



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

Accu.Target 21,027.83 L	Sales 19,360.72 L	Achieved % 92.07 %	HO Budget+ % 0.00 %	Total Com. 221.28 L
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Note : Sales Period is From :01-May-2026 To :11-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	1,453.33	1,521.97	104.72 %	90,000.00	0.00 %	90,000.00
WEST-01	1,243.88	1,188.92	95.58 %	0.00	0.00 %	0.00
WEST-02	1,742.09	1,661.60	95.38 %	0.00	0.00 %	0.00
SOUTH-03	2,404.40	2,276.74	94.69 %	66,000.00	0.00 %	66,000.00
CHENNAI-02	2,613.99	2,449.03	93.69 %	72,000.00	0.00 %	72,000.00
TRICHY-01	2,636.78	2,401.92	91.09 %	0.00	0.00 %	0.00
SOUTH ARCOT	1,578.50	1,425.43	90.30 %	42,000.00	0.00 %	42,000.00
SOUTH-01	3,372.01	2,908.69	86.26 %	0.00	0.00 %	0.00
KL-NORTH	444.40	372.27	83.77 %	0.00	0.00 %	0.00
CHENNAI-01	3,251.52	2,710.77	83.37 %	0.00	0.00 %	0.00
KL-SOUTH	286.94	204.59	71.30 %	0.00	0.00 %	0.00
OTHERS	0.00	238.78	0.00 %	0.00	0.00 %	0.00
Total	21,027.83	19,360.72	92.07 %		0.00 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	445.26	512.02	114.99%	100,000.00	0.00 %	100,000.00
	NA01	533.84	543.68	101.84%	75,000.00	0.00 %	75,000.00
	NA03	474.23	466.28	98.32%	30,000.00	0.00 %	30,000.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	185.85	214.97	115.67%	40,000.00	0.00 %	40,000.00
	TPR4	136.70	153.44	112.24%	20,000.00	0.00 %	20,000.00
	PLI1	167.76	159.82	95.27%	7,500.00	0.00 %	7,500.00
	TPR1	142.45	131.08	92.01%	7,500.00	0.00 %	7,500.00
	CBE1	611.12	529.61	86.66%	0.00	0.00 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	346.35	364.57	105.26%	45,000.00	0.00 %	45,000.00
	SLM1	532.36	517.46	97.20%	37,500.00	0.00 %	37,500.00
	ERD1	509.23	469.54	92.21%	30,000.00	0.00 %	30,000.00
	MTR1	354.15	310.04	87.54%	0.00	0.00 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	272.28	278.37	102.24%	30,000.00	0.00 %	30,000.00
	KRR1	233.97	234.48	100.22%	30,000.00	0.00 %	30,000.00
	MDU1	932.02	924.02	99.14%	67,500.00	0.00 %	67,500.00
	KKD2	537.44	471.47	87.72%	0.00	0.00 %	0.00
	SVG1	428.69	368.41	85.94%	0.00	0.00 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	693.12	662.72	95.62%	45,000.00	0.00 %	45,000.00
	CH07	624.84	594.68	95.17%	37,500.00	0.00 %	37,500.00
	CH01	706.03	663.15	93.93%	45,000.00	0.00 %	45,000.00
	CH09	590.01	528.48	89.57%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	571.13	578.90	101.36%	75,000.00	0.00 %	75,000.00
	TNJ1	613.55	578.66	94.31%	37,500.00	0.00 %	37,500.00
	PBR1	662.90	578.63	87.29%	0.00	0.00 %	0.00
	TRY1	789.19	665.73	84.36%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	579.33	561.24	96.88%	37,500.00	0.00 %	37,500.00
	SA03	414.32	367.07	88.60%	0.00	0.00 %	0.00
	SA01	584.85	497.11	85.00%	0.00	0.00 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	390.18	364.96	93.54%	22,500.00	0.00 %	22,500.00
	KVT1	611.72	554.31	90.62%	37,500.00	0.00 %	37,500.00
	TVL1	565.98	505.24	89.27%	0.00	0.00 %	0.00
	NGR1	538.31	446.48	82.94%	0.00	0.00 %	0.00
	TUT1	809.62	670.57	82.83%	0.00	0.00 %	0.00
	TKS1	456.20	367.13	80.48%	0.00	0.00 %	0.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	444.40	372.27	83.77%	0.00	0.00 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	585.76	526.63	89.91%	0.00	0.00 %	0.00
	CH03	539.22	480.85	89.18%	0.00	0.00 %	0.00
	CH05	804.05	691.52	86.00%	0.00	0.00 %	0.00
	CH06	693.58	552.57	79.67%	0.00	0.00 %	0.00
	CH10	628.91	459.21	73.02%	0.00	0.00 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	286.94	204.59	71.30%	0.00	0.00 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.99	0.00%	0.00	0.00 %	0.00
	CH02	0.00	104.53	0.00%	0.00	0.00 %	0.00
	HO01	0.00	106.86	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	1.43	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	3.63	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	1.56	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.66	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	19.17	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	(0.01)	0.00%	0.00	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	86.19	130.56	0.10	151.49 %	167,922.92	40.00 %	67,169.17	0.00 %	67,169.17
PTU1	21.38	28.42	0.00	132.95 %	23,099.76	40.00 %	9,239.90	0.00 %	9,239.90
VNB1	34.67	45.04	0.10	129.89 %	51,940.61	40.00 %	20,776.24	0.00 %	20,776.24
VEL1	76.83	95.81	0.22	124.71 %	109,516.34	40.00 %	43,806.54	0.00 %	43,806.54
WJP1	41.85	49.04	0.28	117.20 %	60,144.79	30.00 %	18,043.44	0.00 %	18,043.44
AKM1	72.81	82.65	0.25	113.53 %	87,973.59	30.00 %	26,392.08	0.00 %	26,392.08
SLG1	33.25	37.68	0.00	113.32 %	53,646.38	30.00 %	16,093.91	0.00 %	16,093.91
TRR1	74.58	81.47	0.26	109.24 %	84,087.81	25.00 %	21,021.95	0.00 %	21,021.95
ARC2	37.92	41.24	0.19	108.75 %	48,641.36	25.00 %	12,160.34	0.00 %	12,160.34
UGI1	24.71	26.16	0.00	105.87 %	23,834.73	25.00 %	5,958.68	0.00 %	5,958.68
WJD1	56.60	59.32	0.55	104.80 %	97,084.07	25.00 %	24,271.02	0.00 %	24,271.02
TRL1	104.98	109.42	0.44	104.24 %	62,683.84	25.00 %	15,670.96	0.00 %	15,670.96
CPT1	37.42	37.56	0.00	100.36 %	45,426.21	25.00 %	11,356.55	0.00 %	11,356.55
ABR1	56.58	56.43	0.32	99.74 %	50,463.10	20.00 %	10,092.62	0.00 %	10,092.62
KPM2	176.66	174.29	0.19	98.66 %	175,287.07	20.00 %	35,057.41	0.00 %	35,057.41
SBR1	98.41	95.35	0.05	96.89 %	115,763.95	20.00 %	23,152.79	0.00 %	23,152.79
ANI1	41.99	40.42	0.19	96.25 %	47,614.60	20.00 %	9,522.92	0.00 %	9,522.92
KPM1	59.67	56.35	0.00	94.44 %	61,443.00	15.00 %	9,216.45	0.00 %	9,216.45
PLR1	29.73	27.75	0.00	93.35 %	23,537.07	15.00 %	3,530.56	0.00 %	3,530.56
GDM1	45.59	42.52	0.04	93.26 %	32,900.35	15.00 %	4,935.05	0.00 %	4,935.05
TRT1	54.98	51.09	0.65	92.93 %	43,314.87	15.00 %	6,497.23	0.00 %	6,497.23
BGR1	29.27	26.45	0.48	90.39 %	28,974.06	15.00 %	4,346.11	0.00 %	4,346.11
CYR1	46.35	40.37	0.17	87.11 %	44,421.99	10.00 %	4,442.20	0.00 %	4,442.20
CGM1	41.09	32.43	0.14	78.92 %	30,634.01	0.00 %		0.00 %	
VSI1	69.83	54.14	0.10	77.52 %	67,447.63	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)
ANR1	9.85	18.14	0.00	184.16 %	21,994.39	40.00 %	8,797.76	0.00 %	8,797.76
AVI1	22.29	34.12	0.80	153.06 %	47,671.84	40.00 %	19,068.74	0.00 %	19,068.74
MPM1	35.61	51.31	0.24	144.07 %	45,490.64	40.00 %	18,196.26	0.00 %	18,196.26
CBE1	33.91	46.91	0.17	138.35 %	45,440.28	40.00 %	18,176.11	0.00 %	18,176.11
CNR1	22.92	31.32	0.01	136.67 %	26,362.67	40.00 %	10,545.07	0.00 %	10,545.07
GDR1	22.39	30.36	0.03	135.60 %	23,371.11	40.00 %	9,348.44	0.00 %	9,348.44
CBE3	17.68	22.39	0.13	126.60 %	21,013.62	40.00 %	8,405.45	0.00 %	8,405.45
UMP1	27.69	34.95	0.01	126.22 %	27,270.69	40.00 %	10,908.28	0.00 %	10,908.28
GBM1	30.42	36.60	0.34	120.31 %	41,944.28	40.00 %	16,777.71	0.00 %	16,777.71
KMR1	69.95	81.57	0.25	116.62 %	91,113.03	30.00 %	27,333.91	0.00 %	27,333.91
KGM1	25.35	29.56	0.00	116.61 %	45,273.64	30.00 %	13,582.09	0.00 %	13,582.09
KGI1	27.75	32.07	0.00	115.56 %	17,911.81	30.00 %	5,373.54	0.00 %	5,373.54
TPR2	49.72	53.83	0.40	108.27 %	69,139.83	25.00 %	17,284.96	0.00 %	17,284.96
UAM1	46.82	48.42	0.00	103.43 %	27,008.42	25.00 %	6,752.11	0.00 %	6,752.11
PPI1	21.97	21.46	0.17	97.70 %	24,288.70	20.00 %	4,857.74	0.00 %	4,857.74
TPR4	23.21	22.54	0.69	97.13 %	33,843.53	20.00 %	6,768.71	0.00 %	6,768.71
TPR1	56.45	54.47	0.14	96.50 %	57,019.84	20.00 %	11,403.97	0.00 %	11,403.97
SUL1	25.97	23.67	0.72	91.17 %	37,567.37	15.00 %	5,635.11	0.00 %	5,635.11
PDM1	24.82	22.06	0.00	88.88 %	35,226.67	10.00 %	3,522.67	0.00 %	3,522.67
PLI1	55.50	47.80	0.40	86.11 %	42,817.29	10.00 %	4,281.73	0.00 %	4,281.73
CBE4	60.35	51.04	0.64	84.57 %	82,225.17	10.00 %	8,222.52	0.00 %	8,222.52
CBE2	257.72	211.90	0.14	82.22 %	275,468.32	10.00 %	27,546.83	0.00 %	27,546.83
SNR1	50.52	38.21	0.32	75.63 %	61,737.97	0.00 %		0.00 %	
DPM2	34.39	25.45	0.36	73.99 %	32,419.41	0.00 %		0.00 %	
SYM2	28.96	20.57	0.24	71.03 %	29,282.18	0.00 %		0.00 %	
KMD1	30.36	21.49	0.11	70.79 %	26,954.46	0.00 %		0.00 %	
CBE6	61.91	41.26	0.29	66.64 %	48,949.38	0.00 %		0.00 %	
TPR3	36.29	22.78	0.56	62.77 %	29,815.05	0.00 %		0.00 %	
CBE5	33.12	12.66	0.23	38.24 %	24,497.00	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	22.93	36.10	0.01	157.48 %	37,953.39	40.00 %	15,181.36	0.00 %	15,181.36
KRI1	41.58	64.98	0.17	156.25 %	60,840.36	40.00 %	24,336.14	0.00 %	24,336.14
DPR1	21.95	30.62	0.06	139.53 %	28,967.84	40.00 %	11,587.14	0.00 %	11,587.14
SLM2	59.52	76.61	0.00	128.72 %	63,280.58	40.00 %	25,312.23	0.00 %	25,312.23
KVP1	28.21	35.23	0.44	124.88 %	25,473.30	40.00 %	10,189.32	0.00 %	10,189.32
CMI1	20.58	25.16	0.00	122.22 %	27,642.93	40.00 %	11,057.17	0.00 %	11,057.17
PLC1	26.90	31.00	0.13	115.26 %	40,773.05	30.00 %	12,231.92	0.00 %	12,231.92
TCG1	34.48	38.65	0.31	112.08 %	38,753.17	30.00 %	11,625.95	0.00 %	11,625.95
APN1	38.05	42.25	0.08	111.04 %	56,441.91	30.00 %	16,932.57	0.00 %	16,932.57
SGI1	27.23	29.20	0.37	107.22 %	23,861.82	25.00 %	5,965.46	0.00 %	5,965.46
PMP1	35.65	37.86	0.01	106.20 %	30,303.72	25.00 %	7,575.93	0.00 %	7,575.93
NKL2	69.59	73.02	0.14	104.92 %	81,502.02	25.00 %	20,375.51	0.00 %	20,375.51
ERD2	112.15	117.64	0.15	104.90 %	226,981.84	25.00 %	56,745.46	0.00 %	56,745.46
ERD1	103.04	104.81	0.15	101.71 %	159,057.71	25.00 %	39,764.43	0.00 %	39,764.43
SLM3	81.95	83.12	0.37	101.43 %	105,920.43	25.00 %	26,480.11	0.00 %	26,480.11
HSR2	88.02	85.35	0.13	96.96 %	79,369.69	20.00 %	15,873.94	0.00 %	15,873.94
ATU1	69.92	67.47	0.00	96.50 %	70,303.14	20.00 %	14,060.63	0.00 %	14,060.63
DPR2	30.23	29.03	0.05	96.06 %	30,604.48	20.00 %	6,120.90	0.00 %	6,120.90
SLM1	151.33	144.17	0.10	95.26 %	168,128.38	20.00 %	33,625.68	0.00 %	33,625.68
EDP1	23.79	22.59	0.00	94.96 %	20,648.02	15.00 %	3,097.20	0.00 %	3,097.20
TRM1	57.96	51.79	0.16	89.37 %	56,661.69	10.00 %	5,666.17	0.00 %	5,666.17
MTR1	60.64	52.38	0.24	86.38 %	74,565.02	10.00 %	7,456.50	0.00 %	7,456.50
HSR1	64.83	54.69	0.06	84.35 %	58,627.95	10.00 %	5,862.80	0.00 %	5,862.80
PDR1	21.98	18.10	0.00	82.35 %	33,841.43	10.00 %	3,384.14	0.00 %	3,384.14
MCR1	49.43	39.25	0.23	79.42 %	42,907.88	0.00 %		0.00 %	
EPI1	42.24	33.11	0.22	78.38 %	35,660.39	0.00 %		0.00 %	
KAM1	33.92	26.27	0.56	77.46 %	30,553.80	0.00 %		0.00 %	
VPD1	65.55	48.13	0.00	73.43 %	58,676.49	0.00 %		0.00 %	
SGG1	21.25	15.19	0.39	71.48 %	14,299.49	0.00 %		0.00 %	
HRR1	45.27	29.92	0.60	66.08 %	25,661.96	0.00 %		0.00 %	
RSP1	59.04	36.86	0.35	62.43 %	38,980.54	0.00 %		0.00 %	
OML1	65.76	40.94	0.00	62.25 %	40,075.03	0.00 %		0.00 %	
KMM1	39.39	24.14	0.00	61.29 %	22,955.47	0.00 %		0.00 %	
VKL1	27.71	15.96	0.00	57.61 %	24,487.87	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)
CMR1	31.44	62.10	0.13	197.51 %	25,988.24	40.00 %	10,395.30	0.00 %	10,395.30
KKD3	80.38	108.37	0.00	134.83 %	162,200.74	40.00 %	64,880.30	0.00 %	64,880.30
TEN1	38.35	48.93	0.36	127.58 %	43,855.55	40.00 %	17,542.22	0.00 %	17,542.22
MPA1	58.18	73.28	0.00	125.95 %	123,792.74	40.00 %	49,517.10	0.00 %	49,517.10
KRR1	65.55	76.73	0.03	117.06 %	85,921.24	30.00 %	25,776.37	0.00 %	25,776.37
DGL1	241.27	280.92	0.46	116.44 %	116,946.24	30.00 %	35,083.87	0.00 %	35,083.87
MDU3	63.21	66.28	0.05	104.86 %	39,817.20	25.00 %	9,954.30	0.00 %	9,954.30
DGL2	52.79	55.28	0.20	104.73 %	44,783.76	25.00 %	11,195.94	0.00 %	11,195.94
PNV2	32.55	33.45	0.00	102.75 %	26,580.93	25.00 %	6,645.23	0.00 %	6,645.23
MDU1	231.41	237.72	0.18	102.72 %	160,310.78	25.00 %	40,077.70	0.00 %	40,077.70
BNR1	32.02	31.95	0.08	99.77 %	34,964.86	20.00 %	6,992.97	0.00 %	6,992.97
PKM1	23.06	22.96	0.18	99.58 %	23,865.33	20.00 %	4,773.07	0.00 %	4,773.07
MDU2	125.25	124.64	0.38	99.52 %	138,020.18	20.00 %	27,604.04	0.00 %	27,604.04
KPT1	29.65	28.80	0.77	97.16 %	31,161.21	20.00 %	6,232.24	0.00 %	6,232.24
BTU1	23.93	23.01	0.00	96.12 %	14,884.48	20.00 %	2,976.90	0.00 %	2,976.90
PNI1	32.06	30.19	2.10	94.17 %	21,361.25	15.00 %	3,204.19	0.00 %	3,204.19
MDU7	76.89	71.61	0.31	93.13 %	76,864.72	15.00 %	11,529.71	0.00 %	11,529.71
NKI1	30.98	27.14	0.07	87.58 %	19,937.15	10.00 %	1,993.72	0.00 %	1,993.72
TDI1	53.16	46.03	0.04	86.59 %	74,805.15	10.00 %	7,480.52	0.00 %	7,480.52
MLR1	42.56	36.68	0.09	86.19 %	40,872.50	10.00 %	4,087.25	0.00 %	4,087.25
ODM1	31.40	26.32	0.00	83.82 %	13,862.92	10.00 %	1,386.29	0.00 %	1,386.29
MDU5	40.35	33.56	0.06	83.18 %	38,686.45	10.00 %	3,868.65	0.00 %	3,868.65
KYK1	40.00	32.96	0.00	82.38 %	33,805.06	10.00 %	3,380.51	0.00 %	3,380.51
ADP1	37.05	30.01	0.04	81.00 %	30,201.84	10.00 %	3,020.18	0.00 %	3,020.18
USL1	41.39	33.46	0.39	80.83 %	23,356.88	10.00 %	2,335.69	0.00 %	2,335.69
SVG1	66.21	53.36	0.12	80.59 %	64,695.08	10.00 %	6,469.51	0.00 %	6,469.51
TPT1	66.97	53.56	0.01	79.97 %	79,775.30	0.00 %		0.00 %	
TMM1	77.08	61.40	0.16	79.66 %	42,056.93	0.00 %		0.00 %	
SGP1	35.09	27.42	0.00	78.14 %	32,034.81	0.00 %		0.00 %	
ATG1	100.34	77.12	0.34	76.86 %	100,581.88	0.00 %		0.00 %	
DKI1	70.99	54.50	0.07	76.77 %	100,617.89	0.00 %		0.00 %	
PVI1	62.48	47.71	0.26	76.36 %	66,548.29	0.00 %		0.00 %	
TEN2	55.39	42.20	0.41	76.19 %	29,101.13	0.00 %		0.00 %	
MDU6	114.52	84.24	0.16	73.56 %	70,783.99	0.00 %		0.00 %	
CBM1	54.96	40.21	0.00	73.17 %	53,770.65	0.00 %		0.00 %	
MNM1	35.49	23.32	0.54	65.70 %	23,717.86	0.00 %		0.00 %	
MDU4	63.23	41.36	0.57	65.42 %	23,895.42	0.00 %		0.00 %	
NTM1	46.77	27.96	0.02	59.77 %	21,514.27	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)
MC05	15.55	29.62	0.01	190.51 %	12,235.75	40.00 %	4,894.30	0.00 %	4,894.30
CH27	25.32	34.90	0.51	137.82 %	44,376.49	40.00 %	17,750.60	0.00 %	17,750.60
UKI1	51.80	66.13	0.05	127.67 %	87,965.53	40.00 %	35,186.21	0.00 %	35,186.21
CH17	90.77	106.09	0.11	116.89 %	186,209.09	30.00 %	55,862.73	0.00 %	55,862.73
GPD1	58.22	66.60	0.20	114.39 %	46,735.71	30.00 %	14,020.71	0.00 %	14,020.71
CH31	41.91	46.97	0.50	112.08 %	55,816.62	30.00 %	16,744.99	0.00 %	16,744.99
CH50	97.20	102.19	0.17	105.14 %	173,300.95	25.00 %	43,325.24	0.00 %	43,325.24
CH24	112.54	118.29	0.41	105.10 %	163,909.09	25.00 %	40,977.27	0.00 %	40,977.27
CH46	44.46	46.06	0.29	103.61 %	66,348.75	25.00 %	16,587.19	0.00 %	16,587.19
CH03	237.49	240.57	0.51	101.30 %	341,678.96	25.00 %	85,419.74	0.00 %	85,419.74
PON1	51.43	51.30	0.12	99.75 %	68,896.76	20.00 %	13,779.35	0.00 %	13,779.35
CH21	167.71	165.60	0.40	98.74 %	189,711.16	20.00 %	37,942.23	0.00 %	37,942.23
CH15	236.20	226.71	0.31	95.98 %	265,738.15	20.00 %	53,147.63	0.00 %	53,147.63
CH23	55.26	52.67	0.45	95.31 %	66,656.39	20.00 %	13,331.28	0.00 %	13,331.28
CH36	39.60	37.30	0.09	94.18 %	41,083.20	15.00 %	6,162.48	0.00 %	6,162.48
CH33	105.29	96.84	0.05	91.97 %	120,504.69	15.00 %	18,075.70	0.00 %	18,075.70
MJR1	102.86	94.39	0.28	91.76 %	87,502.94	15.00 %	13,125.44	0.00 %	13,125.44
CH43	71.43	64.18	0.27	89.85 %	52,846.62	10.00 %	5,284.66	0.00 %	5,284.66
CH44	97.96	85.51	0.33	87.29 %	84,093.08	10.00 %	8,409.31	0.00 %	8,409.31
CH12	177.15	154.11	0.15	87.00 %	164,387.54	10.00 %	16,438.75	0.00 %	16,438.75
CH34	103.54	88.61	0.50	85.58 %	92,157.40	10.00 %	9,215.74	0.00 %	9,215.74
CH06	99.81	84.99	0.36	85.16 %	130,417.38	10.00 %	13,041.74	0.00 %	13,041.74
CH18	129.06	109.44	0.30	84.79 %	193,899.62	10.00 %	19,389.96	0.00 %	19,389.96
CH41	93.83	73.90	1.95	78.76 %	134,092.92	0.00 %		0.00 %	
CH32	17.36	12.48	0.69	71.88 %	15,715.26	0.00 %		0.00 %	
CH51	115.65	83.13	0.25	71.88 %	98,327.70	0.00 %		0.00 %	
CH20	135.73	94.36	0.18	69.52 %	111,436.83	0.00 %		0.00 %	
MC06	23.77	12.51	0.15	52.62 %	8,029.95	0.00 %		0.00 %	
CH01	15.09	3.58	0.00	23.74 %	3,988.70	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)
KUM2	38.89	53.36	0.02	137.21 %	42,825.81	40.00 %	17,130.32	0.00 %	17,130.32
KIK1	47.45	63.78	0.00	134.40 %	109,931.78	40.00 %	43,972.71	0.00 %	43,972.71
NCK1	24.14	30.72	0.17	127.24 %	19,784.77	40.00 %	7,913.91	0.00 %	7,913.91
KRN1	35.47	41.01	0.00	115.62 %	41,168.76	30.00 %	12,350.63	0.00 %	12,350.63
TVR2	109.38	126.31	0.16	115.48 %	140,666.33	30.00 %	42,199.90	0.00 %	42,199.90
APM1	35.58	40.63	0.17	114.22 %	58,834.06	30.00 %	17,650.22	0.00 %	17,650.22
NMM1	38.00	41.59	1.39	109.45 %	50,389.82	25.00 %	12,597.46	0.00 %	12,597.46
MSI1	53.53	57.50	0.00	107.41 %	49,247.89	25.00 %	12,311.97	0.00 %	12,311.97
MVM1	127.88	127.21	0.12	99.48 %	197,227.66	20.00 %	39,445.53	0.00 %	39,445.53
NGT1	69.92	69.35	0.30	99.19 %	117,132.86	20.00 %	23,426.57	0.00 %	23,426.57
TYR1	78.22	77.19	0.29	98.68 %	86,820.38	20.00 %	17,364.08	0.00 %	17,364.08
PTK1	104.78	100.52	0.32	95.93 %	118,521.02	20.00 %	23,704.20	0.00 %	23,704.20
MDI1	92.51	88.27	0.24	95.43 %	101,722.15	20.00 %	20,344.43	0.00 %	20,344.43
TNJ2	134.58	127.10	0.22	94.45 %	135,931.27	15.00 %	20,389.69	0.00 %	20,389.69
TRY2	38.85	36.03	0.00	92.75 %	33,662.05	15.00 %	5,049.31	0.00 %	5,049.31
PDK1	52.94	48.04	0.00	90.76 %	67,894.94	15.00 %	10,184.24	0.00 %	10,184.24
AYR1	67.90	60.67	0.12	89.35 %	70,486.83	10.00 %	7,048.68	0.00 %	7,048.68
TNJ1	165.02	143.59	0.15	87.01 %	145,315.75	10.00 %	14,531.58	0.00 %	14,531.58
TVR1	58.72	50.99	0.09	86.83 %	51,875.00	10.00 %	5,187.50	0.00 %	5,187.50
ORU1	43.09	36.96	0.05	85.77 %	43,477.57	10.00 %	4,347.76	0.00 %	4,347.76
JKM1	83.24	70.30	0.05	84.45 %	81,469.59	10.00 %	8,146.96	0.00 %	8,146.96
TTP1	74.68	62.88	0.05	84.20 %	68,956.32	10.00 %	6,895.63	0.00 %	6,895.63
TRY3	76.44	62.86	0.02	82.24 %	68,710.63	10.00 %	6,871.06	0.00 %	6,871.06
KUM1	147.95	121.51	0.09	82.13 %	115,944.29	10.00 %	11,594.43	0.00 %	11,594.43
TRY1	488.96	401.25	0.04	82.06 %	490,486.67	10.00 %	49,048.67	0.00 %	49,048.67
TRY4	96.54	76.53	0.21	79.28 %	100,252.49	0.00 %		0.00 %	
PBR2	174.89	133.81	0.05	76.52 %	121,970.60	0.00 %		0.00 %	
PBR1	77.24	51.95	0.09	67.26 %	37,434.10	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	14.20	20.18	0.29	142.07 %	15,947.14	40.00 %	6,378.86	0.00 %	6,378.86
MKM1	29.34	38.81	0.25	132.28 %	46,616.07	40.00 %	18,646.43	0.00 %	18,646.43
KLM1	77.86	85.21	0.14	109.44 %	134,184.21	25.00 %	33,546.05	0.00 %	33,546.05
PRT1	71.72	77.12	0.31	107.52 %	77,697.74	25.00 %	19,424.44	0.00 %	19,424.44
SJI2	64.50	69.00	0.00	106.97 %	67,184.47	25.00 %	16,796.12	0.00 %	16,796.12
CDM1	99.41	105.35	0.10	105.97 %	99,410.51	25.00 %	24,852.63	0.00 %	24,852.63
KML1	54.05	56.90	0.20	105.28 %	63,211.42	25.00 %	15,802.86	0.00 %	15,802.86
CUD1	164.20	164.53	0.30	100.20 %	189,398.23	25.00 %	47,349.56	0.00 %	47,349.56
KKI2	84.08	80.90	0.08	96.21 %	62,256.73	20.00 %	12,451.35	0.00 %	12,451.35
STP1	29.64	27.92	0.47	94.20 %	26,450.68	15.00 %	3,967.60	0.00 %	3,967.60
TRK1	90.48	84.51	0.31	93.40 %	101,012.34	15.00 %	15,151.85	0.00 %	15,151.85
VPM2	76.31	69.49	0.16	91.06 %	81,979.74	15.00 %	12,296.96	0.00 %	12,296.96
VCM2	53.24	46.78	0.36	87.88 %	41,395.50	10.00 %	4,139.55	0.00 %	4,139.55
TVM2	50.17	43.54	0.49	86.79 %	28,814.21	10.00 %	2,881.42	0.00 %	2,881.42
TVM1	43.70	37.84	0.59	86.59 %	28,741.97	10.00 %	2,874.20	0.00 %	2,874.20
ULP1	78.96	67.26	0.09	85.18 %	59,244.28	10.00 %	5,924.43	0.00 %	5,924.43
NVL2	94.01	78.83	0.31	83.85 %	83,036.55	10.00 %	8,303.66	0.00 %	8,303.66
TDM1	52.92	41.68	0.84	78.76 %	34,498.95	0.00 %		0.00 %	
POY1	177.05	119.07	0.19	67.25 %	108,440.84	0.00 %		0.00 %	
POY2	136.40	89.49	0.45	65.61 %	142,748.16	0.00 %		0.00 %	
VPM1	36.24	21.01	0.94	57.98 %	16,544.70	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	41.13	46.08	0.19	112.04 %	59,804.53	30.00 %	17,941.36	0.00 %	17,941.36
KGL1	42.32	47.33	0.39	111.83 %	43,803.32	30.00 %	13,141.00	0.00 %	13,141.00
SVK1	86.03	93.51	0.28	108.69 %	99,027.83	25.00 %	24,756.96	0.00 %	24,756.96
VNR1	42.77	43.77	0.15	102.34 %	51,568.22	25.00 %	12,892.06	0.00 %	12,892.06
ERL2	54.60	55.45	0.16	101.55 %	83,191.85	25.00 %	20,797.96	0.00 %	20,797.96
VLY1	119.82	121.67	0.38	101.54 %	128,959.77	25.00 %	32,239.94	0.00 %	32,239.94
PDI1	38.34	38.01	0.40	99.13 %	40,817.42	20.00 %	8,163.48	0.00 %	8,163.48
KVT1	179.64	177.46	0.15	98.79 %	263,360.29	20.00 %	52,672.06	0.00 %	52,672.06
APK2	50.15	47.41	0.30	94.54 %	42,293.00	15.00 %	6,343.95	0.00 %	6,343.95
STU2	38.28	35.98	0.29	93.99 %	38,560.07	15.00 %	5,784.01	0.00 %	5,784.01
SNL1	47.39	44.17	0.43	93.21 %	62,238.18	15.00 %	9,335.73	0.00 %	9,335.73
KSM1	27.46	25.39	0.03	92.46 %	22,268.37	15.00 %	3,340.26	0.00 %	3,340.26
TYI1	53.97	49.89	0.37	92.44 %	59,970.90	15.00 %	8,995.64	0.00 %	8,995.64
TKS2	124.29	111.82	0.55	89.96 %	98,041.18	10.00 %	9,804.12	0.00 %	9,804.12
VNR2	144.51	128.69	0.30	89.06 %	137,924.71	10.00 %	13,792.47	0.00 %	13,792.47
TVL1	343.36	304.16	0.12	88.58 %	360,152.95	10.00 %	36,015.30	0.00 %	36,015.30
NGR1	212.19	187.93	0.65	88.57 %	172,132.99	10.00 %	17,213.30	0.00 %	17,213.30
MMT1	57.23	50.19	0.00	87.70 %	40,804.80	10.00 %	4,080.48	0.00 %	4,080.48
SDI1	43.82	38.21	0.14	87.19 %	35,681.81	10.00 %	3,568.18	0.00 %	3,568.18
RND1	129.00	111.86	0.15	86.71 %	184,975.09	10.00 %	18,497.51	0.00 %	18,497.51
KYR1	44.49	37.43	0.27	84.13 %	43,822.80	10.00 %	4,382.28	0.00 %	4,382.28
MAR1	101.67	85.33	0.14	83.93 %	93,180.74	10.00 %	9,318.07	0.00 %	9,318.07
TCN1	82.39	67.44	0.19	81.86 %	80,571.16	10.00 %	8,057.12	0.00 %	8,057.12
TUT2	170.21	139.04	0.00	81.69 %	156,705.14	10.00 %	15,670.51	0.00 %	15,670.51
VKM1	46.82	38.08	0.07	81.32 %	57,030.36	10.00 %	5,703.04	0.00 %	5,703.04
TUT1	396.49	318.88	0.27	80.43 %	433,591.61	10.00 %	43,359.16	0.00 %	43,359.16
TKS1	94.96	76.18	0.11	80.23 %	73,386.46	10.00 %	7,338.65	0.00 %	7,338.65
ARM1	50.08	39.91	0.61	79.69 %	31,120.26	0.00 %		0.00 %	
APK1	66.72	51.57	0.59	77.30 %	65,578.96	0.00 %		0.00 %	
UDN1	51.95	39.87	0.05	76.75 %	48,262.41	0.00 %		0.00 %	
ASM1	52.72	39.50	0.27	74.93 %	37,602.59	0.00 %		0.00 %	
PKD1	84.97	63.26	0.08	74.45 %	84,983.66	0.00 %		0.00 %	
RPM1	123.90	82.78	0.00	66.81 %	82,623.46	0.00 %		0.00 %	
TKY1	57.95	38.03	0.13	65.62 %	46,750.86	0.00 %		0.00 %	
SGT1	30.90	20.14	0.00	65.19 %	20,776.32	0.00 %		0.00 %	
COL1	39.49	12.29	0.52	31.11 %	7,833.30	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	444.40	372.27	0.21	83.77 %	322,028.42	10.00 %	32,202.84	0.00 %	32,202.84

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	143.60	160.38	0.18	111.69 %	250,221.15	30.00 %	75,066.35	0.00 %	75,066.35
GUD1	86.39	93.69	0.04	108.45 %	166,317.95	25.00 %	41,579.49	0.00 %	41,579.49
CH30	97.83	103.77	0.04	106.08 %	153,924.72	25.00 %	38,481.18	0.00 %	38,481.18
CH38	60.34	63.22	0.03	104.77 %	92,174.71	25.00 %	23,043.68	0.00 %	23,043.68
CH48	112.06	115.76	0.26	103.30 %	201,390.90	25.00 %	50,347.73	0.00 %	50,347.73
CGL1	60.01	60.82	0.30	101.36 %	88,224.59	25.00 %	22,056.15	0.00 %	22,056.15
CH45	90.85	91.24	0.41	100.44 %	125,986.59	25.00 %	31,496.65	0.00 %	31,496.65
MRM1	84.42	84.21	0.21	99.75 %	80,400.05	20.00 %	16,080.01	0.00 %	16,080.01
CH39	49.98	49.41	0.12	98.88 %	88,657.13	20.00 %	17,731.43	0.00 %	17,731.43
CH35	84.10	81.06	0.30	96.39 %	127,338.78	20.00 %	25,467.76	0.00 %	25,467.76
CH05	195.81	184.76	0.60	94.36 %	172,250.75	15.00 %	25,837.61	0.00 %	25,837.61
CH28	134.43	125.09	0.04	93.06 %	261,701.56	15.00 %	39,255.23	0.00 %	39,255.23
CH37	48.61	43.73	0.00	89.96 %	71,364.06	10.00 %	7,136.41	0.00 %	7,136.41
CH25	106.57	94.89	0.09	89.04 %	130,702.96	10.00 %	13,070.30	0.00 %	13,070.30
CH07	141.46	122.58	0.33	86.65 %	152,163.51	10.00 %	15,216.35	0.00 %	15,216.35
CH42	138.31	119.84	0.28	86.65 %	164,217.66	10.00 %	16,421.77	0.00 %	16,421.77
CH19	151.28	130.51	0.28	86.27 %	173,756.34	10.00 %	17,375.63	0.00 %	17,375.63
CH14	223.41	184.30	0.10	82.49 %	252,373.79	10.00 %	25,237.38	0.00 %	25,237.38
CH49	132.70	109.03	0.19	82.16 %	145,769.72	10.00 %	14,576.97	0.00 %	14,576.97
SKL1	67.29	53.90	0.29	80.10 %	75,639.76	10.00 %	7,563.98	0.00 %	7,563.98
KNR1	70.88	54.14	0.00	76.39 %	83,604.76	0.00 %		0.00 %	
CH40	47.92	33.74	0.36	70.41 %	11,008.82	0.00 %		0.00 %	
AVD1	110.88	75.95	0.09	68.49 %	80,455.74	0.00 %		0.00 %	
TKM1	62.43	42.48	0.47	68.05 %	55,934.61	0.00 %		0.00 %	
GUD2	72.02	48.10	0.39	66.79 %	62,033.70	0.00 %		0.00 %	
CH08	205.14	134.98	0.21	65.80 %	207,683.50	0.00 %		0.00 %	
CH22	117.77	73.77	0.24	62.64 %	83,007.21	0.00 %		0.00 %	
CH16	264.24	140.69	0.08	53.24 %	197,073.54	0.00 %		0.00 %	
CH26	43.41	17.95	0.00	41.35 %	28,088.48	0.00 %		0.00 %	
MC10	15.82	6.41	0.00	40.50 %	3,684.70	0.00 %		0.00 %	
CH29	23.71	8.49	0.55	35.82 %	16,595.46	0.00 %		0.00 %	
MC09	7.88	1.87	0.00	23.78 %	1,070.70	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	55.89	42.54	0.21	76.12 %	20,722.55	0.00 %		0.00 %	
KLR1	44.01	33.13	0.10	75.27 %	16,064.56	0.00 %		0.00 %	
TVP1	146.53	103.12	0.29	70.37 %	52,429.87	0.00 %		0.00 %	
PNL1	40.51	25.80	0.24	63.70 %	15,849.50	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	96.65	6.17	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	106.26	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	1.43	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	0.59	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	19.27	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	3.63	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	0.82	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.09)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	7.98	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.08)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.01)	-5.26	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	(0.10)	0.00	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	(0.03)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.16)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	1.07	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	1.56	0.00	0.00 %	0.00	0.00 %		0.00 %	