



TN-Sales Spot Commission Details 22/03/2026 11:45 PM

Accu.Target 34,131.22 L	Sales 29,034.09 L	Achieved % 85.07 %	HO Budget+ % 4.93 %	Total Com. 245.72 L
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Note : Sales Period is From :01-Mar-2026 To :22-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	377.63	389.91	103.25 %	0.00	4.93 %	0.00
NORTH ARCOT	2,507.11	2,363.42	94.27 %	69,000.00	4.93 %	69,000.00
TRICHY-01	3,510.80	3,294.52	93.84 %	0.00	4.93 %	0.00
SOUTH-03	3,658.91	3,292.94	90.00 %	0.00	4.93 %	96,000.00
SOUTH ARCOT	2,268.35	1,989.96	87.73 %	0.00	4.93 %	57,000.00
SOUTH-01	5,407.69	4,689.89	86.73 %	0.00	4.93 %	0.00
KL-SOUTH	320.77	275.62	85.92 %	0.00	4.93 %	0.00
WEST-02	3,301.67	2,774.21	84.02 %	0.00	4.93 %	0.00
CHENNAI-02	4,664.74	3,640.56	78.04 %	0.00	4.93 %	0.00
WEST-01	2,993.01	2,306.83	77.07 %	0.00	4.93 %	0.00
CHENNAI-01	5,120.53	3,748.26	73.20 %	0.00	4.93 %	0.00
OTHERS	0.00	267.97	0.00 %	0.00	0.00 %	0.00
Total	34,131.22	29,034.09	85.07 %		4.93 %	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	377.63	389.91	103.25%	45,000.00	4.93 %	45,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	861.64	833.80	96.77%	60,000.00	4.93 %	120,000.00
	NA03	809.51	756.10	93.40%	52,500.00	4.93 %	52,500.00
	NA02	835.96	773.51	92.53%	52,500.00	4.93 %	52,500.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	1,077.45	1,094.11	101.55%	150,000.00	4.93 %	150,000.00
	KUM1	785.36	721.59	91.88%	52,500.00	4.93 %	52,500.00
	PBR1	847.03	766.67	90.51%	52,500.00	4.93 %	52,500.00
	TNJ1	800.96	712.15	88.91%	0.00	4.93 %	52,500.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	329.10	317.66	96.52%	22,500.00	4.93 %	45,000.00
	TEN1	519.31	477.39	91.93%	30,000.00	4.93 %	30,000.00
	KKD2	728.76	668.33	91.71%	45,000.00	4.93 %	45,000.00
	SVG1	673.02	601.37	89.35%	0.00	4.93 %	45,000.00
	MDU1	1,408.72	1,228.20	87.19%	0.00	4.93 %	90,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	645.96	587.79	90.99%	37,500.00	4.93 %	37,500.00
	SA01	823.19	728.68	88.52%	0.00	4.93 %	52,500.00
	SA02	799.20	673.48	84.27%	0.00	4.93 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,406.58	1,363.23	96.92%	97,500.00	4.93 %	195,000.00
	TVL1	765.88	699.76	91.37%	45,000.00	4.93 %	45,000.00
	TKS1	729.75	628.44	86.12%	0.00	4.93 %	45,000.00
	VNR1	676.17	580.12	85.79%	0.00	4.93 %	37,500.00
	KVT1	866.23	725.69	83.78%	0.00	4.93 %	0.00
	NGR1	963.07	692.65	71.92%	0.00	4.93 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	320.77	275.62	85.92%	0.00	4.93 %	15,000.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	667.34	620.26	92.94%	45,000.00	4.93 %	45,000.00
	SLM1	935.58	839.42	89.72%	0.00	4.93 %	60,000.00
	MTR1	660.03	582.73	88.29%	0.00	4.93 %	37,500.00
	ERD1	1,038.71	731.80	70.45%	0.00	4.93 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,183.69	1,007.64	85.13%	0.00	4.93 %	0.00
	CH09	967.18	778.57	80.50%	0.00	4.93 %	0.00
	CH04	1,350.46	1,003.69	74.32%	0.00	4.93 %	0.00
	CH07	1,163.41	850.65	73.12%	0.00	4.93 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	390.90	347.69	88.95%	0.00	4.93 %	22,500.00
	TPR4	333.90	261.86	78.42%	0.00	4.93 %	0.00
	CBE1	1,463.76	1,140.54	77.92%	0.00	4.93 %	0.00
	TPR1	396.40	293.42	74.02%	0.00	4.93 %	0.00
	PLI1	408.06	263.32	64.53%	0.00	4.93 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,261.86	1,011.11	80.13%	0.00	4.93 %	0.00
	CH08	1,181.94	871.33	73.72%	0.00	4.93 %	0.00
	CH03	951.97	667.87	70.16%	0.00	4.93 %	0.00
	CH06	1,724.76	1,197.96	69.46%	0.00	4.93 %	0.00

OTHERS	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
	NA01	0.00	(0.06)	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	10.47	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	377.63	389.91	0.20	103.25 %	360,473.65	25.00 %	90,118.41	4.93 %	90,118.41

NORTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	63.77	86.72	0.03	135.99 %	69,799.00	40.00 %	27,919.60	4.93 %	27,919.60
SLG1	58.63	67.99	0.12	115.97 %	51,773.85	30.00 %	15,532.16	4.93 %	20,709.54
PTU1	38.47	41.81	0.01	108.69 %	33,425.00	25.00 %	8,356.25	4.93 %	10,027.50
TRT1	79.73	85.94	0.17	107.79 %	50,994.70	25.00 %	12,748.68	4.93 %	15,298.41
ANI1	44.75	48.19	0.01	107.69 %	41,029.30	25.00 %	10,257.33	4.93 %	12,308.79
KPM2	269.78	283.89	0.07	105.23 %	226,825.10	25.00 %	56,706.28	4.93 %	68,047.53
PLR1	48.53	51.00	0.00	105.09 %	44,280.20	25.00 %	11,070.05	4.93 %	13,284.06
GDM1	77.15	80.94	0.00	104.92 %	63,057.15	25.00 %	15,764.29	4.93 %	18,917.15
VSI1	80.91	83.86	0.18	103.65 %	100,155.40	25.00 %	25,038.85	4.93 %	25,038.85
AKM1	115.90	116.94	0.30	100.90 %	95,578.90	25.00 %	23,894.73	4.93 %	23,894.73
UGI1	42.67	42.83	0.58	100.37 %	32,304.85	25.00 %	8,076.21	4.93 %	8,076.21
WJP1	81.44	79.35	0.11	97.44 %	86,015.80	20.00 %	17,203.16	4.93 %	21,503.95
CGM1	68.55	66.53	0.07	97.05 %	46,700.40	20.00 %	9,340.08	4.93 %	11,675.10
ARC2	74.13	70.27	0.57	94.79 %	53,639.70	15.00 %	8,045.96	4.93 %	10,727.94
VEL2	174.97	164.43	0.15	93.98 %	166,446.25	15.00 %	24,966.94	4.93 %	33,289.25
BGR1	54.60	51.20	0.05	93.77 %	42,445.00	15.00 %	6,366.75	4.93 %	8,489.00
SBR1	156.98	146.23	0.00	93.15 %	165,039.00	15.00 %	24,755.85	4.93 %	33,007.80
WJD1	101.71	94.47	0.05	92.88 %	115,221.65	15.00 %	17,283.25	4.93 %	23,044.33
CYR1	60.87	54.65	0.23	89.79 %	55,569.30	10.00 %	5,556.93	4.93 %	8,335.40
CPT1	50.67	45.03	0.11	88.87 %	38,411.15	10.00 %	3,841.12	4.93 %	5,761.67
VEL1	146.46	120.95	0.04	82.58 %	122,977.00	10.00 %	12,297.70	4.93 %	12,297.70
TRR1	143.48	116.83	0.36	81.43 %	80,961.15	10.00 %	8,096.12	4.93 %	8,096.12
TRL1	246.84	191.21	0.10	77.46 %	181,933.00	0.00 %		4.93 %	18,193.30
ABR1	113.07	86.10	0.22	76.15 %	71,030.45	0.00 %		4.93 %	7,103.05
KPM1	113.07	86.03	0.18	76.09 %	84,545.00	0.00 %		4.93 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	35.52	46.23	0.00	130.16 %	28,885.55	40.00 %	11,554.22	4.93 %	11,554.22
PDK1	52.63	60.76	0.00	115.46 %	47,947.40	30.00 %	14,384.22	4.93 %	19,178.96
KRN1	61.59	70.29	0.00	114.13 %	55,171.40	30.00 %	16,551.42	4.93 %	22,068.56
TVR1	59.53	67.02	0.00	112.59 %	49,158.70	30.00 %	14,747.61	4.93 %	14,747.61
NMM1	59.10	64.22	0.36	108.66 %	60,325.20	25.00 %	15,081.30	4.93 %	18,097.56
MVM1	143.99	155.96	0.06	108.32 %	163,276.00	25.00 %	40,819.00	4.93 %	48,982.80
TRY1	638.94	670.69	0.46	104.97 %	373,836.35	25.00 %	93,459.09	4.93 %	112,150.91
TYR1	119.66	120.66	0.08	100.84 %	80,257.20	25.00 %	20,064.30	4.93 %	20,064.30
TTP1	95.52	94.82	0.00	99.28 %	69,080.20	20.00 %	13,816.04	4.93 %	17,270.05
MSI1	87.25	85.59	0.07	98.10 %	58,063.55	20.00 %	11,612.71	4.93 %	14,515.89
TRY4	148.66	145.70	0.00	98.01 %	137,322.45	20.00 %	27,464.49	4.93 %	34,330.61
TVR2	169.69	165.86	0.03	97.74 %	107,495.50	20.00 %	21,499.10	4.93 %	26,873.88
TNJ2	161.27	153.39	0.09	95.11 %	99,467.00	20.00 %	19,893.40	4.93 %	19,893.40
MDI1	107.21	98.62	0.21	91.99 %	71,897.95	15.00 %	10,784.69	4.93 %	14,379.59
TRY2	61.62	56.27	0.06	91.31 %	35,492.50	15.00 %	5,323.88	4.93 %	7,098.50
ORU1	60.02	54.26	0.06	90.41 %	61,563.25	15.00 %	9,234.49	4.93 %	12,312.65
PTK1	153.99	137.58	0.02	89.34 %	70,250.35	10.00 %	7,025.04	4.93 %	10,537.55
JKM1	101.04	88.04	0.04	87.13 %	59,332.15	10.00 %	5,933.22	4.93 %	8,899.82
APM1	39.60	33.82	0.13	85.40 %	37,682.25	10.00 %	3,768.23	4.93 %	3,768.23
NGT1	111.11	93.12	0.06	83.80 %	78,092.35	10.00 %	7,809.24	4.93 %	7,809.24
KUM1	230.07	192.20	0.04	83.54 %	127,333.25	10.00 %	12,733.33	4.93 %	12,733.33
AYR1	79.85	66.69	0.10	83.51 %	51,735.70	10.00 %	5,173.57	4.93 %	5,173.57
PBR2	236.46	187.60	0.29	79.34 %	133,322.30	0.00 %		4.93 %	13,332.23
TRY3	114.02	90.40	0.00	79.28 %	73,312.05	0.00 %		4.93 %	7,331.21
PBR1	78.78	62.14	0.10	78.87 %	37,668.10	0.00 %		4.93 %	3,766.81
TNJ1	219.76	170.26	0.28	77.48 %	100,657.00	0.00 %		4.93 %	10,065.70
KIK1	83.93	62.33	0.04	74.27 %	52,900.80	0.00 %		4.93 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPA1	74.05	96.96	0.29	130.93 %	93,587.75	40.00 %	37,435.10	4.93 %	37,435.10
KKD3	106.25	132.01	0.14	124.24 %	154,055.50	40.00 %	61,622.20	4.93 %	61,622.20
CMR1	44.70	55.11	0.45	123.27 %	36,936.55	40.00 %	14,774.62	4.93 %	14,774.62
DGL2	96.87	106.46	0.35	109.90 %	78,355.15	25.00 %	19,588.79	4.93 %	23,506.55
KRR1	81.61	88.32	0.28	108.22 %	111,302.30	25.00 %	27,825.58	4.93 %	33,390.69
PKM1	41.71	43.76	0.04	104.93 %	44,320.15	25.00 %	11,080.04	4.93 %	13,296.05
KPT1	52.64	54.87	0.19	104.24 %	55,605.15	25.00 %	13,901.29	4.93 %	13,901.29
TDI1	65.78	65.90	0.04	100.19 %	83,531.40	25.00 %	20,882.85	4.93 %	20,882.85
USL1	63.71	63.80	0.02	100.13 %	41,828.50	25.00 %	10,457.13	4.93 %	10,457.13
MDU7	118.07	116.52	0.46	98.68 %	80,694.75	20.00 %	16,138.95	4.93 %	20,173.69
PNV2	52.29	51.48	0.00	98.46 %	28,793.95	20.00 %	5,758.79	4.93 %	7,198.49
MDU1	347.39	339.61	0.21	97.76 %	208,413.20	20.00 %	41,682.64	4.93 %	52,103.30
TPT1	88.16	85.19	0.19	96.63 %	105,637.45	20.00 %	21,127.49	4.93 %	26,409.36
DGL1	227.74	218.92	0.22	96.13 %	177,478.55	20.00 %	35,495.71	4.93 %	44,369.64
NTM1	47.51	45.06	0.10	94.84 %	39,091.85	15.00 %	5,863.78	4.93 %	7,818.37
TEN1	96.86	90.85	0.18	93.79 %	74,350.55	15.00 %	11,152.58	4.93 %	14,870.11
ADP1	62.08	58.14	0.19	93.65 %	55,600.70	15.00 %	8,340.11	4.93 %	11,120.14
PVI1	72.61	66.02	0.19	90.92 %	54,058.35	15.00 %	8,108.75	4.93 %	10,811.67
NKI1	52.91	47.94	0.05	90.61 %	47,007.05	15.00 %	7,051.06	4.93 %	9,401.41
ODM1	47.54	42.64	0.28	89.68 %	25,660.50	10.00 %	2,566.05	4.93 %	3,849.08
SGP1	47.15	42.12	0.00	89.32 %	39,955.75	10.00 %	3,995.58	4.93 %	5,993.36
TMM1	118.13	104.80	0.15	88.72 %	73,751.35	10.00 %	7,375.14	4.93 %	11,062.70
BNR1	63.24	55.00	0.12	86.98 %	49,814.95	10.00 %	4,981.50	4.93 %	7,472.24
CBM1	94.70	82.02	0.04	86.61 %	88,792.35	10.00 %	8,879.24	4.93 %	13,318.85
BTU1	43.96	37.75	0.47	85.89 %	34,270.20	10.00 %	3,427.02	4.93 %	5,140.53
MDU5	67.50	57.26	0.12	84.83 %	65,835.50	10.00 %	6,583.55	4.93 %	6,583.55
DKI1	105.52	88.63	0.12	84.00 %	136,913.05	10.00 %	13,691.31	4.93 %	13,691.31
MDU3	139.17	114.35	0.16	82.16 %	60,137.35	10.00 %	6,013.74	4.93 %	6,013.74
SVG1	96.59	77.71	0.10	80.45 %	61,030.00	10.00 %	6,103.00	4.93 %	6,103.00
TEN2	116.02	92.51	0.16	79.73 %	58,511.50	0.00 %		4.93 %	5,851.15
KYK1	58.83	45.51	0.07	77.36 %	39,477.20	0.00 %		4.93 %	3,947.72
MLR1	68.19	52.48	0.05	76.95 %	44,434.00	0.00 %		4.93 %	4,443.40
MDU2	239.08	180.79	0.18	75.62 %	142,310.55	0.00 %		4.93 %	
ATG1	137.02	101.46	0.44	74.04 %	102,538.40	0.00 %		4.93 %	
MDU6	191.75	140.48	0.06	73.26 %	107,865.35	0.00 %		4.93 %	
MDU4	99.21	70.32	0.53	70.88 %	52,065.45	0.00 %		4.93 %	
MNM1	53.98	35.52	0.00	65.80 %	31,580.10	0.00 %		4.93 %	
PNI1	78.38	44.68	0.00	57.01 %	29,473.90	0.00 %		4.93 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MKM1	45.92	65.22	0.05	142.02 %	80,000.80	40.00 %	32,000.32	4.93 %	32,000.32
PRT1	71.36	97.86	0.35	137.14 %	86,924.05	40.00 %	34,769.62	4.93 %	34,769.62
SJI2	103.49	110.43	0.11	106.71 %	87,527.25	25.00 %	21,881.81	4.93 %	26,258.18
TDM1	81.42	81.78	0.37	100.44 %	55,049.65	25.00 %	13,762.41	4.93 %	13,762.41
KML1	61.35	59.52	0.08	97.02 %	49,091.80	20.00 %	9,818.36	4.93 %	12,272.95
TVM1	61.01	59.06	0.07	96.79 %	37,173.45	20.00 %	7,434.69	4.93 %	9,293.36
CUD1	231.19	223.66	0.12	96.74 %	188,390.80	20.00 %	37,678.16	4.93 %	47,097.70
TVM2	80.36	76.51	0.00	95.22 %	37,780.45	20.00 %	7,556.09	4.93 %	9,445.11
TRK1	142.63	127.29	0.06	89.25 %	121,834.60	10.00 %	12,183.46	4.93 %	18,275.19
KLM1	120.50	105.23	0.32	87.32 %	134,288.25	10.00 %	13,428.83	4.93 %	20,143.24
STP1	45.91	39.40	0.33	85.83 %	21,270.30	10.00 %	2,127.03	4.93 %	3,190.55
VPM2	122.19	104.64	0.16	85.64 %	70,361.10	10.00 %	7,036.11	4.93 %	7,036.11
ULP1	115.15	96.58	0.06	83.87 %	57,371.05	10.00 %	5,737.11	4.93 %	5,737.11
POY2	184.74	147.51	0.25	79.85 %	143,610.95	0.00 %		4.93 %	14,361.10
KKI2	128.49	101.77	0.07	79.20 %	104,173.80	0.00 %		4.93 %	10,417.38
POY1	240.84	187.07	0.07	77.68 %	185,716.15	0.00 %		4.93 %	18,571.62
NVL2	143.45	108.72	0.16	75.79 %	85,537.30	0.00 %		4.93 %	
VCM1	80.18	58.79	0.04	73.32 %	34,319.40	0.00 %		4.93 %	
CDM1	153.32	110.84	0.35	72.29 %	99,294.90	0.00 %		4.93 %	
VPM1	54.87	28.09	0.11	51.19 %	21,314.50	0.00 %		4.93 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	71.39	85.68	0.13	120.01 %	104,926.30	40.00 %	41,970.52	4.93 %	41,970.52
ARM1	48.96	53.80	0.32	109.88 %	36,663.70	25.00 %	9,165.93	4.93 %	10,999.11
KYR1	52.79	57.16	0.07	108.27 %	65,256.35	25.00 %	16,314.09	4.93 %	19,576.91
TUT1	833.83	854.68	0.22	102.50 %	448,787.90	25.00 %	112,196.98	4.93 %	112,196.98
KGL1	62.04	63.46	0.00	102.29 %	51,321.55	25.00 %	12,830.39	4.93 %	12,830.39
VNR1	72.59	72.94	0.28	100.49 %	61,446.50	25.00 %	15,361.63	4.93 %	15,361.63
SDI1	81.21	80.67	0.14	99.33 %	52,787.55	20.00 %	10,557.51	4.93 %	13,196.89
PKD1	104.75	102.79	0.10	98.13 %	94,926.15	20.00 %	18,985.23	4.93 %	23,731.54
TCN1	98.17	95.55	0.10	97.33 %	82,099.90	20.00 %	16,419.98	4.93 %	20,524.98
KSM1	44.89	43.67	0.04	97.28 %	25,093.90	20.00 %	5,018.78	4.93 %	6,273.48
SVK1	140.41	135.54	0.16	96.53 %	96,134.70	20.00 %	19,226.94	4.93 %	24,033.68
ASM1	68.99	64.88	0.08	94.03 %	58,133.20	15.00 %	8,719.98	4.93 %	11,626.64
TKS1	149.95	140.64	0.20	93.80 %	120,223.35	15.00 %	18,033.50	4.93 %	24,044.67
TKS2	205.28	190.41	0.17	92.76 %	119,469.45	15.00 %	17,920.42	4.93 %	23,893.89
TVL1	491.39	444.94	0.16	90.55 %	361,958.55	15.00 %	54,293.78	4.93 %	72,391.71
APK2	94.99	85.36	0.17	89.86 %	58,240.95	10.00 %	5,824.10	4.93 %	8,736.14
SKD1	60.81	54.46	0.19	89.56 %	68,663.70	10.00 %	6,866.37	4.93 %	10,299.56
UDN1	64.89	57.65	0.22	88.84 %	38,015.60	10.00 %	3,801.56	4.93 %	5,702.34
VLY1	156.54	136.15	0.04	86.97 %	80,340.60	10.00 %	8,034.06	4.93 %	12,051.09
MMT1	93.28	79.64	0.13	85.38 %	42,937.05	10.00 %	4,293.71	4.93 %	4,293.71
SGT1	52.39	44.19	0.09	84.36 %	31,687.55	10.00 %	3,168.76	4.93 %	3,168.76
APK1	107.66	89.86	0.06	83.47 %	95,717.20	10.00 %	9,571.72	4.93 %	9,571.72
KVT1	272.45	223.39	0.07	81.99 %	197,404.15	10.00 %	19,740.42	4.93 %	19,740.42
TYI1	80.80	65.51	0.22	81.08 %	60,195.70	10.00 %	6,019.57	4.93 %	6,019.57
STU2	61.93	49.87	0.19	80.53 %	32,135.05	10.00 %	3,213.51	4.93 %	3,213.51
TUT2	257.50	204.16	0.07	79.28 %	129,008.00	0.00 %		4.93 %	12,900.80
RND1	156.63	121.02	0.08	77.27 %	124,101.20	0.00 %		4.93 %	12,410.12
VNR2	260.53	196.42	0.23	75.39 %	162,896.30	0.00 %		4.93 %	
SNL1	90.63	67.62	0.04	74.61 %	41,015.45	0.00 %		4.93 %	
VKM1	66.25	49.39	0.29	74.55 %	59,316.70	0.00 %		4.93 %	
RPM1	156.90	116.78	0.27	74.43 %	88,602.70	0.00 %		4.93 %	
NGR1	415.19	301.74	0.36	72.67 %	161,169.30	0.00 %		4.93 %	
TKY1	83.92	56.67	0.03	67.53 %	37,930.55	0.00 %		4.93 %	
PDI1	84.03	55.73	0.38	66.32 %	41,995.40	0.00 %		4.93 %	
MAR1	214.29	124.85	0.21	58.26 %	75,449.95	0.00 %		4.93 %	
COL1	49.46	22.62	0.42	45.74 %	18,735.75	0.00 %		4.93 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	69.51	73.06	0.01	105.12 %	44,378.55	25.00 %	11,094.64	4.93 %	13,313.57
PNL1	43.61	41.39	0.10	94.91 %	27,362.05	15.00 %	4,104.31	4.93 %	5,472.41
TVP1	154.08	123.53	0.30	80.17 %	86,696.45	10.00 %	8,669.65	4.93 %	8,669.65
KLR1	53.58	37.64	0.05	70.25 %	24,579.30	0.00 %		4.93 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	89.31	108.35	0.01	121.32 %	68,835.90	40.00 %	27,534.36	4.93 %	27,534.36
EDP1	40.43	46.82	0.15	115.80 %	24,424.75	30.00 %	7,327.43	4.93 %	9,769.90
PMP1	62.52	68.98	0.40	110.33 %	41,000.35	30.00 %	12,300.11	4.93 %	12,300.11
HRR1	58.12	60.63	0.08	104.31 %	53,544.20	25.00 %	13,386.05	4.93 %	13,386.05
APN1	67.80	70.68	0.15	104.25 %	78,738.05	25.00 %	19,684.51	4.93 %	19,684.51
MCR1	95.74	99.13	0.06	103.55 %	68,718.35	25.00 %	17,179.59	4.93 %	17,179.59
DPR1	49.66	51.13	0.50	102.96 %	36,713.65	25.00 %	9,178.41	4.93 %	9,178.41
BMD1	59.12	60.55	0.00	102.43 %	50,822.15	25.00 %	12,705.54	4.93 %	12,705.54
SLM2	102.37	98.45	0.06	96.17 %	58,694.45	20.00 %	11,738.89	4.93 %	14,673.61
SGI1	60.83	57.96	0.05	95.28 %	44,247.10	20.00 %	8,849.42	4.93 %	11,061.78
ATU1	114.53	108.32	0.08	94.57 %	81,881.95	15.00 %	12,282.29	4.93 %	16,376.39
OML1	92.78	86.57	0.13	93.31 %	75,366.30	15.00 %	11,304.95	4.93 %	15,073.26
EPI1	75.85	69.53	0.09	91.67 %	54,725.60	15.00 %	8,208.84	4.93 %	10,945.12
KAM1	49.25	44.81	0.20	90.98 %	34,286.80	15.00 %	5,143.02	4.93 %	6,857.36
SLM1	284.24	255.71	0.10	89.96 %	161,921.95	10.00 %	16,192.20	4.93 %	24,288.29
KVP1	53.56	48.01	0.00	89.65 %	32,875.25	10.00 %	3,287.53	4.93 %	4,931.29
DPR2	53.01	47.38	0.08	89.38 %	33,025.35	10.00 %	3,302.54	4.93 %	4,953.80
PLC1	60.76	53.66	0.10	88.32 %	54,357.60	10.00 %	5,435.76	4.93 %	8,153.64
HSR1	110.55	96.11	0.15	86.93 %	71,992.55	10.00 %	7,199.26	4.93 %	10,798.88
CMI1	47.99	40.70	0.04	84.82 %	48,143.65	10.00 %	4,814.37	4.93 %	4,814.37
TRM1	122.76	99.38	0.09	80.95 %	78,606.90	10.00 %	7,860.69	4.93 %	7,860.69
TCG1	74.37	60.17	0.00	80.90 %	57,676.05	10.00 %	5,767.61	4.93 %	5,767.61
NKL2	149.69	119.94	0.26	80.13 %	116,351.10	10.00 %	11,635.11	4.93 %	11,635.11
HSR2	180.56	142.38	0.09	78.86 %	126,734.80	0.00 %		4.93 %	12,673.48
SLM3	145.54	111.22	0.12	76.42 %	88,893.10	0.00 %		4.93 %	8,889.31
ERD2	226.36	170.53	0.24	75.34 %	228,523.90	0.00 %		4.93 %	
VPD1	104.82	78.69	0.25	75.07 %	80,948.75	0.00 %		4.93 %	
PDR1	53.12	39.35	0.20	74.09 %	50,981.75	0.00 %		4.93 %	
RSP1	94.53	65.56	0.15	69.36 %	72,372.20	0.00 %		4.93 %	
KMM1	64.17	41.88	0.00	65.26 %	39,040.65	0.00 %		4.93 %	
ERD1	213.07	133.36	0.28	62.59 %	120,429.90	0.00 %		4.93 %	
MTR1	128.84	77.96	0.24	60.51 %	49,238.25	0.00 %		4.93 %	
VKL1	67.37	35.96	0.00	53.37 %	40,263.75	0.00 %		4.93 %	
SGG1	48.06	24.34	0.41	50.65 %	16,976.65	0.00 %		4.93 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	88.01	119.74	1.42	136.05 %	81,072.90	40.00 %	32,429.16	4.93 %	32,429.16
CH24	137.46	154.95	0.18	112.72 %	143,439.15	30.00 %	43,031.75	4.93 %	43,031.75
CH23	63.51	68.76	0.14	108.27 %	77,842.65	25.00 %	19,460.66	4.93 %	23,352.80
CH17	125.72	126.69	0.35	100.77 %	157,196.25	25.00 %	39,299.06	4.93 %	39,299.06
CH32	27.71	27.69	0.12	99.93 %	30,707.80	20.00 %	6,141.56	4.93 %	7,676.95
CH50	163.91	158.76	0.12	96.86 %	152,601.05	20.00 %	30,520.21	4.93 %	38,150.26
MC05	36.87	34.98	0.00	94.85 %	14,516.80	15.00 %	2,177.52	4.93 %	2,903.36
CH27	49.17	43.67	0.59	88.82 %	43,407.65	10.00 %	4,340.77	4.93 %	6,511.15
CH12	265.04	228.01	0.20	86.03 %	191,999.70	10.00 %	19,199.97	4.93 %	28,799.96
CH46	76.96	66.10	0.21	85.89 %	59,640.10	10.00 %	5,964.01	4.93 %	8,946.02
PON1	100.50	86.17	0.12	85.74 %	84,414.90	10.00 %	8,441.49	4.93 %	12,662.24
UKI1	103.34	88.10	0.14	85.25 %	68,487.90	10.00 %	6,848.79	4.93 %	6,848.79
CH03	490.30	413.22	0.13	84.28 %	342,459.60	10.00 %	34,245.96	4.93 %	34,245.96
CH33	158.78	124.87	0.06	78.65 %	122,658.15	0.00 %		4.93 %	12,265.82
CH34	185.89	142.11	0.17	76.45 %	116,114.50	0.00 %		4.93 %	11,611.45
CH41	165.31	124.84	0.08	75.52 %	155,261.80	0.00 %		4.93 %	
CH20	216.09	162.31	0.23	75.11 %	138,241.10	0.00 %		4.93 %	
CH51	210.02	157.02	0.35	74.76 %	140,439.90	0.00 %		4.93 %	
CH15	455.65	335.98	0.18	73.74 %	261,846.30	0.00 %		4.93 %	
MC06	42.33	31.18	0.10	73.64 %	15,810.55	0.00 %		4.93 %	
MJR1	183.36	133.50	0.17	72.81 %	116,842.40	0.00 %		4.93 %	
CH43	143.37	103.33	0.17	72.08 %	107,575.45	0.00 %		4.93 %	
CH44	149.26	106.71	0.20	71.50 %	111,116.70	0.00 %		4.93 %	
CH31	79.34	52.01	0.37	65.55 %	54,271.30	0.00 %		4.93 %	
CH36	80.51	49.30	0.10	61.23 %	39,955.40	0.00 %		4.93 %	
CH06	185.04	111.52	0.42	60.27 %	109,679.40	0.00 %		4.93 %	
CH18	274.01	162.85	0.14	59.43 %	149,300.20	0.00 %		4.93 %	
CH21	399.99	225.04	0.25	56.26 %	141,634.15	0.00 %		4.93 %	
CH01	7.27	1.14	0.66	15.67 %	1,868.15	0.00 %		4.93 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	48.70	51.21	0.02	105.16 %	45,367.30	25.00 %	11,341.83	4.93 %	13,610.19
AVI1	61.56	59.17	0.35	96.13 %	65,437.90	20.00 %	13,087.58	4.93 %	16,359.48
CBE4	138.28	131.20	0.07	94.88 %	139,605.15	15.00 %	20,940.77	4.93 %	27,921.03
KMD1	43.25	39.25	0.08	90.76 %	47,779.40	15.00 %	7,166.91	4.93 %	9,555.88
GDR1	51.40	46.26	0.05	90.00 %	34,073.90	10.00 %	3,407.39	4.93 %	5,111.09
SUL1	74.69	65.91	0.01	88.25 %	79,506.40	10.00 %	7,950.64	4.93 %	11,925.96
KGI1	57.31	50.04	0.06	87.32 %	34,985.65	10.00 %	3,498.57	4.93 %	5,247.85
MPM1	90.58	78.77	0.00	86.97 %	98,445.60	10.00 %	9,844.56	4.93 %	14,766.84
TPR4	44.08	37.97	0.04	86.14 %	39,942.55	10.00 %	3,994.26	4.93 %	5,991.38
PPI1	57.11	48.67	0.12	85.21 %	55,828.35	10.00 %	5,582.84	4.93 %	5,582.84
PDM1	59.75	50.60	0.03	84.70 %	55,870.90	10.00 %	5,587.09	4.93 %	5,587.09
KGM1	51.83	43.47	0.03	83.87 %	48,840.55	10.00 %	4,884.06	4.93 %	4,884.06
UAM1	99.67	82.15	0.00	82.43 %	55,698.50	10.00 %	5,569.85	4.93 %	5,569.85
CBE2	644.07	518.46	0.04	80.50 %	339,568.50	10.00 %	33,956.85	4.93 %	33,956.85
CBE1	99.31	79.77	0.00	80.32 %	83,937.55	10.00 %	8,393.76	4.93 %	8,393.76
KMR1	167.51	129.38	0.21	77.24 %	121,969.70	0.00 %		4.93 %	12,196.97
TPR2	169.24	129.31	0.21	76.41 %	88,169.85	0.00 %		4.93 %	8,816.99
CBE5	43.38	31.77	0.00	73.23 %	43,533.85	0.00 %		4.93 %	
CBE3	35.38	25.91	0.30	73.23 %	28,242.05	0.00 %		4.93 %	
TPR3	82.28	59.84	0.00	72.73 %	58,536.45	0.00 %		4.93 %	
UMP1	69.78	50.57	0.37	72.47 %	41,634.45	0.00 %		4.93 %	
TPR1	144.88	104.26	0.35	71.96 %	86,525.70	0.00 %		4.93 %	
SYM2	66.53	46.51	0.00	69.90 %	48,952.20	0.00 %		4.93 %	
DPM2	67.09	46.36	0.36	69.10 %	65,908.40	0.00 %		4.93 %	
GBM1	80.07	55.25	0.18	69.00 %	46,308.90	0.00 %		4.93 %	
CBE6	111.04	76.12	0.23	68.55 %	74,530.85	0.00 %		4.93 %	
ANR1	24.55	14.30	0.50	58.23 %	14,237.80	0.00 %		4.93 %	
SNR1	150.11	82.03	0.00	54.65 %	99,168.50	0.00 %		4.93 %	
PLI1	159.61	72.31	0.24	45.30 %	67,098.60	0.00 %		4.93 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	65.44	104.80	0.15	160.14 %	120,085.70	40.00 %	48,034.28	4.93 %	48,034.28
CH37	74.14	72.73	0.06	98.10 %	103,569.65	20.00 %	20,713.93	4.93 %	25,892.41
CH48	173.29	151.72	0.24	87.55 %	194,990.30	10.00 %	19,499.03	4.93 %	29,248.55
MRM1	128.76	111.54	0.04	86.62 %	97,740.00	10.00 %	9,774.00	4.93 %	14,661.00
CH30	165.79	142.78	0.11	86.12 %	114,237.15	10.00 %	11,423.72	4.93 %	17,135.57
TKM1	67.29	56.75	0.08	84.33 %	56,214.10	10.00 %	5,621.41	4.93 %	5,621.41
CH45	150.87	126.25	0.20	83.68 %	125,323.05	10.00 %	12,532.31	4.93 %	12,532.31
CH39	93.97	78.03	0.22	83.04 %	89,841.95	10.00 %	8,984.20	4.93 %	8,984.20
CH49	219.69	179.82	0.15	81.85 %	207,951.20	10.00 %	20,795.12	4.93 %	20,795.12
AVD1	178.36	145.66	0.22	81.67 %	131,359.40	10.00 %	13,135.94	4.93 %	13,135.94
CH40	73.52	59.59	0.15	81.06 %	25,373.75	10.00 %	2,537.38	4.93 %	2,537.38
CH35	155.39	125.73	0.10	80.91 %	133,305.60	10.00 %	13,330.56	4.93 %	13,330.56
CH38	109.61	85.68	0.00	78.17 %	92,830.90	0.00 %		4.93 %	9,283.09
CH05	322.12	251.03	0.19	77.93 %	199,681.65	0.00 %		4.93 %	19,968.17
CH14	315.96	239.75	0.17	75.88 %	222,673.50	0.00 %		4.93 %	
CGL1	103.78	78.35	0.31	75.50 %	63,190.45	0.00 %		4.93 %	
CH42	227.06	161.08	0.07	70.94 %	189,635.15	0.00 %		4.93 %	
CH19	229.67	159.71	0.15	69.54 %	177,886.65	0.00 %		4.93 %	
CH22	196.26	135.99	0.22	69.29 %	101,982.25	0.00 %		4.93 %	
CH25	191.32	130.64	0.49	68.28 %	153,480.85	0.00 %		4.93 %	
SKL1	125.89	85.49	0.30	67.90 %	78,433.55	0.00 %		4.93 %	
CH28	215.10	143.86	0.14	66.88 %	244,817.50	0.00 %		4.93 %	
CH26	50.10	33.44	0.00	66.75 %	32,260.60	0.00 %		4.93 %	
CH16	335.91	214.54	0.14	63.87 %	254,903.55	0.00 %		4.93 %	
CH07	255.86	160.35	0.32	62.67 %	154,865.50	0.00 %		4.93 %	
CH08	317.51	197.65	0.12	62.25 %	234,458.95	0.00 %		4.93 %	
KNR1	125.00	77.45	0.09	61.96 %	84,207.30	0.00 %		4.93 %	
GUD2	149.43	89.62	0.46	59.98 %	81,901.45	0.00 %		4.93 %	
GUD1	192.16	109.13	0.18	56.79 %	127,251.95	0.00 %		4.93 %	
CH29	36.11	16.89	0.00	46.79 %	21,786.10	0.00 %		4.93 %	
MC10	33.79	10.74	0.00	31.78 %	6,675.45	0.00 %		4.93 %	
MC09	41.37	11.49	0.00	27.77 %	6,955.85	0.00 %		4.93 %	

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 %	
WHVL	0.00	(0.06)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.05)	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 %	