



# TN-Sales Spot Commission Details 21/03/2026 11:45 PM

<b>Accu.Target</b> 32,579.80 L	<b>Sales</b> 27,256.50 L	<b>Achieved %</b> 83.66 %	<b>HO Budget+ %</b> 6.34 %	<b>Total Com.</b> 228.51 L
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Note : Sales Period is From :01-Mar-2026 To :21-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	360.47	370.28	102.72 %	0.00	6.34 %	0.00
TRICHY-01	3,351.22	3,143.31	93.80 %	0.00	6.34 %	0.00
NORTH ARCOT	2,393.15	2,208.82	92.30 %	66,000.00	6.34 %	66,000.00
SOUTH-03	3,492.60	3,143.78	90.01 %	93,000.00	6.34 %	93,000.00
SOUTH ARCOT	2,165.25	1,898.38	87.68 %	0.00	6.34 %	54,000.00
SOUTH-01	5,161.89	4,466.89	86.54 %	0.00	6.34 %	0.00
WEST-02	3,151.59	2,627.35	83.37 %	0.00	6.34 %	0.00
KL-SOUTH	306.19	254.64	83.16 %	0.00	6.34 %	0.00
WEST-01	2,856.97	2,115.24	74.04 %	0.00	6.34 %	0.00
CHENNAI-02	4,452.70	3,275.04	73.55 %	0.00	6.34 %	0.00
CHENNAI-01	4,887.78	3,484.73	71.29 %	0.00	6.34 %	0.00
OTHERS	0.00	268.04	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>32,579.80</b>	<b>27,256.50</b>	<b>83.66 %</b>		<b>6.34 %</b>	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	360.47	370.28	102.72%	45,000.00	6.34 %	45,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	1,028.48	1,042.23	101.34%	150,000.00	6.34 %	150,000.00
	KUM1	749.67	689.33	91.95%	45,000.00	6.34 %	45,000.00
	PBR1	808.53	726.64	89.87%	0.00	6.34 %	52,500.00
	TNJ1	764.55	685.11	89.61%	0.00	6.34 %	45,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	822.47	788.65	95.89%	52,500.00	6.34 %	105,000.00
	NA02	797.97	726.90	91.09%	52,500.00	6.34 %	52,500.00
	NA03	772.71	693.27	89.72%	0.00	6.34 %	45,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	314.14	305.64	97.29%	22,500.00	6.34 %	45,000.00
	TEN1	495.71	458.63	92.52%	30,000.00	6.34 %	30,000.00
	KKD2	695.63	639.58	91.94%	45,000.00	6.34 %	45,000.00
	SVG1	642.43	566.89	88.24%	0.00	6.34 %	37,500.00
	MDU1	1,344.68	1,173.05	87.24%	0.00	6.34 %	82,500.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	616.60	559.95	90.81%	37,500.00	6.34 %	37,500.00
	SA01	785.77	689.16	87.71%	0.00	6.34 %	45,000.00
	SA02	762.88	649.26	85.11%	0.00	6.34 %	45,000.00

<b>SOUTH-01</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,342.64	1,316.70	98.07%	97,500.00	6.34 %	195,000.00
	TVL1	731.07	660.90	90.40%	45,000.00	6.34 %	45,000.00
	TKS1	696.58	594.79	85.39%	0.00	6.34 %	37,500.00
	VNR1	645.44	544.90	84.42%	0.00	6.34 %	37,500.00
	KVT1	826.86	687.71	83.17%	0.00	6.34 %	0.00
	NGR1	919.29	661.89	72.00%	0.00	6.34 %	0.00
<b>WEST-02</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	637.01	588.60	92.40%	37,500.00	6.34 %	37,500.00
	SLM1	893.06	798.28	89.39%	0.00	6.34 %	52,500.00
	MTR1	630.03	553.21	87.81%	0.00	6.34 %	37,500.00
	ERD1	991.50	687.26	69.32%	0.00	6.34 %	0.00
<b>KL-SOUTH</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	306.19	254.64	83.16%	0.00	6.34 %	0.00
<b>WEST-01</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	373.13	326.29	87.45%	0.00	6.34 %	22,500.00
	CBE1	1,397.22	1,040.94	74.50%	0.00	6.34 %	0.00
	TPR4	318.73	234.61	73.61%	0.00	6.34 %	0.00
	TPR1	378.38	267.63	70.73%	0.00	6.34 %	0.00
	PLI1	389.51	245.76	63.10%	0.00	6.34 %	0.00
<b>CHENNAI-02</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH09	923.21	725.90	78.63%	0.00	6.34 %	0.00
	CH01	1,129.89	875.61	77.50%	0.00	6.34 %	0.00
	CH04	1,289.07	920.31	71.39%	0.00	6.34 %	0.00
	CH07	1,110.53	753.22	67.83%	0.00	6.34 %	0.00
<b>CHENNAI-01</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,204.51	908.59	75.43%	0.00	6.34 %	0.00
	CH08	1,128.21	815.66	72.30%	0.00	6.34 %	0.00
	CH03	908.70	631.39	69.48%	0.00	6.34 %	0.00
	CH06	1,646.36	1,129.09	68.58%	0.00	6.34 %	0.00
<b>OTHERS</b>	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.88	0.00%	0.00	0.00 %	0.00
	CH02	0.00	119.30	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	75.32	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	13.71	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	4.71	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	10.48	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	37.54	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	1.19	0.00%	0.00	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	360.47	370.28	0.18	102.72 %	333,706.00	25.00 %	83,426.50	6.34 %	83,426.50

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	33.90	44.28	0.00	130.61 %	27,878.20	40.00 %	11,151.28	6.34 %	11,151.28
TVR1	56.82	65.42	0.00	115.13 %	48,434.10	30.00 %	14,530.23	6.34 %	19,373.64
PDK1	50.24	57.56	0.00	114.58 %	45,379.35	30.00 %	13,613.81	6.34 %	18,151.74
KRN1	58.79	66.09	0.00	112.42 %	51,645.85	30.00 %	15,493.76	6.34 %	20,658.34
MVM1	137.44	147.78	0.06	107.52 %	155,943.10	25.00 %	38,985.78	6.34 %	46,782.93
TRY1	609.89	643.87	0.48	105.57 %	348,588.50	25.00 %	87,147.13	6.34 %	104,576.55
NMM1	56.42	59.21	0.39	104.95 %	54,804.55	25.00 %	13,701.14	6.34 %	16,441.37
TYR1	114.22	113.99	0.06	99.80 %	73,971.30	20.00 %	14,794.26	6.34 %	18,492.83
TTP1	91.17	89.76	0.00	98.45 %	65,366.00	20.00 %	13,073.20	6.34 %	16,341.50
TVR2	161.98	157.61	0.04	97.30 %	98,463.85	20.00 %	19,692.77	6.34 %	24,615.96
MSI1	83.28	80.09	0.08	96.17 %	54,006.65	20.00 %	10,801.33	6.34 %	13,501.66
TRY4	141.90	134.61	0.00	94.86 %	123,435.50	15.00 %	18,515.33	6.34 %	30,858.88
TNJ2	153.94	145.87	0.09	94.76 %	95,300.30	15.00 %	14,295.05	6.34 %	23,825.08
TRY2	58.82	55.33	0.06	94.07 %	35,095.70	15.00 %	5,264.36	6.34 %	8,773.93
MDI1	102.34	96.08	0.21	93.89 %	70,253.30	15.00 %	10,538.00	6.34 %	17,563.33
ORU1	57.29	52.78	0.06	92.13 %	60,181.45	15.00 %	9,027.22	6.34 %	12,036.29
PTK1	146.99	134.25	0.02	91.33 %	67,800.20	15.00 %	10,170.03	6.34 %	13,560.04
JKM1	96.45	86.06	0.04	89.23 %	58,342.70	10.00 %	5,834.27	6.34 %	11,668.54
APM1	37.80	32.92	0.00	87.09 %	35,617.35	10.00 %	3,561.74	6.34 %	5,342.60
NGT1	106.06	89.99	0.07	84.85 %	74,692.05	10.00 %	7,469.21	6.34 %	11,203.81
KUM1	219.61	183.64	0.04	83.62 %	121,843.35	10.00 %	12,184.34	6.34 %	12,184.34
AYR1	76.22	62.42	0.09	81.89 %	48,051.55	10.00 %	4,805.16	6.34 %	4,805.16
PBR2	225.71	177.47	0.29	78.63 %	125,640.30	0.00 %		6.34 %	12,564.03
PBR1	75.20	58.83	0.11	78.23 %	35,078.50	0.00 %		6.34 %	3,507.85
TNJ1	209.77	164.00	0.29	78.18 %	97,489.40	0.00 %		6.34 %	9,748.94
TRY3	108.84	84.77	0.00	77.88 %	65,791.55	0.00 %		6.34 %	6,579.16
KIK1	80.11	58.63	0.04	73.18 %	48,989.65	0.00 %		6.34 %	

**NORTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	60.87	81.75	0.03	134.30 %	63,987.05	40.00 %	25,594.82	6.34 %	25,594.82
SLG1	55.96	62.67	0.13	112.00 %	48,307.25	30.00 %	14,492.18	6.34 %	14,492.18
ANI1	42.72	45.35	0.01	106.16 %	39,932.45	25.00 %	9,983.11	6.34 %	11,979.74
PLR1	46.32	48.76	0.00	105.27 %	41,884.70	25.00 %	10,471.18	6.34 %	12,565.41
KPM2	257.51	269.55	0.07	104.67 %	208,618.40	25.00 %	52,154.60	6.34 %	62,585.52
PTU1	36.72	37.48	0.02	102.07 %	30,296.10	25.00 %	7,574.03	6.34 %	7,574.03
AKM1	110.63	111.14	0.31	100.47 %	89,049.20	25.00 %	22,262.30	6.34 %	22,262.30
GDM1	73.64	73.10	0.00	99.27 %	57,177.55	20.00 %	11,435.51	6.34 %	14,294.39
TRT1	76.11	75.35	0.16	99.01 %	47,077.45	20.00 %	9,415.49	6.34 %	11,769.36
WJP1	77.73	76.61	0.09	98.56 %	81,774.70	20.00 %	16,354.94	6.34 %	20,443.68
CGM1	65.43	63.58	0.07	97.17 %	44,864.55	20.00 %	8,972.91	6.34 %	11,216.14
UGI1	40.73	39.15	0.63	96.11 %	30,408.90	20.00 %	6,081.78	6.34 %	7,602.23
VSI1	77.23	72.67	0.21	94.09 %	90,774.40	15.00 %	13,616.16	6.34 %	22,693.60
VEL2	167.02	157.05	0.16	94.03 %	159,680.80	15.00 %	23,952.12	6.34 %	39,920.20
ARC2	70.76	65.69	0.61	92.84 %	49,714.90	15.00 %	7,457.24	6.34 %	9,942.98
WJD1	97.09	89.70	0.05	92.39 %	110,286.40	15.00 %	16,542.96	6.34 %	22,057.28
BGR1	52.12	48.11	0.05	92.31 %	40,831.30	15.00 %	6,124.70	6.34 %	8,166.26
SBR1	149.85	137.06	0.00	91.47 %	152,638.50	15.00 %	22,895.78	6.34 %	30,527.70
CPT1	48.37	42.56	0.12	87.99 %	36,529.95	10.00 %	3,653.00	6.34 %	5,479.49
CYR1	58.10	50.04	0.14	86.12 %	47,522.40	10.00 %	4,752.24	6.34 %	7,128.36
VEL1	139.80	114.85	0.04	82.15 %	117,335.90	10.00 %	11,733.59	6.34 %	11,733.59
TRR1	136.95	109.64	0.38	80.06 %	77,488.70	0.00 %		6.34 %	7,748.87
TRL1	235.62	178.21	0.09	75.63 %	164,999.80	0.00 %		6.34 %	16,499.98
KPM1	107.93	80.56	0.19	74.65 %	73,660.85	0.00 %		6.34 %	
ABR1	107.93	78.16	0.24	72.42 %	61,752.90	0.00 %		6.34 %	

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPA1	70.69	94.61	0.29	133.85 %	90,766.20	40.00 %	36,306.48	6.34 %	36,306.48
CMR1	42.67	53.45	0.47	125.27 %	35,670.45	40.00 %	14,268.18	6.34 %	14,268.18
KKD3	101.42	125.46	0.12	123.70 %	147,530.35	40.00 %	59,012.14	6.34 %	59,012.14
DGL2	92.47	102.81	0.36	111.18 %	75,289.60	30.00 %	22,586.88	6.34 %	22,586.88
PKM1	39.81	42.89	0.04	107.74 %	43,196.10	25.00 %	10,799.03	6.34 %	12,958.83
KRR1	77.90	82.89	0.30	106.40 %	100,643.40	25.00 %	25,160.85	6.34 %	30,193.02
KPT1	50.24	51.58	0.21	102.67 %	53,091.30	25.00 %	13,272.83	6.34 %	13,272.83
PNV2	49.91	50.20	0.00	100.57 %	27,954.65	25.00 %	6,988.66	6.34 %	6,988.66
TDI1	62.79	61.87	0.05	98.54 %	76,893.05	20.00 %	15,378.61	6.34 %	19,223.26
USL1	60.82	59.78	0.02	98.30 %	38,818.10	20.00 %	7,763.62	6.34 %	9,704.53
TPT1	84.15	82.65	0.19	98.22 %	101,662.65	20.00 %	20,332.53	6.34 %	25,415.66
MDU1	331.60	324.58	0.22	97.89 %	200,091.80	20.00 %	40,018.36	6.34 %	50,022.95
DGL1	217.39	210.30	0.23	96.74 %	168,881.50	20.00 %	33,776.30	6.34 %	42,220.38
NTM1	45.35	43.80	0.11	96.58 %	38,390.00	20.00 %	7,678.00	6.34 %	9,597.50
MDU7	112.70	107.66	0.50	95.52 %	72,529.25	20.00 %	14,505.85	6.34 %	18,132.31
TEN1	92.46	87.08	0.18	94.18 %	70,914.55	15.00 %	10,637.18	6.34 %	17,728.64
ADP1	59.26	54.76	0.20	92.41 %	52,414.35	15.00 %	7,862.15	6.34 %	10,482.87
ODM1	45.38	41.31	0.29	91.02 %	23,793.85	15.00 %	3,569.08	6.34 %	4,758.77
NKI1	50.50	45.84	0.05	90.78 %	45,909.20	15.00 %	6,886.38	6.34 %	9,181.84
PVI1	69.31	62.72	0.20	90.49 %	51,389.95	15.00 %	7,708.49	6.34 %	10,277.99
SGP1	45.01	39.83	0.00	88.50 %	38,852.05	10.00 %	3,885.21	6.34 %	5,827.81
CBM1	90.39	79.52	0.04	87.97 %	84,090.10	10.00 %	8,409.01	6.34 %	12,613.52
BTU1	41.96	36.46	0.49	86.88 %	33,886.00	10.00 %	3,388.60	6.34 %	5,082.90
MDU5	64.44	55.40	0.13	85.98 %	63,578.75	10.00 %	6,357.88	6.34 %	9,536.81
BNR1	60.36	51.89	0.12	85.97 %	46,756.85	10.00 %	4,675.69	6.34 %	7,013.53
TMM1	112.76	96.48	0.16	85.57 %	66,788.15	10.00 %	6,678.82	6.34 %	10,018.22
DKI1	100.73	84.63	0.13	84.02 %	126,907.10	10.00 %	12,690.71	6.34 %	12,690.71
MDU3	132.85	109.88	0.16	82.71 %	56,831.75	10.00 %	5,683.18	6.34 %	5,683.18
SVG1	92.20	74.32	0.11	80.61 %	56,748.60	10.00 %	5,674.86	6.34 %	5,674.86
TEN2	110.74	89.02	0.17	80.38 %	56,930.65	10.00 %	5,693.07	6.34 %	5,693.07
KYK1	56.15	44.62	0.07	79.47 %	38,896.10	0.00 %		6.34 %	3,889.61
MLR1	65.09	50.14	0.06	77.03 %	42,283.90	0.00 %		6.34 %	4,228.39
ATG1	130.80	98.23	0.46	75.10 %	98,518.00	0.00 %		6.34 %	9,851.80
MDU2	228.22	168.62	0.16	73.88 %	131,217.30	0.00 %		6.34 %	
MDU6	183.03	133.46	0.07	72.91 %	100,407.35	0.00 %		6.34 %	
MDU4	94.70	68.01	0.48	71.82 %	50,353.00	0.00 %		6.34 %	
MNM1	51.52	33.98	0.00	65.96 %	30,242.35	0.00 %		6.34 %	
PNI1	74.81	43.03	0.00	57.51 %	28,304.05	0.00 %		6.34 %	

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MKM1	43.84	62.37	0.05	142.28 %	75,010.70	40.00 %	30,004.28	6.34 %	30,004.28
PRT1	68.11	93.87	0.37	137.81 %	83,604.30	40.00 %	33,441.72	6.34 %	33,441.72
SJI2	98.78	104.04	0.12	105.32 %	83,322.75	25.00 %	20,830.69	6.34 %	24,996.83
TDM1	77.72	77.57	0.39	99.81 %	53,117.15	20.00 %	10,623.43	6.34 %	13,279.29
TVM2	76.70	75.80	0.00	98.82 %	37,149.30	20.00 %	7,429.86	6.34 %	9,287.33
TVM1	58.24	57.55	0.07	98.82 %	35,033.00	20.00 %	7,006.60	6.34 %	8,758.25
KML1	58.56	57.04	0.08	97.40 %	46,816.05	20.00 %	9,363.21	6.34 %	11,704.01
CUD1	220.68	213.90	0.13	96.93 %	176,810.50	20.00 %	35,362.10	6.34 %	44,202.63
TRK1	136.15	120.41	0.07	88.44 %	113,761.00	10.00 %	11,376.10	6.34 %	17,064.15
KLM1	115.03	97.53	0.35	84.79 %	125,974.75	10.00 %	12,597.48	6.34 %	18,896.21
VPM2	116.63	98.86	0.17	84.76 %	65,551.25	10.00 %	6,555.13	6.34 %	9,832.69
ULP1	109.91	92.53	0.06	84.19 %	55,381.30	10.00 %	5,538.13	6.34 %	5,538.13
STP1	43.82	36.86	0.35	84.12 %	19,960.35	10.00 %	1,996.04	6.34 %	1,996.04
KKI2	122.65	98.84	0.07	80.58 %	101,306.15	10.00 %	10,130.62	6.34 %	10,130.62
POY2	176.34	138.54	0.15	78.57 %	133,130.85	0.00 %		6.34 %	13,313.09
POY1	229.89	176.83	0.07	76.92 %	172,005.75	0.00 %		6.34 %	17,200.58
NVL2	136.93	104.57	0.17	76.37 %	79,236.80	0.00 %		6.34 %	7,923.68
VCM1	76.53	57.68	0.04	75.37 %	32,609.55	0.00 %		6.34 %	3,260.96
CDM1	146.35	107.87	0.36	73.71 %	96,351.60	0.00 %		6.34 %	
VPM1	52.38	25.72	0.12	49.11 %	19,752.30	0.00 %		6.34 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	68.15	80.71	0.14	118.44 %	100,093.80	30.00 %	30,028.14	6.34 %	40,037.52
ARM1	46.74	50.66	0.34	108.41 %	35,017.95	25.00 %	8,754.49	6.34 %	10,505.39
KYR1	50.39	54.01	0.06	107.18 %	60,047.45	25.00 %	15,011.86	6.34 %	18,014.24
TUT1	795.93	834.98	0.23	104.91 %	427,721.85	25.00 %	106,930.46	6.34 %	128,316.56
KGL1	59.22	61.53	0.00	103.91 %	49,721.85	25.00 %	12,430.46	6.34 %	14,916.56
KSM1	42.85	42.34	0.04	98.83 %	24,402.80	20.00 %	4,880.56	6.34 %	6,100.70
VNR1	69.29	68.38	0.30	98.69 %	58,035.10	20.00 %	11,607.02	6.34 %	14,508.78
TCN1	93.71	91.65	0.10	97.80 %	78,736.45	20.00 %	15,747.29	6.34 %	19,684.11
PKD1	99.99	96.57	0.11	96.58 %	88,129.85	20.00 %	17,625.97	6.34 %	22,032.46
TKS1	143.13	136.70	0.20	95.50 %	114,002.50	20.00 %	22,800.50	6.34 %	28,500.63
SVK1	134.03	126.79	0.17	94.60 %	90,098.45	15.00 %	13,514.77	6.34 %	22,524.61
SDI1	77.52	73.19	0.15	94.42 %	48,996.95	15.00 %	7,349.54	6.34 %	12,249.24
ASM1	65.86	62.05	0.08	94.21 %	55,913.20	15.00 %	8,386.98	6.34 %	13,978.30
TKS2	195.95	180.20	0.18	91.96 %	109,172.95	15.00 %	16,375.94	6.34 %	21,834.59
TVL1	469.05	422.36	0.14	90.05 %	342,861.70	10.00 %	34,286.17	6.34 %	68,572.34
SKD1	58.05	52.06	0.09	89.69 %	65,942.45	10.00 %	6,594.25	6.34 %	13,188.49
APK2	90.67	81.20	0.18	89.56 %	55,323.60	10.00 %	5,532.36	6.34 %	11,064.72
UDN1	61.94	55.02	0.23	88.82 %	35,242.20	10.00 %	3,524.22	6.34 %	5,286.33
MMT1	89.04	76.78	0.13	86.23 %	40,326.15	10.00 %	4,032.62	6.34 %	6,048.92
SGT1	50.01	42.74	0.09	85.48 %	30,970.00	10.00 %	3,097.00	6.34 %	4,645.50
VLY1	149.43	125.82	0.04	84.20 %	73,774.20	10.00 %	7,377.42	6.34 %	7,377.42
APK1	102.76	84.33	0.06	82.06 %	89,482.45	10.00 %	8,948.25	6.34 %	8,948.25
KVT1	260.06	212.25	0.07	81.61 %	185,149.30	10.00 %	18,514.93	6.34 %	18,514.93
STU2	59.11	47.29	0.20	80.00 %	30,463.70	0.00 %		6.34 %	3,046.37
TUT2	245.79	194.88	0.07	79.29 %	121,844.45	0.00 %		6.34 %	12,184.45
TYI1	77.12	59.46	0.25	77.09 %	54,555.25	0.00 %		6.34 %	5,455.53
RND1	149.51	115.08	0.08	76.97 %	117,504.65	0.00 %		6.34 %	11,750.47
VNR2	248.69	184.19	0.24	74.07 %	151,615.60	0.00 %		6.34 %	
SNL1	86.51	64.02	0.04	74.00 %	38,820.10	0.00 %		6.34 %	
VKM1	63.24	46.44	0.25	73.43 %	56,064.70	0.00 %		6.34 %	
NGR1	396.32	288.12	0.31	72.70 %	155,354.05	0.00 %		6.34 %	
RPM1	149.76	108.36	0.29	72.35 %	82,154.10	0.00 %		6.34 %	
PDI1	80.21	53.59	0.40	66.81 %	40,803.40	0.00 %		6.34 %	
TKY1	80.10	53.17	0.03	66.37 %	33,833.20	0.00 %		6.34 %	
MAR1	204.55	118.31	0.22	57.84 %	68,732.45	0.00 %		6.34 %	
COL1	47.21	21.65	0.44	45.85 %	18,219.60	0.00 %		6.34 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	85.25	100.97	0.01	118.44 %	63,127.50	30.00 %	18,938.25	6.34 %	25,251.00
EDP1	38.59	43.66	0.16	113.12 %	22,683.00	30.00 %	6,804.90	6.34 %	9,073.20
PMP1	59.68	66.62	0.41	111.62 %	38,858.00	30.00 %	11,657.40	6.34 %	11,657.40
HRR1	55.48	58.43	0.08	105.32 %	51,305.70	25.00 %	12,826.43	6.34 %	15,391.71
APN1	64.71	68.08	0.16	105.20 %	75,784.45	25.00 %	18,946.11	6.34 %	22,735.34
BMD1	56.43	58.13	0.00	103.01 %	48,732.25	25.00 %	12,183.06	6.34 %	12,183.06
MCR1	91.38	93.46	0.07	102.27 %	65,050.65	25.00 %	16,262.66	6.34 %	16,262.66
DPR1	47.41	47.48	0.54	100.15 %	33,990.60	25.00 %	8,497.65	6.34 %	8,497.65
SGI1	58.06	56.06	0.05	96.55 %	43,059.30	20.00 %	8,611.86	6.34 %	10,764.83
SLM2	97.72	92.75	0.06	94.92 %	55,027.35	15.00 %	8,254.10	6.34 %	13,756.84
ATU1	109.33	102.81	0.08	94.04 %	77,422.10	15.00 %	11,613.32	6.34 %	19,355.53
OML1	88.56	81.61	0.14	92.15 %	71,274.00	15.00 %	10,691.10	6.34 %	14,254.80
EPI1	72.40	66.39	0.09	91.69 %	52,783.20	15.00 %	7,917.48	6.34 %	10,556.64
DPR2	50.60	45.70	0.08	90.32 %	31,982.95	15.00 %	4,797.44	6.34 %	6,396.59
KAM1	47.01	42.35	0.21	90.09 %	32,596.20	10.00 %	3,259.62	6.34 %	6,519.24
SLM1	271.32	243.18	0.10	89.63 %	148,275.00	10.00 %	14,827.50	6.34 %	29,655.00
KVP1	51.12	45.68	0.00	89.35 %	31,673.35	10.00 %	3,167.34	6.34 %	6,334.67
PLC1	57.99	51.69	0.10	89.13 %	52,544.40	10.00 %	5,254.44	6.34 %	10,508.88
HSR1	105.53	89.70	0.11	85.00 %	66,882.20	10.00 %	6,688.22	6.34 %	10,032.33
CMI1	45.81	38.38	0.04	83.79 %	45,758.80	10.00 %	4,575.88	6.34 %	4,575.88
TCG1	70.99	57.27	0.00	80.68 %	55,356.10	10.00 %	5,535.61	6.34 %	5,535.61
NKL2	142.88	115.23	0.27	80.65 %	111,691.85	10.00 %	11,169.19	6.34 %	11,169.19
TRM1	117.18	94.43	0.10	80.59 %	73,793.90	10.00 %	7,379.39	6.34 %	7,379.39
HSR2	172.36	135.53	0.05	78.63 %	121,286.85	0.00 %		6.34 %	12,128.69
SLM3	138.93	105.48	0.07	75.92 %	83,119.45	0.00 %		6.34 %	8,311.95
VPD1	100.05	75.93	0.25	75.89 %	78,197.75	0.00 %		6.34 %	7,819.78
ERD2	216.07	159.57	0.26	73.85 %	210,202.10	0.00 %		6.34 %	
PDR1	50.70	36.20	0.22	71.40 %	45,118.45	0.00 %		6.34 %	
RSP1	90.23	61.52	0.16	68.18 %	65,533.40	0.00 %		6.34 %	
KMM1	61.25	38.93	0.00	63.56 %	35,313.30	0.00 %		6.34 %	
ERD1	203.38	123.38	0.30	60.66 %	109,903.80	0.00 %		6.34 %	
MTR1	122.99	73.97	0.25	60.14 %	45,960.95	0.00 %		6.34 %	
SGG1	45.87	23.90	0.42	52.10 %	16,717.15	0.00 %		6.34 %	
VKL1	64.31	32.89	0.00	51.14 %	37,979.55	0.00 %		6.34 %	

**KL-SOUTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	66.35	67.02	0.01	101.02 %	41,320.15	25.00 %	10,330.04	6.34 %	10,330.04
PNL1	41.63	37.84	0.11	90.89 %	25,236.00	15.00 %	3,785.40	6.34 %	5,047.20
TVP1	147.07	115.29	0.32	78.39 %	79,071.55	0.00 %		6.34 %	7,907.16
KLR1	51.15	34.49	0.06	67.44 %	22,056.75	0.00 %		6.34 %	

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	46.48	48.04	0.02	103.35 %	43,147.85	25.00 %	10,786.96	6.34 %	12,944.36
CBE4	132.00	124.41	0.05	94.26 %	132,703.20	15.00 %	19,905.48	6.34 %	33,175.80
GDR1	49.07	44.68	0.05	91.07 %	33,374.90	15.00 %	5,006.24	6.34 %	6,674.98
KMD1	41.28	37.00	0.09	89.62 %	44,908.60	10.00 %	4,490.86	6.34 %	8,981.72
SUL1	71.29	62.42	0.01	87.55 %	74,070.60	10.00 %	7,407.06	6.34 %	11,110.59
AVI1	58.76	51.12	0.40	86.99 %	57,291.75	10.00 %	5,729.18	6.34 %	8,593.76
MPM1	86.46	73.13	0.00	84.59 %	89,727.15	10.00 %	8,972.72	6.34 %	13,459.07
KGM1	49.48	41.63	0.03	84.14 %	45,432.75	10.00 %	4,543.28	6.34 %	4,543.28
UAM1	95.14	78.82	0.00	82.85 %	53,424.30	10.00 %	5,342.43	6.34 %	5,342.43
TPR4	42.07	34.56	0.04	82.14 %	34,931.70	10.00 %	3,493.17	6.34 %	3,493.17
KGI1	54.70	44.61	0.07	81.56 %	31,542.65	10.00 %	3,154.27	6.34 %	3,154.27
PPI1	54.52	44.32	0.13	81.29 %	51,075.70	10.00 %	5,107.57	6.34 %	5,107.57
PDM1	57.03	46.05	0.03	80.74 %	48,706.65	10.00 %	4,870.67	6.34 %	4,870.67
CBE1	94.79	73.10	0.00	77.11 %	78,419.60	0.00 %		6.34 %	7,841.96
KMR1	159.89	120.73	0.22	75.50 %	111,392.35	0.00 %		6.34 %	11,139.24
CBE2	614.79	458.13	0.05	74.52 %	301,871.00	0.00 %		6.34 %	
TPR2	161.54	119.65	0.23	74.06 %	79,986.55	0.00 %		6.34 %	
CBE3	33.78	24.79	0.31	73.41 %	26,964.55	0.00 %		6.34 %	
UMP1	66.61	48.42	0.39	72.69 %	38,998.50	0.00 %		6.34 %	
CBE5	41.41	29.66	0.00	71.61 %	40,033.80	0.00 %		6.34 %	
TPR3	78.54	55.78	0.00	71.02 %	53,076.80	0.00 %		6.34 %	
SYM2	63.51	43.28	0.00	68.14 %	44,839.65	0.00 %		6.34 %	
TPR1	138.30	92.20	0.39	66.67 %	75,716.75	0.00 %		6.34 %	
CBE6	105.99	70.65	0.24	66.66 %	68,701.00	0.00 %		6.34 %	
DPM2	64.04	42.47	0.26	66.32 %	58,225.55	0.00 %		6.34 %	
GBM1	76.43	48.67	0.21	63.68 %	39,229.85	0.00 %		6.34 %	
ANR1	23.44	12.67	0.57	54.07 %	12,045.05	0.00 %		6.34 %	
SNR1	143.29	77.06	0.00	53.78 %	92,597.95	0.00 %		6.34 %	
PLI1	152.35	67.19	0.26	44.10 %	61,914.80	0.00 %		6.34 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	84.01	111.84	1.52	133.13 %	74,692.35	40.00 %	29,876.94	6.34 %	29,876.94
CH24	131.22	141.60	0.20	107.91 %	134,551.45	25.00 %	33,637.86	6.34 %	40,365.44
CH32	26.45	27.53	0.05	104.08 %	29,312.80	25.00 %	7,328.20	6.34 %	8,793.84
CH23	60.62	60.63	0.16	100.02 %	64,640.05	20.00 %	12,928.01	6.34 %	16,160.01
CH17	120.00	119.09	0.37	99.23 %	145,178.55	20.00 %	29,035.71	6.34 %	36,294.64
CH50	156.46	145.09	0.13	92.74 %	137,952.90	15.00 %	20,692.94	6.34 %	27,590.58
CH27	46.93	42.76	0.54	91.10 %	41,800.10	15.00 %	6,270.02	6.34 %	8,360.02
MC05	35.20	31.68	0.00	90.01 %	12,761.00	10.00 %	1,276.10	6.34 %	2,552.20
PON1	95.93	82.58	0.08	86.08 %	80,982.35	10.00 %	8,098.24	6.34 %	12,147.35
UKI1	98.65	84.56	0.14	85.72 %	64,396.10	10.00 %	6,439.61	6.34 %	9,659.42
CH46	73.46	62.09	0.22	84.53 %	56,101.80	10.00 %	5,610.18	6.34 %	8,415.27
CH12	253.00	205.64	0.23	81.28 %	163,663.55	10.00 %	16,366.36	6.34 %	16,366.36
CH33	151.56	117.46	0.07	77.50 %	112,533.65	0.00 %		6.34 %	11,253.37
CH20	206.27	152.93	0.23	74.14 %	125,686.75	0.00 %		6.34 %	
CH41	157.80	116.57	0.09	73.88 %	143,859.40	0.00 %		6.34 %	
CH03	468.02	345.40	0.14	73.80 %	298,149.85	0.00 %		6.34 %	
CH15	434.94	314.86	0.18	72.39 %	238,800.75	0.00 %		6.34 %	
CH34	177.44	126.87	0.19	71.50 %	102,613.55	0.00 %		6.34 %	
CH43	136.85	97.68	0.18	71.38 %	102,223.05	0.00 %		6.34 %	
CH44	142.47	100.06	0.08	70.23 %	100,640.50	0.00 %		6.34 %	
MJR1	175.02	122.25	0.19	69.84 %	109,916.70	0.00 %		6.34 %	
CH51	200.48	133.33	0.33	66.51 %	125,031.80	0.00 %		6.34 %	
CH31	75.74	49.48	0.39	65.33 %	50,252.80	0.00 %		6.34 %	
MC06	40.41	25.42	0.00	62.90 %	13,464.80	0.00 %		6.34 %	
CH36	76.85	48.08	0.10	62.57 %	39,239.60	0.00 %		6.34 %	
CH06	176.63	96.93	0.37	54.88 %	94,449.15	0.00 %		6.34 %	
CH21	381.81	209.41	0.22	54.85 %	131,704.10	0.00 %		6.34 %	
CH18	261.55	102.07	0.23	39.03 %	115,901.50	0.00 %		6.34 %	
CH01	6.94	1.14	0.66	16.42 %	1,868.15	0.00 %		6.34 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	62.46	98.03	0.16	156.93 %	108,653.70	40.00 %	43,461.48	6.34 %	43,461.48
CH37	70.77	64.93	0.06	91.74 %	89,423.80	15.00 %	13,413.57	6.34 %	17,884.76
CH48	165.41	141.89	0.26	85.78 %	185,241.00	10.00 %	18,524.10	6.34 %	27,786.15
MRM1	122.91	102.90	0.05	83.72 %	89,998.25	10.00 %	8,999.83	6.34 %	8,999.83
TKM1	64.23	53.53	0.09	83.34 %	52,415.10	10.00 %	5,241.51	6.34 %	5,241.51
CH45	144.01	117.11	0.18	81.32 %	116,983.00	10.00 %	11,698.30	6.34 %	11,698.30
CH39	89.70	72.91	0.23	81.28 %	84,373.10	10.00 %	8,437.31	6.34 %	8,437.31
CH49	209.71	169.86	0.16	81.00 %	191,012.35	10.00 %	19,101.24	6.34 %	19,101.24
CH30	158.26	126.65	0.13	80.03 %	99,771.35	0.00 %		6.34 %	9,977.14
CH40	70.17	55.38	0.16	78.92 %	23,593.75	0.00 %		6.34 %	2,359.38
CGL1	99.07	74.75	0.33	75.45 %	60,499.55	0.00 %		6.34 %	6,049.96
CH05	307.48	229.99	0.21	74.80 %	188,644.00	0.00 %		6.34 %	
CH14	301.59	221.92	0.18	73.58 %	204,219.40	0.00 %		6.34 %	
CH35	148.33	108.70	0.11	73.28 %	111,090.90	0.00 %		6.34 %	
AVD1	170.26	124.74	0.26	73.27 %	114,835.30	0.00 %		6.34 %	
CH38	104.63	76.50	0.00	73.12 %	81,675.55	0.00 %		6.34 %	
CH42	216.74	151.90	0.07	70.09 %	177,617.60	0.00 %		6.34 %	
CH22	187.34	130.56	0.23	69.69 %	96,091.05	0.00 %		6.34 %	
CH25	182.63	124.01	0.51	67.91 %	144,545.90	0.00 %		6.34 %	
CH19	219.23	148.05	0.12	67.53 %	161,598.55	0.00 %		6.34 %	
SKL1	120.17	80.99	0.29	67.40 %	73,211.85	0.00 %		6.34 %	
CH26	47.82	31.65	0.00	66.20 %	30,625.95	0.00 %		6.34 %	
CH28	205.33	134.55	0.15	65.53 %	228,007.30	0.00 %		6.34 %	
CH16	320.64	206.58	0.15	64.43 %	244,117.50	0.00 %		6.34 %	
CH07	244.23	150.34	0.31	61.56 %	142,010.20	0.00 %		6.34 %	
KNR1	119.32	72.69	0.09	60.92 %	77,069.30	0.00 %		6.34 %	
CH08	303.08	183.69	0.11	60.61 %	209,716.40	0.00 %		6.34 %	
GUD2	142.64	85.51	0.42	59.95 %	77,432.20	0.00 %		6.34 %	
GUD1	183.42	106.31	0.18	57.96 %	123,576.75	0.00 %		6.34 %	
CH29	34.47	16.71	0.00	48.49 %	21,552.10	0.00 %		6.34 %	
MC10	32.25	10.29	0.00	31.90 %	6,383.85	0.00 %		6.34 %	
MC09	39.49	11.09	0.00	28.09 %	6,644.20	0.00 %		6.34 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	97.24	0.32	0.00 %	34,266.00	0.00 %		0.00 %	
GHUB	0.00	71.45	0.72	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	3.87	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	37.56	2.76	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	13.71	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	1.19	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	10.52	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.06)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	22.12	3.21	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.05)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.02)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(0.02)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.03)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	5.88	17.31	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	4.71	0.00	0.00 %	0.00	0.00 %		0.00 %	