



# TN-Sales Spot Commission Details 06/04/2026 11:45 PM

<b>Accu.Target</b> 12,674.00 L	<b>Sales</b> 11,814.88 L	<b>Achieved %</b> 93.22 %	<b>HO Budget+%</b> 0.00 %	<b>Total Com.</b> 132.61 L
-----------------------------------	-----------------------------	------------------------------	------------------------------	-------------------------------

Note : Sales Period is From :01-Apr-2026 To :06-Apr-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	795.66	1,004.61	126.26 %	0.00	0.00 %	0.00
KL-SOUTH	123.11	147.16	119.53 %	0.00	0.00 %	0.00
SOUTH-01	1,818.17	1,960.81	107.85 %	0.00	0.00 %	0.00
KL-NORTH	193.41	202.60	104.75 %	0.00	0.00 %	0.00
WEST-02	1,095.96	1,135.35	103.59 %	0.00	0.00 %	0.00
SOUTH-03	1,430.43	1,428.82	99.89 %	42,000.00	0.00 %	42,000.00
TRICHY-01	1,678.28	1,537.58	91.62 %	0.00	0.00 %	0.00
NORTH ARCOT	970.27	820.80	84.60 %	0.00	0.00 %	0.00
CHENNAI-02	1,578.60	1,236.36	78.32 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,000.55	745.52	74.51 %	0.00	0.00 %	0.00
CHENNAI-01	1,989.55	1,449.73	72.87 %	0.00	0.00 %	0.00
OTHERS	0.00	145.53	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>12,674.00</b>	<b>11,814.88</b>	<b>93.22 %</b>		<b>0.00 %</b>	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	345.99	512.93	148.25%	200,000.00	0.00 %	200,000.00
	TPR1	100.64	131.68	130.83%	40,000.00	0.00 %	40,000.00
	PLI1	115.62	132.84	114.89%	20,000.00	0.00 %	20,000.00
	TPR4	99.02	109.03	110.10%	20,000.00	0.00 %	20,000.00
	UAM1	134.39	118.15	87.92%	0.00	0.00 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	123.11	147.16	119.53%	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	255.43	368.58	144.30%	120,000.00	0.00 %	120,000.00
	TVL1	278.81	338.88	121.55%	90,000.00	0.00 %	90,000.00
	TKS1	258.81	268.21	103.63%	30,000.00	0.00 %	30,000.00
	TUT1	423.77	438.82	103.55%	60,000.00	0.00 %	60,000.00
	VNR1	246.60	239.87	97.27%	15,000.00	0.00 %	15,000.00
	KVT1	354.76	306.45	86.38%	0.00	0.00 %	0.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	193.41	202.60	104.75%	30,000.00	0.00 %	30,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	207.93	244.88	117.77%	40,000.00	0.00 %	40,000.00
	ERD1	350.46	368.89	105.26%	45,000.00	0.00 %	45,000.00
	MTR1	208.29	207.65	99.69%	15,000.00	0.00 %	15,000.00
	SLM1	329.29	313.93	95.34%	22,500.00	0.00 %	22,500.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	142.62	206.82	145.01%	80,000.00	0.00 %	80,000.00
	TEN1	171.41	193.54	112.91%	20,000.00	0.00 %	20,000.00
	MDU1	527.74	538.88	102.11%	75,000.00	0.00 %	75,000.00
	SVG1	276.80	241.62	87.29%	0.00	0.00 %	0.00
	KKD2	311.85	247.96	79.51%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	514.85	525.52	102.07%	75,000.00	0.00 %	75,000.00
	KUM1	352.94	332.56	94.23%	22,500.00	0.00 %	22,500.00
	PBR1	420.05	376.19	89.56%	0.00	0.00 %	0.00
	TNJ1	390.44	303.30	77.68%	0.00	0.00 %	0.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	307.46	303.74	98.79%	22,500.00	0.00 %	22,500.00
	NA01	344.56	287.59	83.46%	0.00	0.00 %	0.00
	NA03	318.25	229.47	72.10%	0.00	0.00 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	372.62	302.11	81.08%	0.00	0.00 %	0.00
	CH04	427.73	334.43	78.19%	0.00	0.00 %	0.00
	CH09	354.78	276.26	77.87%	0.00	0.00 %	0.00
	CH01	423.48	323.55	76.40%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	276.73	217.68	78.66%	0.00	0.00 %	0.00
	SA02	354.76	264.37	74.52%	0.00	0.00 %	0.00
	SA01	369.05	263.48	71.39%	0.00	0.00 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	357.30	281.17	78.69%	0.00	0.00 %	0.00
	CH08	502.37	392.11	78.05%	0.00	0.00 %	0.00
	CH05	471.34	366.64	77.79%	0.00	0.00 %	0.00
	CH06	658.54	409.81	62.23%	0.00	0.00 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	1.46	0.00%	0.00	0.00 %	0.00
	CH02	0.00	12.57	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	92.69	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	0.04	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	7.32	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.04)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.01)	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	26.14	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	28.01	54.27	0.02	193.74 %	55,477.25	40.00 %	22,190.90	0.00 %	22,190.90
CBE1	21.77	41.39	0.15	190.10 %	38,958.90	40.00 %	15,583.56	0.00 %	15,583.56
CBE4	34.94	64.69	0.07	185.15 %	79,739.00	40.00 %	31,895.60	0.00 %	31,895.60
AVI1	16.22	26.14	0.19	161.14 %	29,226.30	40.00 %	11,690.52	0.00 %	11,690.52
TPR2	38.54	60.10	0.09	155.93 %	45,394.90	40.00 %	18,157.96	0.00 %	18,157.96
CBE2	134.06	197.63	0.12	147.42 %	213,237.55	40.00 %	85,295.02	0.00 %	85,295.02
ANR1	5.88	8.61	0.12	146.43 %	12,985.00	40.00 %	5,194.00	0.00 %	5,194.00
CBE3	9.16	12.74	0.00	139.10 %	18,090.70	40.00 %	7,236.28	0.00 %	7,236.28
TPR1	34.54	47.88	0.36	138.64 %	48,007.60	40.00 %	19,203.04	0.00 %	19,203.04
PDM1	15.40	21.31	0.13	138.35 %	33,828.15	40.00 %	13,531.26	0.00 %	13,531.26
CBE6	31.72	40.09	0.43	126.39 %	33,409.80	40.00 %	13,363.92	0.00 %	13,363.92
KMR1	48.08	59.97	0.22	124.74 %	99,828.45	40.00 %	39,931.38	0.00 %	39,931.38
MPM1	27.26	33.10	0.42	121.43 %	42,981.05	40.00 %	17,192.42	0.00 %	17,192.42
PLI1	39.84	48.04	0.07	120.59 %	41,135.30	40.00 %	16,454.12	0.00 %	16,454.12
SUL1	19.70	22.96	0.00	116.55 %	33,710.10	30.00 %	10,113.03	0.00 %	10,113.03
GBM1	22.21	25.01	0.06	112.60 %	29,339.30	30.00 %	8,801.79	0.00 %	8,801.79
PPI1	13.80	15.48	0.00	112.12 %	22,332.95	30.00 %	6,699.89	0.00 %	6,699.89
DPM2	22.80	25.28	0.00	110.87 %	40,691.55	30.00 %	12,207.47	0.00 %	12,207.47
CNR1	15.19	16.67	0.09	109.75 %	15,227.80	25.00 %	3,806.95	0.00 %	3,806.95
KGM1	18.15	19.57	0.00	107.82 %	28,772.30	25.00 %	7,193.08	0.00 %	7,193.08
CBE5	18.54	19.18	0.00	103.46 %	38,359.70	25.00 %	9,589.93	0.00 %	9,589.93
SYM2	20.63	19.96	0.00	96.74 %	20,297.90	20.00 %	4,059.58	0.00 %	4,059.58
UMP1	19.42	18.63	0.36	95.94 %	17,741.90	20.00 %	3,548.38	0.00 %	3,548.38
KMD1	20.25	18.65	0.00	92.12 %	24,565.65	15.00 %	3,684.85	0.00 %	3,684.85
TPR3	27.57	23.70	0.02	85.96 %	23,625.80	10.00 %	2,362.58	0.00 %	2,362.58
GDR1	18.21	15.43	0.00	84.75 %	17,257.90	10.00 %	1,725.79	0.00 %	1,725.79
TPR4	20.27	13.82	0.00	68.20 %	21,935.60	0.00 %		0.00 %	
KGI1	20.68	13.46	0.00	65.11 %	11,926.50	0.00 %		0.00 %	
UAM1	32.81	20.84	0.00	63.51 %	12,095.40	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	54.59	72.88	0.10	133.49 %	54,365.65	40.00 %	21,746.26	0.00 %	21,746.26
PAS1	27.32	35.32	0.00	129.28 %	26,135.70	40.00 %	10,454.28	0.00 %	10,454.28
KLR1	21.78	20.92	0.00	96.05 %	14,480.40	20.00 %	2,896.08	0.00 %	2,896.08
PNL1	19.41	18.03	0.15	92.88 %	11,631.20	15.00 %	1,744.68	0.00 %	1,744.68

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	20.37	37.66	0.00	184.94 %	50,777.85	40.00 %	20,311.14	0.00 %	20,311.14
MMT1	23.65	42.73	0.00	180.66 %	37,617.40	40.00 %	15,046.96	0.00 %	15,046.96
KSM1	12.37	20.88	0.35	168.71 %	14,226.15	40.00 %	5,690.46	0.00 %	5,690.46
ERL2	27.52	43.70	0.22	158.81 %	73,618.80	40.00 %	29,447.52	0.00 %	29,447.52
NGR1	102.44	152.35	0.46	148.73 %	82,675.45	40.00 %	33,070.18	0.00 %	33,070.18
SVK1	52.58	70.47	0.03	134.03 %	67,236.15	40.00 %	26,894.46	0.00 %	26,894.46
STU2	20.27	27.12	0.00	133.79 %	17,454.10	40.00 %	6,981.64	0.00 %	6,981.64
COL1	15.45	20.27	0.22	131.16 %	13,553.45	40.00 %	5,421.38	0.00 %	5,421.38
MAR1	53.03	69.38	0.18	130.84 %	73,941.70	40.00 %	29,576.68	0.00 %	29,576.68
TVL1	176.62	225.49	0.03	127.67 %	288,833.10	40.00 %	115,533.24	0.00 %	115,533.24
VNR1	24.09	29.27	0.29	121.49 %	32,773.90	40.00 %	13,109.56	0.00 %	13,109.56
TKS2	74.33	89.60	0.18	120.54 %	75,380.60	40.00 %	30,152.24	0.00 %	30,152.24
TCN1	42.73	51.42	0.11	120.34 %	57,803.25	40.00 %	23,121.30	0.00 %	23,121.30
ARM1	19.04	22.72	0.00	119.36 %	21,148.20	30.00 %	6,344.46	0.00 %	6,344.46
ASM1	23.42	27.74	0.03	118.41 %	31,365.05	30.00 %	9,409.52	0.00 %	9,409.52
UDN1	26.59	31.16	0.06	117.18 %	25,612.40	30.00 %	7,683.72	0.00 %	7,683.72
SDI1	25.48	29.73	0.19	116.69 %	26,845.40	30.00 %	8,053.62	0.00 %	8,053.62
KYR1	21.79	25.42	0.27	116.64 %	33,050.35	30.00 %	9,915.11	0.00 %	9,915.11
PDI1	23.14	26.87	0.71	116.13 %	23,527.45	30.00 %	7,058.24	0.00 %	7,058.24
TYI1	30.78	33.58	0.16	109.13 %	48,341.15	25.00 %	12,085.29	0.00 %	12,085.29
VLY1	59.72	62.93	0.00	105.36 %	82,332.55	25.00 %	20,583.14	0.00 %	20,583.14
SNL1	28.36	29.32	0.09	103.37 %	29,221.10	25.00 %	7,305.28	0.00 %	7,305.28
TKS1	57.01	57.19	0.11	100.32 %	54,811.10	25.00 %	13,702.78	0.00 %	13,702.78
VKM1	22.54	22.11	0.01	98.09 %	27,188.25	20.00 %	5,437.65	0.00 %	5,437.65
TUT2	84.77	81.35	0.06	95.97 %	76,507.70	20.00 %	15,301.54	0.00 %	15,301.54
TUT1	211.39	197.62	0.03	93.48 %	295,713.55	15.00 %	44,357.03	0.00 %	44,357.03
KVT1	103.31	94.36	0.04	91.34 %	147,501.75	15.00 %	22,125.26	0.00 %	22,125.26
VNR2	95.55	86.30	0.07	90.32 %	102,396.65	15.00 %	15,359.50	0.00 %	15,359.50
TKY1	28.12	25.31	0.00	89.99 %	25,448.15	10.00 %	2,544.82	0.00 %	2,544.82
SGT1	18.36	16.41	0.27	89.38 %	11,161.50	10.00 %	1,116.15	0.00 %	1,116.15
RPM1	60.49	48.40	0.00	80.02 %	44,321.15	0.00 %		0.00 %	
SKD1	25.41	19.75	0.04	77.73 %	25,322.20	0.00 %		0.00 %	
APK1	41.23	31.24	0.00	75.76 %	42,436.05	0.00 %		0.00 %	
PKD1	54.56	38.18	0.11	69.97 %	50,442.45	0.00 %		0.00 %	
APK2	33.15	22.60	0.17	68.17 %	18,339.60	0.00 %		0.00 %	
RND1	78.51	50.20	0.14	63.93 %	75,920.10	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	193.41	202.60	0.16	104.75 %	226,273.25	25.00 %	56,568.31	0.00 %	56,568.31

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	23.38	47.55	0.14	203.35 %	32,743.45	40.00 %	13,097.38	0.00 %	13,097.38
SLM2	39.44	52.07	0.00	132.04 %	39,236.80	40.00 %	15,694.72	0.00 %	15,694.72
ERD1	74.41	98.19	0.20	131.96 %	103,836.95	40.00 %	41,534.78	0.00 %	41,534.78
DPR1	16.19	20.97	0.00	129.52 %	15,111.50	40.00 %	6,044.60	0.00 %	6,044.60
CMI1	16.69	20.59	0.00	123.37 %	28,601.25	40.00 %	11,440.50	0.00 %	11,440.50
TCG1	22.39	26.73	0.00	119.37 %	46,342.05	30.00 %	13,902.62	0.00 %	13,902.62
DPR2	21.03	24.94	0.55	118.61 %	20,614.85	30.00 %	6,184.46	0.00 %	6,184.46
SGI1	16.88	19.54	0.08	115.72 %	18,410.05	30.00 %	5,523.02	0.00 %	5,523.02
HSR1	31.36	35.50	0.15	113.23 %	39,841.80	30.00 %	11,952.54	0.00 %	11,952.54
MCR1	29.91	33.67	0.13	112.57 %	51,628.00	30.00 %	15,488.40	0.00 %	15,488.40
PMP1	24.38	27.36	0.37	112.20 %	16,167.00	30.00 %	4,850.10	0.00 %	4,850.10
BMD1	20.43	22.87	0.00	111.92 %	23,890.80	30.00 %	7,167.24	0.00 %	7,167.24
NKL2	48.12	53.66	0.08	111.51 %	61,137.75	30.00 %	18,341.33	0.00 %	18,341.33
KVP1	18.59	20.23	0.31	108.84 %	14,504.15	25.00 %	3,626.04	0.00 %	3,626.04
ERD2	76.71	83.10	0.06	108.32 %	150,006.80	25.00 %	37,501.70	0.00 %	37,501.70
HSR2	54.54	56.79	0.00	104.13 %	47,494.85	25.00 %	11,873.71	0.00 %	11,873.71
SGG1	13.71	14.13	0.00	103.07 %	13,944.70	25.00 %	3,486.18	0.00 %	3,486.18
EDP1	11.59	11.90	0.75	102.66 %	7,152.15	25.00 %	1,788.04	0.00 %	1,788.04
KAM1	19.15	19.37	0.00	101.14 %	25,877.65	25.00 %	6,469.41	0.00 %	6,469.41
TRM1	35.08	34.19	0.28	97.45 %	32,395.35	20.00 %	6,479.07	0.00 %	6,479.07
SLM1	98.22	92.97	0.09	94.66 %	79,250.65	15.00 %	11,887.60	0.00 %	11,887.60
VPD1	32.24	30.49	0.09	94.57 %	34,149.45	15.00 %	5,122.42	0.00 %	5,122.42
PLC1	19.65	18.55	0.44	94.39 %	26,437.00	15.00 %	3,965.55	0.00 %	3,965.55
ATU1	46.87	42.84	0.10	91.41 %	39,037.75	15.00 %	5,855.66	0.00 %	5,855.66
APN1	23.80	20.41	0.16	85.77 %	22,592.80	10.00 %	2,259.28	0.00 %	2,259.28
EPI1	29.01	24.68	0.00	85.06 %	25,128.95	10.00 %	2,512.90	0.00 %	2,512.90
OML1	31.47	26.76	0.10	85.03 %	33,829.45	10.00 %	3,382.95	0.00 %	3,382.95
RSP1	32.86	27.37	0.29	83.29 %	26,728.80	10.00 %	2,672.88	0.00 %	2,672.88
MTR1	32.78	27.22	0.00	83.03 %	29,732.90	10.00 %	2,973.29	0.00 %	2,973.29
SLM3	48.12	38.57	0.00	80.14 %	43,154.40	10.00 %	4,315.44	0.00 %	4,315.44
HRR1	21.40	17.04	0.41	79.62 %	14,441.55	0.00 %		0.00 %	
PDR1	16.07	12.48	0.00	77.65 %	21,243.35	0.00 %		0.00 %	
VKL1	19.15	14.20	0.00	74.13 %	24,247.40	0.00 %		0.00 %	
KMM1	30.36	18.47	0.08	60.83 %	21,234.10	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	44.14	101.66	0.11	230.31 %	65,151.10	40.00 %	26,060.44	0.00 %	26,060.44
CMR1	17.87	37.65	0.00	210.67 %	26,435.65	40.00 %	10,574.26	0.00 %	10,574.26
BTU1	12.76	16.67	0.23	130.70 %	18,182.60	40.00 %	7,273.04	0.00 %	7,273.04
KKD3	48.72	62.94	0.02	129.19 %	93,962.15	40.00 %	37,584.86	0.00 %	37,584.86
DGL1	70.86	88.22	0.09	124.51 %	64,459.60	40.00 %	25,783.84	0.00 %	25,783.84
PNI1	19.10	23.12	0.09	121.04 %	14,330.10	40.00 %	5,732.04	0.00 %	5,732.04
MDU1	146.84	175.19	0.15	119.31 %	134,040.60	30.00 %	40,212.18	0.00 %	40,212.18
CBM1	30.35	35.57	0.00	117.20 %	42,554.30	30.00 %	12,766.29	0.00 %	12,766.29
USL1	26.69	30.55	0.00	114.47 %	22,870.50	30.00 %	6,861.15	0.00 %	6,861.15
ADP1	19.64	22.28	0.03	113.47 %	21,386.45	30.00 %	6,415.94	0.00 %	6,415.94
KRR1	47.75	51.13	0.00	107.09 %	76,653.25	25.00 %	19,163.31	0.00 %	19,163.31
TEN1	27.87	29.09	0.03	104.39 %	24,155.05	25.00 %	6,038.76	0.00 %	6,038.76
PKM1	14.80	15.17	0.00	102.54 %	13,485.35	25.00 %	3,371.34	0.00 %	3,371.34
KPT1	20.17	20.32	0.00	100.73 %	23,798.05	25.00 %	5,949.51	0.00 %	5,949.51
NTM1	16.45	16.14	0.00	98.13 %	17,487.20	20.00 %	3,497.44	0.00 %	3,497.44
ODM1	15.19	14.77	0.36	97.23 %	9,729.10	20.00 %	1,945.82	0.00 %	1,945.82
MDU2	88.80	85.86	0.54	96.70 %	82,468.70	20.00 %	16,493.74	0.00 %	16,493.74
MDU7	50.63	47.00	0.00	92.83 %	33,547.80	15.00 %	5,032.17	0.00 %	5,032.17
DGL2	31.80	29.21	0.00	91.85 %	27,183.60	15.00 %	4,077.54	0.00 %	4,077.54
BNR1	19.58	17.91	0.00	91.48 %	18,984.25	15.00 %	2,847.64	0.00 %	2,847.64
MDU6	70.44	63.92	0.00	90.74 %	52,665.65	15.00 %	7,899.85	0.00 %	7,899.85
MNM1	20.93	18.49	0.48	88.37 %	29,890.65	10.00 %	2,989.07	0.00 %	2,989.07
PNV2	18.23	15.98	0.00	87.62 %	13,580.10	10.00 %	1,358.01	0.00 %	1,358.01
TEN2	41.31	35.86	0.21	86.81 %	24,010.95	10.00 %	2,401.10	0.00 %	2,401.10
MDU3	47.91	41.19	0.22	85.99 %	37,893.60	10.00 %	3,789.36	0.00 %	3,789.36
TMM1	48.55	39.12	0.91	80.57 %	26,210.00	10.00 %	2,621.00	0.00 %	2,621.00
NKI1	20.61	16.55	0.00	80.31 %	16,782.00	10.00 %	1,678.20	0.00 %	1,678.20
MDU5	30.84	24.11	0.00	78.17 %	29,962.25	0.00 %		0.00 %	
TDI1	29.23	22.64	0.00	77.43 %	33,888.60	0.00 %		0.00 %	
MDU4	40.26	31.18	0.01	77.43 %	23,114.10	0.00 %		0.00 %	
DKI1	45.18	34.26	0.12	75.85 %	60,523.80	0.00 %		0.00 %	
MLR1	29.48	21.83	0.00	74.08 %	25,942.80	0.00 %		0.00 %	
SVG1	45.06	32.98	0.03	73.20 %	29,560.30	0.00 %		0.00 %	
SGP1	17.91	13.07	0.81	72.96 %	20,221.95	0.00 %		0.00 %	
KYK1	22.85	16.59	0.00	72.61 %	17,170.45	0.00 %		0.00 %	
ATG1	58.40	40.54	0.00	69.42 %	47,710.85	0.00 %		0.00 %	
PVI1	31.17	20.46	0.00	65.63 %	21,967.15	0.00 %		0.00 %	
TPT1	42.07	19.59	0.00	46.55 %	29,077.50	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	45.47	67.93	0.03	149.38 %	43,313.95	40.00 %	17,325.58	0.00 %	17,325.58
TRY3	48.39	70.84	0.07	146.40 %	40,911.75	40.00 %	16,364.70	0.00 %	16,364.70
TVR1	28.98	34.43	0.00	118.80 %	36,193.95	30.00 %	10,858.19	0.00 %	10,858.19
NCK1	16.91	19.59	0.00	115.87 %	16,261.45	30.00 %	4,878.44	0.00 %	4,878.44
MVM1	77.35	84.66	0.00	109.45 %	119,867.45	25.00 %	29,966.86	0.00 %	29,966.86
TRY1	301.98	317.66	0.06	105.19 %	209,440.00	25.00 %	52,360.00	0.00 %	52,360.00
TRY2	28.23	29.68	0.09	105.14 %	23,171.85	25.00 %	5,792.96	0.00 %	5,792.96
PTK1	63.86	66.07	0.00	103.46 %	56,109.75	25.00 %	14,027.44	0.00 %	14,027.44
MSI1	37.97	39.27	0.09	103.42 %	39,409.40	25.00 %	9,852.35	0.00 %	9,852.35
TVR2	77.37	80.00	0.16	103.39 %	68,480.25	25.00 %	17,120.06	0.00 %	17,120.06
KIK1	35.89	35.66	0.00	99.38 %	39,985.55	20.00 %	7,997.11	0.00 %	7,997.11
NMM1	22.82	22.56	0.00	98.87 %	28,568.05	20.00 %	5,713.61	0.00 %	5,713.61
PDK1	30.88	30.03	0.17	97.23 %	33,594.15	20.00 %	6,718.83	0.00 %	6,718.83
TTP1	40.02	35.04	0.00	87.55 %	28,365.90	10.00 %	2,836.59	0.00 %	2,836.59
KUM1	102.58	87.22	0.06	85.03 %	71,671.95	10.00 %	7,167.20	0.00 %	7,167.20
MDI1	58.10	47.40	0.29	81.59 %	43,517.05	10.00 %	4,351.71	0.00 %	4,351.71
KRN1	33.04	26.87	0.12	81.33 %	37,166.60	10.00 %	3,716.66	0.00 %	3,716.66
ORU1	26.56	21.25	0.04	80.01 %	28,744.35	0.00 %		0.00 %	
NGT1	51.19	40.63	0.00	79.36 %	59,806.30	0.00 %		0.00 %	
JKM1	48.14	37.11	0.14	77.10 %	42,192.00	0.00 %		0.00 %	
TNJ2	82.17	63.05	0.00	76.73 %	51,609.25	0.00 %		0.00 %	
PBR2	116.62	86.61	0.15	74.27 %	83,540.80	0.00 %		0.00 %	
TRY4	72.33	50.45	0.00	69.75 %	68,790.00	0.00 %		0.00 %	
AYR1	45.71	31.23	0.47	68.32 %	38,430.20	0.00 %		0.00 %	
TNJ1	112.39	71.12	0.00	63.28 %	38,903.95	0.00 %		0.00 %	
PBR1	48.79	29.38	0.00	60.21 %	20,338.40	0.00 %		0.00 %	
APM1	24.53	11.84	0.47	48.28 %	15,773.90	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	22.14	35.12	0.07	158.62 %	43,681.60	40.00 %	17,472.64	0.00 %	17,472.64
TRR1	49.45	55.48	0.20	112.19 %	50,633.90	30.00 %	15,190.17	0.00 %	15,190.17
PLR1	23.44	25.18	0.00	107.43 %	23,276.95	25.00 %	5,819.24	0.00 %	5,819.24
GDM1	27.46	28.04	0.06	102.14 %	17,023.55	25.00 %	4,255.89	0.00 %	4,255.89
CGM1	22.34	22.28	1.31	99.75 %	22,614.20	20.00 %	4,522.84	0.00 %	4,522.84
AKM1	48.55	48.42	0.14	99.74 %	58,444.70	20.00 %	11,688.94	0.00 %	11,688.94
ARC2	28.50	27.99	0.09	98.21 %	33,866.25	20.00 %	6,773.25	0.00 %	6,773.25
SLG1	22.03	21.53	0.00	97.75 %	29,768.75	20.00 %	5,953.75	0.00 %	5,953.75
VEL2	70.77	65.01	0.03	91.87 %	80,028.50	15.00 %	12,004.28	0.00 %	12,004.28
WJD1	34.42	29.71	0.34	86.32 %	55,022.05	10.00 %	5,502.21	0.00 %	5,502.21
WJP1	32.63	27.73	0.00	85.00 %	38,842.75	10.00 %	3,884.28	0.00 %	3,884.28
TRT1	32.97	27.14	0.16	82.30 %	32,988.65	10.00 %	3,298.87	0.00 %	3,298.87
ABR1	40.06	32.96	0.00	82.29 %	41,682.00	10.00 %	4,168.20	0.00 %	4,168.20
BGR1	16.44	13.49	0.30	82.05 %	19,772.65	10.00 %	1,977.27	0.00 %	1,977.27
CYR1	28.66	22.34	0.00	77.94 %	36,713.50	0.00 %		0.00 %	
KPM2	112.58	87.32	0.09	77.56 %	101,306.65	0.00 %		0.00 %	
ANI1	25.02	19.21	0.00	76.78 %	22,143.85	0.00 %		0.00 %	
VEL1	51.81	39.66	0.12	76.56 %	59,110.20	0.00 %		0.00 %	
UGI1	16.13	12.29	0.00	76.17 %	12,003.30	0.00 %		0.00 %	
PTU1	11.99	9.10	0.00	75.90 %	7,384.00	0.00 %		0.00 %	
CPT1	22.76	17.26	0.53	75.83 %	28,177.95	0.00 %		0.00 %	
KPM1	34.20	24.86	0.57	72.68 %	33,402.80	0.00 %		0.00 %	
SBR1	70.46	50.28	0.01	71.36 %	69,034.15	0.00 %		0.00 %	
VSI1	45.22	30.96	0.00	68.47 %	48,079.80	0.00 %		0.00 %	
TRL1	80.25	47.42	0.31	59.09 %	62,190.85	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)
CH46	23.04	26.57	0.17	115.34 %	32,299.60	30.00 %	9,689.88	0.00 %	9,689.88
CH27	16.10	18.24	0.61	113.34 %	25,255.00	30.00 %	7,576.50	0.00 %	7,576.50
CH17	47.77	50.01	0.05	104.69 %	92,008.20	25.00 %	23,002.05	0.00 %	23,002.05
GPD1	39.00	39.52	0.00	101.35 %	34,417.15	25.00 %	8,604.29	0.00 %	8,604.29
UKI1	29.66	27.69	0.00	93.34 %	31,070.20	15.00 %	4,660.53	0.00 %	4,660.53
PON1	28.35	26.16	0.04	92.29 %	40,883.45	15.00 %	6,132.52	0.00 %	6,132.52
CH23	28.87	25.30	0.01	87.66 %	43,067.75	10.00 %	4,306.78	0.00 %	4,306.78
CH34	64.56	55.93	0.00	86.63 %	66,194.65	10.00 %	6,619.47	0.00 %	6,619.47
CH50	61.96	53.61	0.15	86.52 %	89,226.65	10.00 %	8,922.67	0.00 %	8,922.67
CH31	22.53	18.92	0.26	83.94 %	34,278.70	10.00 %	3,427.87	0.00 %	3,427.87
CH18	67.11	56.03	0.30	83.49 %	93,504.60	10.00 %	9,350.46	0.00 %	9,350.46
CH36	26.82	22.15	0.60	82.60 %	20,397.35	10.00 %	2,039.74	0.00 %	2,039.74
CH24	67.25	54.03	0.21	80.34 %	77,660.70	10.00 %	7,766.07	0.00 %	7,766.07
CH03	153.34	120.73	0.50	78.73 %	163,405.60	0.00 %		0.00 %	
MJR1	59.13	46.38	0.11	78.44 %	55,235.45	0.00 %		0.00 %	
CH41	58.70	45.65	0.12	77.76 %	74,602.65	0.00 %		0.00 %	
CH12	97.93	75.24	0.38	76.83 %	97,897.00	0.00 %		0.00 %	
CH15	151.14	115.22	0.06	76.23 %	133,989.95	0.00 %		0.00 %	
CH33	63.51	47.17	0.18	74.27 %	62,858.70	0.00 %		0.00 %	
CH21	111.66	80.67	0.26	72.24 %	96,431.95	0.00 %		0.00 %	
CH20	83.13	59.86	0.15	72.00 %	71,663.60	0.00 %		0.00 %	
CH43	47.83	32.74	0.75	68.45 %	43,668.00	0.00 %		0.00 %	
CH44	53.92	36.34	0.00	67.38 %	39,498.90	0.00 %		0.00 %	
MC05	10.51	7.07	0.00	67.27 %	3,839.00	0.00 %		0.00 %	
CH32	11.11	7.21	0.21	64.93 %	9,739.30	0.00 %		0.00 %	
CH06	62.61	39.75	0.02	63.48 %	55,820.70	0.00 %		0.00 %	
MC06	13.48	8.51	0.36	63.12 %	4,789.80	0.00 %		0.00 %	
CH51	72.84	39.16	1.14	53.76 %	47,519.90	0.00 %		0.00 %	
CH01	4.75	0.51	0.00	10.67 %	733.95	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	39.69	42.01	0.17	105.86 %	37,766.10	25.00 %	9,441.53	0.00 %	9,441.53
SJI2	46.69	46.24	0.13	99.05 %	52,148.30	20.00 %	10,429.66	0.00 %	10,429.66
MKM1	21.98	21.70	0.00	98.72 %	28,241.90	20.00 %	5,648.38	0.00 %	5,648.38
KML1	29.18	28.42	0.19	97.42 %	43,239.50	20.00 %	8,647.90	0.00 %	8,647.90
KLM1	44.78	40.22	0.00	89.80 %	70,362.70	10.00 %	7,036.27	0.00 %	7,036.27
VPM2	56.68	47.82	0.26	84.37 %	73,153.50	10.00 %	7,315.35	0.00 %	7,315.35
POY2	82.81	64.07	0.07	77.36 %	77,481.65	0.00 %		0.00 %	
TDM1	40.58	31.03	0.18	76.48 %	32,073.70	0.00 %		0.00 %	
TRK1	55.74	42.53	0.22	76.30 %	55,119.30	0.00 %		0.00 %	
KKI2	52.86	39.51	0.02	74.74 %	47,312.40	0.00 %		0.00 %	
TVM1	27.62	20.38	0.25	73.78 %	23,516.80	0.00 %		0.00 %	
CDM1	62.28	45.36	0.09	72.83 %	54,407.65	0.00 %		0.00 %	
TVM2	29.04	20.79	0.23	71.57 %	12,660.80	0.00 %		0.00 %	
CUD1	111.57	77.30	0.00	69.28 %	99,319.00	0.00 %		0.00 %	
ULP1	56.01	38.41	0.19	68.58 %	40,863.85	0.00 %		0.00 %	
NVL2	61.27	39.31	0.00	64.16 %	41,077.40	0.00 %		0.00 %	
STP1	21.78	13.84	0.02	63.54 %	18,478.35	0.00 %		0.00 %	
POY1	107.90	60.19	0.14	55.78 %	89,960.15	0.00 %		0.00 %	
VCM1	31.70	17.51	0.00	55.23 %	20,830.25	0.00 %		0.00 %	
VPM1	20.38	8.88	0.00	43.58 %	13,015.15	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)
CH47	56.97	123.69	0.07	217.13 %	130,008.50	40.00 %	52,003.40	0.00 %	52,003.40
CH30	59.92	77.85	0.00	129.92 %	73,197.45	40.00 %	29,278.98	0.00 %	29,278.98
CH45	60.43	63.81	0.16	105.60 %	81,777.70	25.00 %	20,444.43	0.00 %	20,444.43
GUD1	58.56	56.80	0.46	96.99 %	105,618.35	20.00 %	21,123.67	0.00 %	21,123.67
CH40	17.26	16.16	0.11	93.64 %	9,773.85	15.00 %	1,466.08	0.00 %	1,466.08
CH37	30.40	27.77	0.00	91.36 %	52,774.55	15.00 %	7,916.18	0.00 %	7,916.18
CH25	60.99	54.25	0.36	88.96 %	62,365.25	10.00 %	6,236.53	0.00 %	6,236.53
CH38	48.79	39.21	0.13	80.36 %	42,641.20	10.00 %	4,264.12	0.00 %	4,264.12
TKM1	29.61	23.62	0.00	79.78 %	33,453.15	0.00 %		0.00 %	
CH35	50.48	38.79	0.11	76.85 %	71,673.20	0.00 %		0.00 %	
MRM1	57.26	43.20	0.00	75.46 %	61,329.25	0.00 %		0.00 %	
CH39	33.27	24.91	0.24	74.87 %	36,782.10	0.00 %		0.00 %	
CH19	75.59	56.34	0.66	74.53 %	77,198.90	0.00 %		0.00 %	
CH14	120.52	85.86	0.28	71.24 %	118,546.20	0.00 %		0.00 %	
CH49	90.24	62.74	0.09	69.52 %	89,239.10	0.00 %		0.00 %	
CH05	120.99	82.92	0.10	68.54 %	105,234.20	0.00 %		0.00 %	
CH48	74.14	50.49	0.00	68.09 %	85,733.80	0.00 %		0.00 %	
CGL1	40.60	27.24	0.70	67.08 %	28,900.45	0.00 %		0.00 %	
KNR1	39.80	25.17	0.00	63.25 %	31,209.65	0.00 %		0.00 %	
CH42	88.56	54.38	0.38	61.40 %	77,821.75	0.00 %		0.00 %	
SKL1	52.30	31.91	0.40	61.01 %	35,656.75	0.00 %		0.00 %	
CH28	98.24	59.62	0.00	60.69 %	114,819.50	0.00 %		0.00 %	
AVD1	64.82	39.31	0.23	60.64 %	59,569.45	0.00 %		0.00 %	
GUD2	49.75	29.72	0.00	59.75 %	41,704.75	0.00 %		0.00 %	
CH07	97.99	57.89	0.28	59.08 %	75,028.35	0.00 %		0.00 %	
CH26	24.20	14.13	0.00	58.40 %	14,126.60	0.00 %		0.00 %	
MC10	8.79	4.87	0.00	55.42 %	2,259.10	0.00 %		0.00 %	
CH16	138.32	72.37	0.23	52.32 %	105,533.80	0.00 %		0.00 %	
CH08	142.65	66.40	0.34	46.55 %	109,825.65	0.00 %		0.00 %	
MC09	5.50	2.53	0.00	46.02 %	2,438.45	0.00 %		0.00 %	
CH22	80.95	33.51	0.27	41.39 %	43,882.60	0.00 %		0.00 %	
CH29	11.65	2.26	0.00	19.43 %	2,790.85	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	8.68	0.00	0.00 %	4,900.00	0.00 %		0.00 %	
GHUB	0.00	92.52	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.17	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	26.14	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	7.34	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	(0.06)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	3.96	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.03)	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 %	
WHUT	0.00	(0.01)	0.00	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 %	