



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

<b>Accu.Target</b>	<b>Sales</b>	<b>Achieved %</b>	<b>HO Budget+%</b>	<b>Total Com.</b>
9,558.11 L	12,034.92 L	125.91 %	0.00 %	145.42 L

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

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
TRICHY-01	1,198.54	1,645.53	137.30 %	0.00	0.00 %	0.00
WEST-01	565.40	773.42	136.79 %	0.00	0.00 %	0.00
WEST-02	791.86	1,072.79	135.48 %	0.00	0.00 %	0.00
NORTH ARCOT	660.60	893.51	135.26 %	128,000.00	0.00 %	128,000.00
SOUTH-03	1,092.91	1,429.94	130.84 %	224,000.00	0.00 %	224,000.00
SOUTH ARCOT	717.50	894.16	124.62 %	96,000.00	0.00 %	96,000.00
CHENNAI-02	1,188.18	1,454.53	122.42 %	168,000.00	0.00 %	168,000.00
CHENNAI-01	1,477.96	1,705.89	115.42 %	136,000.00	0.00 %	136,000.00
SOUTH-01	1,532.73	1,730.88	112.93 %	0.00	0.00 %	0.00
KL-SOUTH	130.43	129.98	99.66 %	0.00	0.00 %	0.00
KL-NORTH	202.00	199.15	98.59 %	0.00	0.00 %	0.00
OTHERS	0.00	105.14	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>9,558.11</b>	<b>12,034.92</b>	<b>125.91 %</b>		<b>0.00 %</b>	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	259.60	401.60	154.70%	160,000.00	0.00 %	160,000.00
	TNJ1	278.89	398.65	142.94%	120,000.00	0.00 %	120,000.00
	TRY1	358.72	460.14	128.27%	120,000.00	0.00 %	120,000.00
	PBR1	301.32	385.14	127.82%	90,000.00	0.00 %	90,000.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	62.14	107.64	173.22%	40,000.00	0.00 %	40,000.00
	UAM1	84.48	127.40	150.82%	40,000.00	0.00 %	40,000.00
	TPR1	64.75	92.83	143.37%	0.00	0.00 %	0.00
	PLI1	76.25	105.63	138.53%	40,000.00	0.00 %	40,000.00
CBE1	277.78	339.91	122.37%	90,000.00	0.00 %	90,000.00	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SLM1	241.98	343.72	142.05%	120,000.00	0.00 %	120,000.00
	ERD1	231.47	320.52	138.47%	120,000.00	0.00 %	120,000.00
	HSR1	157.43	210.22	133.53%	80,000.00	0.00 %	80,000.00
	MTR1	160.98	198.32	123.20%	30,000.00	0.00 %	30,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	202.39	303.31	149.86%	120,000.00	0.00 %	120,000.00
	NA01	242.65	315.48	130.01%	120,000.00	0.00 %	120,000.00
	NA03	215.56	274.72	127.45%	60,000.00	0.00 %	60,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	106.35	159.52	149.99%	40,000.00	0.00 %	40,000.00
	MDU1	423.64	605.52	142.93%	240,000.00	0.00 %	240,000.00
	KKD2	244.29	294.25	120.45%	60,000.00	0.00 %	60,000.00
	SVG1	194.86	228.65	117.34%	40,000.00	0.00 %	40,000.00
	TEN1	123.76	142.00	114.74%	20,000.00	0.00 %	20,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	263.33	363.97	138.22%	120,000.00	0.00 %	120,000.00
	SA03	188.33	226.24	120.13%	60,000.00	0.00 %	60,000.00
	SA01	265.84	303.94	114.33%	60,000.00	0.00 %	60,000.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	284.02	370.73	130.53%	120,000.00	0.00 %	120,000.00
	CH01	320.92	404.70	126.11%	120,000.00	0.00 %	120,000.00
	CH04	315.05	395.27	125.46%	90,000.00	0.00 %	90,000.00
	CH09	268.18	283.82	105.83%	30,000.00	0.00 %	30,000.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	365.48	459.32	125.68%	120,000.00	0.00 %	120,000.00
	CH08	266.25	333.67	125.32%	90,000.00	0.00 %	90,000.00
	CH03	245.10	287.72	117.39%	40,000.00	0.00 %	40,000.00
	CH06	315.26	345.54	109.60%	45,000.00	0.00 %	45,000.00
	CH10	285.87	279.63	97.82%	15,000.00	0.00 %	15,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVL1	257.27	323.87	125.89%	90,000.00	0.00 %	90,000.00
	VNR1	177.35	220.76	124.48%	60,000.00	0.00 %	60,000.00
	KVT1	278.05	332.99	119.76%	60,000.00	0.00 %	60,000.00
	TKS1	207.37	222.30	107.20%	30,000.00	0.00 %	30,000.00
	TUT1	368.01	385.72	104.81%	45,000.00	0.00 %	45,000.00
	NGR1	244.68	245.25	100.23%	30,000.00	0.00 %	30,000.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	130.43	129.98	99.66%	7,500.00	0.00 %	7,500.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	202.00	199.15	98.59%	7,500.00	0.00 %	7,500.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	(0.04)	0.00%	0.00	0.00 %	0.00
	CH02	0.00	48.46	0.00%	0.00	0.00 %	0.00
	HO01	0.00	37.45	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	2.88	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	(0.11)	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	16.53	0.00%	0.00	0.00 %	0.00
TVP1	0.00	(0.01)	0.00%	0.00	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)
NCK1	10.97	23.00	0.00	209.60 %	13,234.67	40.00 %	5,293.87	0.00 %	5,293.87
KUM2	17.68	35.43	0.03	200.42 %	26,585.99	40.00 %	10,634.40	0.00 %	10,634.40
KIK1	21.57	40.31	0.00	186.88 %	70,450.96	40.00 %	28,180.38	0.00 %	28,180.38
TVR2	49.72	92.57	0.20	186.19 %	110,583.21	40.00 %	44,233.28	0.00 %	44,233.28
APM1	16.17	27.63	0.14	170.84 %	42,389.93	40.00 %	16,955.97	0.00 %	16,955.97
TRY2	17.66	28.86	0.00	163.45 %	26,401.50	40.00 %	10,560.60	0.00 %	10,560.60
MSI1	24.33	39.33	0.00	161.63 %	33,857.40	40.00 %	13,542.96	0.00 %	13,542.96
MDI1	42.05	66.12	0.15	157.24 %	72,322.90	40.00 %	28,929.16	0.00 %	28,929.16
NMM1	17.27	26.42	2.15	152.99 %	32,843.95	40.00 %	13,137.58	0.00 %	13,137.58
NGT1	31.78	47.56	0.02	149.63 %	83,053.52	40.00 %	33,221.41	0.00 %	33,221.41
TYR1	35.56	52.50	0.29	147.65 %	62,024.85	40.00 %	24,809.94	0.00 %	24,809.94
ORU1	19.59	28.78	0.06	146.93 %	34,306.22	40.00 %	13,722.49	0.00 %	13,722.49
MVM1	58.13	85.22	0.12	146.60 %	125,608.17	40.00 %	50,243.27	0.00 %	50,243.27
KRN1	16.12	23.61	0.00	146.44 %	23,745.61	40.00 %	9,498.24	0.00 %	9,498.24
PDK1	24.06	34.99	0.00	145.42 %	50,482.89	40.00 %	20,193.16	0.00 %	20,193.16
PTK1	47.63	68.51	0.21	143.83 %	84,348.57	40.00 %	33,739.43	0.00 %	33,739.43
TVR1	26.69	38.02	0.12	142.47 %	35,089.35	40.00 %	14,035.74	0.00 %	14,035.74
TNJ1	75.01	100.65	0.10	134.18 %	113,325.01	40.00 %	45,330.00	0.00 %	45,330.00
TNJ2	61.17	80.55	0.14	131.68 %	91,396.88	40.00 %	36,558.75	0.00 %	36,558.75
AYR1	30.86	39.85	0.00	129.13 %	47,154.83	40.00 %	18,861.93	0.00 %	18,861.93
TTP1	33.95	42.85	0.07	126.24 %	51,157.53	40.00 %	20,463.01	0.00 %	20,463.01
TRY1	222.25	278.04	0.02	125.10 %	368,740.90	40.00 %	147,496.36	0.00 %	147,496.36
TRY3	34.75	42.96	0.00	123.65 %	48,724.69	40.00 %	19,489.88	0.00 %	19,489.88
KUM1	67.25	81.87	0.00	121.74 %	75,302.43	40.00 %	30,120.97	0.00 %	30,120.97
JKM1	37.84	45.01	0.08	118.95 %	60,312.59	30.00 %	18,093.78	0.00 %	18,093.78
TRY4	43.88	51.68	0.05	117.77 %	65,270.05	30.00 %	19,581.02	0.00 %	19,581.02
PBR2	79.49	89.82	0.05	112.99 %	82,819.24	30.00 %	24,845.77	0.00 %	24,845.77
PBR1	35.11	33.42	0.00	95.18 %	21,401.21	20.00 %	4,280.24	0.00 %	4,280.24

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	4.48	11.22	0.00	250.61 %	13,303.89	40.00 %	5,321.56	0.00 %	5,321.56
AVI1	10.13	24.42	0.00	240.95 %	37,482.67	40.00 %	14,993.07	0.00 %	14,993.07
CBE3	8.04	18.65	0.01	232.07 %	12,669.62	40.00 %	5,067.85	0.00 %	5,067.85
MPM1	16.19	35.20	0.32	217.48 %	31,208.42	40.00 %	12,483.37	0.00 %	12,483.37
CBE1	15.41	32.76	0.14	212.56 %	28,781.22	40.00 %	11,512.49	0.00 %	11,512.49
UMP1	12.59	25.46	0.00	202.32 %	21,083.59	40.00 %	8,433.44	0.00 %	8,433.44
GBM1	13.83	26.76	0.01	193.52 %	27,399.03	40.00 %	10,959.61	0.00 %	10,959.61
CNR1	10.42	18.53	0.00	177.91 %	14,399.92	40.00 %	5,759.97	0.00 %	5,759.97
TPR1	25.66	42.15	0.14	164.29 %	46,004.51	40.00 %	18,401.80	0.00 %	18,401.80
KMR1	31.79	48.90	0.00	153.81 %	57,669.23	40.00 %	23,067.69	0.00 %	23,067.69
TPR4	10.55	16.03	0.24	151.90 %	22,524.12	40.00 %	9,009.65	0.00 %	9,009.65
PPI1	9.99	15.01	0.00	150.27 %	14,909.61	40.00 %	5,963.84	0.00 %	5,963.84
TPR2	22.60	33.11	0.47	146.53 %	41,460.30	40.00 %	16,584.12	0.00 %	16,584.12
PDM1	11.28	16.41	0.00	145.46 %	26,822.67	40.00 %	10,729.07	0.00 %	10,729.07
UAM1	21.28	30.17	0.00	141.78 %	14,076.30	40.00 %	5,630.52	0.00 %	5,630.52
KGM1	11.52	16.22	0.00	140.78 %	27,580.22	40.00 %	11,032.09	0.00 %	11,032.09
GDR1	10.18	14.21	0.00	139.68 %	11,367.35	40.00 %	4,546.94	0.00 %	4,546.94
KGI1	12.61	17.18	0.00	136.22 %	9,193.96	40.00 %	3,677.58	0.00 %	3,677.58
PLI1	25.23	32.23	0.17	127.77 %	30,026.42	40.00 %	12,010.57	0.00 %	12,010.57
CBE2	117.14	136.26	0.16	116.32 %	186,352.27	30.00 %	55,905.68	0.00 %	55,905.68
CBE4	27.43	30.60	0.58	111.55 %	57,089.15	30.00 %	17,126.75	0.00 %	17,126.75
SUL1	11.80	13.11	1.10	111.07 %	25,708.35	30.00 %	7,712.51	0.00 %	7,712.51
SYM2	13.16	14.21	0.12	107.92 %	17,745.62	25.00 %	4,436.41	0.00 %	4,436.41
TPR3	16.49	17.56	0.33	106.49 %	22,947.35	25.00 %	5,736.84	0.00 %	5,736.84
SNR1	22.96	23.76	0.32	103.45 %	39,621.30	25.00 %	9,905.33	0.00 %	9,905.33
CBE6	28.14	28.13	0.10	99.95 %	33,321.91	20.00 %	6,664.38	0.00 %	6,664.38
DPM2	15.63	15.30	0.00	97.87 %	21,733.80	20.00 %	4,346.76	0.00 %	4,346.76
KMD1	13.80	12.10	0.00	87.67 %	17,012.21	10.00 %	1,701.22	0.00 %	1,701.22
CBE5	15.05	7.74	0.00	51.43 %	14,280.95	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)
BMD1	10.42	22.68	0.00	217.68 %	22,608.15	40.00 %	9,043.26	0.00 %	9,043.26
KRI1	18.90	37.18	0.21	196.73 %	37,775.70	40.00 %	15,110.28	0.00 %	15,110.28
SLM2	27.05	53.00	0.00	195.91 %	41,439.48	40.00 %	16,575.79	0.00 %	16,575.79
DPR1	9.98	17.79	0.00	178.28 %	15,165.14	40.00 %	6,066.06	0.00 %	6,066.06
KVP1	12.82	21.35	0.00	166.47 %	16,926.10	40.00 %	6,770.44	0.00 %	6,770.44
EDP1	10.81	17.87	0.00	165.22 %	15,776.22	40.00 %	6,310.49	0.00 %	6,310.49
ERD1	46.84	76.60	0.21	163.54 %	117,903.61	40.00 %	47,161.44	0.00 %	47,161.44
PLC1	12.23	19.98	0.00	163.37 %	24,204.95	40.00 %	9,681.98	0.00 %	9,681.98
TCG1	15.67	25.29	0.42	161.33 %	23,351.98	40.00 %	9,340.79	0.00 %	9,340.79
SLM3	37.25	59.19	0.11	158.90 %	69,894.41	40.00 %	27,957.76	0.00 %	27,957.76
APN1	17.30	27.38	0.13	158.28 %	38,199.02	40.00 %	15,279.61	0.00 %	15,279.61
ERD2	50.98	80.37	0.09	157.67 %	167,230.70	40.00 %	66,892.28	0.00 %	66,892.28
DPR2	13.74	20.73	0.05	150.88 %	22,402.33	40.00 %	8,960.93	0.00 %	8,960.93
NKL2	31.63	45.93	0.05	145.21 %	48,330.93	40.00 %	19,332.37	0.00 %	19,332.37
PDR1	9.99	14.06	0.00	140.73 %	28,425.60	40.00 %	11,370.24	0.00 %	11,370.24
SLM1	68.79	96.16	0.02	139.80 %	118,161.42	40.00 %	47,264.57	0.00 %	47,264.57
ATU1	31.78	42.96	0.00	135.16 %	42,984.60	40.00 %	17,193.84	0.00 %	17,193.84
CMI1	9.36	12.18	0.00	130.15 %	17,242.75	40.00 %	6,897.10	0.00 %	6,897.10
TRM1	26.34	34.22	0.25	129.91 %	36,845.14	40.00 %	14,738.06	0.00 %	14,738.06
PMP1	16.20	20.43	0.00	126.10 %	17,394.36	40.00 %	6,957.74	0.00 %	6,957.74
MTR1	27.56	34.48	0.37	125.09 %	49,419.79	40.00 %	19,767.92	0.00 %	19,767.92
HSR2	40.01	48.39	0.04	120.95 %	47,876.74	40.00 %	19,150.70	0.00 %	19,150.70
SGI1	12.38	14.09	0.00	113.81 %	10,563.47	30.00 %	3,169.04	0.00 %	3,169.04
MCR1	22.47	24.57	0.37	109.37 %	29,329.01	25.00 %	7,332.25	0.00 %	7,332.25
HSR1	29.47	32.10	0.00	108.94 %	34,663.43	25.00 %	8,665.86	0.00 %	8,665.86
KMM1	17.90	19.44	0.00	108.61 %	17,032.82	25.00 %	4,258.21	0.00 %	4,258.21
KAM1	15.42	16.70	0.00	108.29 %	20,204.09	25.00 %	5,051.02	0.00 %	5,051.02
SGG1	9.66	10.02	0.59	103.70 %	10,586.68	25.00 %	2,646.67	0.00 %	2,646.67
RSP1	26.84	26.59	0.32	99.09 %	25,793.09	20.00 %	5,158.62	0.00 %	5,158.62
VPD1	29.80	28.87	0.00	96.90 %	36,170.82	20.00 %	7,234.16	0.00 %	7,234.16
EPI1	19.20	18.30	0.40	95.31 %	20,148.75	20.00 %	4,029.75	0.00 %	4,029.75
HRR1	20.58	19.49	0.67	94.73 %	17,319.06	15.00 %	2,597.86	0.00 %	2,597.86
OML1	29.89	24.36	0.00	81.50 %	24,674.04	10.00 %	2,467.40	0.00 %	2,467.40
VKL1	12.60	10.03	0.00	79.64 %	15,447.02	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)
VEL2	39.18	78.23	0.13	199.70 %	112,881.95	40.00 %	45,152.78	0.00 %	45,152.78
VNB1	15.76	26.60	0.11	168.80 %	35,841.49	40.00 %	14,336.60	0.00 %	14,336.60
VEL1	34.92	58.76	0.07	168.25 %	72,639.78	40.00 %	29,055.91	0.00 %	29,055.91
PTU1	9.72	15.94	0.00	164.07 %	14,581.32	40.00 %	5,832.53	0.00 %	5,832.53
ARC2	17.24	28.02	0.07	162.56 %	34,334.76	40.00 %	13,733.90	0.00 %	13,733.90
AKM1	33.09	52.80	0.30	159.55 %	62,375.11	40.00 %	24,950.04	0.00 %	24,950.04
WJP1	19.02	29.65	0.00	155.89 %	40,470.55	40.00 %	16,188.22	0.00 %	16,188.22
SLG1	15.11	23.09	0.00	152.77 %	31,931.43	40.00 %	12,772.57	0.00 %	12,772.57
TRR1	33.90	50.85	0.24	150.00 %	53,893.35	40.00 %	21,557.34	0.00 %	21,557.34
UGI1	11.23	16.05	0.00	142.91 %	13,262.68	40.00 %	5,305.07	0.00 %	5,305.07
WJD1	25.73	36.40	0.50	141.49 %	69,091.46	40.00 %	27,636.58	0.00 %	27,636.58
TRT1	24.99	33.94	0.98	135.82 %	28,336.17	40.00 %	11,334.47	0.00 %	11,334.47
CPT1	17.01	22.90	0.00	134.61 %	29,457.53	40.00 %	11,783.01	0.00 %	11,783.01
ABR1	25.72	32.82	0.36	127.62 %	28,776.92	40.00 %	11,510.77	0.00 %	11,510.77
TRL1	47.72	60.38	0.09	126.53 %	37,767.79	40.00 %	15,107.12	0.00 %	15,107.12
SBR1	44.73	56.18	0.05	125.58 %	74,916.89	40.00 %	29,966.76	0.00 %	29,966.76
ANI1	19.09	23.94	0.00	125.45 %	25,716.29	40.00 %	10,286.52	0.00 %	10,286.52
GDM1	20.72	24.99	0.06	120.60 %	20,912.31	40.00 %	8,364.92	0.00 %	8,364.92
KPM1	27.12	31.15	0.00	114.86 %	35,576.29	30.00 %	10,672.89	0.00 %	10,672.89
KPM2	80.30	90.76	0.01	113.02 %	100,473.30	30.00 %	30,141.99	0.00 %	30,141.99
CYR1	21.07	22.75	0.17	107.97 %	31,761.85	25.00 %	7,940.46	0.00 %	7,940.46
VSI1	31.74	33.37	0.01	105.12 %	40,048.01	25.00 %	10,012.00	0.00 %	10,012.00
CGM1	18.68	19.15	0.00	102.52 %	19,063.50	25.00 %	4,765.88	0.00 %	4,765.88
BGR1	13.30	12.87	0.96	96.76 %	17,831.56	20.00 %	3,566.31	0.00 %	3,566.31
PLR1	13.51	11.91	0.00	88.11 %	11,105.20	10.00 %	1,110.52	0.00 %	1,110.52

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
DGL1	109.67	222.72	0.30	203.09 %	84,511.77	40.00 %	33,804.71	0.00 %	33,804.71
KRR1	29.79	56.92	0.00	191.05 %	68,919.77	40.00 %	27,567.91	0.00 %	27,567.91
KKD3	36.54	69.35	0.00	189.83 %	105,557.18	40.00 %	42,222.87	0.00 %	42,222.87
MPA1	26.45	50.01	0.00	189.11 %	90,107.57	40.00 %	36,043.03	0.00 %	36,043.03
TEN1	17.43	31.37	0.09	179.94 %	28,606.72	40.00 %	11,442.69	0.00 %	11,442.69
DGL2	23.99	38.03	0.00	158.52 %	32,932.13	40.00 %	13,172.85	0.00 %	13,172.85
PNV2	14.80	22.05	0.00	149.01 %	15,602.63	40.00 %	6,241.05	0.00 %	6,241.05
MDU2	56.93	84.72	0.20	148.81 %	102,810.35	40.00 %	41,124.14	0.00 %	41,124.14
PNI1	14.57	19.97	2.36	137.01 %	13,722.30	40.00 %	5,488.92	0.00 %	5,488.92
BTU1	10.88	14.65	0.00	134.68 %	11,372.77	40.00 %	4,549.11	0.00 %	4,549.11
PKM1	10.48	13.81	0.00	131.74 %	15,542.09	40.00 %	6,216.84	0.00 %	6,216.84
MDU7	34.95	45.86	0.08	131.21 %	52,099.26	40.00 %	20,839.70	0.00 %	20,839.70
MLR1	19.34	24.02	0.00	124.17 %	26,684.08	40.00 %	10,673.63	0.00 %	10,673.63
MDU1	105.19	128.51	0.16	122.17 %	97,887.44	40.00 %	39,154.98	0.00 %	39,154.98
USL1	18.81	22.75	0.45	120.92 %	16,253.91	40.00 %	6,501.56	0.00 %	6,501.56
MDU3	28.73	34.59	0.09	120.39 %	23,854.05	40.00 %	9,541.62	0.00 %	9,541.62
CMR1	14.29	16.96	0.48	118.69 %	9,793.76	30.00 %	2,938.13	0.00 %	2,938.13
TPT1	30.44	35.59	0.02	116.90 %	52,853.23	30.00 %	15,855.97	0.00 %	15,855.97
BNR1	14.56	16.19	0.00	111.21 %	17,390.77	30.00 %	5,217.23	0.00 %	5,217.23
SGP1	15.95	17.68	0.00	110.87 %	24,534.33	30.00 %	7,360.30	0.00 %	7,360.30
NKI1	14.08	15.58	0.12	110.66 %	10,375.55	30.00 %	3,112.67	0.00 %	3,112.67
SVG1	30.10	33.10	0.04	109.98 %	38,987.30	25.00 %	9,746.83	0.00 %	9,746.83
KPT1	13.48	14.77	1.31	109.60 %	16,706.28	25.00 %	4,176.57	0.00 %	4,176.57
MDU6	52.06	56.71	0.14	108.94 %	47,292.37	25.00 %	11,823.09	0.00 %	11,823.09
TMM1	35.04	38.15	0.16	108.89 %	25,825.26	25.00 %	6,456.32	0.00 %	6,456.32
KYK1	18.18	19.77	0.00	108.73 %	21,700.27	25.00 %	5,425.07	0.00 %	5,425.07
TDI1	24.16	26.24	0.03	108.59 %	45,404.67	25.00 %	11,351.17	0.00 %	11,351.17
DKI1	32.27	33.92	0.00	105.11 %	70,009.62	25.00 %	17,502.41	0.00 %	17,502.41
MNM1	16.13	16.89	0.74	104.74 %	16,986.81	25.00 %	4,246.70	0.00 %	4,246.70
MDU5	18.34	19.12	0.10	104.24 %	20,612.43	25.00 %	5,153.11	0.00 %	5,153.11
PVI1	28.40	29.32	0.00	103.25 %	45,645.36	25.00 %	11,411.34	0.00 %	11,411.34
ODM1	14.27	14.70	0.01	102.98 %	4,965.66	25.00 %	1,241.42	0.00 %	1,241.42
CBM1	24.98	24.85	0.00	99.47 %	34,783.61	20.00 %	6,956.72	0.00 %	6,956.72
TEN2	25.18	24.43	0.48	97.04 %	16,638.08	20.00 %	3,327.62	0.00 %	3,327.62
ATG1	45.61	43.21	0.35	94.73 %	52,898.78	15.00 %	7,934.82	0.00 %	7,934.82
ADP1	16.84	14.39	0.00	85.47 %	15,697.84	10.00 %	1,569.78	0.00 %	1,569.78
NTM1	21.26	17.91	0.03	84.25 %	13,600.92	10.00 %	1,360.09	0.00 %	1,360.09
MDU4	28.74	21.13	0.65	73.51 %	11,559.91	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)
VCM1	6.45	12.68	0.00	196.49 %	11,386.25	40.00 %	4,554.50	0.00 %	4,554.50
KML1	24.57	41.71	0.21	169.75 %	49,281.08	40.00 %	19,712.43	0.00 %	19,712.43
MKM1	13.34	21.41	0.10	160.52 %	32,015.50	40.00 %	12,806.20	0.00 %	12,806.20
SJI2	29.32	44.86	0.01	153.03 %	47,866.27	40.00 %	19,146.51	0.00 %	19,146.51
PRT1	32.60	49.19	0.28	150.88 %	54,583.28	40.00 %	21,833.31	0.00 %	21,833.31
KLM1	35.39	51.74	0.19	146.20 %	88,661.26	40.00 %	35,464.50	0.00 %	35,464.50
CDM1	45.19	62.99	0.00	139.39 %	65,969.31	40.00 %	26,387.72	0.00 %	26,387.72
ULP1	35.89	48.54	0.00	135.24 %	45,322.93	40.00 %	18,129.17	0.00 %	18,129.17
TRK1	41.13	55.03	0.12	133.80 %	65,252.28	40.00 %	26,100.91	0.00 %	26,100.91
VPM2	34.69	44.73	0.07	128.94 %	52,494.26	40.00 %	20,997.70	0.00 %	20,997.70
KKI2	38.22	49.10	0.00	128.48 %	35,222.05	40.00 %	14,088.82	0.00 %	14,088.82
STP1	13.47	17.01	0.56	126.27 %	19,244.28	40.00 %	7,697.71	0.00 %	7,697.71
NVL2	42.73	53.93	0.46	126.20 %	64,631.25	40.00 %	25,852.50	0.00 %	25,852.50
CUD1	74.64	93.23	0.07	124.92 %	122,006.20	40.00 %	48,802.48	0.00 %	48,802.48
VCM2	24.20	28.82	0.58	119.09 %	31,431.56	30.00 %	9,429.47	0.00 %	9,429.47
TDM1	24.05	27.79	0.46	115.53 %	20,930.15	30.00 %	6,279.05	0.00 %	6,279.05
TVM1	19.86	19.73	0.43	99.33 %	15,587.97	20.00 %	3,117.59	0.00 %	3,117.59
POY1	80.48	79.82	0.00	99.18 %	79,479.46	20.00 %	15,895.89	0.00 %	15,895.89
VPM1	16.47	15.46	0.00	93.83 %	12,610.89	15.00 %	1,891.63	0.00 %	1,891.63
POY2	62.00	57.74	0.23	93.13 %	103,829.69	15.00 %	15,574.45	0.00 %	15,574.45
TVM2	22.80	18.65	0.30	81.77 %	16,624.68	10.00 %	1,662.47	0.00 %	1,662.47

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
UKI1	23.54	39.82	0.00	169.15 %	63,163.43	40.00 %	25,265.37	0.00 %	25,265.37
MC05	7.07	11.61	0.01	164.37 %	4,829.30	40.00 %	1,931.72	0.00 %	1,931.72
CH17	41.26	65.09	0.05	157.77 %	116,973.85	40.00 %	46,789.54	0.00 %	46,789.54
CH27	11.51	17.90	0.43	155.51 %	28,666.64	40.00 %	11,466.66	0.00 %	11,466.66
CH24	51.16	79.45	0.27	155.30 %	117,596.23	40.00 %	47,038.49	0.00 %	47,038.49
CH31	19.05	29.47	0.71	154.70 %	36,709.72	40.00 %	14,683.89	0.00 %	14,683.89
GPD1	26.46	40.91	0.00	154.58 %	33,241.75	40.00 %	13,296.70	0.00 %	13,296.70
CH21	76.23	109.55	0.16	143.70 %	120,855.57	40.00 %	48,342.23	0.00 %	48,342.23
CH15	107.36	149.43	0.09	139.18 %	179,580.04	40.00 %	71,832.02	0.00 %	71,832.02
CH46	20.21	28.05	0.28	138.80 %	45,652.39	40.00 %	18,260.96	0.00 %	18,260.96
CH50	44.18	59.12	0.09	133.82 %	111,264.21	40.00 %	44,505.68	0.00 %	44,505.68
CH06	45.37	59.19	0.00	130.46 %	93,155.66	40.00 %	37,262.26	0.00 %	37,262.26
CH23	25.12	32.76	0.72	130.41 %	44,827.84	40.00 %	17,931.14	0.00 %	17,931.14
CH03	107.95	138.66	0.34	128.45 %	204,317.89	40.00 %	81,727.16	0.00 %	81,727.16
PON1	23.38	28.80	0.14	123.21 %	41,561.56	40.00 %	16,624.62	0.00 %	16,624.62
CH43	32.47	40.00	0.34	123.19 %	34,293.86	40.00 %	13,717.54	0.00 %	13,717.54
CH18	58.66	69.12	0.01	117.83 %	131,856.27	30.00 %	39,556.88	0.00 %	39,556.88
CH36	18.00	20.00	0.16	111.13 %	24,756.52	30.00 %	7,426.96	0.00 %	7,426.96
MJR1	46.75	51.49	0.40	110.14 %	49,917.11	30.00 %	14,975.13	0.00 %	14,975.13
CH12	80.52	86.81	0.27	107.81 %	116,043.76	25.00 %	29,010.94	0.00 %	29,010.94
CH41	42.65	43.90	3.24	102.92 %	101,030.25	25.00 %	25,257.56	0.00 %	25,257.56
CH33	47.86	47.53	0.05	99.32 %	71,068.00	20.00 %	14,213.60	0.00 %	14,213.60
CH34	47.06	46.69	0.40	99.20 %	55,566.64	20.00 %	11,113.33	0.00 %	11,113.33
CH44	44.53	42.15	0.26	94.67 %	51,376.55	15.00 %	7,706.48	0.00 %	7,706.48
CH51	52.57	48.54	0.00	92.34 %	59,195.68	15.00 %	8,879.35	0.00 %	8,879.35
CH32	7.89	7.27	0.00	92.07 %	10,013.17	15.00 %	1,501.98	0.00 %	1,501.98
CH20	61.69	51.45	0.33	83.40 %	79,824.38	10.00 %	7,982.44	0.00 %	7,982.44
MC06	10.81	7.84	0.25	72.56 %	4,995.60	0.00 %		0.00 %	
CH01	6.86	1.93	0.00	28.07 %	1,383.20	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	44.47	74.71	0.00	168.02 %	115,364.09	40.00 %	46,145.64	0.00 %	46,145.64
CH47	65.27	104.78	0.13	160.54 %	171,353.92	40.00 %	68,541.57	0.00 %	68,541.57
CGL1	27.28	42.00	0.15	153.97 %	64,738.43	40.00 %	25,895.37	0.00 %	25,895.37
CH39	22.72	34.24	0.00	150.74 %	65,431.55	40.00 %	26,172.62	0.00 %	26,172.62
CH48	50.94	74.21	0.21	145.70 %	145,195.34	40.00 %	58,078.14	0.00 %	58,078.14
GUD1	39.27	55.85	0.00	142.23 %	100,792.60	40.00 %	40,317.04	0.00 %	40,317.04
CH38	27.43	37.98	0.00	138.48 %	54,382.01	40.00 %	21,752.80	0.00 %	21,752.80
CH45	41.30	56.82	0.19	137.59 %	82,457.82	40.00 %	32,983.13	0.00 %	32,983.13
CH05	89.00	119.44	0.48	134.20 %	127,934.97	40.00 %	51,173.99	0.00 %	51,173.99
CH35	38.23	50.45	0.20	131.98 %	83,269.78	40.00 %	33,307.91	0.00 %	33,307.91
CH37	22.10	29.15	0.00	131.93 %	48,986.97	40.00 %	19,594.79	0.00 %	19,594.79
CH28	61.10	77.69	0.00	127.15 %	163,226.28	40.00 %	65,290.51	0.00 %	65,290.51
CH19	68.76	86.93	0.30	126.42 %	116,408.27	40.00 %	46,563.31	0.00 %	46,563.31
MRM1	38.37	48.05	0.14	125.23 %	49,594.51	40.00 %	19,837.80	0.00 %	19,837.80
CH25	48.44	58.02	0.05	119.78 %	81,527.29	30.00 %	24,458.19	0.00 %	24,458.19
CH07	64.30	76.90	0.23	119.59 %	96,162.88	30.00 %	28,848.86	0.00 %	28,848.86
CH14	101.55	120.60	0.09	118.75 %	177,154.23	30.00 %	53,146.27	0.00 %	53,146.27
CH42	62.87	67.42	0.10	107.24 %	94,862.60	25.00 %	23,715.65	0.00 %	23,715.65
AVD1	50.40	52.53	0.00	104.22 %	60,658.66	25.00 %	15,164.67	0.00 %	15,164.67
CH49	60.32	61.53	0.05	102.01 %	80,880.29	25.00 %	20,220.07	0.00 %	20,220.07
KNR1	32.22	31.93	0.00	99.10 %	52,028.63	20.00 %	10,405.73	0.00 %	10,405.73
GUD2	32.74	31.13	0.20	95.10 %	41,271.12	20.00 %	8,254.22	0.00 %	8,254.22
SKL1	30.59	28.88	0.45	94.43 %	50,437.66	15.00 %	7,565.65	0.00 %	7,565.65
CH40	21.78	20.53	0.60	94.25 %	6,445.42	15.00 %	966.81	0.00 %	966.81
CH08	93.24	84.28	0.14	90.39 %	137,032.20	15.00 %	20,554.83	0.00 %	20,554.83
CH22	53.53	45.85	0.29	85.65 %	49,385.32	10.00 %	4,938.53	0.00 %	4,938.53
TKM1	28.38	23.43	0.29	82.55 %	38,251.57	10.00 %	3,825.16	0.00 %	3,825.16
CH16	120.11	92.27	0.05	76.82 %	135,702.62	0.00 %		0.00 %	
CH26	19.73	12.45	0.00	63.07 %	20,150.98	0.00 %		0.00 %	
CH29	10.78	3.41	0.00	31.64 %	8,171.40	0.00 %		0.00 %	
MC09	3.58	0.86	0.00	24.11 %	679.80	0.00 %		0.00 %	
MC10	7.19	1.56	0.00	21.72 %	686.00	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)
SKD1	18.70	28.97	0.00	154.98 %	37,352.87	40.00 %	14,941.15	0.00 %	14,941.15
SVK1	39.10	59.92	0.20	153.22 %	71,875.20	40.00 %	28,750.08	0.00 %	28,750.08
VNR1	19.44	27.85	0.00	143.25 %	31,638.62	40.00 %	12,655.45	0.00 %	12,655.45
STU2	17.40	24.19	0.42	139.06 %	28,358.09	40.00 %	11,343.24	0.00 %	11,343.24
VLY1	54.46	75.57	0.45	138.75 %	78,226.26	40.00 %	31,290.50	0.00 %	31,290.50
SNL1	21.54	29.13	0.65	135.26 %	44,965.64	40.00 %	17,986.26	0.00 %	17,986.26
KVT1	81.65	110.33	0.08	135.12 %	174,479.01	40.00 %	69,791.60	0.00 %	69,791.60
KGL1	19.24	25.81	0.33	134.16 %	23,265.20	40.00 %	9,306.08	0.00 %	9,306.08
SDI1	19.92	26.69	0.10	134.02 %	26,052.89	40.00 %	10,421.16	0.00 %	10,421.16
TVL1	156.07	204.32	0.04	130.91 %	236,622.19	40.00 %	94,648.88	0.00 %	94,648.88
PDI1	17.43	21.56	0.51	123.73 %	19,711.89	40.00 %	7,884.76	0.00 %	7,884.76
ERL2	24.82	29.29	0.09	118.03 %	43,564.12	30.00 %	13,069.24	0.00 %	13,069.24
APK2	22.79	26.75	0.09	117.38 %	22,481.84	30.00 %	6,744.55	0.00 %	6,744.55
KYR1	20.22	23.12	0.00	114.32 %	31,582.88	30.00 %	9,474.86	0.00 %	9,474.86
VNR2	65.69	74.32	0.18	113.14 %	82,502.40	30.00 %	24,750.72	0.00 %	24,750.72
TUT2	77.37	87.39	0.00	112.96 %	101,677.41	30.00 %	30,503.22	0.00 %	30,503.22
TKS2	56.50	62.99	0.30	111.50 %	60,022.07	30.00 %	18,006.62	0.00 %	18,006.62
MMT1	26.01	28.90	0.00	111.08 %	24,307.13	30.00 %	7,292.14	0.00 %	7,292.14
NGR1	96.45	106.62	0.22	110.54 %	102,972.79	30.00 %	30,891.84	0.00 %	30,891.84
TKS1	43.16	45.57	0.14	105.58 %	43,121.26	25.00 %	10,780.32	0.00 %	10,780.32
APK1	30.33	31.92	0.31	105.26 %	39,903.41	25.00 %	9,975.85	0.00 %	9,975.85
VKM1	21.28	22.12	0.00	103.92 %	31,742.06	25.00 %	7,935.52	0.00 %	7,935.52
TUT1	180.22	186.85	0.21	103.68 %	258,614.33	25.00 %	64,653.58	0.00 %	64,653.58
MAR1	46.21	47.09	0.00	101.91 %	51,465.33	25.00 %	12,866.33	0.00 %	12,866.33
TYI1	24.53	24.81	0.66	101.12 %	32,927.79	25.00 %	8,231.95	0.00 %	8,231.95
RND1	58.64	58.16	0.12	99.18 %	104,049.60	20.00 %	20,809.92	0.00 %	20,809.92
UDN1	23.61	22.64	0.00	95.88 %	28,734.98	20.00 %	5,747.00	0.00 %	5,747.00
RPM1	56.32	53.93	0.00	95.76 %	60,306.95	20.00 %	12,061.39	0.00 %	12,061.39
PKD1	38.62	36.95	0.11	95.69 %	45,489.19	20.00 %	9,097.84	0.00 %	9,097.84
ARM1	22.76	21.60	0.52	94.89 %	14,842.03	15.00 %	2,226.30	0.00 %	2,226.30
ASM1	23.96	22.37	0.29	93.37 %	22,543.54	15.00 %	3,381.53	0.00 %	3,381.53
TCN1	37.45	34.73	0.00	92.74 %	45,159.75	15.00 %	6,773.96	0.00 %	6,773.96
SGT1	14.04	11.55	0.00	82.24 %	12,222.30	10.00 %	1,222.23	0.00 %	1,222.23
KSM1	12.48	10.24	0.00	82.03 %	9,645.04	10.00 %	964.50	0.00 %	964.50
TKY1	26.34	19.77	0.26	75.03 %	23,701.42	0.00 %		0.00 %	
COL1	17.95	6.82	0.18	38.02 %	3,067.10	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)
TVP1	66.60	69.48	0.29	104.32 %	36,551.31	25.00 %	9,137.83	0.00 %	9,137.83
PAS1	25.40	25.62	0.10	100.86 %	11,403.30	25.00 %	2,850.83	0.00 %	2,850.83
PNL1	18.41	17.53	0.34	95.19 %	10,340.09	20.00 %	2,068.02	0.00 %	2,068.02
KLR1	20.01	17.36	0.01	86.77 %	7,411.01	10.00 %	741.10	0.00 %	741.10

**KL-NORTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	202.00	199.15	0.08	98.59 %	216,481.32	20.00 %	43,296.26	0.00 %	43,296.26

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	48.32	12.33	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	37.22	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.23	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	16.62	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	2.88	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	0.15	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.05)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.01)	-11.11	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(0.09)	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 %	
WTRZ	0.00	(0.11)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	0.02	0.00	0.00 %	0.00	0.00 %		0.00 %	