



# TN-Sales Spot Commission Details 16/05/2026 11:45 PM

<b>Accu.Target</b> 30,586.00 L	<b>Sales</b> 25,269.66 L	<b>Achieved %</b> 82.62 %	<b>HO Budget+%</b> 7.38 %	<b>Total Com.</b> 274.47 L
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Note : Sales Period is From :01-May-2026 To :16-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	2,113.94	1,952.99	92.39 %	57,000.00	7.38 %	57,000.00
CHENNAI-02	3,802.17	3,305.97	86.95 %	0.00	7.38 %	99,000.00
KL-NORTH	646.41	559.89	86.62 %	0.00	7.38 %	0.00
SOUTH-03	3,497.32	2,941.89	84.12 %	0.00	7.38 %	87,000.00
WEST-02	2,533.95	2,129.93	84.06 %	0.00	7.38 %	0.00
WEST-01	1,809.29	1,514.59	83.71 %	0.00	7.38 %	0.00
KL-SOUTH	417.36	338.90	81.20 %	0.00	7.38 %	0.00
SOUTH-01	4,904.75	3,890.61	79.32 %	0.00	7.38 %	0.00
TRICHY-01	3,835.32	3,024.85	78.87 %	0.00	7.38 %	0.00
SOUTH ARCOT	2,296.00	1,802.21	78.49 %	0.00	7.38 %	0.00
CHENNAI-01	4,729.49	3,486.66	73.72 %	0.00	7.38 %	0.00
OTHERS	0.00	321.18	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>30,586.00</b>	<b>25,269.66</b>	<b>82.62 %</b>		<b>7.38 %</b>	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	647.65	681.79	105.27%	90,000.00	7.38 %	120,000.00
	NA01	776.50	688.56	88.67%	0.00	7.38 %	45,000.00
	NA03	689.79	582.64	84.47%	0.00	7.38 %	37,500.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,026.95	942.74	91.80%	67,500.00	7.38 %	67,500.00
	CH09	858.19	753.38	87.79%	0.00	7.38 %	52,500.00
	CH04	1,008.17	862.81	85.58%	0.00	7.38 %	60,000.00
CH07	908.86	747.05	82.20%	0.00	7.38 %	0.00	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	646.41	559.89	86.62%	0.00	7.38 %	37,500.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	396.04	387.56	97.86%	22,500.00	7.38 %	45,000.00
	KRR1	340.32	307.60	90.39%	22,500.00	7.38 %	22,500.00
	MDU1	1,355.66	1,132.29	83.52%	0.00	7.38 %	82,500.00
	KKD2	781.73	623.03	79.70%	0.00	7.38 %	0.00
SVG1	623.56	491.41	78.81%	0.00	7.38 %	0.00	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	503.78	482.41	95.76%	30,000.00	7.38 %	60,000.00
	SLM1	774.34	647.72	83.65%	0.00	7.38 %	45,000.00
	ERD1	740.70	590.86	79.77%	0.00	7.38 %	0.00
MTR1	515.13	408.93	79.38%	0.00	7.38 %	0.00	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	270.32	285.12	105.48%	30,000.00	7.38 %	40,000.00
	TPR4	198.84	191.16	96.14%	7,500.00	7.38 %	15,000.00
	PLI1	244.02	202.09	82.82%	0.00	7.38 %	0.00
	TPR1	207.20	166.44	80.33%	0.00	7.38 %	0.00
	CBE1	888.91	669.77	75.35%	0.00	7.38 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	417.36	338.90	81.20%	0.00	7.38 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	567.53	486.15	85.66%	0.00	7.38 %	30,000.00
	KVT1	889.78	726.80	81.68%	0.00	7.38 %	0.00
	TVL1	823.25	664.88	80.76%	0.00	7.38 %	0.00
	NGR1	782.99	627.36	80.12%	0.00	7.38 %	0.00
	TUT1	1,177.63	896.39	76.12%	0.00	7.38 %	0.00
	TKS1	663.57	489.03	73.70%	0.00	7.38 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	830.74	719.90	86.66%	0.00	7.38 %	52,500.00
	TNJ1	892.44	723.01	81.01%	0.00	7.38 %	0.00
	PBR1	964.23	749.15	77.69%	0.00	7.38 %	0.00
	TRY1	1,147.92	832.79	72.55%	0.00	7.38 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	842.66	731.53	86.81%	0.00	7.38 %	52,500.00
	SA03	602.65	477.24	79.19%	0.00	7.38 %	0.00
	SA01	850.69	593.45	69.76%	0.00	7.38 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	852.02	662.34	77.74%	0.00	7.38 %	0.00
	CH03	784.32	605.18	77.16%	0.00	7.38 %	0.00
	CH05	1,169.53	863.43	73.83%	0.00	7.38 %	0.00
	CH10	914.78	647.14	70.74%	0.00	7.38 %	0.00
	CH06	1,008.85	708.58	70.24%	0.00	7.38 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.04	0.00%	0.00	0.00 %	0.00
	CH02	0.00	147.66	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	132.28	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	1.43	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	6.22	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.09)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	3.79	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	2.57	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	23.35	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)
VNB1	50.44	65.07	0.07	129.01 %	66,277.49	40.00 %	26,511.00	7.38 %	26,511.00
VEL2	125.36	160.42	0.11	127.97 %	196,773.87	40.00 %	78,709.55	7.38 %	78,709.55
VEL1	111.75	125.18	0.21	112.02 %	134,943.18	30.00 %	40,482.95	7.38 %	53,977.27
PTU1	31.10	34.35	0.15	110.47 %	25,368.93	30.00 %	7,610.68	7.38 %	7,610.68
WJP1	60.87	66.69	0.27	109.56 %	76,134.82	25.00 %	19,033.71	7.38 %	22,840.45
TRR1	108.49	111.49	0.19	102.77 %	107,556.30	25.00 %	26,889.08	7.38 %	32,266.89
AKM1	105.90	103.32	0.21	97.56 %	105,083.65	20.00 %	21,016.73	7.38 %	26,270.91
SLG1	48.36	47.12	0.22	97.44 %	59,727.23	20.00 %	11,945.45	7.38 %	14,931.81
GDM1	66.32	62.57	0.19	94.34 %	47,654.17	15.00 %	7,148.13	7.38 %	11,913.54
UGI1	35.94	33.89	0.04	94.29 %	28,254.81	15.00 %	4,238.22	7.38 %	7,063.70
ABR1	82.29	74.92	0.31	91.04 %	68,340.77	15.00 %	10,251.12	7.38 %	13,668.15
KPM2	256.96	232.32	0.20	90.41 %	210,883.09	15.00 %	31,632.46	7.38 %	42,176.62
PLR1	43.24	37.40	0.13	86.49 %	33,241.90	10.00 %	3,324.19	7.38 %	4,986.29
SBR1	143.15	123.73	0.04	86.44 %	128,722.36	10.00 %	12,872.24	7.38 %	19,308.35
ARC2	55.16	47.57	0.35	86.23 %	56,506.84	10.00 %	5,650.68	7.38 %	8,476.03
BGR1	42.57	36.69	0.84	86.20 %	41,599.97	10.00 %	4,160.00	7.38 %	6,240.00
TRL1	152.69	131.60	0.39	86.19 %	77,148.52	10.00 %	7,714.85	7.38 %	11,572.28
WJD1	82.33	70.40	1.73	85.51 %	108,832.13	10.00 %	10,883.21	7.38 %	16,324.82
CPT1	54.44	46.32	0.08	85.09 %	55,719.53	10.00 %	5,571.95	7.38 %	8,357.93
KPM1	86.79	71.02	0.00	81.83 %	71,784.36	10.00 %	7,178.44	7.38 %	7,178.44
ANI1	61.08	48.82	0.31	79.93 %	54,266.94	0.00 %		7.38 %	5,426.69
TRT1	79.97	61.75	0.54	77.22 %	53,707.85	0.00 %		7.38 %	5,370.79
CGM1	59.76	44.74	0.23	74.87 %	39,695.55	0.00 %		7.38 %	3,969.56
CYR1	67.41	48.42	0.25	71.83 %	50,312.64	0.00 %		7.38 %	
VSI1	101.57	67.18	0.11	66.14 %	76,835.91	0.00 %		7.38 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	22.61	43.84	0.00	193.88 %	18,586.75	40.00 %	7,434.70	7.38 %	7,434.70
CH27	36.83	46.01	0.39	124.91 %	58,486.39	40.00 %	23,394.56	7.38 %	23,394.56
UKI1	75.34	82.16	0.04	109.05 %	101,848.03	25.00 %	25,462.01	7.38 %	30,554.41
CH44	142.49	152.56	0.24	107.07 %	112,666.40	25.00 %	28,166.60	7.38 %	33,799.92
CH12	257.67	268.13	0.15	104.06 %	220,112.26	25.00 %	55,028.07	7.38 %	66,033.68
CH17	132.03	133.88	0.26	101.40 %	220,461.18	25.00 %	55,115.30	7.38 %	55,115.30
CH31	60.96	60.90	0.47	99.90 %	65,712.57	20.00 %	13,142.51	7.38 %	16,428.14
GPD1	84.68	83.39	0.16	98.48 %	60,725.07	20.00 %	12,145.01	7.38 %	15,181.27
CH50	141.38	134.07	0.13	94.83 %	209,743.54	15.00 %	31,461.53	7.38 %	52,435.89
CH46	64.67	60.99	0.22	94.32 %	81,507.51	15.00 %	12,226.13	7.38 %	20,376.88
CH03	345.44	324.72	0.48	94.00 %	412,406.53	15.00 %	61,860.98	7.38 %	103,101.63
CH23	80.38	74.90	0.74	93.19 %	82,471.54	15.00 %	12,370.73	7.38 %	20,617.89
CH21	243.95	222.23	0.40	91.10 %	219,329.10	15.00 %	32,899.37	7.38 %	43,865.82
CH24	163.70	146.61	0.45	89.56 %	192,627.90	10.00 %	19,262.79	7.38 %	38,525.58
PON1	74.81	66.92	0.10	89.45 %	86,279.63	10.00 %	8,627.96	7.38 %	17,255.93
CH33	153.15	133.42	0.07	87.12 %	152,641.33	10.00 %	15,264.13	7.38 %	22,896.20
CH15	343.57	287.04	0.29	83.55 %	316,531.17	10.00 %	31,653.12	7.38 %	47,479.68
CH36	57.61	47.06	0.07	81.69 %	46,738.34	10.00 %	4,673.83	7.38 %	4,673.83
MJR1	149.61	117.49	0.30	78.53 %	108,048.57	0.00 %		7.38 %	10,804.86
CH41	136.48	104.92	1.48	76.87 %	152,211.14	0.00 %		7.38 %	15,221.11
CH34	150.60	114.54	0.43	76.05 %	120,299.50	0.00 %		7.38 %	12,029.95
CH06	145.18	109.63	0.28	75.51 %	159,971.53	0.00 %		7.38 %	15,997.15
CH18	187.73	136.19	0.33	72.54 %	229,602.08	0.00 %		7.38 %	
CH43	103.90	74.49	0.30	71.69 %	63,194.15	0.00 %		7.38 %	
CH51	168.22	115.19	0.40	68.47 %	123,719.76	0.00 %		7.38 %	
CH32	25.25	17.19	0.50	68.06 %	21,652.86	0.00 %		7.38 %	
CH20	197.42	123.57	0.29	62.59 %	140,048.78	0.00 %		7.38 %	
MC06	34.58	18.75	0.67	54.21 %	13,411.55	0.00 %		7.38 %	
CH01	21.95	5.21	0.00	23.73 %	4,629.55	0.00 %		7.38 %	

**KL-NORTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	646.41	559.89	0.19	86.62 %	455,265.91	10.00 %	45,526.59	7.38 %	68,289.89

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	45.73	71.75	0.26	156.88 %	33,668.63	40.00 %	13,467.45	7.38 %	13,467.45
ODM1	45.68	59.82	0.00	130.97 %	20,385.39	40.00 %	8,154.16	7.38 %	8,154.16
TEN1	55.79	68.65	0.35	123.05 %	58,828.01	40.00 %	23,531.20	7.38 %	23,531.20
KKD3	116.91	137.86	0.00	117.92 %	205,403.08	30.00 %	61,620.92	7.38 %	82,161.23
MPA1	84.63	92.98	0.06	109.87 %	147,334.95	25.00 %	36,833.74	7.38 %	44,200.49
BNR1	46.58	48.01	0.13	103.07 %	49,667.56	25.00 %	12,416.89	7.38 %	14,900.27
PKM1	33.54	34.47	0.12	102.77 %	34,444.34	25.00 %	8,611.09	7.38 %	10,333.30
MDU3	91.94	88.20	0.04	95.93 %	55,081.01	20.00 %	11,016.20	7.38 %	13,770.25
KPT1	43.12	41.30	0.76	95.77 %	41,096.25	20.00 %	8,219.25	7.38 %	10,274.06
PNV2	47.35	45.09	0.08	95.23 %	41,885.48	20.00 %	8,377.10	7.38 %	10,471.37
DGL1	350.93	317.24	0.53	90.40 %	149,323.42	15.00 %	22,398.51	7.38 %	29,864.68
DGL2	76.78	69.16	0.16	90.07 %	60,728.49	10.00 %	6,072.85	7.38 %	12,145.70
KRR1	95.34	83.91	0.02	88.01 %	99,047.74	10.00 %	9,904.77	7.38 %	14,857.16
BTU1	34.81	30.56	0.00	87.78 %	18,760.90	10.00 %	1,876.09	7.38 %	2,814.14
MDU1	336.60	290.22	0.21	86.22 %	192,523.07	10.00 %	19,252.31	7.38 %	28,878.46
NKI1	45.07	38.27	0.10	84.92 %	30,145.37	10.00 %	3,014.54	7.38 %	4,521.81
MDU2	182.18	153.17	0.47	84.08 %	170,338.48	10.00 %	17,033.85	7.38 %	25,550.77
MDU7	111.83	93.49	0.34	83.60 %	92,582.30	10.00 %	9,258.23	7.38 %	13,887.35
MLR1	61.90	51.26	0.06	82.82 %	54,499.85	10.00 %	5,449.99	7.38 %	5,449.99
ADP1	53.89	44.14	0.03	81.91 %	44,510.98	10.00 %	4,451.10	7.38 %	4,451.10
TEN2	80.57	65.08	0.26	80.78 %	44,141.44	10.00 %	4,414.14	7.38 %	4,414.14
TDI1	77.32	61.09	0.06	79.01 %	93,531.51	0.00 %		7.38 %	9,353.15
PNI1	46.64	36.27	1.75	77.77 %	26,149.75	0.00 %		7.38 %	2,614.98
MDU5	58.69	45.55	0.04	77.62 %	52,828.30	0.00 %		7.38 %	5,282.83
KYK1	58.19	43.58	0.00	74.90 %	46,470.85	0.00 %		7.38 %	4,647.09
TPT1	97.41	72.70	0.16	74.63 %	111,700.61	0.00 %		7.38 %	11,170.06
TMM1	112.11	82.65	0.12	73.72 %	54,862.05	0.00 %		7.38 %	
USL1	60.21	44.04	0.30	73.14 %	29,969.68	0.00 %		7.38 %	
SGP1	51.04	36.57	0.00	71.64 %	42,539.89	0.00 %		7.38 %	
PVI1	90.87	64.00	0.20	70.42 %	86,084.94	0.00 %		7.38 %	
ATG1	145.95	101.99	0.31	69.88 %	119,789.62	0.00 %		7.38 %	
CBM1	79.94	55.46	0.00	69.38 %	66,454.34	0.00 %		7.38 %	
MDU6	166.58	115.23	0.18	69.18 %	94,124.03	0.00 %		7.38 %	
SVG1	96.31	66.26	0.10	68.80 %	78,842.22	0.00 %		7.38 %	
DKI1	103.26	69.89	0.05	67.69 %	120,562.24	0.00 %		7.38 %	
MNM1	51.62	33.84	0.37	65.55 %	30,771.16	0.00 %		7.38 %	
MDU4	91.96	53.52	0.44	58.19 %	30,989.64	0.00 %		7.38 %	
NTM1	68.04	34.61	0.02	50.87 %	29,912.92	0.00 %		7.38 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BMD1	33.35	49.30	0.16	147.84 %	48,782.31	40.00 %	19,512.92	7.38 %	19,512.92
KRI1	60.49	83.80	0.14	138.55 %	75,093.64	40.00 %	30,037.46	7.38 %	30,037.46
DPR1	31.92	38.66	0.05	121.10 %	38,424.44	40.00 %	15,369.78	7.38 %	15,369.78
KVP1	41.03	46.45	0.33	113.20 %	34,762.93	30.00 %	10,428.88	7.38 %	13,905.17
CMI1	29.94	33.58	0.00	112.14 %	39,236.66	30.00 %	11,771.00	7.38 %	15,694.66
SGI1	39.61	43.82	0.31	110.63 %	34,415.09	30.00 %	10,324.53	7.38 %	10,324.53
SLM2	86.57	92.64	0.15	107.01 %	83,145.48	25.00 %	20,786.37	7.38 %	24,943.64
PLC1	39.13	38.99	0.37	99.64 %	49,740.65	20.00 %	9,948.13	7.38 %	12,435.16
APN1	55.35	54.90	0.17	99.18 %	71,468.53	20.00 %	14,293.71	7.38 %	17,867.13
NKL2	101.22	97.02	0.14	95.84 %	103,716.47	20.00 %	20,743.29	7.38 %	25,929.12
TCG1	50.16	46.82	0.26	93.35 %	46,978.57	15.00 %	7,046.79	7.38 %	11,744.64
PMP1	51.85	48.38	0.10	93.31 %	40,163.04	15.00 %	6,024.46	7.38 %	10,040.76
ERD2	163.13	142.39	0.22	87.29 %	263,401.65	10.00 %	26,340.17	7.38 %	39,510.25
HSR2	128.04	110.88	0.32	86.60 %	103,641.82	10.00 %	10,364.18	7.38 %	15,546.27
ERD1	149.88	125.10	0.24	83.47 %	186,168.49	10.00 %	18,616.85	7.38 %	27,925.27
SLM1	220.12	183.17	0.16	83.21 %	197,099.53	10.00 %	19,709.95	7.38 %	19,709.95
TRM1	84.30	69.51	0.19	82.46 %	69,132.84	10.00 %	6,913.28	7.38 %	6,913.28
ATU1	101.70	83.68	0.09	82.28 %	82,123.33	10.00 %	8,212.33	7.38 %	8,212.33
DPR2	43.96	35.98	0.04	81.84 %	35,280.23	10.00 %	3,528.02	7.38 %	3,528.02
HSR1	94.30	76.94	0.08	81.59 %	81,139.74	10.00 %	8,113.97	7.38 %	8,113.97
SLM3	119.20	97.23	0.51	81.57 %	119,017.08	10.00 %	11,901.71	7.38 %	11,901.71
PDR1	31.97	25.99	0.00	81.28 %	46,747.60	10.00 %	4,674.76	7.38 %	4,674.76
EDP1	34.60	27.93	0.00	80.73 %	25,136.66	10.00 %	2,513.67	7.38 %	2,513.67
MTR1	88.20	69.66	0.29	78.98 %	93,933.25	0.00 %		7.38 %	9,393.33
MCR1	71.89	53.99	0.31	75.10 %	57,638.65	0.00 %		7.38 %	5,763.87
EPI1	61.44	44.94	0.22	73.14 %	45,762.99	0.00 %		7.38 %	
KAM1	49.34	33.16	0.45	67.22 %	35,096.20	0.00 %		7.38 %	
VPD1	95.35	63.23	0.06	66.32 %	75,054.84	0.00 %		7.38 %	
HRR1	65.85	41.45	0.57	62.95 %	36,876.21	0.00 %		7.38 %	
SGG1	30.92	19.16	0.31	61.98 %	17,329.64	0.00 %		7.38 %	
VKL1	40.31	22.85	0.18	56.68 %	33,948.37	0.00 %		7.38 %	
RSP1	85.88	48.21	0.59	56.14 %	50,382.94	0.00 %		7.38 %	
OML1	95.65	50.38	0.34	52.67 %	46,228.05	0.00 %		7.38 %	
KMM1	57.29	29.75	0.00	51.93 %	33,512.94	0.00 %		7.38 %	

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	14.33	21.13	0.00	147.50 %	26,094.69	40.00 %	10,437.88	7.38 %	10,437.88
AVI1	32.43	41.86	0.99	129.09 %	57,257.92	40.00 %	22,903.17	7.38 %	22,903.17
GDR1	32.56	41.97	0.02	128.89 %	29,102.54	40.00 %	11,641.02	7.38 %	11,641.02
CNR1	33.34	39.21	0.01	117.63 %	32,229.48	30.00 %	9,668.84	7.38 %	12,891.79
MPM1	51.80	60.87	0.20	117.51 %	57,156.19	30.00 %	17,146.86	7.38 %	22,862.48
KGI1	40.37	44.91	0.00	111.26 %	24,910.08	30.00 %	7,473.02	7.38 %	9,964.03
UMP1	40.27	44.45	0.19	110.38 %	37,745.46	30.00 %	11,323.64	7.38 %	11,323.64
CBE1	49.32	54.16	0.22	109.81 %	54,978.67	25.00 %	13,744.67	7.38 %	16,493.60
GBM1	44.25	47.92	0.26	108.28 %	52,410.07	25.00 %	13,102.52	7.38 %	15,723.02
UAM1	68.10	69.73	0.00	102.40 %	40,207.34	25.00 %	10,051.84	7.38 %	12,062.20
KGM1	36.88	37.08	0.08	100.56 %	50,080.34	25.00 %	12,520.09	7.38 %	12,520.09
CBE3	25.72	25.65	0.11	99.74 %	24,143.22	20.00 %	4,828.64	7.38 %	6,035.81
KMR1	101.74	101.32	0.32	99.59 %	111,032.93	20.00 %	22,206.59	7.38 %	27,758.23
TPR2	72.31	65.33	0.33	90.34 %	81,354.55	15.00 %	12,203.18	7.38 %	16,270.91
TPR1	82.11	70.24	0.24	85.55 %	72,779.24	10.00 %	7,277.92	7.38 %	10,916.89
SUL1	37.77	30.60	0.56	81.02 %	46,541.79	10.00 %	4,654.18	7.38 %	4,654.18
PPI1	31.95	25.27	0.38	79.09 %	27,443.00	0.00 %		7.38 %	2,744.30
PDM1	36.11	28.35	0.00	78.52 %	42,768.09	0.00 %		7.38 %	4,276.81
TPR4	33.76	25.51	0.61	75.57 %	37,452.93	0.00 %		7.38 %	3,745.29
CBE2	374.86	275.87	0.25	73.59 %	326,999.14	0.00 %		7.38 %	
DPM2	50.02	36.44	0.25	72.84 %	42,952.22	0.00 %		7.38 %	
CBE4	87.79	62.51	0.54	71.21 %	91,711.24	0.00 %		7.38 %	
SYM2	42.12	29.47	0.17	69.96 %	38,792.55	0.00 %		7.38 %	
PLI1	80.73	55.76	0.60	69.07 %	55,236.76	0.00 %		7.38 %	
SNR1	73.49	50.61	0.63	68.87 %	77,845.02	0.00 %		7.38 %	
KMD1	44.16	28.43	0.09	64.37 %	32,267.08	0.00 %		7.38 %	
TPR3	52.78	30.87	0.41	58.49 %	41,080.43	0.00 %		7.38 %	
CBE6	90.04	51.29	0.24	56.97 %	59,236.63	0.00 %		7.38 %	
CBE5	48.18	17.75	0.17	36.84 %	34,252.05	0.00 %		7.38 %	

**KL-SOUTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	213.13	205.73	0.26	96.53 %	96,686.94	20.00 %	19,337.39	7.38 %	24,171.74
KLR1	64.02	44.20	0.15	69.04 %	22,107.74	0.00 %		7.38 %	
PAS1	81.29	56.11	0.16	69.02 %	26,266.47	0.00 %		7.38 %	
PNL1	58.92	32.87	0.24	55.78 %	20,824.06	0.00 %		7.38 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	61.56	68.85	0.27	111.84 %	56,858.47	30.00 %	17,057.54	7.38 %	22,743.39
SKD1	59.82	63.43	0.14	106.02 %	81,137.53	25.00 %	20,284.38	7.38 %	24,341.26
PDI1	55.77	54.14	0.44	97.09 %	52,329.45	20.00 %	10,465.89	7.38 %	13,082.36
VNR1	62.21	59.36	0.18	95.42 %	67,105.09	20.00 %	13,421.02	7.38 %	16,776.27
ERL2	79.42	75.44	0.12	94.99 %	109,254.45	15.00 %	16,388.17	7.38 %	27,313.61
SVK1	125.14	117.88	0.29	94.21 %	118,779.53	15.00 %	17,816.93	7.38 %	29,694.88
TYI1	78.51	70.43	0.41	89.72 %	80,626.24	10.00 %	8,062.62	7.38 %	16,125.25
APK2	72.94	65.28	0.27	89.50 %	54,364.99	10.00 %	5,436.50	7.38 %	10,873.00
KVT1	261.30	227.29	0.17	86.99 %	325,234.94	10.00 %	32,523.49	7.38 %	48,785.24
VLY1	174.29	150.75	0.38	86.50 %	161,505.45	10.00 %	16,150.55	7.38 %	24,225.82
KSM1	39.94	34.32	0.02	85.93 %	27,779.24	10.00 %	2,777.92	7.38 %	4,166.89
MAR1	147.88	125.48	0.12	84.85 %	130,775.08	10.00 %	13,077.51	7.38 %	19,616.26
SNL1	68.92	58.44	0.39	84.79 %	74,648.23	10.00 %	7,464.82	7.38 %	11,197.23
MMT1	83.25	70.21	0.00	84.34 %	54,550.35	10.00 %	5,455.04	7.38 %	8,182.55
NGR1	308.64	256.27	0.62	83.03 %	232,810.94	10.00 %	23,281.09	7.38 %	23,281.09
TKS2	180.78	149.92	0.53	82.93 %	131,603.83	10.00 %	13,160.38	7.38 %	13,160.38
VNR2	210.19	173.91	0.24	82.74 %	176,048.72	10.00 %	17,604.87	7.38 %	17,604.87
TVL1	499.44	409.06	0.10	81.90 %	469,689.80	10.00 %	46,968.98	7.38 %	46,968.98
STU2	55.67	44.36	0.46	79.69 %	47,141.55	0.00 %		7.38 %	4,714.16
KYR1	64.72	51.13	0.40	79.00 %	55,812.95	0.00 %		7.38 %	5,581.30
RND1	187.64	146.31	0.27	77.97 %	232,351.26	0.00 %		7.38 %	23,235.13
SDI1	63.74	48.12	0.27	75.49 %	44,919.61	0.00 %		7.38 %	4,491.96
TKS1	138.12	103.58	0.15	74.99 %	101,352.68	0.00 %		7.38 %	10,135.27
TCN1	119.84	89.73	0.14	74.87 %	104,515.78	0.00 %		7.38 %	10,451.58
VKM1	68.11	50.97	0.11	74.83 %	74,703.94	0.00 %		7.38 %	7,470.39
UDN1	75.57	56.05	0.19	74.17 %	60,224.38	0.00 %		7.38 %	
TUT1	576.71	424.29	0.28	73.57 %	521,177.15	0.00 %		7.38 %	
TUT2	247.58	180.45	0.03	72.89 %	196,563.73	0.00 %		7.38 %	
APK1	97.05	69.72	0.46	71.84 %	81,430.47	0.00 %		7.38 %	
ARM1	72.85	51.42	0.47	70.59 %	40,230.41	0.00 %		7.38 %	
SGT1	44.94	31.64	0.00	70.40 %	26,998.72	0.00 %		7.38 %	
ASM1	76.68	53.64	0.39	69.96 %	49,605.53	0.00 %		7.38 %	
PKD1	123.59	84.87	0.09	68.67 %	112,946.81	0.00 %		7.38 %	
TKY1	84.29	50.02	0.32	59.33 %	58,942.96	0.00 %		7.38 %	
RPM1	180.22	101.63	0.04	56.39 %	97,307.10	0.00 %		7.38 %	
COL1	57.43	22.22	0.29	38.68 %	13,707.86	0.00 %		7.38 %	

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	56.56	67.61	0.19	119.54 %	52,087.33	30.00 %	15,626.20	7.38 %	20,834.93
KRN1	51.59	56.97	0.07	110.43 %	59,753.05	30.00 %	17,925.92	7.38 %	17,925.92
NCK1	35.12	38.72	0.14	110.24 %	24,309.55	30.00 %	7,292.87	7.38 %	7,292.87
KIK1	69.02	74.41	0.00	107.81 %	130,141.93	25.00 %	32,535.48	7.38 %	39,042.58
TVR2	159.10	157.38	0.13	98.92 %	166,192.96	20.00 %	33,238.59	7.38 %	41,548.24
NMM1	55.27	53.62	1.08	97.02 %	63,605.47	20.00 %	12,721.09	7.38 %	15,901.37
MSI1	77.86	73.11	0.00	93.89 %	60,741.18	15.00 %	9,111.18	7.38 %	15,185.30
APM1	51.75	47.70	0.15	92.19 %	67,949.17	15.00 %	10,192.38	7.38 %	13,589.83
NGT1	101.70	90.38	0.29	88.87 %	143,143.41	10.00 %	14,314.34	7.38 %	28,628.68
MVM1	186.01	164.83	0.17	88.61 %	251,772.45	10.00 %	25,177.25	7.38 %	50,354.49
TYR1	113.78	100.82	0.26	88.61 %	113,518.57	10.00 %	11,351.86	7.38 %	22,703.71
MDI1	134.55	113.26	0.28	84.18 %	126,663.24	10.00 %	12,666.32	7.38 %	18,999.49
PTK1	152.41	126.34	0.32	82.89 %	142,968.97	10.00 %	14,296.90	7.38 %	14,296.90
PDK1	77.00	61.47	0.27	79.83 %	83,637.56	0.00 %		7.38 %	8,363.76
ORU1	62.68	50.02	0.04	79.80 %	59,357.03	0.00 %		7.38 %	5,935.70
AYR1	98.76	76.94	0.09	77.90 %	97,143.98	0.00 %		7.38 %	9,714.40
TRY2	56.51	43.94	0.00	77.76 %	42,207.30	0.00 %		7.38 %	4,220.73
TRY3	111.18	86.35	0.07	77.66 %	98,104.30	0.00 %		7.38 %	9,810.43
JKM1	121.08	93.26	0.09	77.02 %	102,121.43	0.00 %		7.38 %	10,212.14
TNJ2	195.75	149.72	0.28	76.49 %	156,061.76	0.00 %		7.38 %	15,606.18
TNJ1	240.04	182.34	0.23	75.96 %	178,411.43	0.00 %		7.38 %	17,841.14
TTP1	108.62	81.29	0.04	74.84 %	85,491.68	0.00 %		7.38 %	8,549.17
TVR1	85.41	61.24	0.11	71.71 %	64,950.10	0.00 %		7.38 %	
KUM1	215.20	148.86	0.10	69.17 %	148,386.82	0.00 %		7.38 %	
TRY1	711.22	491.61	0.06	69.12 %	562,772.58	0.00 %		7.38 %	
PBR2	254.38	169.03	0.04	66.45 %	158,858.38	0.00 %		7.38 %	
TRY4	140.42	92.45	0.32	65.84 %	119,548.16	0.00 %		7.38 %	
PBR1	112.35	71.17	0.07	63.35 %	60,200.68	0.00 %		7.38 %	

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	20.66	25.94	0.23	125.57 %	19,259.04	40.00 %	7,703.62	7.38 %	7,703.62
MKM1	42.68	49.81	0.29	116.71 %	60,003.59	30.00 %	18,001.08	7.38 %	24,001.44
PRT1	104.33	112.53	0.32	107.86 %	89,715.21	25.00 %	22,428.80	7.38 %	26,914.56
SJI2	93.82	90.99	0.16	96.99 %	84,431.98	20.00 %	16,886.40	7.38 %	21,108.00
CDM1	144.60	138.20	0.22	95.57 %	120,984.13	20.00 %	24,196.83	7.38 %	30,246.03
KLM1	113.25	106.06	0.28	93.65 %	161,299.91	15.00 %	24,194.99	7.38 %	40,324.98
TRK1	131.61	116.70	0.31	88.67 %	126,193.49	10.00 %	12,619.35	7.38 %	25,238.70
KML1	78.62	67.52	0.17	85.88 %	73,447.61	10.00 %	7,344.76	7.38 %	11,017.14
CUD1	238.83	202.64	0.44	84.84 %	223,442.96	10.00 %	22,344.30	7.38 %	33,516.44
VCM2	77.43	64.59	0.26	83.41 %	53,617.33	10.00 %	5,361.73	7.38 %	5,361.73
KKI2	122.30	101.23	0.07	82.77 %	81,370.54	10.00 %	8,137.05	7.38 %	8,137.05
STP1	43.12	34.39	0.38	79.76 %	30,677.99	0.00 %		7.38 %	3,067.80
VPM2	111.00	86.76	0.20	78.16 %	95,319.95	0.00 %		7.38 %	9,532.00
ULP1	114.85	87.55	0.07	76.22 %	76,221.43	0.00 %		7.38 %	7,622.14
TVM1	63.56	47.83	0.60	75.25 %	38,395.95	0.00 %		7.38 %	3,839.60
TVM2	72.97	53.25	0.85	72.97 %	35,925.86	0.00 %		7.38 %	
NVL2	136.75	99.59	0.30	72.83 %	93,655.82	0.00 %		7.38 %	
TDM1	76.98	55.50	0.74	72.10 %	42,056.40	0.00 %		7.38 %	
POY2	198.39	103.53	0.39	52.19 %	155,684.65	0.00 %		7.38 %	
POY1	257.53	131.41	0.22	51.03 %	117,884.38	0.00 %		7.38 %	
VPM1	52.71	26.21	0.87	49.73 %	21,402.81	0.00 %		7.38 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	208.87	210.28	0.21	100.68 %	308,411.74	25.00 %	77,102.94	7.38 %	77,102.94
CH38	87.77	82.01	0.02	93.44 %	113,561.24	15.00 %	17,034.19	7.38 %	28,390.31
CH48	162.99	147.50	0.32	90.50 %	243,345.57	15.00 %	36,501.84	7.38 %	48,669.11
MRM1	122.79	109.13	0.33	88.87 %	97,992.90	10.00 %	9,799.29	7.38 %	19,598.58
CH35	122.33	108.53	0.25	88.72 %	154,081.70	10.00 %	15,408.17	7.38 %	30,816.34
GUD1	125.65	111.06	0.09	88.39 %	191,156.24	10.00 %	19,115.62	7.38 %	38,231.25
CGL1	87.28	77.10	0.42	88.34 %	105,481.73	10.00 %	10,548.17	7.38 %	21,096.35
CH30	142.29	122.75	0.23	86.26 %	174,960.53	10.00 %	17,496.05	7.38 %	26,244.08
CH45	132.14	113.45	0.36	85.86 %	152,525.84	10.00 %	15,252.58	7.38 %	22,878.88
CH39	72.69	62.23	0.13	85.61 %	106,027.58	10.00 %	10,602.76	7.38 %	15,904.14
CH28	195.53	162.62	0.12	83.17 %	339,315.44	10.00 %	33,931.54	7.38 %	33,931.54
CH05	284.81	236.30	0.63	82.97 %	210,567.77	10.00 %	21,056.78	7.38 %	21,056.78
CH25	155.01	127.14	0.07	82.02 %	167,738.60	10.00 %	16,773.86	7.38 %	16,773.86
CH37	70.71	53.40	0.10	75.52 %	84,999.14	0.00 %		7.38 %	8,499.91
CH42	201.18	149.43	0.27	74.28 %	200,998.21	0.00 %		7.38 %	20,099.82
CH19	220.05	162.96	0.23	74.06 %	211,475.17	0.00 %		7.38 %	
CH14	324.97	230.45	0.13	70.91 %	296,585.30	0.00 %		7.38 %	
CH49	193.01	135.95	0.24	70.43 %	177,910.14	0.00 %		7.38 %	
CH07	205.76	143.44	0.37	69.71 %	175,729.58	0.00 %		7.38 %	
SKL1	97.88	66.28	0.33	67.71 %	88,095.11	0.00 %		7.38 %	
KNR1	103.09	66.71	0.00	64.71 %	96,599.96	0.00 %		7.38 %	
CH16	384.36	240.66	0.05	62.61 %	259,121.08	0.00 %		7.38 %	
TKM1	90.81	55.52	0.36	61.14 %	68,304.06	0.00 %		7.38 %	
GUD2	104.75	63.66	0.31	60.77 %	76,786.49	0.00 %		7.38 %	
CH08	298.38	179.10	0.20	60.02 %	271,236.24	0.00 %		7.38 %	
CH40	69.70	41.20	0.30	59.10 %	14,095.29	0.00 %		7.38 %	
AVD1	161.28	89.63	0.08	55.58 %	90,457.67	0.00 %		7.38 %	
CH22	171.30	94.40	0.19	55.10 %	105,988.82	0.00 %		7.38 %	
MC10	23.01	8.98	0.00	39.01 %	5,212.40	0.00 %		7.38 %	
CH26	63.15	22.37	0.04	35.42 %	33,075.35	0.00 %		7.38 %	
CH29	34.48	10.56	0.44	30.61 %	19,445.68	0.00 %		7.38 %	
MC09	11.46	1.87	0.00	16.35 %	1,070.70	0.00 %		7.38 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	112.76	5.29	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	130.81	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	1.47	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	23.45	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	6.23	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	2.79	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.14)	-0.27	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	35.04	10.62	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	(0.03)	-2.56	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	0.00	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	(0.11)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.09)	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	(0.22)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	4.12	2.54	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	3.79	0.00	0.00 %	0.00	0.00 %		0.00 %	