120,000.00	0.00 %	120,000.00
TPR1	67.10	100.19	149.33%	40,000.00	0.00 %	40,000.00	
PLI1	77.08	105.41	136.76%	40,000.00	0.00 %	40,000.00	
TPR4	66.01	74.09	112.24%	0.00	0.00 %	0.00	
UAM1	89.59	84.07	93.83%	0.00	0.00 %	0.00	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	82.07	99.10	120.74%	0.00	0.00 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	170.29	266.97	156.77%	80,000.00	0.00 %	80,000.00
TVL1	185.87	241.66	130.01%	80,000.00	0.00 %	80,000.00	
TKS1	172.54	202.28	117.24%	40,000.00	0.00 %	40,000.00	
TUT1	282.51	313.50	110.97%	60,000.00	0.00 %	60,000.00	
VNR1	164.40	174.84	106.36%	15,000.00	0.00 %	15,000.00	
KVT1	236.50	227.32	96.12%	15,000.00	0.00 %	15,000.00	

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	95.08	168.28	176.98%	40,000.00	0.00 %	40,000.00
TEN1	114.27	147.29	128.89%	30,000.00	0.00 %	30,000.00	
MDU1	351.83	410.17	116.58%	80,000.00	0.00 %	80,000.00	
SVG1	184.54	185.51	100.53%	15,000.00	0.00 %	15,000.00	
KKD2	207.90	193.99	93.31%	7,500.00	0.00 %	7,500.00	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	128.94	144.55	112.10%	20,000.00	0.00 %	20,000.00

<b>WEST-02</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	138.62	191.11	137.87%	40,000.00	0.00 %	40,000.00
	ERD1	233.64	252.06	107.89%	30,000.00	0.00 %	30,000.00
	SLM1	219.52	231.25	105.34%	30,000.00	0.00 %	30,000.00
	MTR1	138.86	140.89	101.46%	15,000.00	0.00 %	15,000.00
<b>TRICHY-01</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	343.23	398.80	116.19%	60,000.00	0.00 %	60,000.00
	PBR1	280.03	300.65	107.36%	45,000.00	0.00 %	45,000.00
	KUM1	235.29	234.85	99.81%	15,000.00	0.00 %	15,000.00
	TNJ1	260.29	238.73	91.71%	15,000.00	0.00 %	15,000.00
<b>NORTH ARCOT</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	204.97	218.10	106.41%	30,000.00	0.00 %	30,000.00
	NA01	229.71	174.65	76.03%	0.00	0.00 %	0.00
	NA03	212.16	149.61	70.51%	0.00	0.00 %	0.00
<b>SOUTH ARCOT</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	236.51	197.41	83.47%	0.00	0.00 %	0.00
	SA03	184.49	145.88	79.07%	0.00	0.00 %	0.00
	SA01	246.03	173.22	70.40%	0.00	0.00 %	0.00
<b>CHENNAI-02</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	248.41	204.07	82.15%	0.00	0.00 %	0.00
	CH09	236.52	183.32	77.51%	0.00	0.00 %	0.00
	CH01	282.32	205.86	72.92%	0.00	0.00 %	0.00
	CH04	285.15	199.66	70.02%	0.00	0.00 %	0.00
<b>CHENNAI-01</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	238.20	190.93	80.15%	0.00	0.00 %	0.00
	CH05	314.22	218.76	69.62%	0.00	0.00 %	0.00
	CH06	439.03	279.27	63.61%	0.00	0.00 %	0.00
	CH08	334.91	185.98	55.53%	0.00	0.00 %	0.00
<b>OTHERS</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	1.49	0.00%	0.00	0.00 %	0.00
	CH02	0.00	10.12	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	22.32	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	0.04	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	4.22	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	3.54	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	1.68	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	17.72	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.16	0.00%	0.00	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)
SNR1	18.67	42.96	0.01	230.06 %	40,707.00	40.00 %	16,282.80	0.00 %	16,282.80
CBE1	14.51	32.65	0.12	224.94 %	30,080.45	40.00 %	12,032.18	0.00 %	12,032.18
CBE4	23.29	49.46	0.05	212.35 %	59,303.70	40.00 %	23,721.48	0.00 %	23,721.48
TPR2	25.69	45.34	0.00	176.44 %	30,264.30	40.00 %	12,105.72	0.00 %	12,105.72
ANR1	3.92	6.92	0.15	176.38 %	8,846.50	40.00 %	3,538.60	0.00 %	3,538.60
CBE2	89.37	151.96	0.13	170.03 %	152,972.25	40.00 %	61,188.90	0.00 %	61,188.90
AVI1	10.81	17.81	0.28	164.66 %	21,749.20	40.00 %	8,699.68	0.00 %	8,699.68
TPR1	23.02	37.19	0.11	161.52 %	31,731.85	40.00 %	12,692.74	0.00 %	12,692.74
CBE3	6.11	9.62	0.00	157.64 %	13,736.80	40.00 %	5,494.72	0.00 %	5,494.72
CBE6	21.15	32.21	0.00	152.29 %	23,790.80	40.00 %	9,516.32	0.00 %	9,516.32
PDM1	10.27	15.56	0.00	151.56 %	24,822.05	40.00 %	9,928.82	0.00 %	9,928.82
PLI1	26.56	39.68	0.08	149.41 %	30,721.40	40.00 %	12,288.56	0.00 %	12,288.56
KMR1	32.05	46.76	0.28	145.88 %	83,473.45	40.00 %	33,389.38	0.00 %	33,389.38
MPM1	18.17	25.62	0.54	141.00 %	31,868.60	40.00 %	12,747.44	0.00 %	12,747.44
DPM2	15.20	21.03	0.00	138.33 %	34,897.80	40.00 %	13,959.12	0.00 %	13,959.12
KGM1	12.10	15.52	0.00	128.29 %	21,745.70	40.00 %	8,698.28	0.00 %	8,698.28
SUL1	13.13	16.00	0.00	121.79 %	21,530.50	40.00 %	8,612.20	0.00 %	8,612.20
CBE5	12.36	14.76	0.00	119.42 %	26,654.75	30.00 %	7,996.43	0.00 %	7,996.43
SYM2	13.76	14.74	0.00	107.13 %	14,294.55	25.00 %	3,573.64	0.00 %	3,573.64
KMD1	13.50	14.39	0.00	106.63 %	17,484.55	25.00 %	4,371.14	0.00 %	4,371.14
PPI1	9.20	9.77	0.00	106.19 %	12,354.05	25.00 %	3,088.51	0.00 %	3,088.51
UMP1	12.95	13.62	0.49	105.15 %	12,552.80	25.00 %	3,138.20	0.00 %	3,138.20
GBM1	14.81	15.07	0.00	101.75 %	16,452.00	25.00 %	4,113.00	0.00 %	4,113.00
TPR3	18.38	17.67	0.03	96.13 %	17,753.05	20.00 %	3,550.61	0.00 %	3,550.61
GDR1	12.14	10.89	0.00	89.69 %	12,510.40	10.00 %	1,251.04	0.00 %	1,251.04
UAM1	21.87	17.58	0.00	80.35 %	10,351.35	10.00 %	1,035.14	0.00 %	1,035.14
CNR1	10.12	8.04	0.12	79.38 %	7,003.10	0.00 %		0.00 %	
TPR4	13.51	9.79	0.00	72.48 %	15,801.65	0.00 %		0.00 %	
KGI1	13.79	7.55	0.00	54.79 %	7,472.10	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)
PAS1	18.21	25.02	0.00	137.39 %	15,577.75	40.00 %	6,231.10	0.00 %	6,231.10
TVP1	36.40	48.00	0.16	131.89 %	34,446.00	40.00 %	13,778.40	0.00 %	13,778.40
KLR1	14.52	14.22	0.00	97.93 %	10,226.30	20.00 %	2,045.26	0.00 %	2,045.26
PNL1	12.94	11.85	0.23	91.55 %	7,848.05	15.00 %	1,177.21	0.00 %	1,177.21

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	13.58	30.42	0.00	224.07 %	43,509.15	40.00 %	17,403.66	0.00 %	17,403.66
MMT1	15.77	32.34	0.00	205.06 %	27,608.50	40.00 %	11,043.40	0.00 %	11,043.40
KSM1	8.25	15.40	0.47	186.64 %	8,341.05	40.00 %	3,336.42	0.00 %	3,336.42
ERL2	18.35	29.83	0.00	162.61 %	51,354.20	40.00 %	20,541.68	0.00 %	20,541.68
STU2	13.51	21.72	0.00	160.72 %	12,758.70	40.00 %	5,103.48	0.00 %	5,103.48
NGR1	68.29	109.48	0.64	160.32 %	61,024.90	40.00 %	24,409.96	0.00 %	24,409.96
VNR1	16.06	23.02	0.37	143.35 %	26,227.35	40.00 %	10,490.94	0.00 %	10,490.94
TKS2	49.55	70.18	0.15	141.62 %	58,253.30	40.00 %	23,301.32	0.00 %	23,301.32
TVL1	117.75	162.64	0.04	138.13 %	189,962.20	40.00 %	75,984.88	0.00 %	75,984.88
ASM1	15.62	21.56	0.04	138.04 %	22,271.35	40.00 %	8,908.54	0.00 %	8,908.54
MAR1	35.35	47.97	0.26	135.71 %	52,820.40	40.00 %	21,128.16	0.00 %	21,128.16
TCN1	28.48	38.55	0.15	135.36 %	38,474.25	40.00 %	15,389.70	0.00 %	15,389.70
SVK1	35.05	47.01	0.04	134.12 %	41,211.90	40.00 %	16,484.76	0.00 %	16,484.76
KYR1	14.53	19.26	0.36	132.56 %	23,055.65	40.00 %	9,222.26	0.00 %	9,222.26
SDI1	16.99	21.94	0.00	129.20 %	17,680.55	40.00 %	7,072.22	0.00 %	7,072.22
PDI1	15.43	19.90	0.96	129.03 %	16,785.75	40.00 %	6,714.30	0.00 %	6,714.30
TYI1	20.52	26.18	0.21	127.62 %	33,503.50	40.00 %	13,401.40	0.00 %	13,401.40
COL1	10.30	13.14	0.33	127.55 %	8,391.90	40.00 %	3,356.76	0.00 %	3,356.76
ARM1	12.69	14.55	0.01	114.66 %	12,632.00	30.00 %	3,789.60	0.00 %	3,789.60
UDN1	17.73	19.96	0.04	112.59 %	16,701.95	30.00 %	5,010.59	0.00 %	5,010.59
SNL1	18.91	21.02	0.00	111.18 %	23,350.20	30.00 %	7,005.06	0.00 %	7,005.06
TKS1	38.01	41.51	0.16	109.22 %	36,143.55	25.00 %	9,035.89	0.00 %	9,035.89
VLY1	39.82	42.91	0.00	107.76 %	55,531.15	25.00 %	13,882.79	0.00 %	13,882.79
TUT2	56.51	60.22	0.08	106.56 %	50,485.85	25.00 %	12,621.46	0.00 %	12,621.46
KVT1	68.87	70.55	0.02	102.43 %	110,740.20	25.00 %	27,685.05	0.00 %	27,685.05
VNR2	63.70	65.13	0.07	102.24 %	77,967.15	25.00 %	19,491.79	0.00 %	19,491.79
SGT1	12.24	12.44	0.36	101.65 %	8,573.15	25.00 %	2,143.29	0.00 %	2,143.29
TUT1	140.93	138.75	0.04	98.45 %	190,352.55	20.00 %	38,070.51	0.00 %	38,070.51
VKM1	15.03	14.74	0.02	98.06 %	18,023.80	20.00 %	3,604.76	0.00 %	3,604.76
TKY1	18.75	18.22	0.00	97.16 %	18,409.90	20.00 %	3,681.98	0.00 %	3,681.98
RPM1	40.33	36.31	0.00	90.03 %	28,408.20	10.00 %	2,840.82	0.00 %	2,840.82
SKD1	16.94	14.85	0.06	87.68 %	20,942.55	10.00 %	2,094.26	0.00 %	2,094.26
APK1	27.49	22.40	0.00	81.50 %	30,739.30	10.00 %	3,073.93	0.00 %	3,073.93
APK2	22.10	17.28	0.23	78.21 %	13,459.80	0.00 %		0.00 %	
PKD1	36.38	27.74	0.00	76.26 %	32,866.55	0.00 %		0.00 %	
RND1	52.34	37.45	0.09	71.56 %	55,818.85	0.00 %		0.00 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPA1	29.43	89.08	0.13	302.75 %	56,468.65	40.00 %	22,587.46	0.00 %	22,587.46
CMR1	11.91	31.44	0.00	263.90 %	19,955.50	40.00 %	7,982.20	0.00 %	7,982.20
BTU1	8.51	13.86	0.00	162.90 %	14,748.85	40.00 %	5,899.54	0.00 %	5,899.54
KKD3	32.48	49.83	0.03	153.43 %	76,186.80	40.00 %	30,474.72	0.00 %	30,474.72
DGL1	47.24	69.38	0.08	146.89 %	50,711.75	40.00 %	20,284.70	0.00 %	20,284.70
PNI1	12.73	17.10	0.12	134.27 %	11,380.80	40.00 %	4,552.32	0.00 %	4,552.32
CBM1	20.23	27.04	0.00	133.66 %	34,260.80	40.00 %	13,704.32	0.00 %	13,704.32
MDU1	97.89	130.69	0.16	133.51 %	95,017.55	40.00 %	38,007.02	0.00 %	38,007.02
ADP1	13.09	16.59	0.00	126.70 %	15,281.60	40.00 %	6,112.64	0.00 %	6,112.64
USL1	17.79	22.36	0.00	125.66 %	14,596.35	40.00 %	5,838.54	0.00 %	5,838.54
PKM1	9.86	11.90	0.00	120.62 %	10,088.75	40.00 %	4,035.50	0.00 %	4,035.50
KRR1	31.83	38.33	0.00	120.42 %	56,333.90	40.00 %	22,533.56	0.00 %	22,533.56
PNV2	12.16	14.13	0.00	116.20 %	11,100.05	30.00 %	3,330.02	0.00 %	3,330.02
ODM1	10.13	11.72	0.00	115.75 %	6,392.35	30.00 %	1,917.71	0.00 %	1,917.71
MDU7	33.75	38.52	0.00	114.11 %	25,160.00	30.00 %	7,548.00	0.00 %	7,548.00
MDU2	59.20	66.93	0.44	113.07 %	63,959.30	30.00 %	19,187.79	0.00 %	19,187.79
TEN1	18.58	20.79	0.05	111.91 %	16,324.25	30.00 %	4,897.28	0.00 %	4,897.28
MDU6	46.96	52.46	0.00	111.72 %	42,322.80	30.00 %	12,696.84	0.00 %	12,696.84
NTM1	10.97	12.05	0.00	109.84 %	12,521.65	25.00 %	3,130.41	0.00 %	3,130.41
DGL2	21.20	22.92	0.00	108.13 %	19,554.20	25.00 %	4,888.55	0.00 %	4,888.55
MNM1	13.95	14.41	0.29	103.27 %	22,254.00	25.00 %	5,563.50	0.00 %	5,563.50
TEN2	27.54	27.76	0.13	100.80 %	18,075.35	25.00 %	4,518.84	0.00 %	4,518.84
KPT1	13.45	13.20	0.00	98.16 %	14,127.85	20.00 %	2,825.57	0.00 %	2,825.57
SGP1	11.94	11.39	0.93	95.42 %	17,031.15	20.00 %	3,406.23	0.00 %	3,406.23
NKI1	13.74	12.68	0.00	92.29 %	12,625.20	15.00 %	1,893.78	0.00 %	1,893.78
MDU3	31.94	29.31	0.24	91.76 %	27,266.45	15.00 %	4,089.97	0.00 %	4,089.97
BNR1	13.06	11.77	0.00	90.16 %	12,017.55	15.00 %	1,802.63	0.00 %	1,802.63
TMM1	32.37	28.91	0.82	89.33 %	17,281.05	10.00 %	1,728.11	0.00 %	1,728.11
MLR1	19.65	17.48	0.00	88.94 %	21,170.95	10.00 %	2,117.10	0.00 %	2,117.10
KYK1	15.23	13.09	0.00	85.92 %	13,213.40	10.00 %	1,321.34	0.00 %	1,321.34
MDU4	26.84	23.04	0.01	85.85 %	17,068.10	10.00 %	1,706.81	0.00 %	1,706.81
SVG1	30.04	25.41	0.03	84.60 %	20,028.30	10.00 %	2,002.83	0.00 %	2,002.83
DKI1	30.12	24.42	0.17	81.07 %	43,778.55	10.00 %	4,377.86	0.00 %	4,377.86
ATG1	38.93	31.53	0.00	81.00 %	36,411.90	10.00 %	3,641.19	0.00 %	3,641.19
TDI1	19.49	15.18	0.00	77.89 %	23,298.45	0.00 %		0.00 %	
MDU5	20.56	15.42	0.00	75.02 %	18,509.35	0.00 %		0.00 %	
PVI1	20.78	14.85	0.00	71.47 %	15,662.90	0.00 %		0.00 %	
TPT1	28.05	18.25	0.00	65.05 %	26,639.90	0.00 %		0.00 %	
KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	128.94	144.55	0.14	112.10 %	158,169.05	30.00 %	47,450.72	0.00 %	47,450.72

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	15.59	39.75	0.17	255.02 %	27,041.15	40.00 %	10,816.46	0.00 %	10,816.46
SLM2	26.29	40.33	0.00	153.38 %	28,646.60	40.00 %	11,458.64	0.00 %	11,458.64
CMI1	11.13	16.43	0.00	147.68 %	22,061.25	40.00 %	8,824.50	0.00 %	8,824.50
DPR2	14.02	20.52	0.00	146.34 %	16,067.05	40.00 %	6,426.82	0.00 %	6,426.82
SGI1	11.25	15.91	0.10	141.33 %	13,337.40	40.00 %	5,334.96	0.00 %	5,334.96
ERD1	49.60	70.09	0.28	141.31 %	72,127.65	40.00 %	28,851.06	0.00 %	28,851.06
KVP1	12.39	17.05	0.37	137.63 %	11,167.50	40.00 %	4,467.00	0.00 %	4,467.00
PMP1	16.25	21.44	0.47	131.92 %	10,519.05	40.00 %	4,207.62	0.00 %	4,207.62
DPR1	10.79	13.80	0.00	127.91 %	7,338.10	40.00 %	2,935.24	0.00 %	2,935.24
HSR1	20.90	26.41	0.20	126.36 %	25,562.45	40.00 %	10,224.98	0.00 %	10,224.98
MCR1	19.94	24.98	0.18	125.24 %	38,742.95	40.00 %	15,497.18	0.00 %	15,497.18
TCG1	14.93	18.33	0.00	122.80 %	32,282.65	40.00 %	12,913.06	0.00 %	12,913.06
BMD1	13.62	16.71	0.00	122.71 %	15,132.60	40.00 %	6,053.04	0.00 %	6,053.04
HSR2	36.36	43.82	0.00	120.51 %	35,852.35	40.00 %	14,340.94	0.00 %	14,340.94
NKL2	32.08	36.58	0.12	114.05 %	41,986.15	30.00 %	12,595.85	0.00 %	12,595.85
ATU1	31.25	34.20	0.13	109.47 %	28,709.70	25.00 %	7,177.43	0.00 %	7,177.43
SLM1	65.48	71.30	0.04	108.89 %	53,743.00	25.00 %	13,435.75	0.00 %	13,435.75
EDP1	7.73	8.25	1.08	106.72 %	4,091.90	25.00 %	1,022.98	0.00 %	1,022.98
KAM1	12.77	13.31	0.00	104.26 %	13,527.75	25.00 %	3,381.94	0.00 %	3,381.94
ERD2	51.14	52.45	0.10	102.56 %	91,040.25	25.00 %	22,760.06	0.00 %	22,760.06
PLC1	13.10	13.41	0.61	102.38 %	19,489.00	25.00 %	4,872.25	0.00 %	4,872.25
EPI1	19.34	18.79	0.00	97.16 %	16,553.00	20.00 %	3,310.60	0.00 %	3,310.60
TRM1	23.39	22.41	0.43	95.83 %	19,015.60	20.00 %	3,803.12	0.00 %	3,803.12
APN1	15.86	14.35	0.23	90.45 %	13,989.95	15.00 %	2,098.49	0.00 %	2,098.49
RSP1	21.90	19.39	0.41	88.51 %	17,773.40	10.00 %	1,777.34	0.00 %	1,777.34
SGG1	9.14	7.85	0.00	85.91 %	8,045.00	10.00 %	804.50	0.00 %	804.50
SLM3	32.08	27.34	0.00	85.22 %	31,897.70	10.00 %	3,189.77	0.00 %	3,189.77
VKL1	12.77	10.60	0.00	83.03 %	17,710.40	10.00 %	1,771.04	0.00 %	1,771.04
PDR1	10.72	8.45	0.00	78.89 %	12,283.90	0.00 %		0.00 %	
VPD1	21.49	16.69	0.17	77.66 %	18,361.25	0.00 %		0.00 %	
OML1	20.98	15.82	0.17	75.41 %	16,335.10	0.00 %		0.00 %	
MTR1	21.85	16.23	0.00	74.26 %	16,589.80	0.00 %		0.00 %	
HRR1	14.26	10.42	0.67	73.06 %	7,734.85	0.00 %		0.00 %	
KMM1	20.24	11.88	0.12	58.69 %	13,429.90	0.00 %		0.00 %	

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TYR1	30.31	58.93	0.03	194.38 %	36,960.10	40.00 %	14,784.04	0.00 %	14,784.04
TRY3	32.26	58.88	0.08	182.54 %	30,875.65	40.00 %	12,350.26	0.00 %	12,350.26
NCK1	11.27	15.63	0.00	138.67 %	11,791.35	40.00 %	4,716.54	0.00 %	4,716.54
TVR1	19.32	25.81	0.00	133.56 %	25,047.25	40.00 %	10,018.90	0.00 %	10,018.90
MVM1	51.57	66.34	0.00	128.65 %	85,367.85	40.00 %	34,147.14	0.00 %	34,147.14
TRY1	201.32	240.33	0.04	119.38 %	153,959.15	30.00 %	46,187.75	0.00 %	46,187.75
MSI1	25.32	30.01	0.11	118.55 %	31,046.85	30.00 %	9,314.06	0.00 %	9,314.06
PTK1	42.58	48.66	0.00	114.29 %	41,644.00	30.00 %	12,493.20	0.00 %	12,493.20
NMM1	15.21	17.12	0.00	112.57 %	18,825.95	30.00 %	5,647.79	0.00 %	5,647.79
TVR2	51.58	57.52	0.09	111.52 %	46,404.70	30.00 %	13,921.41	0.00 %	13,921.41
PDK1	20.59	22.32	0.22	108.39 %	21,698.85	25.00 %	5,424.71	0.00 %	5,424.71
MDI1	38.73	39.88	0.05	102.96 %	35,106.30	25.00 %	8,776.58	0.00 %	8,776.58
JKM1	32.09	30.89	0.00	96.25 %	35,306.10	20.00 %	7,061.22	0.00 %	7,061.22
KIK1	23.92	23.00	0.00	96.13 %	26,168.05	20.00 %	5,233.61	0.00 %	5,233.61
TTP1	26.68	25.47	0.00	95.45 %	19,789.80	20.00 %	3,957.96	0.00 %	3,957.96
KRN1	22.02	20.75	0.15	94.20 %	26,543.25	15.00 %	3,981.49	0.00 %	3,981.49
TNJ2	54.78	50.45	0.00	92.10 %	42,126.10	15.00 %	6,318.92	0.00 %	6,318.92
TRY2	18.82	17.12	0.16	90.94 %	18,230.50	15.00 %	2,734.58	0.00 %	2,734.58
PBR2	77.74	68.67	0.16	88.33 %	66,390.60	10.00 %	6,639.06	0.00 %	6,639.06
NGT1	34.13	29.77	0.00	87.22 %	42,606.00	10.00 %	4,260.60	0.00 %	4,260.60
ORU1	17.70	15.35	0.06	86.70 %	18,769.85	10.00 %	1,876.99	0.00 %	1,876.99
KUM1	68.39	57.66	0.08	84.32 %	49,822.20	10.00 %	4,982.22	0.00 %	4,982.22
TRY4	48.22	39.41	0.00	81.72 %	54,427.20	10.00 %	5,442.72	0.00 %	5,442.72
AYR1	30.47	23.35	0.14	76.63 %	27,742.15	0.00 %		0.00 %	
TNJ1	74.93	57.17	0.00	76.31 %	30,270.45	0.00 %		0.00 %	
PBR1	32.52	22.46	0.00	69.06 %	14,768.00	0.00 %		0.00 %	
APM1	16.36	10.08	0.00	61.65 %	12,624.80	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)
VNB1	14.76	23.58	0.00	159.78 %	26,251.00	40.00 %	10,500.40	0.00 %	10,500.40
TRR1	32.97	41.69	0.13	126.48 %	27,601.05	40.00 %	11,040.42	0.00 %	11,040.42
CGM1	14.89	18.11	1.18	121.58 %	17,296.85	40.00 %	6,918.74	0.00 %	6,918.74
PLR1	15.63	16.63	0.00	106.42 %	12,727.45	25.00 %	3,181.86	0.00 %	3,181.86
GDM1	18.31	18.95	0.09	103.50 %	10,229.80	25.00 %	2,557.45	0.00 %	2,557.45
VEL2	47.18	48.82	0.04	103.49 %	55,102.10	25.00 %	13,775.53	0.00 %	13,775.53
AKM1	32.37	29.97	0.20	92.60 %	32,558.20	15.00 %	4,883.73	0.00 %	4,883.73
ABR1	26.71	23.86	0.00	89.33 %	30,925.65	10.00 %	3,092.57	0.00 %	3,092.57
SLG1	14.68	12.84	0.00	87.44 %	16,635.00	10.00 %	1,663.50	0.00 %	1,663.50
ARC2	19.00	16.55	0.16	87.09 %	17,841.15	10.00 %	1,784.12	0.00 %	1,784.12
PTU1	7.99	6.86	0.00	85.82 %	5,138.20	10.00 %	513.82	0.00 %	513.82
BGR1	10.96	9.19	0.44	83.80 %	12,909.70	10.00 %	1,290.97	0.00 %	1,290.97
ANI1	16.68	13.22	0.00	79.25 %	15,086.75	0.00 %		0.00 %	
VEL1	34.54	26.46	0.13	76.61 %	42,627.30	0.00 %		0.00 %	
UGI1	10.76	8.12	0.00	75.50 %	8,943.00	0.00 %		0.00 %	
WJD1	22.95	17.26	0.45	75.22 %	31,066.15	0.00 %		0.00 %	
WJP1	21.75	16.31	0.00	75.00 %	23,347.90	0.00 %		0.00 %	
VSI1	30.14	22.50	0.00	74.66 %	29,527.05	0.00 %		0.00 %	
TRT1	21.98	16.11	0.27	73.30 %	19,651.05	0.00 %		0.00 %	
KPM2	75.06	54.77	0.06	72.98 %	55,644.95	0.00 %		0.00 %	
SBR1	46.97	32.04	0.02	68.21 %	37,989.95	0.00 %		0.00 %	
CPT1	15.17	10.29	0.87	67.81 %	16,619.20	0.00 %		0.00 %	
KPM1	22.80	15.43	0.92	67.69 %	19,585.00	0.00 %		0.00 %	
TRL1	53.50	31.65	0.07	59.16 %	36,409.95	0.00 %		0.00 %	
CYR1	19.11	11.13	0.00	58.26 %	19,525.25	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)
PRT1	26.46	31.10	0.22	117.55 %	27,834.20	30.00 %	8,350.26	0.00 %	8,350.26
MKM1	14.65	15.12	0.00	103.21 %	18,734.90	25.00 %	4,683.73	0.00 %	4,683.73
KML1	19.45	19.77	0.27	101.62 %	29,619.75	25.00 %	7,404.94	0.00 %	7,404.94
SJI2	31.12	30.54	0.20	98.11 %	30,819.65	20.00 %	6,163.93	0.00 %	6,163.93
KKI2	35.24	31.60	0.02	89.66 %	36,181.45	10.00 %	3,618.15	0.00 %	3,618.15
CDM1	41.52	34.42	0.09	82.90 %	38,517.55	10.00 %	3,851.76	0.00 %	3,851.76
POY2	55.21	45.65	0.00	82.69 %	47,040.25	10.00 %	4,704.03	0.00 %	4,704.03
TRK1	37.16	29.88	0.14	80.41 %	38,670.85	10.00 %	3,867.09	0.00 %	3,867.09
VPM2	37.79	30.05	0.29	79.52 %	40,379.40	0.00 %		0.00 %	
KLM1	29.85	23.55	0.00	78.89 %	35,121.35	0.00 %		0.00 %	
TVM2	19.36	15.10	0.01	77.97 %	7,574.35	0.00 %		0.00 %	
ULP1	37.34	28.71	0.25	76.90 %	27,448.10	0.00 %		0.00 %	
NVL2	40.85	29.87	0.00	73.13 %	30,000.45	0.00 %		0.00 %	
TDM1	27.05	19.73	0.00	72.95 %	20,430.95	0.00 %		0.00 %	
TVM1	18.41	13.35	0.21	72.52 %	15,921.20	0.00 %		0.00 %	
CUD1	74.38	53.60	0.00	72.06 %	64,251.45	0.00 %		0.00 %	
STP1	14.52	9.52	0.03	65.54 %	10,635.95	0.00 %		0.00 %	
VCM1	21.13	12.42	0.00	58.79 %	15,870.90	0.00 %		0.00 %	
VPM1	13.59	7.22	0.00	53.15 %	11,590.50	0.00 %		0.00 %	
POY1	71.94	35.29	0.00	49.06 %	50,453.85	0.00 %		0.00 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	10.73	12.90	0.32	120.20 %	17,050.35	40.00 %	6,820.14	0.00 %	6,820.14
CH17	31.84	37.65	0.00	118.22 %	58,800.55	30.00 %	17,640.17	0.00 %	17,640.17
CH46	15.36	16.92	0.26	110.18 %	19,910.00	30.00 %	5,973.00	0.00 %	5,973.00
GPD1	26.00	23.95	0.00	92.11 %	21,768.10	15.00 %	3,265.22	0.00 %	3,265.22
CH36	17.88	16.43	0.81	91.87 %	12,520.05	15.00 %	1,878.01	0.00 %	1,878.01
CH41	39.13	34.55	0.04	88.29 %	48,448.00	10.00 %	4,844.80	0.00 %	4,844.80
CH50	41.31	35.52	0.13	85.99 %	54,893.25	10.00 %	5,489.33	0.00 %	5,489.33
CH23	19.24	16.51	0.01	85.79 %	29,412.80	10.00 %	2,941.28	0.00 %	2,941.28
UKI1	19.78	16.87	0.00	85.28 %	17,764.00	10.00 %	1,776.40	0.00 %	1,776.40
CH31	15.02	12.37	0.41	82.33 %	20,153.40	10.00 %	2,015.34	0.00 %	2,015.34
CH34	43.04	34.14	0.01	79.32 %	37,374.65	0.00 %		0.00 %	
CH24	44.83	34.60	0.07	77.18 %	43,886.25	0.00 %		0.00 %	
PON1	18.90	14.46	0.00	76.54 %	23,263.40	0.00 %		0.00 %	
MC05	7.01	5.36	0.00	76.53 %	2,813.00	0.00 %		0.00 %	
CH15	100.76	76.20	0.03	75.63 %	83,389.60	0.00 %		0.00 %	
CH12	65.28	48.92	0.42	74.93 %	67,389.90	0.00 %		0.00 %	
CH43	31.89	23.54	0.71	73.83 %	30,479.55	0.00 %		0.00 %	
CH18	44.74	32.70	0.42	73.09 %	46,805.30	0.00 %		0.00 %	
CH33	42.34	30.31	0.27	71.57 %	41,219.40	0.00 %		0.00 %	
CH20	55.42	39.35	0.22	71.00 %	39,095.90	0.00 %		0.00 %	
CH06	41.74	29.39	0.03	70.42 %	36,311.45	0.00 %		0.00 %	
CH03	102.23	71.43	0.59	69.87 %	93,275.75	0.00 %		0.00 %	
CH21	74.44	48.53	0.30	65.19 %	50,845.10	0.00 %		0.00 %	
MJR1	39.42	25.50	0.14	64.70 %	26,547.20	0.00 %		0.00 %	
CH44	35.95	21.31	0.00	59.28 %	21,987.20	0.00 %		0.00 %	
CH32	7.41	4.29	0.36	57.93 %	6,787.90	0.00 %		0.00 %	
MC06	8.98	5.01	0.00	55.71 %	3,328.40	0.00 %		0.00 %	
CH51	48.56	23.84	1.87	49.10 %	27,669.85	0.00 %		0.00 %	
CH01	3.16	0.36	0.00	11.47 %	336.50	0.00 %		0.00 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH45	40.28	46.51	0.11	115.45 %	51,560.10	30.00 %	15,468.03	0.00 %	15,468.03
CH30	39.95	40.59	0.00	101.61 %	45,786.95	25.00 %	11,446.74	0.00 %	11,446.74
CH40	11.51	10.80	0.17	93.86 %	6,234.10	15.00 %	935.12	0.00 %	935.12
CH25	40.66	36.43	0.32	89.59 %	38,005.45	10.00 %	3,800.55	0.00 %	3,800.55
GUD1	39.04	33.66	0.75	86.22 %	58,002.80	10.00 %	5,800.28	0.00 %	5,800.28
CH19	50.39	42.05	0.68	83.44 %	53,717.50	10.00 %	5,371.75	0.00 %	5,371.75
CH39	22.18	17.23	0.35	77.67 %	25,093.40	0.00 %		0.00 %	
CGL1	27.07	20.98	0.00	77.52 %	20,743.55	0.00 %		0.00 %	
CH37	20.27	15.32	0.00	75.58 %	26,267.40	0.00 %		0.00 %	
CH38	32.53	24.58	0.00	75.58 %	20,291.95	0.00 %		0.00 %	
MRM1	38.17	28.80	0.00	75.46 %	38,277.75	0.00 %		0.00 %	
CH49	60.16	43.36	0.00	72.07 %	55,019.90	0.00 %		0.00 %	
CH14	80.34	56.54	0.29	70.38 %	73,265.20	0.00 %		0.00 %	
CH48	49.43	33.42	0.00	67.61 %	58,734.45	0.00 %		0.00 %	
SKL1	34.87	23.39	0.55	67.10 %	22,567.90	0.00 %		0.00 %	
GUD2	33.17	22.20	0.00	66.95 %	27,151.60	0.00 %		0.00 %	
MC09	3.67	2.42	0.00	66.01 %	2,339.65	0.00 %		0.00 %	
CH42	59.04	38.42	0.29	65.07 %	51,216.25	0.00 %		0.00 %	
CH35	33.65	21.36	0.20	63.47 %	38,495.65	0.00 %		0.00 %	
CH05	80.66	50.64	0.07	62.78 %	65,492.40	0.00 %		0.00 %	
TKM1	19.74	11.94	0.00	60.49 %	15,808.95	0.00 %		0.00 %	
CH26	16.14	9.45	0.00	58.58 %	9,794.10	0.00 %		0.00 %	
MC10	5.86	3.43	0.00	58.49 %	1,511.90	0.00 %		0.00 %	
AVD1	43.22	24.85	0.37	57.51 %	37,387.15	0.00 %		0.00 %	
CH07	65.33	37.07	0.16	56.75 %	51,681.50	0.00 %		0.00 %	
KNR1	26.53	14.98	0.00	56.46 %	17,264.70	0.00 %		0.00 %	
CH28	65.49	35.71	0.00	54.53 %	60,707.15	0.00 %		0.00 %	
CH16	92.22	45.42	0.37	49.25 %	55,394.00	0.00 %		0.00 %	
CH08	95.10	44.39	0.40	46.68 %	75,566.75	0.00 %		0.00 %	
CH22	53.96	23.15	0.21	42.90 %	30,028.40	0.00 %		0.00 %	
CH47	37.98	14.65	0.00	38.56 %	28,075.40	0.00 %		0.00 %	
CH29	7.77	1.19	0.00	15.32 %	945.15	0.00 %		0.00 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	6.77	0.00	0.00 %	4,200.00	0.00 %		0.00 %	
GHUB	0.00	22.29	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.03	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	17.72	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	4.24	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.16	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	1.74	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.02)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	3.38	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	0.04	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.02)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	-5.26	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.03)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.06)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	1.50	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	3.54	0.00	0.00 %	0.00	0.00 %		0.00 %	