



# TN-Sales Spot Commission Details 21/05/2026 11:45 PM

**Accu.Target** 40,144.10 L     
 **Sales** 31,576.78 L     
 **Achieved %** 78.66 %     
 **HO Budget+%** 11.34 %     
 **Total Com.** 336.14 L

Note : Sales Period is From :01-May-2026 To :21-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	2,774.54	2,468.71	88.98 %	0.00	11.34 %	144,000.00
KL-NORTH	848.41	723.50	85.28 %	0.00	11.34 %	0.00
CHENNAI-02	4,990.35	4,186.55	83.89 %	0.00	11.34 %	123,000.00
SOUTH ARCOT	3,013.50	2,389.80	79.30 %	0.00	11.34 %	0.00
KL-SOUTH	547.79	428.02	78.14 %	0.00	11.34 %	0.00
WEST-02	3,325.81	2,597.02	78.09 %	0.00	11.34 %	0.00
WEST-01	2,374.69	1,851.07	77.95 %	0.00	11.34 %	0.00
SOUTH-03	4,590.23	3,577.13	77.93 %	0.00	11.34 %	0.00
SOUTH-01	6,437.48	4,817.08	74.83 %	0.00	11.34 %	0.00
TRICHY-01	5,033.86	3,636.16	72.23 %	0.00	11.34 %	0.00
CHENNAI-01	6,207.45	4,374.30	70.47 %	0.00	11.34 %	0.00
OTHERS	0.00	527.45	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>40,144.10</b>	<b>31,576.78</b>	<b>78.66 %</b>		<b>11.34 %</b>	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	850.04	837.63	98.54%	60,000.00	11.34 %	160,000.00
NA01	1,019.15	874.77	85.83%	0.00	11.34 %	60,000.00	
NA03	905.35	756.31	83.54%	0.00	11.34 %	52,500.00	

  

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	848.41	723.50	85.28%	0.00	11.34 %	52,500.00

  

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,347.87	1,183.55	87.81%	0.00	11.34 %	82,500.00
	CH04	1,323.22	1,111.90	84.03%	0.00	11.34 %	82,500.00
	CH09	1,126.38	940.59	83.51%	0.00	11.34 %	67,500.00
	CH07	1,192.87	950.50	79.68%	0.00	11.34 %	0.00

  

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	1,105.99	916.45	82.86%	0.00	11.34 %	67,500.00
	SA01	1,116.53	893.30	80.01%	0.00	11.34 %	60,000.00
	SA03	790.97	580.05	73.33%	0.00	11.34 %	0.00

  

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	547.79	428.02	78.14%	0.00	11.34 %	0.00

  

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	661.21	599.47	90.66%	37,500.00	11.34 %	75,000.00
	SLM1	1,016.32	776.58	76.41%	0.00	11.34 %	0.00
	MTR1	676.11	509.39	75.34%	0.00	11.34 %	0.00
	ERD1	972.17	711.58	73.19%	0.00	11.34 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	354.80	358.55	101.06%	45,000.00	11.34 %	60,000.00
	TPR4	260.98	236.82	90.74%	15,000.00	11.34 %	30,000.00
	PLI1	320.27	244.97	76.49%	0.00	11.34 %	0.00
	TPR1	271.95	197.43	72.60%	0.00	11.34 %	0.00
	CBE1	1,166.69	813.30	69.71%	0.00	11.34 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	519.80	470.05	90.43%	30,000.00	11.34 %	60,000.00
	KRR1	446.67	351.37	78.66%	0.00	11.34 %	0.00
	MDU1	1,779.31	1,361.95	76.54%	0.00	11.34 %	0.00
	KKD2	1,026.03	777.46	75.77%	0.00	11.34 %	0.00
	SVG1	818.42	616.30	75.30%	0.00	11.34 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	744.88	612.41	82.22%	0.00	11.34 %	45,000.00
	KVT1	1,167.83	889.27	76.15%	0.00	11.34 %	0.00
	TVL1	1,080.52	813.89	75.32%	0.00	11.34 %	0.00
	NGR1	1,027.68	768.07	74.74%	0.00	11.34 %	0.00
	TUT1	1,545.63	1,122.21	72.61%	0.00	11.34 %	0.00
TKS1	870.94	611.24	70.18%	0.00	11.34 %	0.00	

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	1,090.34	857.76	78.67%	0.00	11.34 %	0.00
	TNJ1	1,171.33	864.89	73.84%	0.00	11.34 %	0.00
	PBR1	1,265.55	924.18	73.03%	0.00	11.34 %	0.00
	TRY1	1,506.64	989.33	65.66%	0.00	11.34 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	1,118.27	837.12	74.86%	0.00	11.34 %	0.00
	CH05	1,535.01	1,107.02	72.12%	0.00	11.34 %	0.00
	CH03	1,029.42	731.36	71.05%	0.00	11.34 %	0.00
	CH10	1,200.64	818.53	68.17%	0.00	11.34 %	0.00
CH06	1,324.11	880.27	66.48%	0.00	11.34 %	0.00	

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	11.05	0.00%	0.00	0.00 %	0.00
	CH02	0.00	204.72	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.01)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	245.90	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	3.51	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	13.99	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	11.78	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	6.92	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	29.11	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	0.66	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	66.20	79.14	0.06	119.55 %	78,769.64	30.00 %	23,630.89	11.34 %	31,507.86
VEL2	164.54	189.09	0.18	114.92 %	227,106.68	30.00 %	68,132.00	11.34 %	90,842.67
WJP1	79.89	88.77	0.26	111.11 %	98,181.06	30.00 %	29,454.32	11.34 %	39,272.42
PTU1	40.81	43.66	0.12	106.98 %	32,395.68	25.00 %	8,098.92	11.34 %	12,958.27
VEL1	146.67	154.91	0.18	105.61 %	159,622.00	25.00 %	39,905.50	11.34 %	47,886.60
TRR1	142.39	135.36	0.27	95.06 %	125,488.98	15.00 %	18,823.35	11.34 %	31,372.25
SLG1	63.47	60.23	0.17	94.89 %	72,711.18	15.00 %	10,906.68	11.34 %	18,177.80
GDM1	87.04	81.60	0.25	93.75 %	61,565.56	15.00 %	9,234.83	11.34 %	15,391.39
AKM1	138.99	129.45	0.20	93.13 %	130,484.22	15.00 %	19,572.63	11.34 %	32,621.06
KPM2	337.26	304.77	0.16	90.37 %	269,755.74	15.00 %	40,463.36	11.34 %	67,438.94
UGI1	47.18	41.95	0.03	88.91 %	35,752.62	10.00 %	3,575.26	11.34 %	8,938.16
BGR1	55.87	48.83	0.86	87.39 %	53,681.52	10.00 %	5,368.15	11.34 %	10,736.30
ABR1	108.01	93.22	0.25	86.31 %	84,885.70	10.00 %	8,488.57	11.34 %	16,977.14
SBR1	187.88	161.93	0.13	86.19 %	163,894.85	10.00 %	16,389.49	11.34 %	32,778.97
PLR1	56.75	47.40	0.13	83.52 %	41,333.62	10.00 %	4,133.36	11.34 %	6,200.04
TRT1	104.96	86.59	0.48	82.50 %	71,195.47	10.00 %	7,119.55	11.34 %	10,679.32
CPT1	71.45	58.70	0.09	82.15 %	67,604.24	10.00 %	6,760.42	11.34 %	10,140.64
TRL1	200.41	164.12	0.43	81.89 %	99,751.25	10.00 %	9,975.13	11.34 %	14,962.69
WJD1	108.06	87.39	1.44	80.87 %	127,251.62	10.00 %	12,725.16	11.34 %	19,087.74
ARC2	72.40	57.85	0.36	79.91 %	65,794.25	0.00 %		11.34 %	9,869.14
KPM1	113.91	87.05	0.08	76.43 %	88,331.23	0.00 %		11.34 %	8,833.12
ANI1	80.17	59.62	0.31	74.37 %	63,973.34	0.00 %		11.34 %	6,397.33
CGM1	78.44	56.92	0.18	72.56 %	48,527.25	0.00 %		11.34 %	4,852.73
VSI1	133.32	90.31	0.11	67.74 %	98,721.36	0.00 %		11.34 %	
CYR1	88.48	59.87	0.21	67.67 %	61,600.71	0.00 %		11.34 %	

### KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	848.41	723.50	0.19	85.28 %	570,412.40	10.00 %	57,041.24	11.34 %	114,082.48

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	29.68	50.21	0.00	169.18 %	21,606.95	40.00 %	8,642.78	11.34 %	8,642.78
CH27	48.34	60.05	0.30	124.23 %	74,741.14	40.00 %	29,896.46	11.34 %	29,896.46
UKI1	98.88	99.13	0.06	100.25 %	120,948.93	25.00 %	30,237.23	11.34 %	36,284.68
CH12	338.19	335.81	0.22	99.30 %	279,114.43	20.00 %	55,822.89	11.34 %	83,734.33
CH31	80.01	77.84	0.37	97.28 %	79,395.10	20.00 %	15,879.02	11.34 %	19,848.78
CH44	187.02	180.85	0.22	96.70 %	146,402.91	20.00 %	29,280.58	11.34 %	36,600.73
CH23	105.50	100.93	0.60	95.66 %	112,438.16	20.00 %	22,487.63	11.34 %	28,109.54
GPD1	111.14	106.32	0.12	95.66 %	88,344.21	20.00 %	17,668.84	11.34 %	22,086.05
CH17	173.28	163.75	0.22	94.50 %	276,417.48	15.00 %	41,462.62	11.34 %	69,104.37
CH21	320.18	292.30	0.32	91.29 %	279,380.52	15.00 %	41,907.08	11.34 %	69,845.13
CH50	185.56	169.21	0.11	91.19 %	261,528.65	15.00 %	39,229.30	11.34 %	65,382.16
CH03	453.39	407.48	0.46	89.87 %	510,794.77	10.00 %	51,079.48	11.34 %	127,698.69
CH46	84.87	75.35	0.31	88.78 %	104,293.02	10.00 %	10,429.30	11.34 %	26,073.26
CH36	75.61	65.48	0.05	86.60 %	63,588.73	10.00 %	6,358.87	11.34 %	12,717.75
PON1	98.19	84.85	0.20	86.41 %	107,231.90	10.00 %	10,723.19	11.34 %	21,446.38
CH24	214.86	183.91	0.45	85.60 %	232,275.04	10.00 %	23,227.50	11.34 %	46,455.01
CH33	201.01	168.32	0.19	83.73 %	188,987.17	10.00 %	18,898.72	11.34 %	28,348.08
CH32	33.15	26.73	0.32	80.63 %	30,714.21	10.00 %	3,071.42	11.34 %	4,607.13
CH15	450.93	351.94	0.25	78.05 %	387,988.76	0.00 %		11.34 %	38,798.88
MJR1	196.36	153.20	0.24	78.02 %	138,728.66	0.00 %		11.34 %	13,872.87
CH34	197.66	152.75	0.33	77.28 %	163,373.03	0.00 %		11.34 %	16,337.30
CH41	179.13	134.04	1.27	74.83 %	188,061.93	0.00 %		11.34 %	18,806.19
CH18	246.39	181.27	0.31	73.57 %	287,670.74	0.00 %		11.34 %	28,767.07
CH43	136.37	93.56	0.26	68.61 %	86,976.00	0.00 %		11.34 %	
CH06	190.54	129.60	0.26	68.02 %	188,082.03	0.00 %		11.34 %	
CH51	220.79	145.52	0.39	65.91 %	155,590.76	0.00 %		11.34 %	
CH20	259.11	162.62	0.22	62.76 %	181,121.51	0.00 %		11.34 %	
MC06	45.39	25.82	0.49	56.90 %	18,124.85	0.00 %		11.34 %	
CH01	28.80	7.73	0.61	26.83 %	7,332.05	0.00 %		11.34 %	

### SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	27.11	35.08	0.17	129.38 %	23,453.54	40.00 %	9,381.42	11.34 %	9,381.42
MKM1	56.02	66.88	0.23	119.39 %	77,517.24	30.00 %	23,255.17	11.34 %	31,006.90
PRT1	136.93	137.42	0.26	100.36 %	111,423.31	25.00 %	27,855.83	11.34 %	33,426.99
SJI2	123.13	113.39	0.13	92.09 %	109,112.11	15.00 %	16,366.82	11.34 %	27,278.03
KLM1	148.64	135.14	0.22	90.92 %	201,952.12	15.00 %	30,292.82	11.34 %	50,488.03
CDM1	189.79	171.63	0.18	90.43 %	144,023.94	15.00 %	21,603.59	11.34 %	36,005.99
TRK1	172.74	143.52	0.32	83.08 %	153,552.11	10.00 %	15,355.21	11.34 %	23,032.82
VCM2	101.63	84.35	0.20	82.99 %	65,328.67	10.00 %	6,532.87	11.34 %	9,799.30
CUD1	313.47	253.11	0.35	80.74 %	266,849.06	10.00 %	26,684.91	11.34 %	40,027.36
KKI2	160.52	126.54	0.10	78.83 %	99,067.74	0.00 %		11.34 %	9,906.77
POY1	338.01	266.15	0.14	78.74 %	190,890.24	0.00 %		11.34 %	19,089.02
KML1	103.19	80.25	0.17	77.77 %	83,443.88	0.00 %		11.34 %	8,344.39
ULP1	150.75	116.52	0.05	77.29 %	98,351.75	0.00 %		11.34 %	9,835.18
STP1	56.59	42.98	0.42	75.95 %	39,043.71	0.00 %		11.34 %	3,904.37
VPM2	145.69	108.94	0.25	74.78 %	116,685.17	0.00 %		11.34 %	11,668.52
NVL2	179.48	121.70	0.24	67.81 %	104,785.71	0.00 %		11.34 %	
TDM1	101.03	68.43	0.74	67.73 %	53,825.50	0.00 %		11.34 %	
POY2	260.39	172.02	0.24	66.06 %	193,187.90	0.00 %		11.34 %	
TVM1	83.42	53.78	0.53	64.47 %	42,437.04	0.00 %		11.34 %	
TVM2	95.77	58.21	0.90	60.78 %	38,204.55	0.00 %		11.34 %	
VPM1	69.18	33.77	0.68	48.82 %	27,446.49	0.00 %		11.34 %	

### KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	279.73	260.50	0.23	93.12 %	125,227.18	15.00 %	18,784.08	11.34 %	31,306.80
PAS1	106.69	71.62	0.26	67.12 %	38,039.47	0.00 %		11.34 %	
KLR1	84.03	54.12	0.13	64.41 %	28,279.98	0.00 %		11.34 %	
PNL1	77.33	41.78	0.29	54.03 %	26,352.00	0.00 %		11.34 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BMD1	43.77	60.57	0.27	138.39 %	59,332.76	40.00 %	23,733.10	11.34 %	23,733.10
KRI1	79.39	97.67	0.18	123.03 %	84,967.62	40.00 %	33,987.05	11.34 %	33,987.05
DPR1	41.90	46.95	0.04	112.07 %	46,963.84	30.00 %	14,089.15	11.34 %	18,785.54
KVP1	53.85	58.72	0.34	109.04 %	44,524.15	25.00 %	11,131.04	11.34 %	17,809.66
SGI1	51.99	55.41	0.27	106.58 %	45,572.59	25.00 %	11,393.15	11.34 %	18,229.04
SLM2	113.62	115.35	0.12	101.52 %	106,853.93	25.00 %	26,713.48	11.34 %	32,056.18
CMI1	39.30	39.11	0.01	99.52 %	47,538.16	20.00 %	9,507.63	11.34 %	14,261.45
PLC1	51.36	46.95	0.31	91.43 %	58,423.80	15.00 %	8,763.57	11.34 %	14,605.95
NKL2	132.86	119.74	0.18	90.13 %	128,109.01	15.00 %	19,216.35	11.34 %	32,027.25
APN1	72.65	63.10	0.14	86.86 %	83,391.38	10.00 %	8,339.14	11.34 %	16,678.28
HSR2	168.05	142.61	0.26	84.86 %	132,821.50	10.00 %	13,282.15	11.34 %	26,564.30
TCG1	65.83	55.50	0.22	84.31 %	54,614.91	10.00 %	5,461.49	11.34 %	8,192.24
PMP1	68.05	57.30	0.08	84.19 %	45,940.31	10.00 %	4,594.03	11.34 %	6,891.05
TRM1	110.64	88.21	0.15	79.72 %	83,009.29	0.00 %		11.34 %	8,300.93
HSR1	123.77	98.28	0.08	79.40 %	104,302.31	0.00 %		11.34 %	10,430.23
ERD2	214.11	169.78	0.21	79.30 %	301,062.88	0.00 %		11.34 %	30,106.29
ATU1	133.49	104.43	0.07	78.23 %	99,460.93	0.00 %		11.34 %	9,946.09
ERD1	196.72	149.30	0.28	75.89 %	210,783.49	0.00 %		11.34 %	21,078.35
SLM1	288.91	216.03	0.26	74.77 %	231,993.49	0.00 %		11.34 %	23,199.35
MTR1	115.76	86.48	0.23	74.71 %	113,764.17	0.00 %		11.34 %	11,376.42
DPR2	57.70	42.76	0.03	74.10 %	41,900.90	0.00 %		11.34 %	4,190.09
SLM3	156.45	113.86	0.49	72.78 %	139,458.33	0.00 %		11.34 %	13,945.83
PDR1	41.97	30.51	0.00	72.69 %	53,241.05	0.00 %		11.34 %	5,324.11
MCR1	94.36	68.10	0.24	72.17 %	72,367.72	0.00 %		11.34 %	7,236.77
EPI1	80.64	55.79	0.17	69.19 %	60,689.07	0.00 %		11.34 %	
EDP1	45.41	31.34	0.03	69.01 %	28,657.26	0.00 %		11.34 %	
KAM1	64.75	42.53	0.35	65.68 %	43,301.74	0.00 %		11.34 %	
HRR1	86.43	53.48	0.44	61.88 %	49,318.55	0.00 %		11.34 %	
VPD1	125.15	76.68	0.08	61.27 %	88,220.24	0.00 %		11.34 %	
SGG1	40.58	21.87	0.27	53.91 %	21,061.29	0.00 %		11.34 %	
RSP1	112.72	60.73	0.47	53.88 %	62,176.84	0.00 %		11.34 %	
VKL1	52.91	27.87	0.15	52.67 %	39,464.03	0.00 %		11.34 %	
OML1	125.55	62.84	0.27	50.05 %	58,764.63	0.00 %		11.34 %	
KMM1	75.19	37.17	0.22	49.43 %	40,540.25	0.00 %		11.34 %	

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	18.81	26.57	0.19	141.28 %	35,220.68	40.00 %	14,088.27	11.34 %	14,088.27
GDR1	42.74	56.29	0.02	131.70 %	38,149.21	40.00 %	15,259.68	11.34 %	15,259.68
CNR1	43.75	50.95	0.08	116.45 %	40,820.61	30.00 %	12,246.18	11.34 %	16,328.24
AVI1	42.56	49.15	1.07	115.47 %	64,112.37	30.00 %	19,233.71	11.34 %	25,644.95
KGI1	52.98	59.80	0.03	112.88 %	31,453.93	30.00 %	9,436.18	11.34 %	12,581.57
CBE1	64.73	70.20	0.28	108.45 %	70,521.80	25.00 %	17,630.45	11.34 %	28,208.72
MPM1	67.99	70.12	0.20	103.15 %	69,394.07	25.00 %	17,348.52	11.34 %	20,818.22
GBM1	58.08	58.72	0.31	101.11 %	63,270.33	25.00 %	15,817.58	11.34 %	18,981.10
UAM1	89.38	86.22	0.00	96.47 %	53,131.68	20.00 %	10,626.34	11.34 %	13,282.92
KMR1	133.53	128.22	0.27	96.02 %	136,361.92	20.00 %	27,272.38	11.34 %	34,090.48
KGM1	48.40	45.02	0.19	93.02 %	59,330.64	15.00 %	8,899.60	11.34 %	14,832.66
UMP1	52.86	49.11	0.18	92.91 %	42,865.96	15.00 %	6,429.89	11.34 %	10,716.49
CBE3	33.76	28.61	0.10	84.74 %	28,356.11	10.00 %	2,835.61	11.34 %	5,671.22
TPR2	94.91	78.53	0.28	82.74 %	92,565.32	10.00 %	9,256.53	11.34 %	13,884.80
PPI1	41.94	34.61	0.28	82.52 %	37,030.27	10.00 %	3,703.03	11.34 %	5,554.54
TPR1	107.76	82.48	0.22	76.54 %	82,215.53	0.00 %		11.34 %	8,221.55
SUL1	49.57	37.33	0.46	75.31 %	56,437.78	0.00 %		11.34 %	5,643.78
PDM1	47.39	34.81	0.00	73.45 %	49,702.44	0.00 %		11.34 %	4,970.24
DPM2	65.66	46.98	0.24	71.56 %	53,208.44	0.00 %		11.34 %	5,320.84
TPR4	44.31	30.35	0.72	68.50 %	42,392.23	0.00 %		11.34 %	
SYM2	55.28	37.42	0.13	67.68 %	47,563.02	0.00 %		11.34 %	
CBE4	115.22	76.39	0.44	66.30 %	110,044.90	0.00 %		11.34 %	
CBE2	492.01	323.06	0.23	65.66 %	371,973.13	0.00 %		11.34 %	
SNR1	96.45	63.11	0.50	65.43 %	94,475.60	0.00 %		11.34 %	
PLI1	105.96	69.05	0.49	65.16 %	64,093.45	0.00 %		11.34 %	
KMD1	57.96	35.17	0.07	60.68 %	40,408.88	0.00 %		11.34 %	
TPR3	69.27	36.42	0.60	52.58 %	48,551.53	0.00 %		11.34 %	
CBE6	118.18	61.76	0.30	52.26 %	75,009.07	0.00 %		11.34 %	
CBE5	63.23	24.62	0.12	38.94 %	46,655.25	0.00 %		11.34 %	

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	60.03	79.95	0.23	133.19 %	39,672.76	40.00 %	15,869.10	11.34 %	15,869.10
TEN1	73.22	83.13	0.38	113.53 %	74,442.59	30.00 %	22,332.78	11.34 %	29,777.04
ODM1	59.95	66.06	0.00	110.20 %	24,990.37	30.00 %	7,497.11	11.34 %	9,996.15
KKD3	153.45	167.22	0.03	108.97 %	252,432.58	25.00 %	63,108.15	11.34 %	100,973.03
MPA1	111.08	109.16	0.09	98.27 %	167,518.47	20.00 %	33,503.69	11.34 %	50,255.54
BNR1	61.14	58.18	0.13	95.17 %	59,320.91	20.00 %	11,864.18	11.34 %	14,830.23
PNV2	62.15	57.78	0.06	92.97 %	62,322.66	15.00 %	9,348.40	11.34 %	15,580.67
PKM1	44.02	40.02	0.11	90.91 %	40,161.64	15.00 %	6,024.25	11.34 %	10,040.41
MDU3	120.67	107.84	0.05	89.37 %	69,382.39	10.00 %	6,938.24	11.34 %	17,345.60
KPT1	56.60	49.89	0.70	88.15 %	48,914.52	10.00 %	4,891.45	11.34 %	9,782.90
DGL2	100.77	81.61	0.14	80.98 %	76,120.33	10.00 %	7,612.03	11.34 %	11,418.05
MDU2	239.11	192.31	0.40	80.43 %	203,716.91	10.00 %	20,371.69	11.34 %	30,557.54
TEN2	105.75	84.77	0.25	80.16 %	54,875.67	10.00 %	5,487.57	11.34 %	8,231.35
MDU7	146.78	116.96	0.28	79.68 %	115,315.49	0.00 %		11.34 %	11,531.55
MDU1	441.79	350.91	0.18	79.43 %	238,874.66	0.00 %		11.34 %	23,887.47
BTU1	45.69	35.96	0.00	78.70 %	21,860.72	0.00 %		11.34 %	2,186.07
MLR1	81.24	63.86	0.14	78.60 %	63,387.88	0.00 %		11.34 %	6,338.79
DGL1	460.60	353.95	0.51	76.85 %	178,575.53	0.00 %		11.34 %	17,857.55
NKI1	59.15	44.85	0.11	75.83 %	37,171.60	0.00 %		11.34 %	3,717.16
ADP1	70.73	52.48	0.02	74.20 %	55,682.72	0.00 %		11.34 %	5,568.27
KRR1	125.13	92.36	0.02	73.81 %	113,281.16	0.00 %		11.34 %	11,328.12
TDI1	101.48	74.90	0.05	73.80 %	117,145.87	0.00 %		11.34 %	11,714.59
KYK1	76.37	56.00	0.00	73.32 %	59,248.25	0.00 %		11.34 %	5,924.83
USL1	79.02	57.65	0.23	72.95 %	40,913.09	0.00 %		11.34 %	4,091.31
MDU5	77.03	55.22	0.04	71.69 %	65,211.88	0.00 %		11.34 %	6,521.19
TMM1	147.15	104.90	0.10	71.29 %	70,993.13	0.00 %		11.34 %	7,099.31
TPT1	127.86	90.91	0.13	71.11 %	140,225.04	0.00 %		11.34 %	14,022.50
PNI1	61.21	43.48	1.46	71.03 %	30,269.85	0.00 %		11.34 %	3,026.99
MDU6	218.64	153.73	0.15	70.31 %	120,051.75	0.00 %		11.34 %	
SVG1	126.41	86.24	0.13	68.22 %	100,878.70	0.00 %		11.34 %	
CBM1	104.92	71.52	0.00	68.16 %	78,858.20	0.00 %		11.34 %	
SGP1	66.99	45.09	0.00	67.31 %	53,049.04	0.00 %		11.34 %	
ATG1	191.55	128.54	0.24	67.10 %	144,716.52	0.00 %		11.34 %	
DKI1	135.52	90.82	0.13	67.01 %	151,771.16	0.00 %		11.34 %	
PVI1	119.27	79.90	0.19	66.99 %	107,344.65	0.00 %		11.34 %	
MNM1	67.75	42.30	0.30	62.43 %	41,338.16	0.00 %		11.34 %	
MDU4	120.70	66.39	0.37	55.00 %	39,710.44	0.00 %		11.34 %	
NTM1	89.30	40.31	0.01	45.14 %	34,444.84	0.00 %		11.34 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	80.80	84.30	0.22	104.34 %	66,731.27	25.00 %	16,682.82	11.34 %	20,019.38
SKD1	78.52	77.70	0.20	98.95 %	95,750.77	20.00 %	19,150.15	11.34 %	28,725.23
ERL2	104.24	97.84	0.10	93.86 %	140,731.47	15.00 %	21,109.72	11.34 %	35,182.87
APK2	95.73	87.81	0.37	91.73 %	70,925.13	15.00 %	10,638.77	11.34 %	17,731.28
SVK1	164.24	145.49	0.23	88.58 %	150,195.97	10.00 %	15,019.60	11.34 %	30,039.19
VNR1	81.65	72.31	0.15	88.56 %	83,121.90	10.00 %	8,312.19	11.34 %	16,624.38
PDI1	73.20	64.62	0.37	88.29 %	61,926.11	10.00 %	6,192.61	11.34 %	12,385.22
KSM1	52.42	42.60	0.02	81.26 %	33,345.20	10.00 %	3,334.52	11.34 %	5,001.78
TYI1	103.04	83.20	0.50	80.75 %	94,799.03	10.00 %	9,479.90	11.34 %	14,219.85
KVT1	342.95	275.82	0.19	80.43 %	390,667.07	10.00 %	39,066.71	11.34 %	58,600.06
VLY1	228.75	183.33	0.40	80.14 %	187,430.24	10.00 %	18,743.02	11.34 %	28,114.54
VNR2	275.88	220.71	0.24	80.00 %	223,048.02	0.00 %		11.34 %	33,457.20
MMT1	109.26	87.16	0.07	79.77 %	68,611.50	0.00 %		11.34 %	6,861.15
TKS2	237.28	187.34	0.51	78.95 %	158,717.72	0.00 %		11.34 %	15,871.77
MAR1	194.09	151.49	0.20	78.05 %	154,197.32	0.00 %		11.34 %	15,419.73
SNL1	90.46	70.23	0.39	77.63 %	85,938.98	0.00 %		11.34 %	8,593.90
NGR1	405.09	311.33	0.57	76.85 %	277,725.47	0.00 %		11.34 %	27,772.55
TVL1	655.51	500.96	0.08	76.42 %	562,672.05	0.00 %		11.34 %	56,267.21
SDI1	83.65	62.64	0.21	74.88 %	55,086.57	0.00 %		11.34 %	5,508.66
STU2	73.07	54.22	0.38	74.20 %	56,956.09	0.00 %		11.34 %	5,695.61
TKS1	181.28	133.77	0.54	73.79 %	128,131.79	0.00 %		11.34 %	12,813.18
RND1	246.28	181.38	0.24	73.65 %	278,959.94	0.00 %		11.34 %	27,895.99
TCN1	157.29	113.38	0.41	72.09 %	133,651.14	0.00 %		11.34 %	13,365.11
TUT2	324.94	231.18	0.06	71.14 %	250,833.54	0.00 %		11.34 %	25,083.35
KYR1	84.94	60.26	0.39	70.94 %	69,856.79	0.00 %		11.34 %	
UDN1	99.18	70.07	0.16	70.65 %	75,297.11	0.00 %		11.34 %	
TUT1	756.93	526.54	0.29	69.56 %	635,870.41	0.00 %		11.34 %	
ASM1	100.64	69.00	0.31	68.56 %	61,604.79	0.00 %		11.34 %	
VKM1	89.39	60.48	0.09	67.66 %	87,577.86	0.00 %		11.34 %	
SGT1	58.98	39.90	0.00	67.64 %	32,833.38	0.00 %		11.34 %	
APK1	127.38	86.08	0.40	67.58 %	95,425.60	0.00 %		11.34 %	
PKD1	162.21	109.19	0.14	67.31 %	135,285.05	0.00 %		11.34 %	
ARM1	95.61	60.60	0.48	63.38 %	49,126.13	0.00 %		11.34 %	
TKY1	110.64	63.22	0.25	57.15 %	70,554.71	0.00 %		11.34 %	
RPM1	236.54	122.96	0.21	51.98 %	116,017.26	0.00 %		11.34 %	
COL1	75.38	27.97	0.23	37.11 %	17,279.94	0.00 %		11.34 %	

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	74.24	87.50	0.21	117.87 %	69,613.15	30.00 %	20,883.95	11.34 %	27,845.26
NCK1	46.09	48.63	0.11	105.52 %	30,766.90	25.00 %	7,691.73	11.34 %	9,230.07
KRN1	67.71	70.27	0.06	103.77 %	72,044.05	25.00 %	18,011.01	11.34 %	21,613.22
KIK1	90.59	86.52	0.00	95.50 %	152,441.81	20.00 %	30,488.36	11.34 %	38,110.45
NMM1	72.54	64.71	0.90	89.21 %	76,676.64	10.00 %	7,667.66	11.34 %	19,169.16
APM1	67.92	59.93	0.22	88.24 %	77,188.15	10.00 %	7,718.82	11.34 %	15,437.63
TVR2	208.81	182.26	0.11	87.28 %	196,997.52	10.00 %	19,699.75	11.34 %	39,399.50
TYR1	149.34	125.25	0.24	83.87 %	135,524.49	10.00 %	13,552.45	11.34 %	20,328.67
MVM1	244.14	202.53	0.17	82.96 %	305,578.48	10.00 %	30,557.85	11.34 %	45,836.77
MSI1	102.20	84.32	0.00	82.51 %	69,840.78	10.00 %	6,984.08	11.34 %	10,476.12
NGT1	133.49	106.79	0.24	80.00 %	166,370.06	0.00 %		11.34 %	24,955.51
ORU1	82.27	65.53	0.03	79.66 %	77,161.23	0.00 %		11.34 %	7,716.12
MDI1	176.60	138.20	0.24	78.25 %	148,027.93	0.00 %		11.34 %	14,802.79
PTK1	200.04	154.85	0.31	77.41 %	174,766.20	0.00 %		11.34 %	17,476.62
AYR1	129.62	96.78	0.09	74.66 %	120,337.27	0.00 %		11.34 %	12,033.73
PDK1	101.06	73.63	0.22	72.86 %	99,947.01	0.00 %		11.34 %	9,994.70
JKM1	158.92	115.69	0.08	72.79 %	125,330.59	0.00 %		11.34 %	12,533.06
TRY2	74.16	52.08	0.10	70.23 %	50,756.12	0.00 %		11.34 %	
TRY3	145.93	101.98	0.19	69.88 %	114,320.99	0.00 %		11.34 %	
TNJ2	256.92	172.80	0.26	67.26 %	179,643.04	0.00 %		11.34 %	
TTP1	142.57	95.42	0.06	66.93 %	101,361.33	0.00 %		11.34 %	
TNJ1	315.05	208.87	0.26	66.30 %	200,378.89	0.00 %		11.34 %	
KUM1	282.45	179.89	0.10	63.69 %	187,507.62	0.00 %		11.34 %	
PBR2	333.87	211.94	0.08	63.48 %	194,304.42	0.00 %		11.34 %	
TVR1	112.10	70.74	0.12	63.11 %	76,452.11	0.00 %		11.34 %	
TRY1	933.47	578.81	0.10	62.01 %	632,093.70	0.00 %		11.34 %	
TRY4	184.30	112.56	0.26	61.07 %	145,948.06	0.00 %		11.34 %	
PBR1	147.45	87.67	0.06	59.46 %	78,941.14	0.00 %		11.34 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	274.14	258.34	0.18	94.24 %	380,024.27	15.00 %	57,003.64	11.34 %	95,006.07
CH38	115.20	105.41	0.02	91.51 %	150,097.67	15.00 %	22,514.65	11.34 %	37,524.42
CH30	186.76	169.00	0.21	90.49 %	212,309.56	15.00 %	31,846.43	11.34 %	53,077.39
CH48	213.93	188.25	0.25	88.00 %	300,983.61	10.00 %	30,098.36	11.34 %	60,196.72
CH35	160.56	139.85	0.20	87.10 %	192,483.00	10.00 %	19,248.30	11.34 %	38,496.60
CH45	173.44	143.60	0.37	82.80 %	188,377.62	10.00 %	18,837.76	11.34 %	28,256.64
MRM1	161.16	131.96	0.28	81.88 %	121,683.13	10.00 %	12,168.31	11.34 %	18,252.47
CH25	203.45	164.22	0.14	80.72 %	209,986.98	10.00 %	20,998.70	11.34 %	31,498.05
GUD1	164.92	132.35	0.21	80.25 %	228,989.99	10.00 %	22,899.00	11.34 %	34,348.50
CH05	373.81	296.54	0.59	79.33 %	265,341.91	0.00 %		11.34 %	26,534.19
CH39	95.41	75.28	0.20	78.90 %	124,666.29	0.00 %		11.34 %	12,466.63
CGL1	114.56	89.51	0.51	78.14 %	118,941.00	0.00 %		11.34 %	11,894.10
CH28	256.63	198.51	0.11	77.35 %	402,792.12	0.00 %		11.34 %	40,279.21
CH37	92.81	67.61	0.16	72.85 %	105,480.27	0.00 %		11.34 %	10,548.03
CH19	288.81	206.61	0.18	71.54 %	269,634.68	0.00 %		11.34 %	26,963.47
CH42	264.04	188.22	0.24	71.28 %	259,694.67	0.00 %		11.34 %	25,969.47
CH07	270.06	187.70	0.33	69.50 %	226,317.26	0.00 %		11.34 %	
CH14	426.52	295.99	0.12	69.40 %	376,762.62	0.00 %		11.34 %	
CH49	253.33	168.66	0.26	66.58 %	220,649.32	0.00 %		11.34 %	
KNR1	135.31	84.62	0.03	62.54 %	121,359.51	0.00 %		11.34 %	
SKL1	128.47	79.48	0.28	61.87 %	103,707.06	0.00 %		11.34 %	
CH16	504.47	309.99	0.17	61.45 %	318,332.71	0.00 %		11.34 %	
GUD2	137.49	77.90	0.33	56.66 %	98,202.71	0.00 %		11.34 %	
CH08	391.63	218.09	0.19	55.69 %	331,189.74	0.00 %		11.34 %	
TKM1	119.19	63.63	0.36	53.39 %	75,099.06	0.00 %		11.34 %	
CH22	224.84	118.21	0.17	52.57 %	133,137.06	0.00 %		11.34 %	
CH40	91.49	47.41	0.26	51.82 %	17,771.19	0.00 %		11.34 %	
AVD1	211.68	109.57	0.06	51.76 %	108,616.91	0.00 %		11.34 %	
MC10	30.20	12.91	0.03	42.76 %	6,926.05	0.00 %		11.34 %	
CH26	82.88	28.47	0.03	34.35 %	40,756.37	0.00 %		11.34 %	
CH29	45.26	14.53	0.34	32.09 %	25,095.97	0.00 %		11.34 %	
MC09	15.05	1.87	0.00	12.45 %	1,070.70	0.00 %		11.34 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	147.79	4.70	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	243.05	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	3.51	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	2.85	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	29.22	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	14.01	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	0.66	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	7.17	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	57.11	6.51	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	(0.05)	-1.40	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	(0.25)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	11.13	0.94	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	11.78	0.00	0.00 %	0.00	0.00 %		0.00 %	