



TN-Sales Spot Commission Details 18/05/2026 11:45 PM

Accu.Target 34,409.24 L	Sales 27,909.27 L	Achieved % 81.11 %	HO Budget+% 8.89 %	Total Com. 299.82 L
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Note : Sales Period is From :01-May-2026 To :18-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	2,378.18	2,182.63	91.78 %	63,000.00	8.89 %	126,000.00
KL-NORTH	727.21	627.56	86.30 %	0.00	8.89 %	0.00
CHENNAI-02	4,277.44	3,669.60	85.79 %	0.00	8.89 %	108,000.00
SOUTH ARCOT	2,583.00	2,156.52	83.49 %	0.00	8.89 %	63,000.00
WEST-01	2,035.45	1,672.87	82.19 %	0.00	8.89 %	0.00
WEST-02	2,850.69	2,340.93	82.12 %	0.00	8.89 %	0.00
SOUTH-03	3,934.48	3,176.16	80.73 %	0.00	8.89 %	0.00
KL-SOUTH	469.53	377.33	80.36 %	0.00	8.89 %	0.00
SOUTH-01	5,517.84	4,278.21	77.53 %	0.00	8.89 %	0.00
TRICHY-01	4,314.74	3,258.01	75.51 %	0.00	8.89 %	0.00
CHENNAI-01	5,320.68	3,847.02	72.30 %	0.00	8.89 %	0.00
OTHERS	0.00	322.43	0.00 %	0.00	0.00 %	0.00
Total	34,409.24	27,909.27	81.11 %		8.89 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	728.60	749.02	102.80%	105,000.00	8.89 %	140,000.00
	NA01	873.56	771.78	88.35%	0.00	8.89 %	52,500.00
	NA03	776.01	661.83	85.29%	0.00	8.89 %	45,000.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	727.21	627.56	86.30%	0.00	8.89 %	45,000.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,155.32	1,055.49	91.36%	75,000.00	8.89 %	150,000.00
	CH09	965.47	831.05	86.08%	0.00	8.89 %	60,000.00
	CH04	1,134.19	961.55	84.78%	0.00	8.89 %	67,500.00
	CH07	1,022.46	821.51	80.35%	0.00	8.89 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	948.00	826.41	87.17%	0.00	8.89 %	60,000.00
	SA01	957.02	806.15	84.23%	0.00	8.89 %	60,000.00
	SA03	677.98	523.95	77.28%	0.00	8.89 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	304.11	317.99	104.56%	45,000.00	8.89 %	60,000.00
	TPR4	223.70	211.57	94.58%	15,000.00	8.89 %	30,000.00
	PLI1	274.52	222.39	81.01%	0.00	8.89 %	0.00
	TPR1	233.10	181.74	77.97%	0.00	8.89 %	0.00
	CBE1	1,000.02	739.18	73.92%	0.00	8.89 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	566.75	541.15	95.48%	37,500.00	8.89 %	75,000.00
	SLM1	871.13	708.60	81.34%	0.00	8.89 %	0.00
	MTR1	579.52	456.57	78.78%	0.00	8.89 %	0.00
	ERD1	833.29	634.61	76.16%	0.00	8.89 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	445.55	421.25	94.55%	30,000.00	8.89 %	60,000.00
	KRR1	382.86	320.60	83.74%	0.00	8.89 %	22,500.00
	MDU1	1,525.12	1,222.19	80.14%	0.00	8.89 %	0.00
	KKD2	879.45	680.61	77.39%	0.00	8.89 %	0.00
	SVG1	701.50	531.51	75.77%	0.00	8.89 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	469.53	377.33	80.36%	0.00	8.89 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	638.47	539.83	84.55%	0.00	8.89 %	37,500.00
	KVT1	1,001.00	792.41	79.16%	0.00	8.89 %	0.00
	TVL1	926.16	729.24	78.74%	0.00	8.89 %	0.00
	NGR1	880.87	683.93	77.64%	0.00	8.89 %	0.00
	TUT1	1,324.83	993.54	74.99%	0.00	8.89 %	0.00
	TKS1	746.52	539.26	72.24%	0.00	8.89 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	934.58	770.10	82.40%	0.00	8.89 %	52,500.00
	TNJ1	1,004.00	772.48	76.94%	0.00	8.89 %	0.00
	PBR1	1,084.76	816.89	75.31%	0.00	8.89 %	0.00
	TRY1	1,291.41	898.55	69.58%	0.00	8.89 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	958.52	732.05	76.37%	0.00	8.89 %	0.00
	CH03	882.36	653.92	74.11%	0.00	8.89 %	0.00
	CH05	1,315.72	964.93	73.34%	0.00	8.89 %	0.00
	CH10	1,029.12	720.67	70.03%	0.00	8.89 %	0.00
	CH06	1,134.95	775.46	68.33%	0.00	8.89 %	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	148.41	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	132.82	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	2.55	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	56.74	70.45	0.06	124.16 %	72,257.35	40.00 %	28,902.94	8.89 %	28,902.94
VEL2	141.03	172.20	0.14	122.10 %	208,727.71	40.00 %	83,491.08	8.89 %	83,491.08
WJP1	68.48	77.21	0.24	112.76 %	86,092.33	30.00 %	25,827.70	8.89 %	34,436.93
VEL1	125.72	141.48	0.18	112.53 %	146,242.14	30.00 %	43,872.64	8.89 %	58,496.86
PTU1	34.98	37.72	0.14	107.82 %	28,733.58	25.00 %	7,183.40	8.89 %	8,620.07
TRR1	122.05	121.75	0.27	99.76 %	117,641.91	20.00 %	23,528.38	8.89 %	29,410.48
AKM1	119.14	117.04	0.18	98.24 %	117,419.41	20.00 %	23,483.88	8.89 %	29,354.85
SLG1	54.41	53.37	0.20	98.10 %	65,747.88	20.00 %	13,149.58	8.89 %	16,436.97
UGI1	40.44	37.71	0.03	93.26 %	31,632.31	15.00 %	4,744.85	8.89 %	7,908.08
GDM1	74.61	68.43	0.18	91.72 %	52,614.92	15.00 %	7,892.24	8.89 %	13,153.73
PLR1	48.65	43.94	0.11	90.32 %	37,173.71	15.00 %	5,576.06	8.89 %	7,434.74
KPM2	289.08	257.46	0.18	89.06 %	237,996.96	10.00 %	23,799.70	8.89 %	47,599.39
ABR1	92.58	81.26	0.29	87.78 %	74,517.21	10.00 %	7,451.72	8.89 %	14,903.44
BGR1	47.89	41.99	1.00	87.67 %	47,964.47	10.00 %	4,796.45	8.89 %	9,592.89
SBR1	161.04	139.48	0.04	86.61 %	140,230.79	10.00 %	14,023.08	8.89 %	21,034.62
WJD1	92.62	79.10	1.54	85.40 %	118,558.24	10.00 %	11,855.82	8.89 %	17,783.74
TRL1	171.78	146.32	0.44	85.18 %	84,476.99	10.00 %	8,447.70	8.89 %	12,671.55
CPT1	61.24	52.03	0.07	84.96 %	60,825.27	10.00 %	6,082.53	8.89 %	9,123.79
ARC2	62.05	52.58	0.34	84.73 %	61,091.75	10.00 %	6,109.18	8.89 %	9,163.76
KPM1	97.64	80.67	0.00	82.63 %	80,144.19	10.00 %	8,014.42	8.89 %	12,021.63
TRT1	89.97	71.89	0.58	79.91 %	60,096.20	0.00 %		8.89 %	6,009.62
ANI1	68.71	53.73	0.28	78.20 %	59,076.94	0.00 %		8.89 %	5,907.69
CGM1	67.23	49.51	0.21	73.64 %	42,029.50	0.00 %		8.89 %	4,202.95
CYR1	75.84	53.98	0.23	71.17 %	55,941.79	0.00 %		8.89 %	
VSI1	114.27	81.31	0.10	71.15 %	89,361.41	0.00 %		8.89 %	

KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	727.21	627.56	0.18	86.30 %	503,878.98	10.00 %	50,387.90	8.89 %	75,581.85

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	25.44	45.53	0.00	178.98 %	19,131.25	40.00 %	7,652.50	8.89 %	7,652.50
CH27	41.43	49.20	0.36	118.74 %	61,548.64	30.00 %	18,464.59	8.89 %	24,619.46
CH12	289.88	303.40	0.16	104.67 %	244,054.13	25.00 %	61,013.53	8.89 %	73,216.24
UKI1	84.76	87.88	0.07	103.69 %	108,266.93	25.00 %	27,066.73	8.89 %	32,480.08
CH44	160.30	165.70	0.25	103.37 %	125,483.86	25.00 %	31,370.97	8.89 %	37,645.16
CH31	68.58	68.92	0.42	100.50 %	71,977.35	25.00 %	17,994.34	8.89 %	21,593.21
CH17	148.53	143.69	0.25	96.74 %	238,769.43	20.00 %	47,753.89	8.89 %	59,692.36
GPD1	95.27	91.62	0.14	96.17 %	67,047.42	20.00 %	13,409.48	8.89 %	16,761.86
CH23	90.43	86.96	0.64	96.16 %	95,328.69	20.00 %	19,065.74	8.89 %	23,832.17
CH50	159.05	149.95	0.13	94.28 %	230,873.64	15.00 %	34,631.05	8.89 %	57,718.41
CH46	72.75	67.17	0.34	92.33 %	91,876.62	15.00 %	13,781.49	8.89 %	22,969.16
CH03	388.62	357.90	0.44	92.09 %	446,795.52	15.00 %	67,019.33	8.89 %	111,698.88
CH24	184.16	165.85	0.46	90.06 %	209,797.94	10.00 %	20,979.79	8.89 %	41,959.59
CH21	274.44	245.95	0.38	89.62 %	240,569.90	10.00 %	24,056.99	8.89 %	48,113.98
PON1	84.16	74.19	0.16	88.16 %	93,615.95	10.00 %	9,361.60	8.89 %	18,723.19
CH33	172.29	148.47	0.08	86.17 %	172,964.72	10.00 %	17,296.47	8.89 %	25,944.71
CH15	386.51	315.60	0.28	81.65 %	346,906.73	10.00 %	34,690.67	8.89 %	34,690.67
CH36	64.81	52.61	0.06	81.18 %	50,703.09	10.00 %	5,070.31	8.89 %	5,070.31
MJR1	168.31	132.96	0.27	79.00 %	116,466.42	0.00 %		8.89 %	11,646.64
CH34	169.43	130.43	0.38	76.98 %	137,912.47	0.00 %		8.89 %	13,791.25
CH41	153.54	116.91	1.33	76.14 %	165,200.58	0.00 %		8.89 %	16,520.06
CH06	163.32	120.49	0.26	73.77 %	171,652.23	0.00 %		8.89 %	17,165.22
CH18	211.19	153.42	0.34	72.64 %	248,633.40	0.00 %		8.89 %	
CH43	116.89	81.91	0.30	70.08 %	69,214.58	0.00 %		8.89 %	
CH51	189.25	129.59	0.38	68.48 %	137,624.79	0.00 %		8.89 %	
CH32	28.41	18.17	0.48	63.97 %	23,342.61	0.00 %		8.89 %	
CH20	222.10	137.33	0.26	61.83 %	152,476.88	0.00 %		8.89 %	
MC06	38.90	20.90	0.60	53.71 %	14,043.55	0.00 %		8.89 %	
CH01	24.69	6.91	0.00	27.98 %	6,828.35	0.00 %		8.89 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	23.24	32.07	0.18	138.03 %	21,304.94	40.00 %	8,521.98	8.89 %	8,521.98
MKM1	48.01	59.31	0.25	123.52 %	68,071.79	40.00 %	27,228.72	8.89 %	27,228.72
PRT1	117.37	120.68	0.30	102.82 %	95,466.97	25.00 %	23,866.74	8.89 %	28,640.09
SJI2	105.54	102.77	0.14	97.37 %	97,389.02	20.00 %	19,477.80	8.89 %	24,347.26
KLM1	127.41	122.33	0.25	96.02 %	182,465.71	20.00 %	36,493.14	8.89 %	45,616.43
CDM1	162.68	152.16	0.20	93.53 %	129,097.26	15.00 %	19,364.59	8.89 %	32,274.32
VCM2	87.11	76.44	0.22	87.74 %	57,833.92	10.00 %	5,783.39	8.89 %	11,566.78
TRK1	148.06	128.22	0.28	86.60 %	137,199.55	10.00 %	13,719.96	8.89 %	20,579.93
KML1	88.45	74.87	0.15	84.65 %	78,209.37	10.00 %	7,820.94	8.89 %	11,731.41
CUD1	268.69	226.40	0.39	84.26 %	241,215.71	10.00 %	24,121.57	8.89 %	36,182.36
KKI2	137.59	115.78	0.06	84.15 %	88,417.37	10.00 %	8,841.74	8.89 %	13,262.61
POY1	289.72	242.18	0.12	83.59 %	168,979.16	10.00 %	16,897.92	8.89 %	25,346.87
ULP1	129.21	105.21	0.06	81.42 %	86,480.48	10.00 %	8,648.05	8.89 %	8,648.05
STP1	48.51	37.34	0.35	76.97 %	32,571.66	0.00 %		8.89 %	3,257.17
VPM2	124.87	95.79	0.18	76.71 %	105,957.50	0.00 %		8.89 %	10,595.75
NVL2	153.84	111.87	0.26	72.72 %	98,774.77	0.00 %		8.89 %	
TVM1	71.51	51.09	0.56	71.45 %	39,828.89	0.00 %		8.89 %	
TDM1	86.60	60.98	0.73	70.41 %	46,004.18	0.00 %		8.89 %	
POY2	223.19	155.93	0.26	69.86 %	178,165.03	0.00 %		8.89 %	
TVM2	82.09	56.24	0.84	68.51 %	37,479.58	0.00 %		8.89 %	
VPM1	59.30	28.87	0.79	48.68 %	23,496.51	0.00 %		8.89 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	16.12	23.54	0.00	146.06 %	30,571.08	40.00 %	12,228.43	8.89 %	12,228.43
GDR1	36.63	47.77	0.02	130.40 %	33,020.01	40.00 %	13,208.00	8.89 %	13,208.00
AVI1	36.48	46.15	0.90	126.51 %	60,559.42	40.00 %	24,223.77	8.89 %	24,223.77
CNR1	37.50	45.17	0.09	120.43 %	37,497.81	40.00 %	14,999.12	8.89 %	14,999.12
KGI1	45.41	50.94	0.04	112.18 %	27,793.18	30.00 %	8,337.95	8.89 %	11,117.27
MPM1	58.27	64.46	0.19	110.61 %	62,539.76	30.00 %	18,761.93	8.89 %	25,015.90
CBE1	55.49	59.11	0.20	106.53 %	62,169.81	25.00 %	15,542.45	8.89 %	18,650.94
GBM1	49.78	51.76	0.24	103.97 %	59,079.62	25.00 %	14,769.91	8.89 %	17,723.89
UMP1	45.31	46.71	0.18	103.09 %	40,447.11	25.00 %	10,111.78	8.89 %	12,134.13
UAM1	76.61	78.24	0.00	102.12 %	45,411.23	25.00 %	11,352.81	8.89 %	13,623.37
KMR1	114.46	116.01	0.30	101.36 %	125,122.02	25.00 %	31,280.51	8.89 %	37,536.61
KGM1	41.49	39.63	0.08	95.53 %	52,586.04	20.00 %	10,517.21	8.89 %	13,146.51
CBE3	28.93	26.94	0.11	93.12 %	25,778.01	15.00 %	3,866.70	8.89 %	6,444.50
TPR2	81.35	72.12	0.30	88.65 %	85,851.44	10.00 %	8,585.14	8.89 %	17,170.29
TPR1	92.37	76.78	0.22	83.12 %	77,639.85	10.00 %	7,763.99	8.89 %	11,645.98
PPI1	35.95	29.87	0.32	83.09 %	32,949.87	10.00 %	3,294.99	8.89 %	4,942.48
SUL1	42.49	34.96	0.49	82.27 %	52,500.28	10.00 %	5,250.03	8.89 %	7,875.04
PDM1	40.62	31.67	0.00	77.97 %	46,327.45	0.00 %		8.89 %	4,632.75
DPM2	56.28	42.11	0.22	74.82 %	45,908.55	0.00 %		8.89 %	4,590.86
CBE4	98.76	70.89	0.47	71.78 %	100,952.45	0.00 %		8.89 %	
TPR4	37.98	27.11	0.67	71.37 %	39,685.58	0.00 %		8.89 %	
CBE2	421.72	299.17	0.23	70.94 %	346,136.70	0.00 %		8.89 %	
SYM2	47.39	33.14	0.15	69.93 %	44,174.55	0.00 %		8.89 %	
PLI1	90.82	62.26	0.54	68.55 %	61,233.43	0.00 %		8.89 %	
SNR1	82.67	56.23	0.56	68.02 %	84,534.61	0.00 %		8.89 %	
KMD1	49.68	31.42	0.08	63.24 %	35,896.13	0.00 %		8.89 %	
TPR3	59.38	32.84	0.39	55.32 %	44,167.73	0.00 %		8.89 %	
CBE6	101.30	55.86	0.31	55.14 %	64,918.34	0.00 %		8.89 %	
CBE5	54.20	20.02	0.15	36.93 %	37,676.45	0.00 %		8.89 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BMD1	37.52	53.72	0.15	143.19 %	53,966.31	40.00 %	21,586.52	8.89 %	21,586.52
KRI1	68.05	90.22	0.19	132.59 %	78,477.72	40.00 %	31,391.09	8.89 %	31,391.09
DPR1	35.91	42.80	0.05	119.17 %	42,818.64	30.00 %	12,845.59	8.89 %	17,127.46
KVP1	46.16	52.21	0.30	113.11 %	39,612.43	30.00 %	11,883.73	8.89 %	15,844.97
SGI1	44.56	49.71	0.27	111.55 %	40,145.29	30.00 %	12,043.59	8.89 %	16,058.12
CMI1	33.68	35.84	0.01	106.39 %	42,666.86	25.00 %	10,666.72	8.89 %	12,800.06
SLM2	97.39	100.96	0.14	103.67 %	93,608.58	25.00 %	23,402.15	8.89 %	28,082.57
PLC1	44.02	41.87	0.35	95.11 %	52,760.90	20.00 %	10,552.18	8.89 %	13,190.23
APN1	62.27	58.53	0.16	94.00 %	77,023.98	15.00 %	11,553.60	8.89 %	19,256.00
NKL2	113.88	103.82	0.15	91.17 %	109,315.48	15.00 %	16,397.32	8.89 %	21,863.10
PMP1	58.33	53.13	0.09	91.08 %	43,739.39	15.00 %	6,560.91	8.89 %	8,747.88
TCG1	56.43	50.76	0.24	89.96 %	49,798.27	10.00 %	4,979.83	8.89 %	9,959.65
HSR2	144.04	127.85	0.29	88.76 %	119,531.21	10.00 %	11,953.12	8.89 %	23,906.24
HSR1	106.09	89.39	0.07	84.26 %	93,264.26	10.00 %	9,326.43	8.89 %	13,989.64
TRM1	94.84	79.21	0.17	83.52 %	76,707.04	10.00 %	7,670.70	8.89 %	11,506.06
ATU1	114.42	95.23	0.08	83.23 %	91,778.38	10.00 %	9,177.84	8.89 %	13,766.76
ERD2	183.52	152.44	0.23	83.07 %	279,771.10	10.00 %	27,977.11	8.89 %	41,965.67
SLM1	247.64	199.27	0.28	80.47 %	214,692.39	10.00 %	21,469.24	8.89 %	21,469.24
DPR2	49.46	39.76	0.03	80.38 %	38,168.30	10.00 %	3,816.83	8.89 %	3,816.83
PDR1	35.97	28.59	0.00	79.47 %	50,548.65	0.00 %		8.89 %	5,054.87
ERD1	168.62	132.74	0.23	78.72 %	195,838.99	0.00 %		8.89 %	19,583.90
SLM3	134.10	104.22	0.54	77.72 %	127,307.43	0.00 %		8.89 %	12,730.74
MTR1	99.23	75.97	0.26	76.56 %	103,541.57	0.00 %		8.89 %	10,354.16
EDP1	38.93	29.54	0.04	75.90 %	27,134.86	0.00 %		8.89 %	2,713.49
MCR1	80.88	59.28	0.28	73.30 %	64,640.40	0.00 %		8.89 %	6,464.04
EPI1	69.12	49.98	0.19	72.31 %	52,377.64	0.00 %		8.89 %	
KAM1	55.50	36.77	0.40	66.25 %	37,480.99	0.00 %		8.89 %	
VPD1	107.27	70.85	0.05	66.05 %	81,897.24	0.00 %		8.89 %	
HRR1	74.08	46.50	0.51	62.77 %	43,272.56	0.00 %		8.89 %	
SGG1	34.78	20.65	0.28	59.38 %	19,625.49	0.00 %		8.89 %	
OML1	107.61	59.33	0.29	55.14 %	55,461.88	0.00 %		8.89 %	
VKL1	45.35	24.97	0.16	55.07 %	36,281.17	0.00 %		8.89 %	
RSP1	96.61	52.97	0.54	54.82 %	56,168.84	0.00 %		8.89 %	
KMM1	64.45	31.82	0.01	49.37 %	35,194.05	0.00 %		8.89 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	51.45	75.57	0.25	146.88 %	36,555.58	40.00 %	14,622.23	8.89 %	14,622.23
ODM1	51.39	63.03	0.00	122.66 %	22,400.55	40.00 %	8,960.22	8.89 %	8,960.22
TEN1	62.76	74.03	0.33	117.95 %	64,367.03	30.00 %	19,310.11	8.89 %	25,746.81
KKD3	131.53	150.31	0.00	114.28 %	223,321.99	30.00 %	66,996.60	8.89 %	89,328.80
MPA1	95.21	97.02	0.10	101.90 %	153,201.45	25.00 %	38,300.36	8.89 %	45,960.44
BNR1	52.40	52.43	0.12	100.06 %	54,600.68	20.00 %	10,920.14	8.89 %	13,650.17
PKM1	37.73	36.74	0.11	97.38 %	36,591.38	20.00 %	7,318.28	8.89 %	9,147.85
KPT1	48.51	44.86	0.70	92.48 %	44,639.09	15.00 %	6,695.86	8.89 %	11,159.77
PNV2	53.27	49.16	0.07	92.28 %	47,811.33	15.00 %	7,171.70	8.89 %	11,952.83
MDU3	103.43	95.31	0.03	92.15 %	61,539.93	15.00 %	9,230.99	8.89 %	15,384.98
DGL2	86.38	74.91	0.15	86.72 %	67,967.49	10.00 %	6,796.75	8.89 %	13,593.50
DGL1	394.80	332.90	0.50	84.32 %	161,426.80	10.00 %	16,142.68	8.89 %	24,214.02
MDU2	204.95	171.91	0.41	83.88 %	185,320.20	10.00 %	18,532.02	8.89 %	27,798.03
MDU1	378.68	312.84	0.20	82.61 %	210,813.76	10.00 %	21,081.38	8.89 %	31,622.06
BTU1	39.16	32.18	0.00	82.18 %	19,616.50	10.00 %	1,961.65	8.89 %	2,942.48
MLR1	69.64	56.33	0.06	80.90 %	58,993.41	10.00 %	5,899.34	8.89 %	5,899.34
NKI1	50.70	40.78	0.09	80.43 %	32,704.45	10.00 %	3,270.45	8.89 %	3,270.45
KRR1	107.26	86.24	0.02	80.41 %	103,994.94	10.00 %	10,399.49	8.89 %	10,399.49
MDU7	125.81	100.85	0.32	80.16 %	98,216.55	10.00 %	9,821.66	8.89 %	9,821.66
TEN2	90.64	72.28	0.24	79.74 %	48,677.32	0.00 %		8.89 %	4,867.73
ADP1	60.63	47.84	0.02	78.91 %	49,134.83	0.00 %		8.89 %	4,913.48
TDI1	86.99	67.50	0.05	77.60 %	106,164.16	0.00 %		8.89 %	10,616.42
MDU5	66.03	49.46	0.04	74.90 %	56,229.44	0.00 %		8.89 %	5,622.94
USL1	67.73	49.29	0.27	72.78 %	35,643.73	0.00 %		8.89 %	
PNI1	52.47	38.18	1.66	72.77 %	27,558.65	0.00 %		8.89 %	
KYK1	65.46	46.98	0.00	71.77 %	49,829.55	0.00 %		8.89 %	
SGP1	57.42	40.58	0.00	70.67 %	46,134.34	0.00 %		8.89 %	
TMM1	126.13	88.99	0.11	70.55 %	60,427.62	0.00 %		8.89 %	
TPT1	109.59	76.98	0.15	70.24 %	120,381.71	0.00 %		8.89 %	
CBM1	89.93	62.36	0.00	69.34 %	71,766.65	0.00 %		8.89 %	
PVI1	102.23	70.64	0.18	69.10 %	93,608.72	0.00 %		8.89 %	
MDU6	187.40	127.51	0.16	68.04 %	103,360.97	0.00 %		8.89 %	
ATG1	164.19	111.43	0.28	67.86 %	128,341.49	0.00 %		8.89 %	
SVG1	108.35	71.23	0.15	65.75 %	89,075.57	0.00 %		8.89 %	
DKI1	116.16	76.02	0.05	65.44 %	128,197.39	0.00 %		8.89 %	
MNM1	58.07	38.00	0.33	65.44 %	36,961.06	0.00 %		8.89 %	
MDU4	103.46	57.36	0.41	55.44 %	34,219.06	0.00 %		8.89 %	
NTM1	76.54	36.12	0.01	47.20 %	31,449.52	0.00 %		8.89 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	239.77	235.37	0.25	98.16 %	114,638.97	20.00 %	22,927.79	8.89 %	28,659.74
PAS1	91.45	60.14	0.15	65.76 %	29,163.32	0.00 %		8.89 %	
KLR1	72.02	46.63	0.15	64.74 %	24,140.74	0.00 %		8.89 %	
PNL1	66.29	35.20	0.22	53.10 %	23,005.96	0.00 %		8.89 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	69.25	73.31	0.25	105.86 %	60,162.77	25.00 %	15,040.69	8.89 %	18,048.83
SKD1	67.30	69.66	0.12	103.50 %	87,518.22	25.00 %	21,879.56	8.89 %	26,255.47
ERL2	89.35	85.96	0.10	96.21 %	126,156.50	20.00 %	25,231.30	8.89 %	31,539.13
PDI1	62.74	58.70	0.41	93.56 %	56,263.64	15.00 %	8,439.55	8.89 %	14,065.91
SVK1	140.78	130.05	0.26	92.38 %	132,041.95	15.00 %	19,806.29	8.89 %	33,010.49
VNR1	69.99	64.65	0.17	92.37 %	72,270.69	15.00 %	10,840.60	8.89 %	18,067.67
APK2	82.06	74.41	0.24	90.68 %	60,576.59	15.00 %	9,086.49	8.89 %	12,115.32
TYI1	88.32	76.05	0.38	86.10 %	87,334.19	10.00 %	8,733.42	8.89 %	13,100.13
KVT1	293.96	246.79	0.20	83.95 %	351,584.54	10.00 %	35,158.45	8.89 %	52,737.68
VLY1	196.07	163.21	0.44	83.24 %	172,340.97	10.00 %	17,234.10	8.89 %	25,851.15
MAR1	166.37	137.48	0.13	82.63 %	142,433.74	10.00 %	14,243.37	8.89 %	21,365.06
KSM1	44.93	37.11	0.02	82.61 %	30,249.74	10.00 %	3,024.97	8.89 %	4,537.46
VNR2	236.47	193.71	0.24	81.92 %	194,489.57	10.00 %	19,448.96	8.89 %	19,448.96
SNL1	77.54	63.51	0.43	81.91 %	79,361.58	10.00 %	7,936.16	8.89 %	7,936.16
MMT1	93.65	76.32	0.04	81.50 %	60,222.67	10.00 %	6,022.27	8.89 %	6,022.27
NGR1	347.22	280.12	0.63	80.68 %	255,647.90	10.00 %	25,564.79	8.89 %	25,564.79
TKS2	203.38	163.27	0.49	80.28 %	141,098.23	10.00 %	14,109.82	8.89 %	14,109.82
TVL1	561.87	447.97	0.09	79.73 %	510,247.25	0.00 %		8.89 %	51,024.73
STU2	62.63	49.17	0.42	78.50 %	52,393.54	0.00 %		8.89 %	5,239.35
KYR1	72.81	55.45	0.42	76.16 %	61,193.25	0.00 %		8.89 %	6,119.33
RND1	211.10	160.63	0.25	76.09 %	245,496.63	0.00 %		8.89 %	24,549.66
SDI1	71.70	54.30	0.25	75.73 %	49,148.72	0.00 %		8.89 %	4,914.87
TKS1	155.39	116.89	0.37	75.22 %	113,246.30	0.00 %		8.89 %	11,324.63
UDN1	85.01	62.48	0.18	73.50 %	67,287.53	0.00 %		8.89 %	6,728.75
TCN1	134.82	98.48	0.22	73.05 %	117,823.05	0.00 %		8.89 %	11,782.31
VKM1	76.62	55.68	0.10	72.67 %	80,495.69	0.00 %		8.89 %	
ASM1	86.27	62.65	0.34	72.63 %	56,157.86	0.00 %		8.89 %	
TUT2	278.52	201.94	0.03	72.51 %	220,821.65	0.00 %		8.89 %	
TUT1	648.80	468.61	0.26	72.23 %	573,592.15	0.00 %		8.89 %	
SGT1	50.56	36.04	0.00	71.30 %	29,061.32	0.00 %		8.89 %	
APK1	109.18	77.02	0.45	70.54 %	87,323.12	0.00 %		8.89 %	
ARM1	81.95	55.41	0.44	67.61 %	43,880.01	0.00 %		8.89 %	
PKD1	139.04	91.52	0.09	65.83 %	120,815.71	0.00 %		8.89 %	
TKY1	94.83	56.11	0.28	59.17 %	63,355.75	0.00 %		8.89 %	
RPM1	202.75	110.06	0.23	54.28 %	106,383.06	0.00 %		8.89 %	
COL1	64.61	23.47	0.27	36.32 %	14,086.71	0.00 %		8.89 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	63.63	74.85	0.25	117.63 %	58,715.25	30.00 %	17,614.58	8.89 %	23,486.10
NCK1	39.51	42.58	0.12	107.78 %	26,635.45	25.00 %	6,658.86	8.89 %	7,990.64
KRN1	58.04	62.15	0.07	107.08 %	64,755.05	25.00 %	16,188.76	8.89 %	19,426.52
KIK1	77.65	80.06	0.00	103.10 %	139,533.23	25.00 %	34,883.31	8.89 %	41,859.97
NMM1	62.18	58.25	1.00	93.68 %	67,956.04	15.00 %	10,193.41	8.89 %	16,989.01
TVR2	178.98	167.07	0.12	93.35 %	178,368.36	15.00 %	26,755.25	8.89 %	44,592.09
MSI1	87.60	78.21	0.00	89.29 %	64,773.83	10.00 %	6,477.38	8.89 %	12,954.77
TYR1	128.00	111.57	0.23	87.16 %	123,355.17	10.00 %	12,335.52	8.89 %	24,671.03
APM1	58.22	50.65	0.26	87.01 %	71,234.02	10.00 %	7,123.40	8.89 %	14,246.80
MVM1	209.26	179.46	0.16	85.76 %	272,576.04	10.00 %	27,257.60	8.89 %	40,886.41
NGT1	114.42	96.57	0.27	84.40 %	151,601.06	10.00 %	15,160.11	8.89 %	22,740.16
MDI1	151.37	121.73	0.26	80.42 %	133,118.37	10.00 %	13,311.84	8.89 %	13,311.84
PTK1	171.46	137.61	0.32	80.25 %	154,626.22	10.00 %	15,462.62	8.89 %	15,462.62
ORU1	70.51	54.84	0.03	77.77 %	64,636.78	0.00 %		8.89 %	6,463.68
PDK1	86.63	66.83	0.25	77.14 %	89,083.76	0.00 %		8.89 %	8,908.38
JKM1	136.22	105.04	0.09	77.11 %	114,347.41	0.00 %		8.89 %	11,434.74
AYR1	111.11	84.42	0.10	75.98 %	105,287.68	0.00 %		8.89 %	10,528.77
TRY3	125.08	91.79	0.14	73.38 %	105,322.14	0.00 %		8.89 %	10,532.21
TNJ2	220.22	160.12	0.26	72.71 %	165,430.35	0.00 %		8.89 %	
TRY2	63.57	45.46	0.00	71.51 %	44,145.30	0.00 %		8.89 %	
TTP1	122.20	86.53	0.06	70.81 %	91,513.33	0.00 %		8.89 %	
TNJ1	270.04	189.28	0.25	70.09 %	185,937.74	0.00 %		8.89 %	
TRY1	800.12	529.90	0.07	66.23 %	594,042.15	0.00 %		8.89 %	
TVR1	96.09	63.48	0.11	66.06 %	69,065.70	0.00 %		8.89 %	
KUM1	242.10	158.95	0.09	65.65 %	162,800.12	0.00 %		8.89 %	
TRY4	157.97	102.42	0.29	64.83 %	134,442.56	0.00 %		8.89 %	
PBR2	286.18	181.95	0.04	63.58 %	170,864.82	0.00 %		8.89 %	
PBR1	126.39	76.24	0.06	60.32 %	66,642.57	0.00 %		8.89 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	234.98	229.52	0.21	97.68 %	336,300.22	20.00 %	67,260.04	8.89 %	84,075.06
CH38	98.74	91.12	0.02	92.28 %	127,200.48	15.00 %	19,080.07	8.89 %	31,800.12
CH35	137.62	126.05	0.22	91.60 %	176,124.85	15.00 %	26,418.73	8.89 %	44,031.21
CH48	183.37	164.69	0.29	89.81 %	266,590.18	10.00 %	26,659.02	8.89 %	53,318.04
CH30	160.08	139.63	0.26	87.23 %	185,846.02	10.00 %	18,584.60	8.89 %	37,169.20
MRM1	138.14	117.50	0.31	85.06 %	105,336.07	10.00 %	10,533.61	8.89 %	15,800.41
CH45	148.66	125.93	0.32	84.71 %	166,040.15	10.00 %	16,604.02	8.89 %	24,906.02
GUD1	141.36	119.17	0.21	84.30 %	203,889.84	10.00 %	20,388.98	8.89 %	30,583.48
CGL1	98.19	81.72	0.40	83.23 %	110,272.03	10.00 %	11,027.20	8.89 %	16,540.80
CH39	81.78	67.61	0.12	82.68 %	115,707.43	10.00 %	11,570.74	8.89 %	17,356.11
CH05	320.41	262.66	0.65	81.97 %	228,242.94	10.00 %	22,824.29	8.89 %	22,824.29
CH28	219.97	177.12	0.13	80.52 %	361,699.27	10.00 %	36,169.93	8.89 %	36,169.93
CH25	174.39	139.30	0.14	79.88 %	183,834.72	0.00 %		8.89 %	18,383.47
CH37	79.55	60.79	0.18	76.42 %	92,772.99	0.00 %		8.89 %	9,277.30
CH42	226.32	166.62	0.24	73.62 %	222,358.95	0.00 %		8.89 %	22,235.90
CH19	247.55	179.35	0.21	72.45 %	230,415.27	0.00 %		8.89 %	
CH07	231.48	162.69	0.32	70.28 %	197,543.30	0.00 %		8.89 %	
CH14	365.59	256.79	0.14	70.24 %	323,341.47	0.00 %		8.89 %	
CH49	217.14	148.62	0.23	68.45 %	191,983.39	0.00 %		8.89 %	
KNR1	115.98	73.77	0.03	63.61 %	106,496.51	0.00 %		8.89 %	
SKL1	110.11	69.37	0.32	63.00 %	92,872.46	0.00 %		8.89 %	
CH16	432.40	270.65	0.09	62.59 %	285,527.94	0.00 %		8.89 %	
GUD2	117.85	69.34	0.28	58.84 %	85,956.69	0.00 %		8.89 %	
CH08	335.68	197.49	0.18	58.83 %	297,509.66	0.00 %		8.89 %	
TKM1	102.16	59.83	0.38	58.57 %	72,072.36	0.00 %		8.89 %	
CH40	78.42	43.08	0.29	54.94 %	14,776.19	0.00 %		8.89 %	
CH22	192.72	101.38	0.20	52.61 %	114,636.77	0.00 %		8.89 %	
AVD1	181.44	94.70	0.07	52.19 %	94,252.67	0.00 %		8.89 %	
MC10	25.89	11.04	0.00	42.66 %	6,125.70	0.00 %		8.89 %	
CH29	38.79	13.29	0.37	34.25 %	23,195.87	0.00 %		8.89 %	
CH26	71.04	24.29	0.03	34.20 %	34,426.95	0.00 %		8.89 %	
MC09	12.90	1.87	0.00	14.53 %	1,070.70	0.00 %		8.89 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	113.53	5.25	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	2.01	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	(0.16)	-0.24	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)	-1.94	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	(0.24)	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 %	