



# TN-Sales Spot Commission Details 16/03/2026 11:45 PM

<b>Accu.Target</b> 24,822.72 L	<b>Sales</b> 21,287.90 L	<b>Achieved %</b> 85.76 %	<b>HO Budget+%</b> 4.24 %	<b>Total Com.</b> 173.52 L
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Note : Sales Period is From :01-Mar-2026 To :16-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	1,823.35	1,770.11	97.08 %	51,000.00	4.24 %	102,000.00
TRICHY-01	2,553.31	2,441.23	95.61 %	0.00	4.24 %	0.00
SOUTH-03	2,661.03	2,464.24	92.60 %	72,000.00	4.24 %	72,000.00
KL-NORTH	274.64	251.60	91.61 %	0.00	4.24 %	0.00
SOUTH-01	3,932.87	3,481.22	88.52 %	0.00	4.24 %	0.00
SOUTH ARCOT	1,649.71	1,446.60	87.69 %	0.00	4.24 %	42,000.00
WEST-02	2,401.21	2,093.39	87.18 %	0.00	4.24 %	0.00
KL-SOUTH	233.29	184.05	78.89 %	0.00	4.24 %	0.00
CHENNAI-01	3,724.03	2,835.25	76.13 %	0.00	4.24 %	0.00
CHENNAI-02	3,392.54	2,579.29	76.03 %	0.00	4.24 %	0.00
WEST-01	2,176.74	1,572.72	72.25 %	0.00	4.24 %	0.00
OTHERS	0.00	168.20	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>24,822.72</b>	<b>21,287.90</b>	<b>85.76 %</b>		<b>4.24 %</b>	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	626.65	635.91	101.48%	90,000.00	4.24 %	90,000.00
NA03	588.73	562.33	95.51%	37,500.00	4.24 %	37,500.00	
NA02	607.97	571.88	94.06%	37,500.00	4.24 %	37,500.00	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	783.60	828.59	105.74%	120,000.00	4.24 %	160,000.00
KUM1	571.17	530.56	92.89%	37,500.00	4.24 %	37,500.00	
TNJ1	582.51	526.08	90.31%	37,500.00	4.24 %	37,500.00	
PBR1	616.02	555.99	90.26%	37,500.00	4.24 %	37,500.00	

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	239.34	241.18	100.77%	30,000.00	4.24 %	30,000.00
TEN1	377.68	368.44	97.55%	22,500.00	4.24 %	45,000.00	
KKD2	530.01	502.99	94.90%	37,500.00	4.24 %	37,500.00	
SVG1	489.47	453.68	92.69%	30,000.00	4.24 %	30,000.00	
MDU1	1,024.52	897.96	87.65%	0.00	4.24 %	60,000.00	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	274.64	251.60	91.61%	15,000.00	4.24 %	15,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,022.97	1,017.53	99.47%	75,000.00	4.24 %	150,000.00
TVL1	557.01	501.89	90.10%	37,500.00	4.24 %	37,500.00	
TKS1	530.73	467.64	88.11%	0.00	4.24 %	30,000.00	
VNR1	491.76	427.61	86.95%	0.00	4.24 %	30,000.00	
KVT1	629.99	537.92	85.39%	0.00	4.24 %	0.00	
NGR1	700.41	528.63	75.47%	0.00	4.24 %	0.00	

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	469.79	435.58	92.72%	30,000.00	4.24 %	30,000.00
	SA01	598.68	525.82	87.83%	0.00	4.24 %	37,500.00
	SA02	581.24	485.20	83.48%	0.00	4.24 %	0.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	485.34	461.44	95.07%	30,000.00	4.24 %	30,000.00
	SLM1	680.42	644.63	94.74%	45,000.00	4.24 %	45,000.00
	MTR1	480.02	444.69	92.64%	30,000.00	4.24 %	30,000.00
ERD1	755.43	542.63	71.83%	0.00	4.24 %	0.00	
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	233.29	184.05	78.89%	0.00	4.24 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	917.72	733.78	79.96%	0.00	4.24 %	0.00
	CH08	859.59	671.01	78.06%	0.00	4.24 %	0.00
	CH03	692.35	514.52	74.32%	0.00	4.24 %	0.00
CH06	1,254.37	915.93	73.02%	0.00	4.24 %	0.00	
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	703.40	571.04	81.18%	0.00	4.24 %	0.00
	CH01	860.87	679.11	78.89%	0.00	4.24 %	0.00
	CH04	982.15	730.16	74.34%	0.00	4.24 %	0.00
CH07	846.12	598.97	70.79%	0.00	4.24 %	0.00	
WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	284.29	249.76	87.85%	0.00	4.24 %	15,000.00
	TPR4	242.84	184.72	76.07%	0.00	4.24 %	0.00
	TPR1	288.29	215.28	74.68%	0.00	4.24 %	0.00
	CBE1	1,064.55	736.17	69.15%	0.00	4.24 %	0.00
PLI1	296.77	186.79	62.94%	0.00	4.24 %	0.00	
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	3.34	0.00%	0.00	0.00 %	0.00
	CH02	0.00	71.98	0.00%	0.00	0.00 %	0.00
	HO01	0.00	51.39	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	8.86	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	2.26	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	5.21	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	23.97	0.00%	0.00	0.00 %	0.00
TVP1	0.00	1.19	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)
VNB1	46.38	66.37	0.03	143.11 %	50,661.10	40.00 %	20,264.44	4.24 %	20,264.44
SLG1	42.64	53.36	0.15	125.15 %	39,797.45	40.00 %	15,918.98	4.24 %	15,918.98
KPM2	196.20	213.07	0.08	108.60 %	162,171.10	25.00 %	40,542.78	4.24 %	48,651.33
PTU1	27.98	30.32	0.00	108.38 %	23,310.10	25.00 %	5,827.53	4.24 %	6,993.03
ANI1	32.55	35.10	0.01	107.84 %	27,526.40	25.00 %	6,881.60	4.24 %	8,257.92
VSI1	58.84	63.31	0.13	107.59 %	72,460.70	25.00 %	18,115.18	4.24 %	21,738.21
AKM1	84.29	89.94	0.39	106.70 %	67,232.00	25.00 %	16,808.00	4.24 %	20,169.60
PLR1	35.29	37.32	0.00	105.75 %	28,250.70	25.00 %	7,062.68	4.24 %	8,475.21
TRT1	57.99	60.87	0.20	104.98 %	37,690.15	25.00 %	9,422.54	4.24 %	9,422.54
UGI1	31.03	32.31	0.68	104.09 %	26,271.85	25.00 %	6,567.96	4.24 %	6,567.96
CGM1	49.85	51.65	0.09	103.60 %	31,418.15	25.00 %	7,854.54	4.24 %	7,854.54
ARC2	53.91	55.35	0.20	102.66 %	40,367.75	25.00 %	10,091.94	4.24 %	10,091.94
WJD1	73.97	75.57	0.06	102.16 %	91,894.25	25.00 %	22,973.56	4.24 %	22,973.56
SBR1	114.17	113.03	0.00	99.00 %	125,381.60	20.00 %	25,076.32	4.24 %	31,345.40
CYR1	44.27	43.78	0.15	98.90 %	41,055.15	20.00 %	8,211.03	4.24 %	10,263.79
GDM1	56.11	54.66	0.00	97.41 %	44,755.15	20.00 %	8,951.03	4.24 %	11,188.79
WJP1	59.23	57.41	0.06	96.93 %	59,451.90	20.00 %	11,890.38	4.24 %	14,862.98
BGR1	39.71	37.11	0.00	93.44 %	33,304.00	15.00 %	4,995.60	4.24 %	6,660.80
VEL2	127.25	116.87	0.08	91.84 %	121,552.55	15.00 %	18,232.88	4.24 %	24,310.51
CPT1	36.85	33.24	0.15	90.20 %	29,485.25	15.00 %	4,422.79	4.24 %	4,422.79
TRR1	104.35	90.86	0.01	87.08 %	62,418.65	10.00 %	6,241.87	4.24 %	9,362.80
VEL1	106.51	90.18	0.04	84.66 %	90,589.25	10.00 %	9,058.93	4.24 %	9,058.93
KPM1	82.23	65.69	0.03	79.89 %	56,476.35	0.00 %		4.24 %	5,647.64
ABR1	82.23	63.96	0.30	77.79 %	46,827.70	0.00 %		4.24 %	4,682.77
TRL1	179.52	138.77	0.02	77.30 %	130,123.50	0.00 %		4.24 %	13,012.35

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	25.83	36.88	0.00	142.77 %	22,178.00	40.00 %	8,871.20	4.24 %	8,871.20
KRN1	44.79	54.09	0.01	120.77 %	38,645.85	40.00 %	15,458.34	4.24 %	15,458.34
TRY1	464.68	527.14	0.54	113.44 %	230,806.65	30.00 %	69,242.00	4.24 %	69,242.00
NMM1	42.98	46.32	0.37	107.77 %	40,110.60	25.00 %	10,027.65	4.24 %	12,033.18
TVR1	43.29	46.56	0.00	107.55 %	31,061.35	25.00 %	7,765.34	4.24 %	9,318.41
PDK1	38.28	40.61	0.00	106.10 %	28,443.10	25.00 %	7,110.78	4.24 %	8,532.93
MVM1	104.72	110.33	0.00	105.36 %	105,335.50	25.00 %	26,333.88	4.24 %	31,600.65
TVR2	123.41	124.95	0.05	101.25 %	65,699.75	25.00 %	16,424.94	4.24 %	16,424.94
TYR1	87.02	87.73	0.08	100.81 %	54,831.55	25.00 %	13,707.89	4.24 %	13,707.89
TRY4	108.11	105.25	0.00	97.35 %	89,318.55	20.00 %	17,863.71	4.24 %	22,329.64
TNJ2	117.29	113.58	0.10	96.84 %	68,377.40	20.00 %	13,675.48	4.24 %	17,094.35
TTP1	69.47	67.09	0.00	96.58 %	45,498.50	20.00 %	9,099.70	4.24 %	11,374.63
MSI1	63.45	60.63	0.10	95.55 %	40,930.50	20.00 %	8,186.10	4.24 %	8,186.10
PTK1	111.99	105.55	0.02	94.24 %	47,605.35	15.00 %	7,140.80	4.24 %	9,521.07
ORU1	43.65	40.86	0.07	93.62 %	42,822.75	15.00 %	6,423.41	4.24 %	8,564.55
MDI1	77.97	71.96	0.22	92.30 %	50,811.00	15.00 %	7,621.65	4.24 %	10,162.20
JKM1	73.49	67.43	0.05	91.75 %	44,854.25	15.00 %	6,728.14	4.24 %	8,970.85
APM1	28.80	24.84	0.00	86.24 %	24,069.00	10.00 %	2,406.90	4.24 %	2,406.90
NGT1	80.81	69.08	0.09	85.48 %	57,922.90	10.00 %	5,792.29	4.24 %	5,792.29
AYR1	58.07	48.56	0.12	83.61 %	32,899.95	10.00 %	3,290.00	4.24 %	3,290.00
KUM1	167.32	138.52	0.05	82.79 %	82,295.10	10.00 %	8,229.51	4.24 %	8,229.51
TRY2	44.82	36.19	0.00	80.75 %	20,682.40	10.00 %	2,068.24	4.24 %	2,068.24
PBR2	171.97	138.47	0.15	80.52 %	93,950.90	10.00 %	9,395.09	4.24 %	9,395.09
TRY3	82.93	65.31	0.00	78.76 %	46,114.60	0.00 %		4.24 %	4,611.46
KIK1	61.04	47.48	0.05	77.79 %	38,498.85	0.00 %		4.24 %	3,849.89
TNJ1	159.82	122.97	0.27	76.94 %	73,892.75	0.00 %		4.24 %	7,389.28
PBR1	57.30	42.85	0.14	74.79 %	25,733.85	0.00 %		4.24 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPA1	53.86	76.74	0.06	142.49 %	69,163.50	40.00 %	27,665.40	4.24 %	27,665.40
CMR1	32.51	43.32	0.57	133.24 %	30,698.30	40.00 %	12,279.32	4.24 %	12,279.32
KKD3	77.27	98.02	0.15	126.85 %	107,401.60	40.00 %	42,960.64	4.24 %	42,960.64
PKM1	30.33	35.66	0.05	117.56 %	35,613.50	30.00 %	10,684.05	4.24 %	14,245.40
KRR1	59.35	67.86	0.04	114.33 %	76,666.20	30.00 %	22,999.86	4.24 %	22,999.86
KPT1	38.28	41.45	0.26	108.28 %	39,449.25	25.00 %	9,862.31	4.24 %	11,834.78
TPT1	64.11	66.52	0.22	103.76 %	74,796.15	25.00 %	18,699.04	4.24 %	18,699.04
USL1	46.34	47.48	0.03	102.46 %	32,859.45	25.00 %	8,214.86	4.24 %	8,214.86
MDU1	252.65	258.50	0.08	102.32 %	160,419.95	25.00 %	40,104.99	4.24 %	40,104.99
PNV2	38.03	38.75	0.00	101.91 %	21,893.15	25.00 %	5,473.29	4.24 %	5,473.29
DGL1	165.63	167.11	0.15	100.89 %	124,349.60	25.00 %	31,087.40	4.24 %	31,087.40
ADP1	45.15	45.35	0.11	100.43 %	43,465.35	25.00 %	10,866.34	4.24 %	10,866.34
NTM1	34.55	34.62	0.13	100.18 %	29,568.85	25.00 %	7,392.21	4.24 %	7,392.21
MDU7	85.87	83.64	0.48	97.41 %	57,536.10	20.00 %	11,507.22	4.24 %	14,384.03
NKI1	38.48	37.09	0.05	96.40 %	37,361.35	20.00 %	7,472.27	4.24 %	9,340.34
PVI1	52.81	50.88	0.02	96.36 %	42,248.50	20.00 %	8,449.70	4.24 %	10,562.13
MDU5	49.09	47.03	0.14	95.79 %	52,320.00	20.00 %	10,464.00	4.24 %	10,464.00
CBM1	68.87	65.67	0.05	95.35 %	68,155.85	20.00 %	13,631.17	4.24 %	13,631.17
TEN1	70.45	66.80	0.03	94.83 %	55,417.10	15.00 %	8,312.57	4.24 %	11,083.42
SGP1	34.29	31.83	0.00	92.81 %	30,366.35	15.00 %	4,554.95	4.24 %	6,073.27
TMM1	85.91	79.68	0.02	92.75 %	51,941.25	15.00 %	7,791.19	4.24 %	10,388.25
TDI1	47.84	44.35	0.06	92.70 %	54,252.10	15.00 %	8,137.82	4.24 %	10,850.42
SVG1	70.25	63.53	0.12	90.44 %	46,681.35	15.00 %	7,002.20	4.24 %	7,002.20
BTU1	31.97	28.63	0.27	89.55 %	27,094.75	10.00 %	2,709.48	4.24 %	4,064.21
BNR1	45.99	40.91	0.00	88.95 %	36,750.40	10.00 %	3,675.04	4.24 %	5,512.56
DKI1	76.74	67.49	0.04	87.95 %	96,076.80	10.00 %	9,607.68	4.24 %	14,411.52
ODM1	34.58	29.59	0.17	85.58 %	19,625.50	10.00 %	1,962.55	4.24 %	1,962.55
MDU3	101.22	86.52	0.07	85.48 %	39,135.95	10.00 %	3,913.60	4.24 %	3,913.60
TEN2	84.38	70.74	0.22	83.83 %	46,243.45	10.00 %	4,624.35	4.24 %	4,624.35
MDU2	173.88	138.32	0.16	79.55 %	106,222.25	0.00 %		4.24 %	10,622.23
ATG1	99.65	78.51	0.39	78.78 %	77,195.65	0.00 %		4.24 %	7,719.57
KYK1	42.78	33.69	0.09	78.75 %	25,736.70	0.00 %		4.24 %	2,573.67
MDU4	72.15	56.62	0.08	78.48 %	41,650.10	0.00 %		4.24 %	4,165.01
MLR1	49.59	38.47	0.07	77.58 %	31,297.80	0.00 %		4.24 %	3,129.78
MDU6	139.45	101.57	0.08	72.83 %	76,177.50	0.00 %		4.24 %	
MNM1	39.26	26.62	0.00	67.82 %	23,459.30	0.00 %		4.24 %	
DGL2	70.45	42.29	0.65	60.03 %	39,368.75	0.00 %		4.24 %	
PNI1	57.00	32.37	0.00	56.79 %	21,749.00	0.00 %		4.24 %	
KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	274.64	251.60	0.14	91.61 %	217,050.55	15.00 %	32,557.58	4.24 %	43,410.11

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	51.92	61.44	0.13	118.33 %	73,331.85	30.00 %	21,999.56	4.24 %	29,332.74
KGL1	45.12	50.88	0.00	112.76 %	42,230.25	30.00 %	12,669.08	4.24 %	12,669.08
TUT1	606.42	653.76	0.13	107.81 %	325,116.40	25.00 %	81,279.10	4.24 %	97,534.92
ARM1	35.61	38.19	0.27	107.24 %	25,715.65	25.00 %	6,428.91	4.24 %	7,714.70
KSM1	32.65	34.18	0.05	104.71 %	20,728.95	25.00 %	5,182.24	4.24 %	5,182.24
VNR1	52.79	54.74	0.33	103.70 %	47,250.75	25.00 %	11,812.69	4.24 %	11,812.69
KYR1	38.39	39.44	0.08	102.72 %	43,980.25	25.00 %	10,995.06	4.24 %	10,995.06
SVK1	102.12	104.76	0.06	102.59 %	76,215.55	25.00 %	19,053.89	4.24 %	19,053.89
TKS1	109.05	110.62	0.06	101.44 %	91,240.15	25.00 %	22,810.04	4.24 %	22,810.04
ASM1	50.18	49.29	0.06	98.23 %	43,296.15	20.00 %	8,659.23	4.24 %	10,824.04
SDI1	59.06	57.98	0.06	98.17 %	40,078.50	20.00 %	8,015.70	4.24 %	10,019.63
TCN1	71.40	69.82	0.11	97.80 %	61,539.05	20.00 %	12,307.81	4.24 %	15,384.76
PKD1	76.18	73.27	0.00	96.18 %	63,475.05	20.00 %	12,695.01	4.24 %	15,868.76
TKS2	149.30	135.87	0.17	91.01 %	77,315.50	15.00 %	11,597.33	4.24 %	11,597.33
APK2	69.08	62.01	0.01	89.76 %	40,763.45	10.00 %	4,076.35	4.24 %	6,114.52
UDN1	47.19	42.26	0.30	89.55 %	25,505.55	10.00 %	2,550.56	4.24 %	3,825.83
TVL1	357.37	319.34	0.11	89.36 %	259,811.80	10.00 %	25,981.18	4.24 %	38,971.77
MMT1	67.84	60.06	0.00	88.53 %	33,128.25	10.00 %	3,312.83	4.24 %	4,969.24
SGT1	38.10	33.60	0.12	88.19 %	24,964.95	10.00 %	2,496.50	4.24 %	3,744.74
TYI1	58.76	51.27	0.22	87.25 %	48,313.50	10.00 %	4,831.35	4.24 %	7,247.03
SKD1	44.23	37.67	0.12	85.19 %	49,010.70	10.00 %	4,901.07	4.24 %	4,901.07
KVT1	198.14	168.74	0.05	85.16 %	137,242.75	10.00 %	13,724.28	4.24 %	13,724.28
VLY1	113.85	95.07	0.06	83.50 %	54,064.40	10.00 %	5,406.44	4.24 %	5,406.44
STU2	45.04	37.14	0.25	82.46 %	22,733.80	10.00 %	2,273.38	4.24 %	2,273.38
APK1	78.30	64.47	0.02	82.35 %	65,462.55	10.00 %	6,546.26	4.24 %	6,546.26
VKM1	48.18	39.35	0.00	81.68 %	42,319.80	10.00 %	4,231.98	4.24 %	4,231.98
SNL1	65.91	52.76	0.05	80.05 %	31,208.10	0.00 %		4.24 %	3,120.81
RND1	113.91	89.55	0.02	78.61 %	85,290.10	0.00 %		4.24 %	8,529.01
NGR1	301.96	234.23	0.19	77.57 %	123,286.65	0.00 %		4.24 %	12,328.67
PDI1	61.11	46.21	0.22	75.62 %	33,042.85	0.00 %		4.24 %	
VNR2	189.48	141.63	0.18	74.75 %	120,300.90	0.00 %		4.24 %	
TUT2	187.27	138.98	0.08	74.21 %	89,670.60	0.00 %		4.24 %	
RPM1	114.11	83.35	0.24	73.05 %	65,567.60	0.00 %		4.24 %	
TKY1	61.03	42.25	0.04	69.22 %	24,835.95	0.00 %		4.24 %	
MAR1	155.85	90.39	0.08	58.00 %	57,159.00	0.00 %		4.24 %	
COL1	35.97	16.64	0.02	46.28 %	14,596.45	0.00 %		4.24 %	

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MKM1	33.40	50.02	0.07	149.76 %	62,391.05	40.00 %	24,956.42	4.24 %	24,956.42
PRT1	51.90	68.13	0.17	131.28 %	58,467.70	40.00 %	23,387.08	4.24 %	23,387.08
SJI2	75.26	83.34	0.07	110.73 %	63,039.65	30.00 %	18,911.90	4.24 %	18,911.90
KML1	44.62	47.94	0.09	107.44 %	37,487.45	25.00 %	9,371.86	4.24 %	11,246.24
TVM1	44.37	45.95	0.01	103.57 %	23,907.85	25.00 %	5,976.96	4.24 %	5,976.96
TVM2	58.44	60.27	0.00	103.13 %	28,568.85	25.00 %	7,142.21	4.24 %	7,142.21
CUD1	168.14	159.83	0.12	95.06 %	130,623.80	15.00 %	19,593.57	4.24 %	26,124.76
TDM1	59.22	56.29	0.40	95.05 %	38,563.05	15.00 %	5,784.46	4.24 %	7,712.61
KLM1	87.64	80.69	0.30	92.07 %	101,136.50	15.00 %	15,170.48	4.24 %	20,227.30
VPM2	88.86	79.82	0.15	89.82 %	53,228.35	10.00 %	5,322.84	4.24 %	7,984.25
TRK1	103.73	91.94	0.08	88.63 %	78,786.30	10.00 %	7,878.63	4.24 %	11,817.95
ULP1	83.74	68.21	0.08	81.46 %	39,552.25	10.00 %	3,955.23	4.24 %	3,955.23
NVL2	104.33	82.08	0.00	78.67 %	57,690.30	0.00 %		4.24 %	5,769.03
POY2	134.35	105.30	0.10	78.38 %	94,927.25	0.00 %		4.24 %	9,492.73
VCM1	58.31	44.05	0.03	75.53 %	26,722.65	0.00 %		4.24 %	
STP1	33.39	24.96	0.14	74.76 %	13,504.65	0.00 %		4.24 %	
POY1	175.15	129.98	0.03	74.21 %	112,809.30	0.00 %		4.24 %	
KKI2	93.45	68.57	0.00	73.38 %	74,676.05	0.00 %		4.24 %	
CDM1	111.50	81.26	0.48	72.87 %	62,926.20	0.00 %		4.24 %	
VPM1	39.91	17.98	0.00	45.05 %	14,628.70	0.00 %		4.24 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
EDP1	29.40	36.21	0.16	123.16 %	19,406.00	40.00 %	7,762.40	4.24 %	7,762.40
KRI1	64.95	79.96	0.01	123.11 %	51,229.10	40.00 %	20,491.64	4.24 %	20,491.64
PMP1	45.47	53.99	0.49	118.73 %	30,816.40	30.00 %	9,244.92	4.24 %	12,326.56
BMD1	42.99	48.25	0.00	112.22 %	36,756.10	30.00 %	11,026.83	4.24 %	11,026.83
MCR1	69.63	76.59	0.00	110.01 %	53,675.25	30.00 %	16,102.58	4.24 %	16,102.58
HRR1	42.27	45.30	0.00	107.16 %	38,832.25	25.00 %	9,708.06	4.24 %	11,649.68
APN1	49.31	51.85	0.00	105.17 %	53,584.70	25.00 %	13,396.18	4.24 %	13,396.18
DPR1	36.12	37.45	0.66	103.68 %	28,208.70	25.00 %	7,052.18	4.24 %	7,052.18
EPI1	55.16	56.25	0.06	101.97 %	43,141.20	25.00 %	10,785.30	4.24 %	10,785.30
OML1	67.47	68.11	0.09	100.94 %	58,448.90	25.00 %	14,612.23	4.24 %	14,612.23
SLM2	74.45	74.42	0.05	99.96 %	45,266.65	20.00 %	9,053.33	4.24 %	11,316.66
DPR2	38.55	37.74	0.10	97.88 %	25,194.35	20.00 %	5,038.87	4.24 %	6,298.59
ATU1	83.30	80.43	0.06	96.55 %	59,771.20	20.00 %	11,954.24	4.24 %	14,942.80
SLM1	206.72	195.45	0.09	94.55 %	109,822.75	15.00 %	16,473.41	4.24 %	21,964.55
SGI1	44.24	41.20	0.06	93.13 %	31,672.65	15.00 %	4,750.90	4.24 %	6,334.53
KVP1	38.95	36.09	0.00	92.64 %	26,671.40	15.00 %	4,000.71	4.24 %	5,334.28
HSR1	80.40	72.23	0.10	89.84 %	48,876.80	10.00 %	4,887.68	4.24 %	7,331.52
KAM1	35.82	32.05	0.02	89.48 %	25,198.80	10.00 %	2,519.88	4.24 %	3,779.82
CMI1	34.90	31.02	0.05	88.89 %	32,650.35	10.00 %	3,265.04	4.24 %	4,897.55
PLC1	44.19	39.15	0.02	88.61 %	40,535.85	10.00 %	4,053.59	4.24 %	6,080.38
NKL2	108.86	93.75	0.33	86.12 %	89,206.35	10.00 %	8,920.64	4.24 %	8,920.64
VPD1	76.23	63.67	0.12	83.52 %	63,747.15	10.00 %	6,374.72	4.24 %	6,374.72
TRM1	89.28	74.54	0.04	83.49 %	55,675.25	10.00 %	5,567.53	4.24 %	5,567.53
TCG1	54.09	44.16	0.00	81.65 %	42,190.65	10.00 %	4,219.07	4.24 %	4,219.07
SLM3	105.85	86.33	0.07	81.56 %	68,328.90	10.00 %	6,832.89	4.24 %	6,832.89
HSR2	131.32	106.76	0.06	81.30 %	87,684.30	10.00 %	8,768.43	4.24 %	8,768.43
PDR1	38.63	29.25	0.27	75.73 %	35,689.15	0.00 %		4.24 %	
ERD2	164.62	121.05	0.13	73.53 %	140,149.60	0.00 %		4.24 %	
RSP1	68.75	50.04	0.19	72.79 %	52,813.75	0.00 %		4.24 %	
ERD1	154.96	97.69	0.28	63.04 %	79,484.75	0.00 %		4.24 %	
KMM1	46.67	28.93	0.00	61.99 %	28,861.95	0.00 %		4.24 %	
MTR1	93.70	56.72	0.06	60.53 %	36,466.95	0.00 %		4.24 %	
SGG1	34.95	20.34	0.49	58.18 %	13,148.60	0.00 %		4.24 %	
VKL1	49.00	26.40	0.00	53.88 %	30,190.50	0.00 %		4.24 %	

**KL-SOUTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	50.55	45.27	0.01	89.56 %	27,634.75	10.00 %	2,763.48	4.24 %	4,145.21
TVP1	112.06	89.04	0.38	79.46 %	57,272.25	0.00 %		4.24 %	5,727.23
PNL1	31.72	25.12	0.17	79.22 %	17,003.85	0.00 %		4.24 %	1,700.39
KLR1	38.97	24.62	0.08	63.17 %	14,622.80	0.00 %		4.24 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	47.59	78.50	0.03	164.94 %	74,079.95	40.00 %	29,631.98	4.24 %	29,631.98
CH37	53.92	51.99	0.08	96.43 %	71,758.75	20.00 %	14,351.75	4.24 %	17,939.69
CH40	53.47	50.49	0.18	94.43 %	20,051.65	15.00 %	3,007.75	4.24 %	4,010.33
MRM1	93.65	83.47	0.06	89.14 %	67,412.70	10.00 %	6,741.27	4.24 %	10,111.91
CH48	126.03	111.85	0.29	88.75 %	134,720.95	10.00 %	13,472.10	4.24 %	20,208.14
CH39	68.34	59.33	0.00	86.81 %	66,383.25	10.00 %	6,638.33	4.24 %	9,957.49
CH49	159.78	137.27	0.20	85.91 %	150,946.90	10.00 %	15,094.69	4.24 %	15,094.69
TKM1	48.94	41.97	0.11	85.77 %	44,670.40	10.00 %	4,467.04	4.24 %	4,467.04
CH45	109.72	92.83	0.19	84.61 %	88,645.30	10.00 %	8,864.53	4.24 %	8,864.53
CH35	113.01	92.74	0.13	82.06 %	88,849.00	10.00 %	8,884.90	4.24 %	8,884.90
AVD1	129.72	105.73	0.21	81.51 %	92,822.20	10.00 %	9,282.22	4.24 %	9,282.22
CGL1	75.48	60.99	0.40	80.81 %	49,012.50	10.00 %	4,901.25	4.24 %	4,901.25
CH05	234.27	189.29	0.25	80.80 %	153,284.45	10.00 %	15,328.45	4.24 %	15,328.45
CH14	229.79	185.11	0.21	80.56 %	163,076.15	10.00 %	16,307.62	4.24 %	16,307.62
CH22	142.74	113.69	0.26	79.65 %	77,321.80	0.00 %		4.24 %	7,732.18
CH38	79.72	62.47	0.00	78.37 %	66,101.95	0.00 %		4.24 %	6,610.20
CH26	36.43	28.47	0.00	78.15 %	26,819.35	0.00 %		4.24 %	2,681.94
CH42	165.14	123.80	0.07	74.97 %	140,309.90	0.00 %		4.24 %	
SKL1	91.56	68.28	0.33	74.57 %	59,522.50	0.00 %		4.24 %	
CH19	167.03	123.37	0.12	73.86 %	126,810.10	0.00 %		4.24 %	
CH25	139.14	101.41	0.50	72.88 %	116,766.15	0.00 %		4.24 %	
KNR1	90.91	62.18	0.11	68.40 %	63,990.55	0.00 %		4.24 %	
CH07	186.08	126.12	0.34	67.78 %	115,373.20	0.00 %		4.24 %	
CH28	156.44	105.79	0.12	67.62 %	167,110.20	0.00 %		4.24 %	
CH30	120.58	80.44	0.03	66.71 %	75,690.80	0.00 %		4.24 %	
CH16	244.30	161.33	0.19	66.04 %	182,099.15	0.00 %		4.24 %	
GUD1	139.75	90.40	0.22	64.68 %	102,707.65	0.00 %		4.24 %	
GUD2	108.68	68.53	0.39	63.06 %	62,107.45	0.00 %		4.24 %	
CH08	230.92	143.85	0.11	62.30 %	165,448.55	0.00 %		4.24 %	
CH29	26.26	15.08	0.00	57.43 %	17,895.20	0.00 %		4.24 %	
MC09	30.09	10.40	0.00	34.57 %	5,980.70	0.00 %		4.24 %	
MC10	24.57	8.04	0.00	32.73 %	5,423.60	0.00 %		4.24 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	64.01	94.06	1.80	146.95 %	58,975.90	40.00 %	23,590.36	4.24 %	23,590.36
CH24	99.97	118.55	0.15	118.58 %	109,873.00	30.00 %	32,961.90	4.24 %	43,949.20
CH32	20.15	22.17	0.07	110.00 %	23,957.70	30.00 %	7,187.31	4.24 %	7,187.31
CH17	91.43	91.63	0.37	100.21 %	105,474.25	25.00 %	26,368.56	4.24 %	26,368.56
CH23	46.19	46.25	0.04	100.13 %	50,325.40	25.00 %	12,581.35	4.24 %	12,581.35
CH50	119.21	117.56	0.16	98.62 %	105,411.75	20.00 %	21,082.35	4.24 %	26,352.94
MC05	26.82	26.03	0.00	97.05 %	9,703.60	20.00 %	1,940.72	4.24 %	2,425.90
PON1	73.09	67.46	0.09	92.29 %	63,379.05	15.00 %	9,506.86	4.24 %	12,675.81
CH27	35.76	32.22	0.45	90.12 %	29,793.60	15.00 %	4,469.04	4.24 %	4,469.04
CH12	192.76	173.02	0.23	89.76 %	125,134.05	10.00 %	12,513.41	4.24 %	18,770.11
UK11	75.16	66.61	0.09	88.63 %	49,505.60	10.00 %	4,950.56	4.24 %	7,425.84
CH46	55.97	48.13	0.23	85.99 %	41,527.95	10.00 %	4,152.80	4.24 %	4,152.80
CH43	104.27	80.64	0.19	77.34 %	78,583.50	0.00 %		4.24 %	7,858.35
CH34	135.19	104.43	0.21	77.24 %	83,379.65	0.00 %		4.24 %	8,337.97
CH15	331.38	255.93	0.17	77.23 %	185,750.75	0.00 %		4.24 %	18,575.08
CH20	157.16	120.69	0.24	76.80 %	98,792.80	0.00 %		4.24 %	9,879.28
CH33	115.47	87.21	0.03	75.52 %	92,449.80	0.00 %		4.24 %	
CH41	120.23	90.35	0.11	75.15 %	103,790.70	0.00 %		4.24 %	
CH44	108.55	81.08	0.10	74.69 %	80,908.10	0.00 %		4.24 %	
MJR1	133.35	98.09	0.21	73.55 %	84,199.30	0.00 %		4.24 %	
CH31	57.70	40.62	0.47	70.39 %	39,564.55	0.00 %		4.24 %	
CH51	152.74	104.66	0.31	68.52 %	89,674.60	0.00 %		4.24 %	
MC06	30.79	20.88	0.00	67.82 %	11,408.50	0.00 %		4.24 %	
CH03	356.58	241.18	0.17	67.64 %	207,186.20	0.00 %		4.24 %	
CH36	58.55	38.82	0.12	66.30 %	30,970.50	0.00 %		4.24 %	
CH06	134.58	79.24	0.42	58.88 %	71,630.85	0.00 %		4.24 %	
CH21	290.90	154.24	0.30	53.02 %	93,412.85	0.00 %		4.24 %	
CH18	199.28	76.44	0.18	38.36 %	86,507.80	0.00 %		4.24 %	
CH01	5.29	1.11	0.68	21.06 %	1,883.15	0.00 %		4.24 %	

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	35.42	37.16	0.02	104.93 %	37,032.30	25.00 %	9,258.08	4.24 %	9,258.08
CBE4	100.57	98.72	0.07	98.17 %	105,887.10	20.00 %	21,177.42	4.24 %	26,471.78
TPR4	32.06	29.50	0.05	92.03 %	29,160.00	15.00 %	4,374.00	4.24 %	5,832.00
KMD1	31.45	28.62	0.12	90.98 %	36,268.65	15.00 %	5,440.30	4.24 %	5,440.30
AVI1	44.77	40.57	0.51	90.62 %	44,355.80	15.00 %	6,653.37	4.24 %	6,653.37
MPM1	65.87	59.61	0.00	90.49 %	72,407.20	15.00 %	10,861.08	4.24 %	10,861.08
SUL1	54.32	48.87	0.01	89.96 %	60,066.65	10.00 %	6,006.67	4.24 %	9,010.00
PDM1	43.45	37.32	0.04	85.90 %	39,559.05	10.00 %	3,955.91	4.24 %	3,955.91
CBE1	72.22	61.25	0.00	84.81 %	65,102.20	10.00 %	6,510.22	4.24 %	6,510.22
KGI1	41.68	35.30	0.08	84.70 %	27,259.10	10.00 %	2,725.91	4.24 %	2,725.91
PPI1	41.54	34.56	0.08	83.21 %	38,315.65	10.00 %	3,831.57	4.24 %	3,831.57
GDR1	37.38	30.39	0.02	81.29 %	23,412.10	10.00 %	2,341.21	4.24 %	2,341.21
UAM1	72.49	58.68	0.00	80.96 %	41,967.40	10.00 %	4,196.74	4.24 %	4,196.74
TPR2	123.08	99.05	0.27	80.48 %	61,843.00	10.00 %	6,184.30	4.24 %	6,184.30
KGM1	37.70	30.03	0.04	79.66 %	31,303.85	0.00 %		4.24 %	3,130.39
CBE5	31.55	25.13	0.00	79.65 %	32,802.50	0.00 %		4.24 %	3,280.25
KMR1	121.82	95.46	0.26	78.36 %	81,536.15	0.00 %		4.24 %	8,153.62
UMP1	50.75	37.81	0.50	74.49 %	29,543.25	0.00 %		4.24 %	
CBE3	25.73	19.11	0.00	74.25 %	21,858.60	0.00 %		4.24 %	
TPR3	59.84	43.81	0.00	73.21 %	43,165.80	0.00 %		4.24 %	
CBE6	80.75	56.89	0.25	70.45 %	54,183.65	0.00 %		4.24 %	
SYM2	48.39	33.83	0.00	69.91 %	35,607.00	0.00 %		4.24 %	
TPR1	105.37	72.42	0.16	68.73 %	57,055.15	0.00 %		4.24 %	
GBM1	58.23	36.92	0.19	63.41 %	27,215.10	0.00 %		4.24 %	
DPM2	48.79	30.68	0.36	62.87 %	45,366.25	0.00 %		4.24 %	
CBE2	468.41	270.32	0.06	57.71 %	204,811.30	0.00 %		4.24 %	
SNR1	109.17	60.41	0.00	55.33 %	72,041.50	0.00 %		4.24 %	
ANR1	17.86	9.34	0.77	52.29 %	8,150.45	0.00 %		4.24 %	
PLI1	116.08	50.95	0.34	43.90 %	46,774.75	0.00 %		4.24 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	58.24	0.53	0.00 %	16,800.00	0.00 %		0.00 %	
GHUB	0.00	48.27	1.07	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.12	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	23.97	4.33	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	8.86	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	1.19	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	5.21	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	13.75	1.36	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	3.34	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	2.26	0.00	0.00 %	0.00	0.00 %		0.00 %	