



TN-Sales Spot Commission Details 19/05/2026 11:45 PM

Accu.Target 36,320.86 L	Sales 29,006.12 L	Achieved % 79.86 %	HO Budget+ % 10.14 %	Total Com. 309.15 L
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Note : Sales Period is From :01-May-2026 To :19-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	2,510.30	2,266.59	90.29 %	66,000.00	10.14 %	132,000.00
KL-NORTH	767.61	662.70	86.33 %	0.00	10.14 %	0.00
CHENNAI-02	4,515.08	3,802.76	84.22 %	0.00	10.14 %	114,000.00
SOUTH ARCOT	2,726.50	2,223.85	81.56 %	0.00	10.14 %	66,000.00
WEST-02	3,009.07	2,426.90	80.65 %	0.00	10.14 %	0.00
WEST-01	2,148.53	1,725.08	80.29 %	0.00	10.14 %	0.00
SOUTH-03	4,153.06	3,307.54	79.64 %	0.00	10.14 %	0.00
KL-SOUTH	495.62	392.67	79.23 %	0.00	10.14 %	0.00
SOUTH-01	5,824.39	4,453.91	76.47 %	0.00	10.14 %	0.00
TRICHY-01	4,554.45	3,360.61	73.79 %	0.00	10.14 %	0.00
CHENNAI-01	5,616.27	3,974.50	70.77 %	0.00	10.14 %	0.00
OTHERS	0.00	409.02	0.00 %	0.00	0.00 %	0.00
Total	36,320.86	29,006.12	79.86 %		10.14 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	769.08	782.20	101.71%	105,000.00	10.14 %	140,000.00
	NA01	922.09	801.35	86.91%	0.00	10.14 %	60,000.00
	NA03	819.13	683.03	83.39%	0.00	10.14 %	45,000.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	767.61	662.70	86.33%	0.00	10.14 %	45,000.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,219.51	1,087.07	89.14%	0.00	10.14 %	75,000.00
	CH09	1,019.10	860.17	84.40%	0.00	10.14 %	60,000.00
	CH04	1,197.20	996.88	83.27%	0.00	10.14 %	67,500.00
	CH07	1,079.27	858.65	79.56%	0.00	10.14 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	1,000.66	854.92	85.44%	0.00	10.14 %	60,000.00
	SA01	1,010.19	832.12	82.37%	0.00	10.14 %	60,000.00
	SA03	715.64	536.81	75.01%	0.00	10.14 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	598.24	562.34	94.00%	37,500.00	10.14 %	75,000.00
	SLM1	919.53	726.73	79.03%	0.00	10.14 %	0.00
	MTR1	611.72	475.61	77.75%	0.00	10.14 %	0.00
	ERD1	879.58	662.23	75.29%	0.00	10.14 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	321.01	329.91	102.77%	45,000.00	10.14 %	60,000.00
	TPR4	236.13	218.77	92.65%	15,000.00	10.14 %	30,000.00
	PLI1	289.77	228.72	78.93%	0.00	10.14 %	0.00
	TPR1	246.05	188.26	76.51%	0.00	10.14 %	0.00
	CBE1	1,055.58	759.42	71.94%	0.00	10.14 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	470.30	437.80	93.09%	30,000.00	10.14 %	60,000.00
	KRR1	404.13	333.60	82.55%	0.00	10.14 %	22,500.00
	MDU1	1,609.85	1,264.25	78.53%	0.00	10.14 %	0.00
	KKD2	928.31	713.32	76.84%	0.00	10.14 %	0.00
	SVG1	740.47	558.58	75.44%	0.00	10.14 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	495.62	392.67	79.23%	0.00	10.14 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	673.94	559.66	83.04%	0.00	10.14 %	37,500.00
	TVL1	977.61	763.40	78.09%	0.00	10.14 %	0.00
	KVT1	1,056.61	821.30	77.73%	0.00	10.14 %	0.00
	NGR1	929.80	714.62	76.86%	0.00	10.14 %	0.00
	TUT1	1,398.43	1,033.77	73.92%	0.00	10.14 %	0.00
	TKS1	787.99	561.16	71.21%	0.00	10.14 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	986.50	794.62	80.55%	0.00	10.14 %	0.00
	TNJ1	1,059.78	796.81	75.19%	0.00	10.14 %	0.00
	PBR1	1,145.02	846.22	73.90%	0.00	10.14 %	0.00
	TRY1	1,363.15	922.96	67.71%	0.00	10.14 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	1,011.77	758.17	74.94%	0.00	10.14 %	0.00
	CH03	931.38	672.78	72.24%	0.00	10.14 %	0.00
	CH05	1,388.82	995.71	71.69%	0.00	10.14 %	0.00
	CH10	1,086.30	746.99	68.76%	0.00	10.14 %	0.00
	CH06	1,198.00	800.84	66.85%	0.00	10.14 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.03	0.00%	0.00	0.00 %	0.00
	CH02	0.00	166.07	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	193.40	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.04)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	1.43	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	8.31	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	5.13	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	4.10	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	25.38	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.35	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	59.89	72.99	0.06	121.87 %	74,549.08	40.00 %	29,819.63	10.14 %	29,819.63
VEL2	148.87	181.20	0.14	121.72 %	214,864.12	40.00 %	85,945.65	10.14 %	85,945.65
VEL1	132.71	146.89	0.18	110.69 %	151,451.38	30.00 %	45,435.41	10.14 %	60,580.55
WJP1	72.28	78.80	0.23	109.02 %	87,416.73	25.00 %	21,854.18	10.14 %	34,966.69
PTU1	36.93	39.26	0.13	106.32 %	29,909.38	25.00 %	7,477.35	10.14 %	8,972.81
TRR1	128.83	126.01	0.29	97.81 %	120,130.20	20.00 %	24,026.04	10.14 %	30,032.55
SLG1	57.43	56.06	0.19	97.61 %	69,907.98	20.00 %	13,981.60	10.14 %	17,477.00
GDM1	78.75	74.88	0.20	95.08 %	54,435.61	15.00 %	8,165.34	10.14 %	13,608.90
AKM1	125.76	119.20	0.18	94.79 %	121,421.73	15.00 %	18,213.26	10.14 %	30,355.43
UGI1	42.68	38.70	0.03	90.66 %	32,322.22	15.00 %	4,848.33	10.14 %	8,080.56
KPM2	305.14	274.40	0.17	89.92 %	246,697.93	10.00 %	24,669.79	10.14 %	49,339.59
BGR1	50.55	43.95	0.96	86.94 %	48,431.22	10.00 %	4,843.12	10.14 %	9,686.24
PLR1	51.35	44.40	0.14	86.47 %	38,240.46	10.00 %	3,824.05	10.14 %	7,648.09
ABR1	97.72	83.99	0.28	85.95 %	77,001.61	10.00 %	7,700.16	10.14 %	15,400.32
SBR1	169.99	144.01	0.14	84.72 %	142,202.79	10.00 %	14,220.28	10.14 %	21,330.42
WJD1	97.77	81.19	1.50	83.04 %	120,816.86	10.00 %	12,081.69	10.14 %	18,122.53
CPT1	64.64	53.62	0.10	82.95 %	63,250.72	10.00 %	6,325.07	10.14 %	9,487.61
ARC2	65.50	54.31	0.38	82.92 %	62,395.05	10.00 %	6,239.51	10.14 %	9,359.26
TRL1	181.32	148.98	0.45	82.16 %	86,639.24	10.00 %	8,663.92	10.14 %	12,995.89
TRT1	94.96	75.43	0.55	79.43 %	62,145.77	0.00 %		10.14 %	6,214.58
KPM1	103.06	81.67	0.07	79.25 %	82,164.09	0.00 %		10.14 %	8,216.41
ANI1	72.53	55.28	0.27	76.22 %	60,621.29	0.00 %		10.14 %	6,062.13
CGM1	70.97	51.84	0.20	73.05 %	43,898.65	0.00 %		10.14 %	4,389.87
CYR1	80.05	56.50	0.22	70.58 %	57,370.31	0.00 %		10.14 %	
VSI1	120.62	83.02	0.12	68.83 %	91,435.61	0.00 %		10.14 %	

KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	767.61	662.70	0.18	86.33 %	526,181.45	10.00 %	52,618.15	10.14 %	105,236.29

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	26.85	47.20	0.00	175.78 %	19,749.10	40.00 %	7,899.64	10.14 %	7,899.64
CH27	43.74	50.48	0.35	115.42 %	63,787.84	30.00 %	19,136.35	10.14 %	25,515.14
CH44	169.20	172.81	0.24	102.13 %	131,544.06	25.00 %	32,886.02	10.14 %	39,463.22
UKI1	89.47	91.19	0.07	101.93 %	111,130.28	25.00 %	27,782.57	10.14 %	33,339.08
CH12	305.99	306.42	0.18	100.14 %	248,579.73	25.00 %	62,144.93	10.14 %	74,573.92
CH31	72.39	71.15	0.41	98.29 %	72,765.65	20.00 %	14,553.13	10.14 %	18,191.41
CH17	156.78	150.93	0.23	96.27 %	249,751.73	20.00 %	49,950.35	10.14 %	62,437.93
GPD1	100.56	95.62	0.14	95.09 %	73,307.02	15.00 %	10,996.05	10.14 %	18,326.76
CH23	95.45	90.69	0.61	95.01 %	96,810.84	15.00 %	14,521.63	10.14 %	24,202.71
CH50	167.89	154.04	0.12	91.75 %	235,372.13	15.00 %	35,305.82	10.14 %	58,843.03
CH03	410.21	375.86	0.42	91.63 %	463,458.55	15.00 %	69,518.78	10.14 %	115,864.64
CH46	76.79	69.65	0.33	90.71 %	94,887.02	15.00 %	14,233.05	10.14 %	23,721.76
CH21	289.69	255.80	0.37	88.30 %	247,895.95	10.00 %	24,789.60	10.14 %	49,579.19
CH24	194.39	170.29	0.49	87.60 %	213,841.99	10.00 %	21,384.20	10.14 %	42,768.40
PON1	88.83	77.80	0.15	87.58 %	96,796.50	10.00 %	9,679.65	10.14 %	19,359.30
CH33	181.87	152.54	0.21	83.87 %	175,816.67	10.00 %	17,581.67	10.14 %	26,372.50
CH36	68.41	56.02	0.06	81.89 %	51,930.49	10.00 %	5,193.05	10.14 %	7,789.57
CH15	407.99	324.76	0.27	79.60 %	358,235.86	0.00 %		10.14 %	35,823.59
MJR1	177.66	136.94	0.26	77.08 %	120,529.08	0.00 %		10.14 %	12,052.91
CH34	178.84	136.68	0.36	76.42 %	140,750.12	0.00 %		10.14 %	14,075.01
CH41	162.07	121.65	1.28	75.06 %	168,910.48	0.00 %		10.14 %	16,891.05
CH18	222.93	163.77	0.32	73.46 %	262,956.15	0.00 %		10.14 %	26,295.62
CH32	29.99	21.72	0.40	72.44 %	25,279.21	0.00 %		10.14 %	2,527.92
CH06	172.40	122.22	0.25	70.90 %	172,801.63	0.00 %		10.14 %	
CH43	123.38	84.05	0.29	68.12 %	70,996.15	0.00 %		10.14 %	
CH51	199.76	131.70	0.43	65.93 %	139,859.14	0.00 %		10.14 %	
CH20	234.44	142.28	0.25	60.69 %	158,849.23	0.00 %		10.14 %	
MC06	41.06	21.60	0.58	52.59 %	14,286.05	0.00 %		10.14 %	
CH01	26.06	6.91	0.00	26.51 %	6,828.35	0.00 %		10.14 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	24.53	32.25	0.18	131.50 %	21,430.94	40.00 %	8,572.38	10.14 %	8,572.38
MKM1	50.68	63.55	0.23	125.40 %	73,216.34	40.00 %	29,286.54	10.14 %	29,286.54
PRT1	123.89	123.86	0.29	99.98 %	98,170.17	20.00 %	19,634.03	10.14 %	29,451.05
KLM1	134.48	126.45	0.24	94.03 %	187,190.51	15.00 %	28,078.58	10.14 %	46,797.63
SJI2	111.41	104.55	0.14	93.84 %	98,751.56	15.00 %	14,812.73	10.14 %	24,687.89
CDM1	171.72	160.43	0.19	93.42 %	134,260.55	15.00 %	20,139.08	10.14 %	33,565.14
VCM2	91.95	80.65	0.21	87.71 %	62,218.58	10.00 %	6,221.86	10.14 %	12,443.72
TRK1	156.29	130.24	0.36	83.33 %	139,087.60	10.00 %	13,908.76	10.14 %	20,863.14
CUD1	283.61	234.54	0.38	82.70 %	247,496.86	10.00 %	24,749.69	10.14 %	37,124.53
KKI2	145.23	119.01	0.11	81.95 %	90,523.72	10.00 %	9,052.37	10.14 %	13,578.56
KML1	93.36	76.37	0.15	81.80 %	80,406.97	10.00 %	8,040.70	10.14 %	12,061.05
POY1	305.82	247.28	0.12	80.86 %	172,862.36	10.00 %	17,286.24	10.14 %	17,286.24
ULP1	136.39	108.66	0.06	79.67 %	89,853.00	0.00 %		10.14 %	8,985.30
STP1	51.20	39.64	0.41	77.43 %	34,531.61	0.00 %		10.14 %	3,453.16
VPM2	131.81	99.99	0.27	75.86 %	109,213.58	0.00 %		10.14 %	10,921.36
NVL2	162.39	114.03	0.26	70.22 %	100,122.63	0.00 %		10.14 %	
TDM1	91.41	64.11	0.79	70.13 %	49,402.73	0.00 %		10.14 %	
TVM1	75.48	51.60	0.56	68.36 %	40,626.99	0.00 %		10.14 %	
POY2	235.59	160.29	0.25	68.04 %	181,652.33	0.00 %		10.14 %	
TVM2	86.65	56.39	0.93	65.07 %	37,695.60	0.00 %		10.14 %	
VPM1	62.60	29.94	0.76	47.82 %	23,989.84	0.00 %		10.14 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BMD1	39.60	55.18	0.15	139.34 %	54,974.11	40.00 %	21,989.64	10.14 %	21,989.64
KRI1	71.83	92.77	0.19	129.16 %	81,655.17	40.00 %	32,662.07	10.14 %	32,662.07
DPR1	37.91	44.71	0.04	117.95 %	44,550.09	30.00 %	13,365.03	10.14 %	17,820.04
KVP1	48.73	54.10	0.37	111.03 %	40,732.73	30.00 %	12,219.82	10.14 %	16,293.09
SGI1	47.03	51.39	0.26	109.26 %	41,841.49	25.00 %	10,460.37	10.14 %	16,736.60
CMI1	35.55	36.46	0.01	102.55 %	43,849.46	25.00 %	10,962.37	10.14 %	13,154.84
SLM2	102.80	103.54	0.14	100.72 %	95,865.68	25.00 %	23,966.42	10.14 %	28,759.70
PLC1	46.46	43.51	0.34	93.64 %	55,239.20	15.00 %	8,285.88	10.14 %	13,809.80
APN1	65.73	59.95	0.15	91.22 %	78,995.93	15.00 %	11,849.39	10.14 %	19,748.98
NKL2	120.20	107.84	0.20	89.72 %	113,716.53	10.00 %	11,371.65	10.14 %	22,743.31
HSR2	152.04	133.87	0.28	88.05 %	124,123.31	10.00 %	12,412.33	10.14 %	24,824.66
PMP1	61.57	54.06	0.09	87.80 %	44,141.99	10.00 %	4,414.20	10.14 %	8,828.40
TCG1	59.56	51.49	0.24	86.45 %	50,032.93	10.00 %	5,003.29	10.14 %	10,006.59
TRM1	100.11	83.69	0.16	83.60 %	79,859.99	10.00 %	7,986.00	10.14 %	11,979.00
HSR1	111.98	93.28	0.06	83.29 %	97,283.56	10.00 %	9,728.36	10.14 %	14,592.53
ERD2	193.71	161.28	0.22	83.26 %	287,681.38	10.00 %	28,768.14	10.14 %	43,152.21
ATU1	120.77	97.45	0.08	80.69 %	93,339.23	10.00 %	9,333.92	10.14 %	9,333.92
DPR2	52.21	41.21	0.03	78.93 %	39,800.10	0.00 %		10.14 %	3,980.01
ERD1	177.99	139.92	0.30	78.61 %	200,636.14	0.00 %		10.14 %	20,063.61
SLM1	261.40	204.40	0.28	78.20 %	219,071.84	0.00 %		10.14 %	21,907.18
PDR1	37.97	29.20	0.00	76.91 %	51,662.65	0.00 %		10.14 %	5,166.27
MTR1	104.74	79.51	0.25	75.91 %	106,997.82	0.00 %		10.14 %	10,699.78
SLM3	141.55	107.44	0.52	75.90 %	131,900.53	0.00 %		10.14 %	13,190.05
EDP1	41.09	30.08	0.04	73.21 %	27,519.91	0.00 %		10.14 %	2,751.99
MCR1	85.37	62.08	0.27	72.71 %	65,886.92	0.00 %		10.14 %	6,588.69
EPI1	72.96	50.87	0.19	69.72 %	53,386.34	0.00 %		10.14 %	
KAM1	58.59	39.36	0.38	67.18 %	39,992.39	0.00 %		10.14 %	
VPD1	113.23	72.99	0.05	64.47 %	84,082.44	0.00 %		10.14 %	
HRR1	78.20	48.72	0.49	62.31 %	44,809.66	0.00 %		10.14 %	
SGG1	36.71	21.26	0.28	57.91 %	19,889.89	0.00 %		10.14 %	
RSP1	101.98	55.10	0.52	54.03 %	57,205.89	0.00 %		10.14 %	
VKL1	47.87	25.75	0.16	53.80 %	36,539.83	0.00 %		10.14 %	
OML1	113.59	60.52	0.29	53.28 %	56,756.28	0.00 %		10.14 %	
KMM1	68.03	33.93	0.01	49.87 %	37,454.65	0.00 %		10.14 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	17.01	23.78	0.00	139.78 %	31,182.08	40.00 %	12,472.83	10.14 %	12,472.83
GDR1	38.67	50.12	0.02	129.63 %	33,611.61	40.00 %	13,444.64	10.14 %	13,444.64
AVI1	38.51	47.13	0.88	122.38 %	61,766.92	40.00 %	24,706.77	10.14 %	24,706.77
CNR1	39.59	46.21	0.09	116.73 %	37,972.96	30.00 %	11,391.89	10.14 %	15,189.18
KGI1	47.94	53.73	0.03	112.08 %	29,033.58	30.00 %	8,710.07	10.14 %	11,613.43
MPM1	61.51	66.88	0.20	108.74 %	66,038.91	25.00 %	16,509.73	10.14 %	26,415.56
CBE1	58.57	61.46	0.19	104.93 %	63,413.61	25.00 %	15,853.40	10.14 %	19,024.08
GBM1	52.55	53.71	0.23	102.21 %	60,378.37	25.00 %	15,094.59	10.14 %	18,113.51
UAM1	80.87	80.63	0.00	99.71 %	47,474.73	20.00 %	9,494.95	10.14 %	14,242.42
KMR1	120.82	120.36	0.28	99.63 %	128,074.82	20.00 %	25,614.96	10.14 %	38,422.45
UMP1	47.82	47.57	0.18	99.47 %	41,290.56	20.00 %	8,258.11	10.14 %	12,387.17
KGM1	43.79	40.48	0.21	92.44 %	54,137.59	15.00 %	8,120.64	10.14 %	13,534.40
CBE3	30.54	27.45	0.11	89.88 %	25,981.36	10.00 %	2,598.14	10.14 %	5,196.27
TPR2	85.87	74.72	0.29	87.01 %	87,412.09	10.00 %	8,741.21	10.14 %	17,482.42
PPI1	37.94	31.51	0.30	83.04 %	35,037.17	10.00 %	3,503.72	10.14 %	5,255.58
TPR1	97.50	78.40	0.21	80.41 %	78,575.81	10.00 %	7,857.58	10.14 %	7,857.58
SUL1	44.85	35.40	0.48	78.94 %	53,632.88	0.00 %		10.14 %	5,363.29
PDM1	42.88	32.50	0.00	75.81 %	47,311.45	0.00 %		10.14 %	4,731.15
DPM2	59.40	44.05	0.21	74.16 %	49,203.95	0.00 %		10.14 %	4,920.40
TPR4	40.09	28.16	0.64	70.25 %	40,319.78	0.00 %		10.14 %	
CBE4	104.25	72.25	0.47	69.31 %	103,963.95	0.00 %		10.14 %	
SYM2	50.02	34.47	0.14	68.91 %	44,838.30	0.00 %		10.14 %	
CBE2	445.15	304.26	0.24	68.35 %	354,233.35	0.00 %		10.14 %	
SNR1	87.27	59.53	0.53	68.21 %	87,510.30	0.00 %		10.14 %	
PLI1	95.87	64.12	0.53	66.88 %	62,791.76	0.00 %		10.14 %	
KMD1	52.44	32.33	0.08	61.66 %	36,774.43	0.00 %		10.14 %	
TPR3	62.68	35.14	0.36	56.07 %	45,361.78	0.00 %		10.14 %	
CBE6	106.93	57.57	0.32	53.84 %	67,407.34	0.00 %		10.14 %	
CBE5	57.21	21.14	0.14	36.95 %	39,991.75	0.00 %		10.14 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	54.31	77.22	0.24	142.18 %	37,441.02	40.00 %	14,976.41	10.14 %	14,976.41
ODM1	54.24	64.32	0.00	118.59 %	23,202.82	30.00 %	6,960.85	10.14 %	9,281.13
TEN1	66.25	75.74	0.32	114.32 %	66,564.54	30.00 %	19,969.36	10.14 %	26,625.82
KKD3	138.83	157.86	0.00	113.70 %	236,905.65	30.00 %	71,071.70	10.14 %	94,762.26
MPA1	100.50	102.37	0.10	101.86 %	160,284.46	25.00 %	40,071.12	10.14 %	48,085.34
BNR1	55.31	54.18	0.11	97.96 %	55,381.56	20.00 %	11,076.31	10.14 %	13,845.39
PKM1	39.83	37.89	0.11	95.14 %	37,676.68	20.00 %	7,535.34	10.14 %	9,419.17
MDU3	109.18	100.89	0.06	92.41 %	65,253.17	15.00 %	9,787.98	10.14 %	16,313.29
KPT1	51.21	47.04	0.67	91.87 %	45,797.92	15.00 %	6,869.69	10.14 %	11,449.48
PNV2	56.23	51.63	0.07	91.82 %	50,572.37	15.00 %	7,585.86	10.14 %	12,643.09
DGL2	91.18	77.20	0.15	84.67 %	70,911.99	10.00 %	7,091.20	10.14 %	10,636.80
MDU2	216.34	178.95	0.40	82.72 %	190,433.69	10.00 %	19,043.37	10.14 %	28,565.05
DGL1	416.73	339.12	0.49	81.38 %	165,895.94	10.00 %	16,589.59	10.14 %	24,884.39
MDU1	399.72	324.16	0.20	81.10 %	216,823.25	10.00 %	21,682.33	10.14 %	32,523.49
TEN2	95.68	77.52	0.22	81.02 %	51,343.12	10.00 %	5,134.31	10.14 %	7,701.47
BTU1	41.34	33.40	0.00	80.79 %	20,514.02	10.00 %	2,051.40	10.14 %	2,051.40
NKI1	53.52	42.85	0.09	80.06 %	34,236.60	0.00 %		10.14 %	3,423.66
MLR1	73.51	57.63	0.06	78.40 %	59,696.36	0.00 %		10.14 %	5,969.64
MDU7	132.80	104.03	0.32	78.33 %	99,621.71	0.00 %		10.14 %	9,962.17
KRR1	113.22	87.88	0.02	77.62 %	105,173.64	0.00 %		10.14 %	10,517.36
ADP1	63.99	49.37	0.02	77.16 %	51,611.73	0.00 %		10.14 %	5,161.17
TDI1	91.82	70.35	0.05	76.62 %	111,766.96	0.00 %		10.14 %	11,176.70
USL1	71.50	53.39	0.25	74.68 %	37,602.38	0.00 %		10.14 %	3,760.24
PNI1	55.38	40.76	1.56	73.60 %	28,384.90	0.00 %		10.14 %	2,838.49
MDU5	69.69	50.92	0.04	73.06 %	58,597.57	0.00 %		10.14 %	5,859.76
KYK1	69.10	50.15	0.00	72.58 %	54,391.35	0.00 %		10.14 %	5,439.14
TMM1	133.13	94.82	0.10	71.22 %	63,094.22	0.00 %		10.14 %	
TPT1	115.68	80.93	0.14	69.96 %	125,806.21	0.00 %		10.14 %	
CBM1	94.93	65.87	0.00	69.39 %	74,796.65	0.00 %		10.14 %	
PVI1	107.91	74.20	0.17	68.76 %	97,166.72	0.00 %		10.14 %	
SGP1	60.61	41.67	0.00	68.74 %	48,055.84	0.00 %		10.14 %	
MDU6	197.81	133.68	0.15	67.58 %	107,428.37	0.00 %		10.14 %	
ATG1	173.31	116.43	0.27	67.18 %	133,153.90	0.00 %		10.14 %	
DKI1	122.62	80.74	0.10	65.85 %	134,345.36	0.00 %		10.14 %	
SVG1	114.37	75.28	0.15	65.82 %	90,633.82	0.00 %		10.14 %	
MNM1	61.30	39.51	0.32	64.46 %	39,122.41	0.00 %		10.14 %	
MDU4	109.21	59.32	0.41	54.32 %	35,233.69	0.00 %		10.14 %	
NTM1	80.79	38.27	0.01	47.37 %	32,927.72	0.00 %		10.14 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	253.09	242.55	0.24	95.84 %	118,079.21	20.00 %	23,615.84	10.14 %	29,519.80
PAS1	96.53	65.80	0.13	68.16 %	31,914.87	0.00 %		10.14 %	
KLR1	76.02	47.79	0.15	62.87 %	25,300.48	0.00 %		10.14 %	
PNL1	69.97	36.53	0.22	52.21 %	24,056.06	0.00 %		10.14 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	73.10	77.50	0.24	106.01 %	61,880.67	25.00 %	15,470.17	10.14 %	18,564.20
SKD1	71.04	72.57	0.12	102.15 %	89,338.82	25.00 %	22,334.71	10.14 %	26,801.65
ERL2	94.31	88.43	0.10	93.76 %	127,951.30	15.00 %	19,192.70	10.14 %	31,987.83
PDI1	66.22	61.31	0.39	92.58 %	58,165.56	15.00 %	8,724.83	10.14 %	14,541.39
VNR1	73.87	66.79	0.16	90.41 %	76,334.90	15.00 %	11,450.24	10.14 %	19,083.73
APK2	86.62	77.76	0.42	89.77 %	61,922.17	10.00 %	6,192.22	10.14 %	12,384.43
SVK1	148.60	133.20	0.25	89.64 %	135,543.60	10.00 %	13,554.36	10.14 %	27,108.72
TYI1	93.23	79.24	0.37	85.00 %	90,915.90	10.00 %	9,091.59	10.14 %	13,637.39
VLY1	206.97	173.84	0.42	83.99 %	176,520.12	10.00 %	17,652.01	10.14 %	26,478.02
KVT1	310.29	254.43	0.20	82.00 %	362,724.79	10.00 %	36,272.48	10.14 %	54,408.72
MAR1	175.61	142.68	0.13	81.25 %	147,765.63	10.00 %	14,776.56	10.14 %	22,164.84
VNR2	249.60	202.72	0.23	81.22 %	203,598.79	10.00 %	20,359.88	10.14 %	30,539.82
KSM1	47.43	38.14	0.02	80.42 %	30,735.49	10.00 %	3,073.55	10.14 %	3,073.55
NGR1	366.51	292.86	0.61	79.90 %	266,759.95	0.00 %		10.14 %	26,676.00
SNL1	81.85	65.09	0.42	79.53 %	80,750.04	0.00 %		10.14 %	8,075.00
TKS2	214.68	170.71	0.51	79.52 %	146,239.18	0.00 %		10.14 %	14,623.92
MMT1	98.86	78.34	0.08	79.25 %	62,541.99	0.00 %		10.14 %	6,254.20
TVL1	593.08	468.34	0.08	78.97 %	532,592.76	0.00 %		10.14 %	53,259.28
STU2	66.11	50.54	0.41	76.44 %	53,798.69	0.00 %		10.14 %	5,379.87
SDI1	75.69	57.23	0.23	75.61 %	50,340.37	0.00 %		10.14 %	5,034.04
RND1	222.83	167.16	0.24	75.02 %	255,138.93	0.00 %		10.14 %	25,513.89
KYR1	76.85	56.84	0.41	73.97 %	63,057.35	0.00 %		10.14 %	6,305.74
TKS1	164.02	120.94	0.37	73.73 %	117,502.80	0.00 %		10.14 %	11,750.28
TUT1	684.85	491.20	0.27	71.72 %	596,982.31	0.00 %		10.14 %	
TUT2	294.00	209.98	0.03	71.42 %	229,512.55	0.00 %		10.14 %	
UDN1	89.74	63.94	0.18	71.26 %	70,030.03	0.00 %		10.14 %	
VKM1	80.88	57.60	0.10	71.21 %	82,750.76	0.00 %		10.14 %	
ASM1	91.06	64.63	0.33	70.98 %	56,662.54	0.00 %		10.14 %	
TCN1	142.31	100.98	0.41	70.96 %	121,492.23	0.00 %		10.14 %	
SGT1	53.37	37.24	0.00	69.79 %	30,402.17	0.00 %		10.14 %	
APK1	115.25	79.18	0.44	68.71 %	88,639.97	0.00 %		10.14 %	
PKD1	146.76	97.08	0.14	66.15 %	124,542.85	0.00 %		10.14 %	
ARM1	86.51	56.60	0.45	65.43 %	44,881.68	0.00 %		10.14 %	
TKY1	100.10	60.39	0.26	60.33 %	67,782.11	0.00 %		10.14 %	
RPM1	214.01	113.73	0.22	53.14 %	109,393.57	0.00 %		10.14 %	
COL1	68.20	24.71	0.26	36.23 %	14,835.11	0.00 %		10.14 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	67.17	79.37	0.23	118.17 %	60,918.95	30.00 %	18,275.69	10.14 %	24,367.58
NCK1	41.70	44.18	0.12	105.94 %	27,106.75	25.00 %	6,776.69	10.14 %	8,132.03
KRN1	61.27	64.87	0.07	105.88 %	67,370.85	25.00 %	16,842.71	10.14 %	20,211.26
KIK1	81.96	81.80	0.00	99.80 %	142,531.53	20.00 %	28,506.31	10.14 %	42,759.46
NMM1	65.63	60.05	0.97	91.50 %	69,949.94	15.00 %	10,492.49	10.14 %	17,487.49
TVR2	188.93	170.54	0.12	90.27 %	180,910.21	15.00 %	27,136.53	10.14 %	45,227.55
MSI1	92.46	80.11	0.00	86.64 %	66,304.43	10.00 %	6,630.44	10.14 %	13,260.89
TYR1	135.11	115.59	0.22	85.55 %	126,303.66	10.00 %	12,630.37	10.14 %	25,260.73
APM1	61.45	52.43	0.25	85.32 %	72,444.47	10.00 %	7,244.45	10.14 %	10,866.67
MVM1	220.89	184.74	0.19	83.63 %	280,810.24	10.00 %	28,081.02	10.14 %	42,121.54
NGT1	120.77	100.29	0.26	83.04 %	157,345.46	10.00 %	15,734.55	10.14 %	23,601.82
PTK1	180.99	143.23	0.34	79.14 %	160,720.70	0.00 %		10.14 %	16,072.07
MDI1	159.78	126.43	0.25	79.13 %	136,684.47	0.00 %		10.14 %	13,668.45
ORU1	74.43	57.14	0.03	76.78 %	67,471.28	0.00 %		10.14 %	6,747.13
JKM1	143.79	108.58	0.08	75.51 %	116,878.00	0.00 %		10.14 %	11,687.80
AYR1	117.28	87.66	0.10	74.74 %	107,740.52	0.00 %		10.14 %	10,774.05
PDK1	91.44	68.26	0.24	74.65 %	91,116.26	0.00 %		10.14 %	9,111.63
TRY3	132.03	95.81	0.13	72.56 %	108,870.74	0.00 %		10.14 %	10,887.07
TRY2	67.10	47.96	0.00	71.47 %	45,262.30	0.00 %		10.14 %	
TNJ2	232.45	163.18	0.25	70.20 %	167,822.65	0.00 %		10.14 %	
TNJ1	285.04	194.34	0.26	68.18 %	188,728.19	0.00 %		10.14 %	
TTP1	128.99	87.91	0.06	68.15 %	93,277.83	0.00 %		10.14 %	
TVR1	101.42	65.61	0.11	64.69 %	71,887.70	0.00 %		10.14 %	
KUM1	255.55	164.93	0.11	64.54 %	170,610.57	0.00 %		10.14 %	
TRY1	844.57	541.65	0.08	64.13 %	603,645.78	0.00 %		10.14 %	
PBR2	302.08	189.52	0.05	62.74 %	176,269.47	0.00 %		10.14 %	
TRY4	166.75	104.41	0.28	62.62 %	136,960.46	0.00 %		10.14 %	
PBR1	133.41	80.02	0.06	59.98 %	68,398.92	0.00 %		10.14 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	248.03	236.27	0.20	95.26 %	347,322.27	20.00 %	69,464.45	10.14 %	86,830.57
CH38	104.22	93.30	0.02	89.52 %	129,241.87	10.00 %	12,924.19	10.14 %	25,848.37
CH35	145.26	129.64	0.21	89.25 %	179,525.30	10.00 %	17,952.53	10.14 %	35,905.06
CH48	193.55	168.79	0.28	87.20 %	273,553.76	10.00 %	27,355.38	10.14 %	54,710.75
CH30	168.97	144.14	0.25	85.30 %	191,431.92	10.00 %	19,143.19	10.14 %	28,714.79
MRM1	145.82	121.18	0.31	83.10 %	108,173.78	10.00 %	10,817.38	10.14 %	16,226.07
GUD1	149.21	122.85	0.20	82.33 %	209,742.74	10.00 %	20,974.27	10.14 %	31,461.41
CH45	156.92	128.83	0.41	82.10 %	168,657.62	10.00 %	16,865.76	10.14 %	25,298.64
CGL1	103.65	84.01	0.39	81.05 %	112,263.53	10.00 %	11,226.35	10.14 %	16,839.53
CH39	86.32	69.79	0.21	80.85 %	117,550.43	10.00 %	11,755.04	10.14 %	11,755.04
CH05	338.21	271.92	0.64	80.40 %	235,363.67	10.00 %	23,536.37	10.14 %	23,536.37
CH25	184.07	146.14	0.16	79.39 %	187,389.87	0.00 %		10.14 %	18,738.99
CH28	232.19	182.39	0.12	78.55 %	369,724.67	0.00 %		10.14 %	36,972.47
CH37	83.97	61.72	0.17	73.50 %	94,824.64	0.00 %		10.14 %	9,482.46
CH42	238.90	171.21	0.23	71.67 %	231,392.02	0.00 %		10.14 %	
CH19	261.31	184.25	0.20	70.51 %	236,729.37	0.00 %		10.14 %	
CH14	385.90	266.75	0.13	69.12 %	338,441.35	0.00 %		10.14 %	
CH07	244.34	168.04	0.36	68.77 %	205,998.95	0.00 %		10.14 %	
CH49	229.20	151.08	0.22	65.91 %	195,892.92	0.00 %		10.14 %	
KNR1	122.42	77.38	0.03	63.21 %	110,912.81	0.00 %		10.14 %	
CH16	456.42	284.69	0.19	62.38 %	295,862.39	0.00 %		10.14 %	
SKL1	116.23	70.93	0.31	61.02 %	93,729.61	0.00 %		10.14 %	
GUD2	124.39	71.88	0.36	57.79 %	88,681.16	0.00 %		10.14 %	
CH08	354.33	204.67	0.18	57.76 %	307,507.48	0.00 %		10.14 %	
TKM1	107.83	61.51	0.37	57.04 %	73,415.56	0.00 %		10.14 %	
CH40	82.77	44.91	0.27	54.26 %	15,816.99	0.00 %		10.14 %	
CH22	203.42	107.69	0.18	52.94 %	119,003.02	0.00 %		10.14 %	
AVD1	191.52	96.78	0.07	50.53 %	96,843.52	0.00 %		10.14 %	
MC10	27.32	11.59	0.04	42.43 %	6,458.70	0.00 %		10.14 %	
CH29	40.95	13.53	0.36	33.03 %	23,552.27	0.00 %		10.14 %	
CH26	74.99	24.76	0.03	33.01 %	35,176.95	0.00 %		10.14 %	
MC09	13.61	1.87	0.00	13.77 %	1,070.70	0.00 %		10.14 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	125.98	4.73	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	191.35	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	2.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	25.49	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	8.33	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.36	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	4.34	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.18)	-0.21	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	40.26	9.24	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	(0.04)	-1.63	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.02)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.01)	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	5.11	2.05	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	5.13	0.00	0.00 %	0.00	0.00 %		0.00 %	