



# TN-Sales Spot Commission Details 05/04/2026 11:45 PM

**Accu.Target** 10,561.62 L     
 **Sales** 10,133.98 L     
 **Achieved %** 95.95 %     
 **HO Budget+%** 0.00 %     
 **Total Com.** 112.84 L

Note : Sales Period is From :01-Apr-2026 To :05-Apr-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	663.04	911.00	137.40 %	0.00	0.00 %	0.00
KL-SOUTH	102.59	117.52	114.55 %	0.00	0.00 %	0.00
SOUTH-01	1,515.14	1,711.63	112.97 %	0.00	0.00 %	0.00
SOUTH-03	1,192.02	1,291.97	108.39 %	72,000.00	0.00 %	72,000.00
WEST-02	913.30	971.61	106.38 %	0.00	0.00 %	0.00
KL-NORTH	161.18	170.29	105.65 %	0.00	0.00 %	0.00
TRICHY-01	1,398.56	1,342.90	96.02 %	0.00	0.00 %	0.00
NORTH ARCOT	808.56	700.03	86.58 %	0.00	0.00 %	0.00
CHENNAI-02	1,315.50	1,066.80	81.09 %	0.00	0.00 %	0.00
SOUTH ARCOT	833.79	630.98	75.68 %	0.00	0.00 %	0.00
CHENNAI-01	1,657.95	1,158.03	69.85 %	0.00	0.00 %	0.00
OTHERS	0.00	61.23	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>10,561.62</b>	<b>10,133.98</b>	<b>95.95 %</b>		<b>0.00 %</b>	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	288.32	469.79	162.94%	160,000.00	0.00 %	160,000.00
	TPR1	83.87	120.89	144.14%	40,000.00	0.00 %	40,000.00
	PLI1	96.35	118.92	123.43%	30,000.00	0.00 %	30,000.00
	TPR4	82.52	96.12	116.48%	0.00	0.00 %	0.00
	UAM1	111.99	105.28	94.01%	7,500.00	0.00 %	7,500.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	102.59	117.52	114.55%	20,000.00	0.00 %	20,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	212.86	310.74	145.98%	120,000.00	0.00 %	120,000.00
	TVL1	232.34	289.10	124.43%	60,000.00	0.00 %	60,000.00
	TKS1	215.67	238.85	110.74%	40,000.00	0.00 %	40,000.00
	TUT1	353.14	381.85	108.13%	45,000.00	0.00 %	45,000.00
	VNR1	205.50	215.75	104.99%	30,000.00	0.00 %	30,000.00
	KVT1	295.63	275.34	93.14%	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	118.85	189.29	159.26%	40,000.00	0.00 %	40,000.00
	TEN1	142.84	172.26	120.60%	30,000.00	0.00 %	30,000.00
	MDU1	439.78	492.18	111.91%	80,000.00	0.00 %	80,000.00
	SVG1	230.67	215.31	93.34%	15,000.00	0.00 %	15,000.00
	KKD2	259.87	222.93	85.79%	0.00	0.00 %	0.00

<b>WEST-02</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	173.28	213.65	123.30%	60,000.00	0.00 %	60,000.00
	ERD1	292.05	314.61	107.73%	45,000.00	0.00 %	45,000.00
	SLM1	274.40	272.78	99.41%	15,000.00	0.00 %	15,000.00
	MTR1	173.57	170.56	98.27%	7,500.00	0.00 %	7,500.00
<b>KL-NORTH</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	161.18	170.29	105.65%	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	429.04	457.15	106.55%	60,000.00	0.00 %	60,000.00
	PBR1	350.04	338.82	96.79%	22,500.00	0.00 %	22,500.00
	KUM1	294.12	276.05	93.86%	15,000.00	0.00 %	15,000.00
	TNJ1	325.36	270.88	83.25%	0.00	0.00 %	0.00
<b>NORTH ARCOT</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	256.22	263.17	102.71%	30,000.00	0.00 %	30,000.00
	NA01	287.14	242.26	84.37%	0.00	0.00 %	0.00
	NA03	265.21	194.61	73.38%	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	310.51	260.80	83.99%	0.00	0.00 %	0.00
	CH04	356.44	290.63	81.54%	0.00	0.00 %	0.00
	CH09	295.65	237.93	80.48%	0.00	0.00 %	0.00
	CH01	352.90	277.44	78.62%	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	295.64	232.20	78.54%	0.00	0.00 %	0.00
	SA03	230.61	180.83	78.42%	0.00	0.00 %	0.00
	SA01	307.54	217.95	70.87%	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	297.75	246.49	82.78%	0.00	0.00 %	0.00
	CH05	392.78	307.93	78.40%	0.00	0.00 %	0.00
	CH06	548.78	357.95	65.23%	0.00	0.00 %	0.00
	CH08	418.64	245.66	58.68%	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	1.47	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	(0.04)	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	23.34	51.14	0.02	219.10 %	51,323.00	40.00 %	20,529.20	0.00 %	20,529.20
CBE1	18.14	37.91	0.16	208.97 %	36,580.00	40.00 %	14,632.00	0.00 %	14,632.00
CBE4	29.11	58.90	0.08	202.30 %	72,506.90	40.00 %	29,002.76	0.00 %	29,002.76
TPR2	32.12	56.69	0.00	176.51 %	43,206.95	40.00 %	17,282.78	0.00 %	17,282.78
ANR1	4.90	8.13	0.13	165.78 %	11,984.50	40.00 %	4,793.80	0.00 %	4,793.80
AVI1	13.52	22.18	0.22	164.07 %	26,200.70	40.00 %	10,480.28	0.00 %	10,480.28
CBE2	111.72	180.84	0.13	161.87 %	195,365.60	40.00 %	78,146.24	0.00 %	78,146.24
CBE3	7.63	12.32	0.00	161.48 %	17,390.10	40.00 %	6,956.04	0.00 %	6,956.04
TPR1	28.78	43.74	0.40	151.98 %	41,380.25	40.00 %	16,552.10	0.00 %	16,552.10
PDM1	12.83	18.95	0.15	147.63 %	29,541.80	40.00 %	11,816.72	0.00 %	11,816.72
CBE6	26.44	36.84	0.00	139.34 %	30,066.50	40.00 %	12,026.60	0.00 %	12,026.60
KMR1	40.06	54.89	0.24	137.00 %	94,374.90	40.00 %	37,749.96	0.00 %	37,749.96
PLI1	33.20	44.13	0.07	132.93 %	37,941.15	40.00 %	15,176.46	0.00 %	15,176.46
MPM1	22.72	30.19	0.46	132.89 %	37,387.60	40.00 %	14,955.04	0.00 %	14,955.04
DPM2	19.00	23.21	0.00	122.17 %	37,430.65	40.00 %	14,972.26	0.00 %	14,972.26
PPI1	11.50	13.87	0.00	120.55 %	19,703.95	40.00 %	7,881.58	0.00 %	7,881.58
SUL1	16.42	19.14	0.00	116.58 %	28,355.55	30.00 %	8,506.67	0.00 %	8,506.67
CBE5	15.45	17.81	0.00	115.23 %	35,244.95	30.00 %	10,573.49	0.00 %	10,573.49
KGM1	15.12	17.29	0.00	114.28 %	24,106.80	30.00 %	7,232.04	0.00 %	7,232.04
GBM1	18.51	21.12	0.00	114.11 %	23,788.55	30.00 %	7,136.57	0.00 %	7,136.57
CNR1	12.65	14.07	0.07	111.19 %	12,110.75	30.00 %	3,633.23	0.00 %	3,633.23
KMD1	16.87	17.30	0.00	102.52 %	21,928.65	25.00 %	5,482.16	0.00 %	5,482.16
SYM2	17.19	17.54	0.00	102.01 %	17,660.95	25.00 %	4,415.24	0.00 %	4,415.24
UMP1	16.19	15.35	0.44	94.80 %	15,054.50	15.00 %	2,258.18	0.00 %	2,258.18
TPR3	22.97	20.46	0.03	89.06 %	21,192.85	10.00 %	2,119.29	0.00 %	2,119.29
GDR1	15.17	13.06	0.00	86.06 %	13,596.75	10.00 %	1,359.68	0.00 %	1,359.68
TPR4	16.89	13.29	0.00	78.66 %	20,533.10	0.00 %		0.00 %	
UAM1	27.34	19.43	0.00	71.05 %	11,693.55	0.00 %		0.00 %	
KGI1	17.23	11.24	0.00	65.23 %	10,128.15	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)
TVP1	45.49	59.96	0.12	131.80 %	43,941.25	40.00 %	17,576.50	0.00 %	17,576.50
PAS1	22.77	28.27	0.00	124.15 %	18,137.20	40.00 %	7,254.88	0.00 %	7,254.88
KLR1	18.15	16.76	0.00	92.34 %	12,373.40	15.00 %	1,856.01	0.00 %	1,856.01
PNL1	16.18	12.53	0.22	77.45 %	9,186.30	0.00 %		0.00 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	16.97	33.41	0.00	196.84 %	45,862.80	40.00 %	18,345.12	0.00 %	18,345.12
MMT1	19.71	36.29	0.00	184.13 %	32,739.20	40.00 %	13,095.68	0.00 %	13,095.68
KSM1	10.31	17.50	0.41	169.70 %	10,036.60	40.00 %	4,014.64	0.00 %	4,014.64
ERL2	22.93	37.55	0.25	163.75 %	64,459.80	40.00 %	25,783.92	0.00 %	25,783.92
NGR1	85.36	126.79	0.55	148.53 %	68,753.45	40.00 %	27,501.38	0.00 %	27,501.38
SVK1	43.82	63.78	0.03	145.56 %	59,018.00	40.00 %	23,607.20	0.00 %	23,607.20
STU2	16.89	24.15	0.00	143.00 %	15,224.65	40.00 %	6,089.86	0.00 %	6,089.86
VNR1	20.07	27.28	0.32	135.91 %	31,857.75	40.00 %	12,743.10	0.00 %	12,743.10
ARM1	15.86	21.17	0.00	133.45 %	19,136.80	40.00 %	7,654.72	0.00 %	7,654.72
MAR1	44.19	58.22	0.21	131.75 %	60,661.30	40.00 %	24,264.52	0.00 %	24,264.52
SDI1	21.23	27.54	0.20	129.72 %	23,983.05	40.00 %	9,593.22	0.00 %	9,593.22
TVL1	147.19	190.27	0.03	129.27 %	231,795.20	40.00 %	92,718.08	0.00 %	92,718.08
PDI1	19.28	24.68	0.78	127.98 %	21,302.05	40.00 %	8,520.82	0.00 %	8,520.82
KYR1	18.16	23.22	0.30	127.88 %	29,479.35	40.00 %	11,791.74	0.00 %	11,791.74
TKS2	61.94	77.96	0.14	125.86 %	66,079.85	40.00 %	26,431.94	0.00 %	26,431.94
COL1	12.88	16.17	0.27	125.57 %	9,457.55	40.00 %	3,783.02	0.00 %	3,783.02
ASM1	19.52	24.10	0.03	123.48 %	27,695.85	40.00 %	11,078.34	0.00 %	11,078.34
TCN1	35.60	43.52	0.13	122.23 %	44,823.30	40.00 %	17,929.32	0.00 %	17,929.32
UDN1	22.16	26.08	0.03	117.72 %	21,078.10	30.00 %	6,323.43	0.00 %	6,323.43
TYI1	25.65	29.66	0.18	115.64 %	40,989.05	30.00 %	12,296.72	0.00 %	12,296.72
SNL1	23.63	25.94	0.00	109.77 %	26,551.55	25.00 %	6,637.89	0.00 %	6,637.89
VKM1	18.79	20.29	0.01	108.00 %	24,709.50	25.00 %	6,177.38	0.00 %	6,177.38
VLY1	49.77	53.56	0.00	107.62 %	67,660.10	25.00 %	16,915.03	0.00 %	16,915.03
TKS1	47.51	49.97	0.13	105.19 %	46,539.35	25.00 %	11,634.84	0.00 %	11,634.84
TUT2	70.64	72.85	0.07	103.13 %	65,859.50	25.00 %	16,464.88	0.00 %	16,464.88
VNR2	79.62	78.32	0.07	98.37 %	93,303.60	20.00 %	18,660.72	0.00 %	18,660.72
TUT1	176.16	172.19	0.03	97.75 %	252,793.40	20.00 %	50,558.68	0.00 %	50,558.68
KVT1	86.09	84.09	0.01	97.68 %	130,688.70	20.00 %	26,137.74	0.00 %	26,137.74
TKY1	23.44	22.36	0.00	95.41 %	23,788.80	20.00 %	4,757.76	0.00 %	4,757.76
SGT1	15.30	13.93	0.32	91.03 %	9,790.65	15.00 %	1,468.60	0.00 %	1,468.60
RPM1	50.41	44.77	0.00	88.80 %	37,846.20	10.00 %	3,784.62	0.00 %	3,784.62
SKD1	21.17	18.03	0.05	85.16 %	23,706.85	10.00 %	2,370.69	0.00 %	2,370.69
PKD1	45.47	35.30	0.12	77.63 %	46,872.15	0.00 %		0.00 %	
APK1	34.36	25.94	0.00	75.50 %	35,054.80	0.00 %		0.00 %	
APK2	27.62	20.42	0.19	73.93 %	16,753.40	0.00 %		0.00 %	
RND1	65.43	44.31	0.08	67.73 %	69,260.15	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	36.78	97.34	0.12	264.63 %	61,744.45	40.00 %	24,697.78	0.00 %	24,697.78
CMR1	14.89	33.26	0.00	223.32 %	22,751.40	40.00 %	9,100.56	0.00 %	9,100.56
BTU1	10.63	15.06	0.00	141.68 %	16,315.15	40.00 %	6,526.06	0.00 %	6,526.06
KKD3	40.60	56.57	0.03	139.34 %	87,601.70	40.00 %	35,040.68	0.00 %	35,040.68
DGL1	59.05	81.57	0.08	138.15 %	58,248.55	40.00 %	23,299.42	0.00 %	23,299.42
MDU1	122.36	164.91	0.13	134.77 %	123,738.95	40.00 %	49,495.58	0.00 %	49,495.58
PNI1	15.92	20.43	0.10	128.33 %	12,614.85	40.00 %	5,045.94	0.00 %	5,045.94
CBM1	25.29	32.07	0.00	126.81 %	38,802.80	40.00 %	15,521.12	0.00 %	15,521.12
ADP1	16.37	20.20	0.03	123.42 %	18,250.75	40.00 %	7,300.30	0.00 %	7,300.30
USL1	22.24	26.47	0.00	119.00 %	19,839.80	30.00 %	5,951.94	0.00 %	5,951.94
KRR1	39.79	44.15	0.00	110.96 %	68,849.75	30.00 %	20,654.93	0.00 %	20,654.93
PKM1	12.33	13.50	0.00	109.47 %	12,004.70	25.00 %	3,001.18	0.00 %	3,001.18
TEN1	23.22	25.28	0.04	108.87 %	20,923.40	25.00 %	5,230.85	0.00 %	5,230.85
ODM1	12.66	13.41	0.00	105.95 %	8,529.85	25.00 %	2,132.46	0.00 %	2,132.46
MDU2	74.00	77.38	0.38	104.57 %	75,029.75	25.00 %	18,757.44	0.00 %	18,757.44
MDU7	42.19	43.92	0.00	104.10 %	31,227.45	25.00 %	7,806.86	0.00 %	7,806.86
NTM1	13.71	13.97	0.00	101.89 %	14,352.90	25.00 %	3,588.23	0.00 %	3,588.23
MDU6	58.70	59.31	0.00	101.04 %	48,310.75	25.00 %	12,077.69	0.00 %	12,077.69
PNV2	15.19	15.24	0.00	100.32 %	13,069.15	25.00 %	3,267.29	0.00 %	3,267.29
DGL2	26.50	26.41	0.00	99.66 %	24,247.60	20.00 %	4,849.52	0.00 %	4,849.52
KPT1	16.81	16.65	0.00	99.07 %	20,551.00	20.00 %	4,110.20	0.00 %	4,110.20
BNR1	16.32	15.52	0.00	95.08 %	15,923.80	15.00 %	2,388.57	0.00 %	2,388.57
TEN2	34.42	32.44	0.19	94.25 %	21,083.60	15.00 %	3,162.54	0.00 %	3,162.54
MNM1	17.44	16.10	0.55	92.29 %	25,054.30	15.00 %	3,758.15	0.00 %	3,758.15
TMM1	40.46	35.59	0.82	87.95 %	23,103.75	10.00 %	2,310.38	0.00 %	2,310.38
MDU3	39.92	35.08	0.20	87.87 %	33,661.05	10.00 %	3,366.11	0.00 %	3,366.11
NKI1	17.17	14.70	0.00	85.62 %	14,010.25	10.00 %	1,401.03	0.00 %	1,401.03
SGP1	14.93	12.68	0.84	84.95 %	19,806.55	10.00 %	1,980.66	0.00 %	1,980.66
MDU4	33.55	27.55	0.01	82.10 %	19,563.95	10.00 %	1,956.40	0.00 %	1,956.40
DKI1	37.65	30.33	0.14	80.55 %	51,731.15	10.00 %	5,173.12	0.00 %	5,173.12
MLR1	24.56	19.58	0.00	79.70 %	23,607.70	0.00 %		0.00 %	
MDU5	25.70	19.97	0.00	77.70 %	25,326.00	0.00 %		0.00 %	
TDI1	24.36	18.79	0.00	77.13 %	28,336.75	0.00 %		0.00 %	
SVG1	37.55	28.87	0.03	76.89 %	24,865.00	0.00 %		0.00 %	
KYK1	19.04	14.46	0.00	75.93 %	14,510.80	0.00 %		0.00 %	
ATG1	48.67	35.30	0.00	72.54 %	42,128.15	0.00 %		0.00 %	
PVI1	25.98	18.59	0.00	71.58 %	19,329.70	0.00 %		0.00 %	
TPT1	35.06	19.33	0.00	55.15 %	28,292.95	0.00 %		0.00 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	19.48	43.02	0.16	220.79 %	29,498.30	40.00 %	11,799.32	0.00 %	11,799.32
SLM2	32.86	47.93	0.00	145.84 %	34,142.20	40.00 %	13,656.88	0.00 %	13,656.88
ERD1	62.00	84.59	0.23	136.43 %	92,578.00	40.00 %	37,031.20	0.00 %	37,031.20
CMI1	13.91	18.96	0.00	136.35 %	26,681.15	40.00 %	10,672.46	0.00 %	10,672.46
SGI1	14.07	17.51	0.09	124.49 %	16,596.50	40.00 %	6,638.60	0.00 %	6,638.60
TCG1	18.66	23.21	0.00	124.40 %	43,583.60	40.00 %	17,433.44	0.00 %	17,433.44
DPR2	17.52	21.21	0.64	121.03 %	16,837.70	40.00 %	6,735.08	0.00 %	6,735.08
BMD1	17.02	20.16	0.00	118.44 %	19,878.45	30.00 %	5,963.54	0.00 %	5,963.54
DPR1	13.49	15.93	0.00	118.10 %	9,474.50	30.00 %	2,842.35	0.00 %	2,842.35
HSR1	26.13	30.73	0.17	117.59 %	31,843.10	30.00 %	9,552.93	0.00 %	9,552.93
KVP1	15.49	18.18	0.35	117.37 %	12,411.85	30.00 %	3,723.56	0.00 %	3,723.56
MCR1	24.93	29.13	0.15	116.85 %	45,173.45	30.00 %	13,552.04	0.00 %	13,552.04
NKL2	40.10	45.71	0.10	114.01 %	52,827.05	30.00 %	15,848.12	0.00 %	15,848.12
PMP1	20.32	22.89	0.44	112.68 %	12,643.90	30.00 %	3,793.17	0.00 %	3,793.17
HSR2	45.45	49.62	0.00	109.17 %	42,277.50	25.00 %	10,569.38	0.00 %	10,569.38
ERD2	63.92	68.99	0.08	107.93 %	129,868.35	25.00 %	32,467.09	0.00 %	32,467.09
TRM1	29.23	29.47	0.32	100.82 %	26,978.45	25.00 %	6,744.61	0.00 %	6,744.61
SLM1	81.85	82.35	0.10	100.61 %	64,891.00	25.00 %	16,222.75	0.00 %	16,222.75
KAM1	15.96	16.06	0.00	100.60 %	19,274.05	25.00 %	4,818.51	0.00 %	4,818.51
EDP1	9.66	9.59	0.93	99.26 %	6,121.00	20.00 %	1,224.20	0.00 %	1,224.20
ATU1	39.06	38.41	0.11	98.34 %	34,869.25	20.00 %	6,973.85	0.00 %	6,973.85
SGG1	11.42	11.12	0.00	97.35 %	10,563.00	20.00 %	2,112.60	0.00 %	2,112.60
PLC1	16.38	15.65	0.52	95.54 %	22,244.70	20.00 %	4,448.94	0.00 %	4,448.94
APN1	19.83	17.84	0.19	89.95 %	18,735.40	10.00 %	1,873.54	0.00 %	1,873.54
PDR1	13.39	11.99	0.00	89.54 %	19,221.25	10.00 %	1,922.13	0.00 %	1,922.13
EPI1	24.18	21.29	0.00	88.08 %	20,498.70	10.00 %	2,049.87	0.00 %	2,049.87
RSP1	27.38	23.01	0.35	84.03 %	23,196.20	10.00 %	2,319.62	0.00 %	2,319.62
VPD1	26.86	22.38	0.12	83.31 %	24,995.85	10.00 %	2,499.59	0.00 %	2,499.59
SLM3	40.10	32.99	0.00	82.27 %	39,414.10	10.00 %	3,941.41	0.00 %	3,941.41
OML1	26.22	20.72	0.13	79.02 %	26,270.40	0.00 %		0.00 %	
HRR1	17.83	13.49	0.52	75.68 %	10,737.40	0.00 %		0.00 %	
MTR1	27.32	20.44	0.00	74.83 %	22,590.60	0.00 %		0.00 %	
VKL1	15.96	11.68	0.00	73.19 %	19,211.50	0.00 %		0.00 %	
KMM1	25.30	15.34	0.09	60.64 %	17,350.95	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	161.18	170.29	0.14	105.65 %	188,289.15	25.00 %	47,072.29	0.00 %	47,072.29

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TYR1	37.89	64.40	0.03	169.94 %	40,763.50	40.00 %	16,305.40	0.00 %	16,305.40
TRY3	40.32	64.82	0.08	160.74 %	37,183.25	40.00 %	14,873.30	0.00 %	14,873.30
TVR1	24.15	31.12	0.00	128.84 %	34,154.40	40.00 %	13,661.76	0.00 %	13,661.76
NCK1	14.09	18.04	0.00	128.06 %	15,335.25	40.00 %	6,134.10	0.00 %	6,134.10
MVM1	64.46	74.94	0.00	116.26 %	102,076.40	30.00 %	30,622.92	0.00 %	30,622.92
MSI1	31.64	34.82	0.10	110.05 %	35,905.05	30.00 %	10,771.52	0.00 %	10,771.52
TRY1	251.65	276.44	0.04	109.85 %	182,280.80	25.00 %	45,570.20	0.00 %	45,570.20
TVR2	64.48	69.52	0.07	107.82 %	58,480.90	25.00 %	14,620.23	0.00 %	14,620.23
PTK1	53.22	56.82	0.00	106.77 %	50,135.85	25.00 %	12,533.96	0.00 %	12,533.96
PDK1	25.73	25.61	0.20	99.52 %	25,564.60	20.00 %	5,112.92	0.00 %	5,112.92
NMM1	19.01	18.75	0.00	98.59 %	22,689.95	20.00 %	4,537.99	0.00 %	4,537.99
KIK1	29.90	27.76	0.00	92.84 %	32,700.55	15.00 %	4,905.08	0.00 %	4,905.08
MDI1	48.42	43.96	0.13	90.79 %	41,197.00	15.00 %	6,179.55	0.00 %	6,179.55
KRN1	27.53	24.23	0.13	88.01 %	32,149.40	10.00 %	3,214.94	0.00 %	3,214.94
TTP1	33.35	29.18	0.00	87.50 %	23,024.50	10.00 %	2,302.45	0.00 %	2,302.45
TRY2	23.53	19.99	0.14	84.96 %	20,071.40	10.00 %	2,007.14	0.00 %	2,007.14
TNJ2	68.48	58.16	0.00	84.93 %	45,127.45	10.00 %	4,512.75	0.00 %	4,512.75
JKM1	40.11	34.05	0.15	84.88 %	37,829.30	10.00 %	3,782.93	0.00 %	3,782.93
NGT1	42.66	35.09	0.00	82.25 %	51,604.45	10.00 %	5,160.45	0.00 %	5,160.45
PBR2	97.18	77.69	0.17	79.95 %	75,621.75	0.00 %		0.00 %	
ORU1	22.13	17.54	0.05	79.26 %	22,343.35	0.00 %		0.00 %	
KUM1	85.48	65.34	0.07	76.43 %	58,969.75	0.00 %		0.00 %	
TRY4	60.27	46.06	0.00	76.42 %	64,067.50	0.00 %		0.00 %	
AYR1	38.09	27.08	0.12	71.10 %	33,526.45	0.00 %		0.00 %	
TNJ1	93.66	65.13	0.00	69.54 %	35,061.35	0.00 %		0.00 %	
PBR1	40.65	25.83	0.00	63.54 %	16,748.25	0.00 %		0.00 %	
APM1	20.44	10.52	0.53	51.46 %	14,390.05	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	18.45	28.65	0.00	155.28 %	33,820.60	40.00 %	13,528.24	0.00 %	13,528.24
TRR1	41.21	49.37	0.11	119.81 %	38,289.25	30.00 %	11,486.78	0.00 %	11,486.78
CGM1	18.61	20.01	1.07	107.50 %	19,554.50	25.00 %	4,888.63	0.00 %	4,888.63
PLR1	19.53	20.70	0.00	105.95 %	18,139.90	25.00 %	4,534.98	0.00 %	4,534.98
AKM1	40.46	42.32	0.16	104.61 %	50,804.25	25.00 %	12,701.06	0.00 %	12,701.06
ARC2	23.75	24.33	0.11	102.44 %	26,718.45	25.00 %	6,679.61	0.00 %	6,679.61
VEL2	58.97	58.40	0.03	99.03 %	67,417.75	20.00 %	13,483.55	0.00 %	13,483.55
GDM1	22.88	22.48	0.07	98.23 %	12,669.95	20.00 %	2,533.99	0.00 %	2,533.99
SLG1	18.35	17.04	0.00	92.82 %	23,485.85	15.00 %	3,522.88	0.00 %	3,522.88
ABR1	33.38	29.34	0.00	87.88 %	39,437.80	10.00 %	3,943.78	0.00 %	3,943.78
BGR1	13.70	11.49	0.35	83.87 %	16,542.70	10.00 %	1,654.27	0.00 %	1,654.27
TRT1	27.48	22.86	0.19	83.21 %	26,092.00	10.00 %	2,609.20	0.00 %	2,609.20
PTU1	9.99	8.24	0.00	82.43 %	6,181.70	10.00 %	618.17	0.00 %	618.17
KPM2	93.82	76.68	0.08	81.74 %	83,298.50	10.00 %	8,329.85	0.00 %	8,329.85
WJD1	28.68	23.34	0.33	81.36 %	40,801.20	10.00 %	4,080.12	0.00 %	4,080.12
VEL1	43.17	34.23	0.14	79.29 %	51,744.55	0.00 %		0.00 %	
WJP1	27.19	21.34	0.00	78.49 %	31,916.45	0.00 %		0.00 %	
ANI1	20.85	16.25	0.00	77.96 %	19,286.90	0.00 %		0.00 %	
UGI1	13.44	10.26	0.00	76.30 %	10,905.45	0.00 %		0.00 %	
KPM1	28.50	20.97	0.67	73.59 %	26,629.45	0.00 %		0.00 %	
SBR1	58.72	42.37	0.01	72.15 %	56,160.95	0.00 %		0.00 %	
CPT1	18.96	13.66	0.66	72.03 %	22,068.90	0.00 %		0.00 %	
VSI1	37.68	26.94	0.00	71.50 %	36,979.25	0.00 %		0.00 %	
CYR1	23.88	17.02	0.00	71.25 %	29,583.90	0.00 %		0.00 %	
TRL1	66.87	41.75	0.27	62.43 %	49,978.40	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	13.41	16.99	0.25	126.67 %	22,408.45	40.00 %	8,963.38	0.00 %	8,963.38
CH46	19.20	22.72	0.20	118.33 %	28,545.40	30.00 %	8,563.62	0.00 %	8,563.62
CH17	39.80	44.26	0.00	111.20 %	75,331.45	30.00 %	22,599.44	0.00 %	22,599.44
GPD1	32.50	32.10	0.00	98.79 %	29,558.40	20.00 %	5,911.68	0.00 %	5,911.68
CH31	18.78	17.68	0.28	94.17 %	32,104.40	15.00 %	4,815.66	0.00 %	4,815.66
UKI1	24.72	23.20	0.00	93.83 %	25,378.05	15.00 %	3,806.71	0.00 %	3,806.71
CH23	24.05	21.91	0.01	91.10 %	38,743.75	15.00 %	5,811.56	0.00 %	5,811.56
CH50	51.63	46.86	0.10	90.76 %	74,019.80	15.00 %	11,102.97	0.00 %	11,102.97
PON1	23.62	21.09	0.04	89.27 %	34,751.95	10.00 %	3,475.20	0.00 %	3,475.20
MJR1	49.27	42.77	0.08	86.81 %	49,585.75	10.00 %	4,958.58	0.00 %	4,958.58
CH41	48.91	42.38	0.05	86.64 %	65,924.20	10.00 %	6,592.42	0.00 %	6,592.42
CH36	22.35	19.09	0.69	85.42 %	18,046.65	10.00 %	1,804.67	0.00 %	1,804.67
CH24	56.04	47.40	0.24	84.57 %	66,538.55	10.00 %	6,653.86	0.00 %	6,653.86
CH34	53.80	45.47	0.00	84.50 %	57,392.70	10.00 %	5,739.27	0.00 %	5,739.27
CH12	81.60	67.17	0.35	82.32 %	86,665.25	10.00 %	8,666.53	0.00 %	8,666.53
MC05	8.76	7.04	0.00	80.44 %	3,801.00	10.00 %	380.10	0.00 %	380.10
CH15	125.95	99.97	0.02	79.37 %	116,475.50	0.00 %		0.00 %	
CH18	55.93	44.05	0.32	78.77 %	66,525.55	0.00 %		0.00 %	
CH21	93.05	72.42	0.20	77.83 %	79,801.35	0.00 %		0.00 %	
CH03	127.79	98.77	0.44	77.29 %	130,079.45	0.00 %		0.00 %	
CH43	39.86	30.22	0.55	75.81 %	38,801.05	0.00 %		0.00 %	
CH20	69.28	51.44	0.17	74.25 %	56,478.65	0.00 %		0.00 %	
CH33	52.93	37.15	0.22	70.19 %	47,731.95	0.00 %		0.00 %	
CH44	44.93	30.33	0.00	67.51 %	32,486.60	0.00 %		0.00 %	
CH06	52.18	35.20	0.02	67.47 %	46,342.75	0.00 %		0.00 %	
CH32	9.26	5.80	0.26	62.71 %	8,673.85	0.00 %		0.00 %	
MC06	11.23	6.98	0.00	62.18 %	4,198.50	0.00 %		0.00 %	
CH51	60.70	35.90	1.24	59.14 %	40,581.60	0.00 %		0.00 %	
CH01	3.95	0.41	0.00	10.33 %	389.95	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	33.07	36.25	0.19	109.60 %	33,460.25	25.00 %	8,365.06	0.00 %	8,365.06
KML1	24.31	24.83	0.22	102.14 %	39,463.05	25.00 %	9,865.76	0.00 %	9,865.76
MKM1	18.32	18.44	0.00	100.69 %	24,511.40	25.00 %	6,127.85	0.00 %	6,127.85
SJI2	38.90	35.43	0.17	91.06 %	39,482.55	15.00 %	5,922.38	0.00 %	5,922.38
VPM2	47.24	40.83	0.30	86.44 %	60,930.45	10.00 %	6,093.05	0.00 %	6,093.05
KLM1	37.32	30.99	0.00	83.04 %	47,591.35	10.00 %	4,759.14	0.00 %	4,759.14
KKI2	44.05	36.22	0.02	82.23 %	42,806.15	10.00 %	4,280.62	0.00 %	4,280.62
POY2	69.01	55.09	0.08	79.83 %	60,486.50	0.00 %		0.00 %	
TRK1	46.45	36.84	0.11	79.31 %	46,426.95	0.00 %		0.00 %	
CDM1	51.90	39.15	0.08	75.43 %	47,022.45	0.00 %		0.00 %	
TDM1	33.81	25.46	0.00	75.29 %	26,221.20	0.00 %		0.00 %	
TVM2	24.20	18.04	0.01	74.53 %	9,854.95	0.00 %		0.00 %	
ULP1	46.67	33.38	0.22	71.51 %	36,018.40	0.00 %		0.00 %	
CUD1	92.98	65.39	0.00	70.33 %	81,667.25	0.00 %		0.00 %	
STP1	18.15	12.76	0.02	70.31 %	17,682.45	0.00 %		0.00 %	
TVM1	23.01	15.96	0.17	69.35 %	19,352.50	0.00 %		0.00 %	
NVL2	51.06	35.01	0.00	68.57 %	36,114.60	0.00 %		0.00 %	
VCM1	26.41	14.59	0.00	55.26 %	18,595.10	0.00 %		0.00 %	
POY1	89.92	48.04	0.17	53.43 %	69,989.25	0.00 %		0.00 %	
VPM1	16.99	8.27	0.00	48.71 %	12,541.65	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)
CH30	49.93	59.96	0.00	120.07 %	62,455.15	40.00 %	24,982.06	0.00 %	24,982.06
CH45	50.35	56.62	0.09	112.44 %	67,821.65	30.00 %	20,346.50	0.00 %	20,346.50
CH40	14.38	14.87	0.12	103.34 %	8,569.35	25.00 %	2,142.34	0.00 %	2,142.34
GUD1	48.80	47.02	0.53	96.35 %	87,821.15	20.00 %	17,564.23	0.00 %	17,564.23
CH37	25.33	23.78	0.00	93.87 %	43,965.15	15.00 %	6,594.77	0.00 %	6,594.77
CH25	50.82	47.15	0.24	92.77 %	55,113.00	15.00 %	8,266.95	0.00 %	8,266.95
TKM1	24.67	20.96	0.00	84.96 %	29,205.95	10.00 %	2,920.60	0.00 %	2,920.60
CH38	40.66	34.13	0.00	83.94 %	32,966.00	10.00 %	3,296.60	0.00 %	3,296.60
CH39	27.72	22.94	0.26	82.73 %	33,660.60	10.00 %	3,366.06	0.00 %	3,366.06
CH19	62.99	50.89	0.73	80.78 %	66,917.35	10.00 %	6,691.74	0.00 %	6,691.74
MRM1	47.71	38.20	0.00	80.07 %	53,602.40	0.00 %		0.00 %	
CH35	42.07	33.44	0.13	79.48 %	63,779.65	0.00 %		0.00 %	
CGL1	33.84	25.06	0.00	74.06 %	26,815.05	0.00 %		0.00 %	
CH14	100.43	74.16	0.22	73.84 %	100,786.50	0.00 %		0.00 %	
CH48	61.78	43.41	0.00	70.25 %	72,762.05	0.00 %		0.00 %	
CH05	100.82	69.89	0.05	69.32 %	91,276.25	0.00 %		0.00 %	
CH49	75.20	51.94	0.06	69.07 %	73,306.40	0.00 %		0.00 %	
MC10	7.33	4.87	0.00	66.45 %	2,235.60	0.00 %		0.00 %	
CH42	73.80	48.63	0.23	65.89 %	67,554.45	0.00 %		0.00 %	
KNR1	33.16	21.77	0.00	65.66 %	26,537.60	0.00 %		0.00 %	
GUD2	41.46	26.61	0.00	64.18 %	35,355.60	0.00 %		0.00 %	
CH26	20.17	12.80	0.00	63.48 %	11,496.00	0.00 %		0.00 %	
AVD1	54.02	33.90	0.27	62.76 %	52,100.30	0.00 %		0.00 %	
SKL1	43.58	27.14	0.48	62.28 %	31,240.80	0.00 %		0.00 %	
CH28	81.86	48.27	0.00	58.97 %	88,281.35	0.00 %		0.00 %	
CH07	81.66	47.58	0.13	58.27 %	67,072.10	0.00 %		0.00 %	
MC09	4.58	2.53	0.00	55.22 %	2,438.45	0.00 %		0.00 %	
CH16	115.27	61.45	0.27	53.31 %	81,809.15	0.00 %		0.00 %	
CH08	118.87	58.17	0.30	48.94 %	96,816.00	0.00 %		0.00 %	
CH22	67.45	31.82	0.15	47.17 %	41,461.40	0.00 %		0.00 %	
CH47	47.47	16.15	0.00	34.01 %	30,840.70	0.00 %		0.00 %	
CH29	9.71	1.91	0.00	19.68 %	2,042.15	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	(0.02)	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	(0.04)	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 %	