



# TN-Sales Spot Commission Details 20/04/2026 11:45 PM

<b>Accu.Target</b> 42,246.62 L	<b>Sales</b> 43,669.33 L	<b>Achieved %</b> 103.37 %	<b>HO Budget+ %</b> 0.00 %	<b>Total Com.</b> 523.41 L
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Note : Sales Period is From :01-Apr-2026 To :20-Apr-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	410.37	689.49	168.01 %	0.00	0.00 %	0.00
WEST-01	2,652.18	3,502.72	132.07 %	0.00	0.00 %	0.00
KL-NORTH	644.71	839.23	130.17 %	0.00	0.00 %	0.00
WEST-02	3,653.21	4,206.28	115.14 %	0.00	0.00 %	0.00
SOUTH-01	6,060.57	6,836.24	112.80 %	0.00	0.00 %	0.00
SOUTH-03	4,768.09	5,238.59	109.87 %	312,000.00	0.00 %	312,000.00
NORTH ARCOT	3,234.24	3,293.37	101.83 %	192,000.00	0.00 %	192,000.00
TRICHY-01	5,594.25	5,172.74	92.47 %	0.00	0.00 %	0.00
CHENNAI-02	5,262.01	4,807.63	91.36 %	144,000.00	0.00 %	144,000.00
SOUTH ARCOT	3,335.16	2,979.67	89.34 %	0.00	0.00 %	0.00
CHENNAI-01	6,631.81	5,553.30	83.74 %	0.00	0.00 %	0.00
OTHERS	0.00	550.08	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>42,246.62</b>	<b>43,669.33</b>	<b>103.37 %</b>		<b>0.00 %</b>	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	410.37	689.49	168.01%	240,000.00	0.00 %	240,000.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR1	335.48	496.22	147.91%	160,000.00	0.00 %	160,000.00
	CBE1	1,153.29	1,655.32	143.53%	640,000.00	0.00 %	640,000.00
	TPR4	330.07	429.97	130.27%	160,000.00	0.00 %	160,000.00
	PLI1	385.39	479.03	124.30%	120,000.00	0.00 %	120,000.00
	UAM1	447.95	442.18	98.71%	30,000.00	0.00 %	30,000.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	644.71	839.23	130.17%	320,000.00	0.00 %	320,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	693.11	893.32	128.89%	240,000.00	0.00 %	240,000.00
	SLM1	1,097.62	1,253.57	114.21%	240,000.00	0.00 %	240,000.00
	ERD1	1,168.19	1,330.21	113.87%	260,000.00	0.00 %	260,000.00
	MTR1	694.29	729.17	105.02%	105,000.00	0.00 %	105,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	851.45	1,164.92	136.82%	440,000.00	0.00 %	440,000.00
	TVL1	929.37	1,211.97	130.41%	480,000.00	0.00 %	480,000.00
	TKS1	862.69	975.38	113.06%	180,000.00	0.00 %	180,000.00
	TUT1	1,412.56	1,535.18	108.68%	225,000.00	0.00 %	225,000.00
	KVT1	1,182.53	1,150.34	97.28%	82,500.00	0.00 %	82,500.00
	VNR1	821.99	798.46	97.14%	52,500.00	0.00 %	52,500.00

<b>SOUTH-03</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	475.41	616.61	129.70%	180,000.00	0.00 %	180,000.00
	TEN1	571.37	699.08	122.35%	180,000.00	0.00 %	180,000.00
	MDU1	1,759.14	1,950.53	110.88%	380,000.00	0.00 %	380,000.00
	KKD2	1,039.49	1,053.08	101.31%	150,000.00	0.00 %	150,000.00
	SVG1	922.68	919.28	99.63%	67,500.00	0.00 %	67,500.00
<b>NORTH ARCOT</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,024.87	1,206.12	117.69%	240,000.00	0.00 %	240,000.00
	NA01	1,148.55	1,121.23	97.62%	82,500.00	0.00 %	82,500.00
	NA03	1,060.83	966.01	91.06%	67,500.00	0.00 %	67,500.00
<b>TRICHY-01</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	1,716.16	1,737.09	101.22%	255,000.00	0.00 %	255,000.00
	KUM1	1,176.47	1,109.68	94.32%	82,500.00	0.00 %	82,500.00
	PBR1	1,400.16	1,253.93	89.56%	0.00	0.00 %	0.00
	TNJ1	1,301.46	1,072.04	82.37%	0.00	0.00 %	0.00
<b>CHENNAI-02</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	1,242.05	1,178.79	94.91%	82,500.00	0.00 %	82,500.00
	CH01	1,411.59	1,317.08	93.30%	97,500.00	0.00 %	97,500.00
	CH09	1,182.59	1,062.05	89.81%	0.00	0.00 %	0.00
	CH04	1,425.77	1,249.71	87.65%	0.00	0.00 %	0.00
<b>SOUTH ARCOT</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	922.45	829.64	89.94%	0.00	0.00 %	0.00
	SA01	1,230.17	1,104.93	89.82%	0.00	0.00 %	0.00
	SA02	1,182.55	1,045.10	88.38%	0.00	0.00 %	0.00
<b>CHENNAI-01</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,571.12	1,443.05	91.85%	105,000.00	0.00 %	105,000.00
	CH08	1,674.56	1,466.17	87.56%	0.00	0.00 %	0.00
	CH03	1,190.99	1,004.21	84.32%	0.00	0.00 %	0.00
	CH06	2,195.14	1,639.87	74.70%	0.00	0.00 %	0.00
<b>OTHERS</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	4.80	0.00%	0.00	0.00 %	0.00
	CH02	0.00	120.39	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.06)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	304.31	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	0.01	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	27.17	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.09)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.09)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	10.03	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	8.34	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	74.12	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	1.16	0.00%	0.00	0.00 %	0.00

### KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	181.98	352.22	0.03	193.55 %	248,448.15	40.00 %	99,379.26	0.00 %	99,379.26
PAS1	91.07	152.68	0.19	167.64 %	98,947.15	40.00 %	39,578.86	0.00 %	39,578.86
PNL1	64.71	92.54	0.38	143.02 %	55,687.60	40.00 %	22,275.04	0.00 %	22,275.04
KLR1	72.61	92.04	0.10	126.76 %	61,703.40	40.00 %	24,681.36	0.00 %	24,681.36

### WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AVI1	54.07	103.29	0.14	191.03 %	135,996.20	40.00 %	54,398.48	0.00 %	54,398.48
TPR2	128.47	240.92	0.05	187.52 %	232,278.75	40.00 %	92,911.50	0.00 %	92,911.50
CBE1	72.57	126.63	0.44	174.48 %	129,894.25	40.00 %	51,957.70	0.00 %	51,957.70
CBE4	116.46	199.04	0.04	170.91 %	282,348.45	40.00 %	112,939.38	0.00 %	112,939.38
MPM1	90.87	152.59	0.09	167.92 %	177,830.50	40.00 %	71,132.20	0.00 %	71,132.20
ANR1	19.61	31.56	0.16	160.96 %	65,960.95	40.00 %	26,384.38	0.00 %	26,384.38
SNR1	93.37	144.78	0.05	155.06 %	163,598.90	40.00 %	65,439.56	0.00 %	65,439.56
CBE3	30.53	46.73	0.00	153.07 %	62,893.70	40.00 %	25,157.48	0.00 %	25,157.48
CBE2	446.87	671.48	0.09	150.26 %	801,834.35	40.00 %	320,733.74	0.00 %	320,733.74
PDM1	51.34	75.55	0.21	147.15 %	128,752.20	40.00 %	51,500.88	0.00 %	51,500.88
GBM1	74.04	107.52	0.12	145.23 %	110,789.65	40.00 %	44,315.86	0.00 %	44,315.86
TPR1	115.12	166.57	0.29	144.69 %	204,672.55	40.00 %	81,869.02	0.00 %	81,869.02
UMP1	64.75	93.02	0.14	143.67 %	74,763.30	40.00 %	29,905.32	0.00 %	29,905.32
PPI1	46.01	62.42	0.07	135.66 %	99,236.60	40.00 %	39,694.64	0.00 %	39,694.64
SUL1	65.67	88.15	0.23	134.22 %	142,006.25	40.00 %	56,802.50	0.00 %	56,802.50
KGM1	60.50	79.90	0.00	132.06 %	120,213.50	40.00 %	48,085.40	0.00 %	48,085.40
DPM2	76.00	92.57	0.06	121.80 %	149,648.50	40.00 %	59,859.40	0.00 %	59,859.40
KMR1	160.26	190.75	0.24	119.03 %	288,448.95	30.00 %	86,534.69	0.00 %	86,534.69
CBE6	105.75	124.31	0.27	117.55 %	133,178.65	30.00 %	39,953.60	0.00 %	39,953.60
SYM2	68.78	76.39	0.04	111.06 %	82,293.20	30.00 %	24,687.96	0.00 %	24,687.96
CNR1	50.62	53.47	0.03	105.63 %	37,462.10	25.00 %	9,365.53	0.00 %	9,365.53
PLI1	132.81	137.99	0.22	103.91 %	137,657.95	25.00 %	34,414.49	0.00 %	34,414.49
CBE5	61.81	63.46	0.08	102.68 %	127,741.15	25.00 %	31,935.29	0.00 %	31,935.29
TPR3	91.89	88.73	0.01	96.57 %	92,415.90	20.00 %	18,483.18	0.00 %	18,483.18
KMD1	67.49	63.85	0.08	94.61 %	76,238.45	15.00 %	11,435.77	0.00 %	11,435.77
GDR1	60.69	48.90	0.09	80.57 %	36,194.35	10.00 %	3,619.44	0.00 %	3,619.44
KGI1	68.93	51.84	0.00	75.21 %	37,061.10	0.00 %		0.00 %	
TPR4	67.56	48.79	0.00	72.21 %	70,982.95	0.00 %		0.00 %	
UAM1	109.37	71.54	0.13	65.41 %	46,173.20	0.00 %		0.00 %	

### KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	644.71	839.23	0.11	130.17 %	956,471.10	40.00 %	382,588.44	0.00 %	382,588.44

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	77.94	172.76	0.11	221.66 %	170,701.75	40.00 %	68,280.70	0.00 %	68,280.70
DPR1	53.96	76.26	0.02	141.32 %	58,962.00	40.00 %	23,584.80	0.00 %	23,584.80
HSR1	104.52	145.31	0.15	139.03 %	195,579.85	40.00 %	78,231.94	0.00 %	78,231.94
ERD1	248.02	337.30	0.15	136.00 %	453,736.20	40.00 %	181,494.48	0.00 %	181,494.48
EDP1	38.64	52.31	0.17	135.38 %	40,868.75	40.00 %	16,347.50	0.00 %	16,347.50
KVP1	61.95	81.22	0.34	131.10 %	70,470.85	40.00 %	28,188.34	0.00 %	28,188.34
ERD2	255.70	322.79	0.07	126.24 %	594,684.45	40.00 %	237,873.78	0.00 %	237,873.78
TCG1	74.63	94.10	0.03	126.10 %	144,716.20	40.00 %	57,886.48	0.00 %	57,886.48
NKL2	160.39	195.62	0.15	121.97 %	240,299.45	40.00 %	96,119.78	0.00 %	96,119.78
SLM2	131.46	160.23	0.01	121.88 %	161,061.50	40.00 %	64,424.60	0.00 %	64,424.60
SLM3	160.40	193.42	0.08	120.59 %	253,720.30	40.00 %	101,488.12	0.00 %	101,488.12
SLM1	327.40	393.58	0.06	120.21 %	427,014.20	40.00 %	170,805.68	0.00 %	170,805.68
PLC1	65.51	77.52	0.11	118.35 %	116,062.55	30.00 %	34,818.77	0.00 %	34,818.77
SGI1	56.27	65.90	0.09	117.12 %	62,623.35	30.00 %	18,787.01	0.00 %	18,787.01
OML1	104.89	115.05	0.23	109.68 %	153,057.35	25.00 %	38,264.34	0.00 %	38,264.34
PMP1	81.27	88.50	0.19	108.89 %	64,898.30	25.00 %	16,224.58	0.00 %	16,224.58
PDR1	53.58	58.15	0.00	108.53 %	107,824.60	25.00 %	26,956.15	0.00 %	26,956.15
KAM1	63.85	68.78	0.32	107.72 %	100,628.40	25.00 %	25,157.10	0.00 %	25,157.10
BMD1	68.10	73.13	0.00	107.38 %	73,508.55	25.00 %	18,377.14	0.00 %	18,377.14
DPR2	70.10	75.23	0.21	107.31 %	95,843.30	25.00 %	23,960.83	0.00 %	23,960.83
MCR1	99.71	106.08	0.15	106.39 %	150,703.80	25.00 %	37,675.95	0.00 %	37,675.95
APN1	79.32	84.36	0.15	106.36 %	124,364.00	25.00 %	31,091.00	0.00 %	31,091.00
HSR2	181.79	193.33	0.16	106.35 %	219,563.90	25.00 %	54,890.98	0.00 %	54,890.98
TRM1	116.94	124.29	0.11	106.29 %	133,991.40	25.00 %	33,497.85	0.00 %	33,497.85
ATU1	156.23	165.96	0.04	106.22 %	174,981.40	25.00 %	43,745.35	0.00 %	43,745.35
VPD1	107.46	110.51	0.07	102.84 %	141,015.65	25.00 %	35,253.91	0.00 %	35,253.91
CMI1	55.63	57.08	0.02	102.61 %	75,762.50	25.00 %	18,940.63	0.00 %	18,940.63
SGG1	45.69	46.11	0.17	100.92 %	49,471.40	25.00 %	12,367.85	0.00 %	12,367.85
RSP1	109.52	110.41	0.20	100.82 %	126,883.00	25.00 %	31,720.75	0.00 %	31,720.75
EPI1	96.71	93.21	0.07	96.38 %	113,185.65	20.00 %	22,637.13	0.00 %	22,637.13
MTR1	109.27	102.26	0.17	93.59 %	135,063.15	15.00 %	20,259.47	0.00 %	20,259.47
HRR1	71.32	56.88	0.12	79.76 %	57,489.60	0.00 %		0.00 %	
VKL1	63.85	48.34	0.16	75.71 %	83,488.60	0.00 %		0.00 %	
KMM1	101.19	60.30	0.05	59.59 %	79,441.35	0.00 %		0.00 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	67.89	120.39	0.13	177.34 %	157,323.35	40.00 %	62,929.34	0.00 %	62,929.34
MMT1	78.85	131.34	0.25	166.57 %	127,689.65	40.00 %	51,075.86	0.00 %	51,075.86
ERL2	91.73	151.40	0.18	165.06 %	264,254.85	40.00 %	105,701.94	0.00 %	105,701.94
ARM1	63.46	99.86	0.41	157.36 %	98,681.90	40.00 %	39,472.76	0.00 %	39,472.76
KSM1	41.25	61.92	0.22	150.12 %	47,653.80	40.00 %	19,061.52	0.00 %	19,061.52
NGR1	341.45	468.01	0.43	137.06 %	322,366.10	40.00 %	128,946.44	0.00 %	128,946.44
ASM1	78.08	103.16	0.18	132.13 %	130,594.95	40.00 %	52,237.98	0.00 %	52,237.98
MAR1	176.75	232.99	0.18	131.82 %	266,120.30	40.00 %	106,448.12	0.00 %	106,448.12
TKS2	247.77	326.37	0.34	131.72 %	299,037.80	40.00 %	119,615.12	0.00 %	119,615.12
TVL1	588.75	770.20	0.11	130.82 %	1,166,582.90	40.00 %	466,633.16	0.00 %	466,633.16
KYR1	72.63	90.70	0.36	124.87 %	124,179.20	40.00 %	49,671.68	0.00 %	49,671.68
STU2	67.56	84.20	0.34	124.63 %	58,255.70	40.00 %	23,302.28	0.00 %	23,302.28
SVK1	175.27	216.44	0.14	123.49 %	235,691.60	40.00 %	94,276.64	0.00 %	94,276.64
TCN1	142.42	172.17	0.44	120.89 %	215,832.20	40.00 %	86,332.88	0.00 %	86,332.88
VLY1	199.08	238.74	0.29	119.92 %	292,491.00	30.00 %	87,747.30	0.00 %	87,747.30
SDI1	84.93	100.35	0.28	118.16 %	85,677.70	30.00 %	25,703.31	0.00 %	25,703.31
PDI1	77.13	89.60	0.41	116.17 %	76,952.30	30.00 %	23,085.69	0.00 %	23,085.69
COL1	51.51	59.76	0.37	116.00 %	46,791.10	30.00 %	14,037.33	0.00 %	14,037.33
TKS1	190.03	217.11	0.28	114.25 %	203,615.80	30.00 %	61,084.74	0.00 %	61,084.74
TUT2	282.56	319.87	0.13	113.20 %	402,615.65	30.00 %	120,784.70	0.00 %	120,784.70
UDN1	88.63	98.66	0.19	111.31 %	110,992.55	30.00 %	33,297.77	0.00 %	33,297.77
VNR1	80.30	86.89	0.37	108.21 %	97,906.20	25.00 %	24,476.55	0.00 %	24,476.55
VKM1	75.15	78.81	0.34	104.88 %	108,669.40	25.00 %	27,167.35	0.00 %	27,167.35
TYI1	102.59	107.25	0.27	104.55 %	166,394.50	25.00 %	41,598.63	0.00 %	41,598.63
SGT1	61.20	62.34	0.11	101.86 %	49,625.40	25.00 %	12,406.35	0.00 %	12,406.35
SKD1	84.69	83.56	0.16	98.67 %	99,794.75	20.00 %	19,958.95	0.00 %	19,958.95
KVT1	344.37	336.22	0.09	97.63 %	539,821.55	20.00 %	107,964.31	0.00 %	107,964.31
SNL1	94.54	92.08	0.29	97.39 %	88,792.20	20.00 %	17,758.44	0.00 %	17,758.44
TUT1	704.63	685.82	0.13	97.33 %	1,070,513.55	20.00 %	214,102.71	0.00 %	214,102.71
TKY1	93.75	90.52	0.27	96.56 %	97,657.90	20.00 %	19,531.58	0.00 %	19,531.58
VNR2	318.49	294.40	0.10	92.44 %	348,286.20	15.00 %	52,242.93	0.00 %	52,242.93
RPM1	201.64	179.62	0.23	89.08 %	182,751.40	10.00 %	18,275.14	0.00 %	18,275.14
RND1	261.71	227.66	0.14	86.99 %	383,317.90	10.00 %	38,331.79	0.00 %	38,331.79
PKD1	181.88	157.13	0.37	86.39 %	205,697.25	10.00 %	20,569.73	0.00 %	20,569.73
APK2	110.49	92.95	0.19	84.13 %	80,168.35	10.00 %	8,016.84	0.00 %	8,016.84
APK1	137.44	107.77	0.26	78.41 %	141,306.50	0.00 %		0.00 %	

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	59.57	84.34	0.06	141.58 %	60,313.25	40.00 %	24,125.30	0.00 %	24,125.30
MPA1	147.13	206.89	0.06	140.62 %	192,106.15	40.00 %	76,842.46	0.00 %	76,842.46
BTU1	42.53	57.72	0.09	135.73 %	50,193.45	40.00 %	20,077.38	0.00 %	20,077.38
KRR1	159.15	212.93	0.21	133.79 %	317,582.25	40.00 %	127,032.90	0.00 %	127,032.90
KKD3	162.39	216.22	0.12	133.15 %	348,889.25	40.00 %	139,555.70	0.00 %	139,555.70
TEN1	92.89	122.40	0.13	131.77 %	101,838.00	40.00 %	40,735.20	0.00 %	40,735.20
PNI1	63.67	81.37	0.09	127.80 %	60,839.80	40.00 %	24,335.92	0.00 %	24,335.92
TEN2	137.69	175.69	0.22	127.60 %	79,023.70	40.00 %	31,609.48	0.00 %	31,609.48
MDU1	489.45	597.46	0.11	122.07 %	534,288.20	40.00 %	213,715.28	0.00 %	213,715.28
DGL1	236.19	283.51	0.09	120.04 %	208,213.30	40.00 %	83,285.32	0.00 %	83,285.32
ADP1	65.47	77.55	0.04	118.46 %	83,416.60	30.00 %	25,024.98	0.00 %	25,024.98
BNR1	65.28	76.72	0.09	117.52 %	71,207.30	30.00 %	21,362.19	0.00 %	21,362.19
ODM1	50.63	59.36	0.09	117.23 %	37,843.60	30.00 %	11,353.08	0.00 %	11,353.08
USL1	88.97	103.37	0.06	116.18 %	88,636.30	30.00 %	26,590.89	0.00 %	26,590.89
TPT1	140.25	158.84	0.07	113.26 %	212,389.50	30.00 %	63,716.85	0.00 %	63,716.85
MDU6	234.80	264.09	0.08	112.47 %	225,805.40	30.00 %	67,741.62	0.00 %	67,741.62
PNV2	60.78	66.91	0.26	110.08 %	64,125.25	30.00 %	19,237.58	0.00 %	19,237.58
CBM1	101.17	110.88	0.08	109.60 %	148,932.70	25.00 %	37,233.18	0.00 %	37,233.18
MDU3	159.69	173.98	0.25	108.95 %	139,667.40	25.00 %	34,916.85	0.00 %	34,916.85
MDU7	168.77	178.23	0.06	105.61 %	168,117.85	25.00 %	42,029.46	0.00 %	42,029.46
PKM1	49.32	51.51	0.09	104.44 %	43,696.15	25.00 %	10,924.04	0.00 %	10,924.04
DGL2	106.00	109.86	0.25	103.64 %	103,600.15	25.00 %	25,900.04	0.00 %	25,900.04
MDU2	295.99	305.88	0.36	103.34 %	333,287.00	25.00 %	83,321.75	0.00 %	83,321.75
TMM1	161.84	167.16	0.27	103.29 %	104,184.80	25.00 %	26,046.20	0.00 %	26,046.20
NTM1	54.83	56.07	0.11	102.25 %	71,142.40	25.00 %	17,785.60	0.00 %	17,785.60
KPT1	67.24	68.29	0.11	101.55 %	86,691.80	25.00 %	21,672.95	0.00 %	21,672.95
SGP1	59.71	58.93	0.18	98.69 %	85,751.40	20.00 %	17,150.28	0.00 %	17,150.28
NKI1	68.69	67.22	0.25	97.85 %	66,378.40	20.00 %	13,275.68	0.00 %	13,275.68
TDI1	97.45	92.29	0.02	94.71 %	131,820.90	15.00 %	19,773.14	0.00 %	19,773.14
MDU4	134.21	123.63	0.14	92.11 %	81,686.90	15.00 %	12,253.04	0.00 %	12,253.04
PVI1	103.91	94.64	0.06	91.08 %	90,160.55	15.00 %	13,524.08	0.00 %	13,524.08
ATG1	194.67	175.28	0.15	90.04 %	170,795.20	10.00 %	17,079.52	0.00 %	17,079.52
MDU5	102.81	92.13	0.04	89.61 %	100,856.70	10.00 %	10,085.67	0.00 %	10,085.67
MLR1	98.25	87.09	0.04	88.64 %	118,730.40	10.00 %	11,873.04	0.00 %	11,873.04
KYK1	76.17	66.18	0.05	86.88 %	71,362.95	10.00 %	7,136.30	0.00 %	7,136.30
DKI1	150.59	130.43	0.08	86.61 %	238,386.10	10.00 %	23,838.61	0.00 %	23,838.61
MNM1	69.76	59.55	0.16	85.36 %	87,334.30	10.00 %	8,733.43	0.00 %	8,733.43
SVG1	150.21	124.02	0.06	82.57 %	129,600.45	10.00 %	12,960.05	0.00 %	12,960.05

**NORTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	73.80	121.43	0.05	164.53 %	167,141.25	40.00 %	66,856.50	0.00 %	66,856.50
BGR1	54.81	69.21	0.14	126.26 %	99,513.40	40.00 %	39,805.36	0.00 %	39,805.36
TRR1	164.83	206.39	0.14	125.22 %	232,955.85	40.00 %	93,182.34	0.00 %	93,182.34
GDM1	91.53	114.19	0.20	124.76 %	87,700.35	40.00 %	35,080.14	0.00 %	35,080.14
SLG1	73.42	88.96	0.06	121.16 %	118,243.90	40.00 %	47,297.56	0.00 %	47,297.56
ABR1	133.53	159.64	0.08	119.55 %	208,674.45	30.00 %	62,602.34	0.00 %	62,602.34
VEL2	235.89	264.40	0.10	112.09 %	379,375.00	30.00 %	113,812.50	0.00 %	113,812.50
ARC2	95.01	105.55	0.06	111.08 %	145,464.70	30.00 %	43,639.41	0.00 %	43,639.41
CGM1	74.46	80.99	0.36	108.77 %	84,561.50	25.00 %	21,140.38	0.00 %	21,140.38
VEL1	172.69	183.26	0.13	106.12 %	249,638.55	25.00 %	62,409.64	0.00 %	62,409.64
AKM1	161.83	171.35	0.13	105.88 %	228,785.75	25.00 %	57,196.44	0.00 %	57,196.44
PTU1	39.97	40.39	0.03	101.04 %	37,155.55	25.00 %	9,288.89	0.00 %	9,288.89
WJP1	108.76	109.13	0.10	100.34 %	162,508.95	25.00 %	40,627.24	0.00 %	40,627.24
TRT1	109.91	108.88	0.04	99.06 %	123,108.65	20.00 %	24,621.73	0.00 %	24,621.73
PLR1	78.14	75.83	0.03	97.05 %	76,986.65	20.00 %	15,397.33	0.00 %	15,397.33
KPM2	375.28	361.15	0.11	96.23 %	427,952.10	20.00 %	85,590.42	0.00 %	85,590.42
WJD1	114.73	109.39	0.37	95.34 %	188,200.30	20.00 %	37,640.06	0.00 %	37,640.06
ANI1	83.39	79.05	0.09	94.79 %	99,182.10	15.00 %	14,877.32	0.00 %	14,877.32
KPM1	114.00	105.75	0.37	92.76 %	139,706.45	15.00 %	20,955.97	0.00 %	20,955.97
CPT1	75.85	68.15	0.13	89.85 %	112,935.45	10.00 %	11,293.55	0.00 %	11,293.55
SBR1	234.87	203.91	0.01	86.82 %	291,263.10	10.00 %	29,126.31	0.00 %	29,126.31
VSI1	150.72	129.60	0.06	85.99 %	213,114.25	10.00 %	21,311.43	0.00 %	21,311.43
UGI1	53.78	46.04	0.00	85.62 %	45,224.10	10.00 %	4,522.41	0.00 %	4,522.41
CYR1	95.54	79.87	0.09	83.60 %	120,139.95	10.00 %	12,014.00	0.00 %	12,014.00
TRL1	267.49	210.87	0.17	78.83 %	265,056.40	0.00 %		0.00 %	

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TYR1	151.57	193.76	0.11	127.84 %	189,475.25	40.00 %	75,790.10	0.00 %	75,790.10
TRY2	94.11	119.42	0.07	126.90 %	102,943.15	40.00 %	41,177.26	0.00 %	41,177.26
TRY3	161.29	195.14	0.03	120.98 %	163,356.30	40.00 %	65,342.52	0.00 %	65,342.52
PDK1	102.94	120.29	0.16	116.86 %	140,124.35	30.00 %	42,037.31	0.00 %	42,037.31
KIK1	119.62	128.57	0.06	107.49 %	177,812.55	25.00 %	44,453.14	0.00 %	44,453.14
TVR1	96.61	101.22	0.00	104.77 %	115,347.25	25.00 %	28,836.81	0.00 %	28,836.81
MVM1	257.84	269.76	0.10	104.62 %	421,832.75	25.00 %	105,458.19	0.00 %	105,458.19
NMM1	76.06	78.78	0.02	103.57 %	95,712.65	25.00 %	23,928.16	0.00 %	23,928.16
TRY1	1,006.61	1,021.76	0.08	101.51 %	847,855.10	25.00 %	211,963.78	0.00 %	211,963.78
NCK1	56.35	56.33	0.00	99.96 %	45,891.30	20.00 %	9,178.26	0.00 %	9,178.26
MSI1	126.58	124.17	0.03	98.10 %	129,433.30	20.00 %	25,886.66	0.00 %	25,886.66
TTP1	133.40	128.35	0.00	96.22 %	115,949.50	20.00 %	23,189.90	0.00 %	23,189.90
PTK1	212.88	200.21	0.05	94.05 %	178,465.30	15.00 %	26,769.80	0.00 %	26,769.80
TVR2	257.91	241.78	0.09	93.75 %	220,855.10	15.00 %	33,128.27	0.00 %	33,128.27
KRN1	110.12	100.17	0.15	90.97 %	111,261.20	15.00 %	16,689.18	0.00 %	16,689.18
TNJ2	273.91	232.63	0.04	84.93 %	196,228.80	10.00 %	19,622.88	0.00 %	19,622.88
ORU1	88.52	73.82	0.28	83.39 %	109,763.60	10.00 %	10,976.36	0.00 %	10,976.36
NGT1	170.65	139.10	0.04	81.51 %	226,144.70	10.00 %	22,614.47	0.00 %	22,614.47
MDI1	193.67	157.57	0.18	81.36 %	149,352.95	10.00 %	14,935.30	0.00 %	14,935.30
KUM1	341.94	277.21	0.03	81.07 %	261,593.30	10.00 %	26,159.33	0.00 %	26,159.33
AYR1	152.37	121.40	0.15	79.67 %	139,482.40	0.00 %		0.00 %	
PBR2	388.72	307.80	0.08	79.18 %	287,154.00	0.00 %		0.00 %	
JKM1	160.45	123.57	0.04	77.01 %	138,960.05	0.00 %		0.00 %	
TRY4	241.10	180.31	0.05	74.79 %	257,365.10	0.00 %		0.00 %	
TNJ1	374.64	278.63	0.09	74.37 %	182,371.40	0.00 %		0.00 %	
PBR1	162.62	113.46	0.00	69.77 %	75,906.65	0.00 %		0.00 %	
APM1	81.78	50.40	0.19	61.63 %	68,467.45	0.00 %		0.00 %	
KUM2	0.00	37.13	0.00	0.00 %	10,604.75	0.00 %		0.00 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH46	76.79	103.40	0.12	134.64 %	139,922.15	40.00 %	55,968.86	0.00 %	55,968.86
CH17	159.22	206.53	0.08	129.71 %	380,966.25	40.00 %	152,386.50	0.00 %	152,386.50
CH27	53.65	67.67	0.35	126.13 %	94,302.45	40.00 %	37,720.98	0.00 %	37,720.98
UKI1	98.88	115.27	0.12	116.58 %	149,152.05	30.00 %	44,745.62	0.00 %	44,745.62
PON1	94.49	105.60	0.09	111.76 %	178,531.15	30.00 %	53,559.35	0.00 %	53,559.35
CH31	75.11	83.50	0.12	111.17 %	122,901.40	30.00 %	36,870.42	0.00 %	36,870.42
MC05	35.03	37.95	0.46	108.32 %	18,657.05	25.00 %	4,664.26	0.00 %	4,664.26
CH23	96.22	102.78	0.46	106.82 %	136,693.65	25.00 %	34,173.41	0.00 %	34,173.41
CH18	223.71	233.59	0.15	104.42 %	378,051.65	25.00 %	94,512.91	0.00 %	94,512.91
CH24	224.17	230.82	0.11	102.97 %	319,816.60	25.00 %	79,954.15	0.00 %	79,954.15
CH03	511.15	501.99	0.22	98.21 %	696,706.10	20.00 %	139,341.22	0.00 %	139,341.22
CH34	215.21	198.29	0.08	92.14 %	250,469.60	15.00 %	37,570.44	0.00 %	37,570.44
CH50	206.54	190.22	0.07	92.10 %	329,973.70	15.00 %	49,496.06	0.00 %	49,496.06
GPD1	129.99	119.57	0.26	91.99 %	113,075.30	15.00 %	16,961.30	0.00 %	16,961.30
CH33	211.71	189.07	0.20	89.31 %	252,425.95	10.00 %	25,242.60	0.00 %	25,242.60
CH36	89.41	79.76	0.32	89.21 %	83,701.20	10.00 %	8,370.12	0.00 %	8,370.12
CH15	503.79	438.30	0.09	87.00 %	517,683.35	10.00 %	51,768.34	0.00 %	51,768.34
CH41	195.66	168.10	0.15	85.91 %	279,209.90	10.00 %	27,920.99	0.00 %	27,920.99
CH12	326.42	279.81	0.21	85.72 %	393,310.30	10.00 %	39,331.03	0.00 %	39,331.03
CH20	277.11	235.17	0.28	84.86 %	291,588.20	10.00 %	29,158.82	0.00 %	29,158.82
MJR1	197.09	165.34	0.14	83.89 %	187,750.90	10.00 %	18,775.09	0.00 %	18,775.09
CH06	208.71	169.82	0.04	81.37 %	239,433.45	10.00 %	23,943.35	0.00 %	23,943.35
CH21	372.21	299.42	0.27	80.44 %	354,551.95	10.00 %	35,455.20	0.00 %	35,455.20
CH32	37.03	28.55	0.09	77.12 %	41,936.10	0.00 %		0.00 %	
CH44	179.74	138.15	0.18	76.86 %	184,797.70	0.00 %		0.00 %	
CH43	159.43	121.50	0.46	76.21 %	139,573.80	0.00 %		0.00 %	
MC06	44.92	31.86	0.88	70.94 %	16,210.00	0.00 %		0.00 %	
CH51	242.79	162.72	0.93	67.02 %	192,383.30	0.00 %		0.00 %	
CH01	15.82	2.87	0.00	18.17 %	3,616.00	0.00 %		0.00 %	

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PRT1	132.29	163.15	0.18	123.33 %	176,922.50	40.00 %	70,769.00	0.00 %	70,769.00
MKM1	73.27	79.72	0.18	108.80 %	123,539.20	25.00 %	30,884.80	0.00 %	30,884.80
KLM1	149.27	161.95	0.02	108.49 %	252,785.70	25.00 %	63,196.43	0.00 %	63,196.43
SJI2	155.62	162.11	0.19	104.17 %	181,454.05	25.00 %	45,363.51	0.00 %	45,363.51
KML1	97.25	99.41	0.07	102.22 %	142,460.65	25.00 %	35,615.16	0.00 %	35,615.16
POY2	276.03	271.08	0.06	98.20 %	340,171.10	20.00 %	68,034.22	0.00 %	68,034.22
KKI2	176.20	171.83	0.20	97.52 %	216,350.50	20.00 %	43,270.10	0.00 %	43,270.10
TRK1	185.81	172.23	0.24	92.69 %	241,773.15	15.00 %	36,265.97	0.00 %	36,265.97
VPM2	188.95	173.79	0.18	91.98 %	245,825.90	15.00 %	36,873.89	0.00 %	36,873.89
TVM2	96.81	86.69	0.09	89.55 %	55,667.55	10.00 %	5,566.76	0.00 %	5,566.76
TDM1	135.25	114.55	0.11	84.69 %	124,012.90	10.00 %	12,401.29	0.00 %	12,401.29
POY1	359.68	299.53	0.18	83.28 %	460,512.55	10.00 %	46,051.26	0.00 %	46,051.26
TVM1	92.06	76.48	0.12	83.08 %	87,835.40	10.00 %	8,783.54	0.00 %	8,783.54
CDM1	207.61	171.90	0.12	82.80 %	206,529.35	10.00 %	20,652.94	0.00 %	20,652.94
ULP1	186.70	151.21	0.15	80.99 %	165,529.35	10.00 %	16,552.94	0.00 %	16,552.94
CUD1	371.91	292.66	0.06	78.69 %	399,005.65	0.00 %		0.00 %	
NVL2	204.23	157.87	0.07	77.30 %	159,574.50	0.00 %		0.00 %	
STP1	72.61	51.92	0.54	71.50 %	70,047.85	0.00 %		0.00 %	
VPM1	67.95	43.78	0.01	64.43 %	56,792.15	0.00 %		0.00 %	
VCM1	105.65	52.76	0.09	49.94 %	58,464.25	0.00 %		0.00 %	
VCM2	0.00	25.05	0.00	0.00 %	19,102.60	0.00 %		0.00 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	189.89	406.69	0.28	214.17 %	513,150.45	40.00 %	205,260.18	0.00 %	205,260.18
CH30	199.74	299.01	0.33	149.70 %	310,491.45	40.00 %	124,196.58	0.00 %	124,196.58
CH40	57.54	71.85	0.03	124.87 %	30,407.20	40.00 %	12,162.88	0.00 %	12,162.88
GUD1	195.21	217.91	0.21	111.63 %	411,399.15	30.00 %	123,419.75	0.00 %	123,419.75
CH25	203.30	209.91	0.28	103.25 %	238,848.70	25.00 %	59,712.18	0.00 %	59,712.18
CH37	101.34	101.02	0.13	99.68 %	184,800.05	20.00 %	36,960.01	0.00 %	36,960.01
CH19	251.97	246.22	0.21	97.72 %	352,177.55	20.00 %	70,435.51	0.00 %	70,435.51
CH45	201.42	194.47	0.26	96.55 %	267,782.00	20.00 %	53,556.40	0.00 %	53,556.40
CH48	247.14	234.06	0.01	94.71 %	415,879.70	15.00 %	62,381.96	0.00 %	62,381.96
CH35	168.27	151.36	0.03	89.95 %	276,227.45	10.00 %	27,622.75	0.00 %	27,622.75
CH14	401.72	354.17	0.26	88.16 %	500,501.05	10.00 %	50,050.11	0.00 %	50,050.11
CH05	403.29	351.05	0.09	87.05 %	413,220.30	10.00 %	41,322.03	0.00 %	41,322.03
TKM1	98.69	82.93	0.04	84.04 %	120,599.95	10.00 %	12,060.00	0.00 %	12,060.00
MRM1	190.86	160.09	0.08	83.88 %	198,140.30	10.00 %	19,814.03	0.00 %	19,814.03
CGL1	135.35	113.09	0.34	83.56 %	157,625.60	10.00 %	15,762.56	0.00 %	15,762.56
CH39	110.89	89.95	0.33	81.12 %	143,824.00	10.00 %	14,382.40	0.00 %	14,382.40
CH38	162.63	131.72	0.05	80.99 %	154,656.75	10.00 %	15,465.68	0.00 %	15,465.68
KNR1	132.66	99.28	0.08	74.84 %	145,618.85	0.00 %		0.00 %	
CH42	295.21	215.25	0.16	72.91 %	358,750.25	0.00 %		0.00 %	
CH49	300.81	219.26	0.12	72.89 %	331,648.60	0.00 %		0.00 %	
CH07	326.63	234.02	0.41	71.65 %	301,137.85	0.00 %		0.00 %	
CH16	461.08	310.54	0.19	67.35 %	502,024.25	0.00 %		0.00 %	
AVD1	216.08	144.38	0.19	66.82 %	187,587.90	0.00 %		0.00 %	
CH28	327.46	217.56	0.09	66.44 %	465,203.70	0.00 %		0.00 %	
GUD2	165.83	108.16	0.18	65.23 %	153,221.95	0.00 %		0.00 %	
SKL1	174.33	113.59	0.38	65.15 %	124,241.05	0.00 %		0.00 %	
CH08	475.49	266.93	0.29	56.14 %	412,234.50	0.00 %		0.00 %	
CH26	80.68	42.05	0.07	52.12 %	47,262.05	0.00 %		0.00 %	
CH22	269.82	134.59	0.12	49.88 %	149,594.80	0.00 %		0.00 %	
MC10	29.31	13.97	0.00	47.66 %	7,337.15	0.00 %		0.00 %	
MC09	18.33	8.24	0.03	44.94 %	6,999.60	0.00 %		0.00 %	
CH29	38.85	9.96	0.00	25.63 %	13,238.10	0.00 %		0.00 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	83.96	0.83	0.00 %	84,538.00	0.00 %		0.00 %	
GHUB	0.00	302.98	0.42	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.33	3.70	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	74.22	0.66	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	27.25	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	1.16	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	8.47	0.40	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.27)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	36.71	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.20)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	0.01	1.80	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.09)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.06)	-1.12	0.00 %	0.00	0.00 %		0.00 %	
WHTM	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(0.10)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.09)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.09)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.13)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	5.00	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	10.03	0.00	0.00 %	0.00	0.00 %		0.00 %	