



TN-Sales Spot Commission Details 22/05/2026 11:45 PM

Accu.Target 42,055.72 L
 Sales 33,179.12 L
 Achieved % 78.89 %
 HO Budget+% 11.11 %
 Total Com. 355.50 L

Note : Sales Period is From :01-May-2026 To :22-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	2,906.66	2,578.65	88.72 %	0.00	11.11 %	75,000.00
KL-NORTH	888.81	762.94	85.84 %	0.00	11.11 %	0.00
CHENNAI-02	5,227.98	4,421.49	84.57 %	0.00	11.11 %	132,000.00
SOUTH ARCOT	3,157.00	2,590.44	82.05 %	0.00	11.11 %	75,000.00
WEST-02	3,484.18	2,715.39	77.93 %	0.00	11.11 %	0.00
SOUTH-03	4,808.81	3,726.97	77.50 %	0.00	11.11 %	0.00
KL-SOUTH	573.87	441.55	76.94 %	0.00	11.11 %	0.00
WEST-01	2,487.77	1,904.76	76.56 %	0.00	11.11 %	0.00
SOUTH-01	6,744.03	5,023.91	74.49 %	0.00	11.11 %	0.00
TRICHY-01	5,273.57	3,818.46	72.41 %	0.00	11.11 %	0.00
CHENNAI-01	6,503.05	4,653.52	71.56 %	0.00	11.11 %	0.00
OTHERS	0.00	541.04	0.00 %	0.00	0.00 %	0.00
Total	42,055.72	33,179.12	78.89 %		11.11 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	890.52	865.94	97.24%	60,000.00	11.11 %	120,000.00
	NA01	1,067.68	914.73	85.67%	0.00	11.11 %	67,500.00
	NA03	948.46	797.99	84.13%	0.00	11.11 %	52,500.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	888.81	762.94	85.84%	0.00	11.11 %	52,500.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,412.06	1,245.18	88.18%	0.00	11.11 %	90,000.00
	CH04	1,386.23	1,175.85	84.82%	0.00	11.11 %	82,500.00
	CH09	1,180.02	997.29	84.52%	0.00	11.11 %	67,500.00
	CH07	1,249.68	1,003.18	80.27%	0.00	11.11 %	75,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	828.64	687.44	82.96%	0.00	11.11 %	45,000.00
	SA02	1,158.66	959.10	82.78%	0.00	11.11 %	67,500.00
	SA01	1,169.70	943.89	80.70%	0.00	11.11 %	67,500.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	692.69	629.47	90.87%	45,000.00	11.11 %	90,000.00
	SLM1	1,064.71	811.62	76.23%	0.00	11.11 %	0.00
	MTR1	708.31	534.49	75.46%	0.00	11.11 %	0.00
	ERD1	1,018.46	739.82	72.64%	0.00	11.11 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	544.56	487.49	89.52%	0.00	11.11 %	60,000.00
	KRR1	467.94	358.80	76.68%	0.00	11.11 %	0.00
	MDU1	1,864.04	1,420.32	76.20%	0.00	11.11 %	0.00
	KKD2	1,074.88	818.37	76.14%	0.00	11.11 %	0.00
	SVG1	857.39	642.00	74.88%	0.00	11.11 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	573.87	441.55	76.94%	0.00	11.11 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	371.69	371.57	99.97%	22,500.00	11.11 %	60,000.00
	TPR4	273.41	243.80	89.17%	0.00	11.11 %	30,000.00
	PLI1	335.52	253.63	75.59%	0.00	11.11 %	0.00
	TPR1	284.90	202.18	70.97%	0.00	11.11 %	0.00
	CBE1	1,222.25	833.58	68.20%	0.00	11.11 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	780.35	640.11	82.03%	0.00	11.11 %	45,000.00
	KVT1	1,223.44	929.75	75.99%	0.00	11.11 %	0.00
	TVL1	1,131.97	845.10	74.66%	0.00	11.11 %	0.00
	NGR1	1,076.62	792.43	73.60%	0.00	11.11 %	0.00
	TUT1	1,619.23	1,176.54	72.66%	0.00	11.11 %	0.00
	TKS1	912.41	639.97	70.14%	0.00	11.11 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	1,142.26	906.88	79.39%	0.00	11.11 %	0.00
	PBR1	1,325.81	983.69	74.20%	0.00	11.11 %	0.00
	TNJ1	1,227.11	900.00	73.34%	0.00	11.11 %	0.00
	TRY1	1,578.39	1,027.89	65.12%	0.00	11.11 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	1,171.52	898.07	76.66%	0.00	11.11 %	0.00
	CH03	1,078.44	787.61	73.03%	0.00	11.11 %	0.00
	CH05	1,608.11	1,171.51	72.85%	0.00	11.11 %	0.00
	CH10	1,257.82	863.05	68.61%	0.00	11.11 %	0.00
	CH06	1,387.16	933.28	67.28%	0.00	11.11 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	11.12	0.00%	0.00	0.00 %	0.00
	CH02	0.00	207.39	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	251.87	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	4.57	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	30.12	0.00%	0.00	0.00 %	0.00
TVP1	0.00	3.47	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	69.35	82.57	0.06	119.07 %	80,584.89	30.00 %	24,175.47	11.11 %	32,233.96
WJP1	83.69	93.64	0.25	111.89 %	102,841.31	30.00 %	30,852.39	11.11 %	41,136.52
VEL2	172.37	192.60	0.20	111.74 %	232,405.68	30.00 %	69,721.70	11.11 %	92,962.27
PTU1	42.76	45.42	0.11	106.24 %	32,946.43	25.00 %	8,236.61	11.11 %	9,883.93
VEL1	153.66	161.05	0.20	104.81 %	162,793.60	25.00 %	40,698.40	11.11 %	48,838.08
SLG1	66.50	63.65	0.16	95.71 %	77,070.18	20.00 %	15,414.04	11.11 %	19,267.55
AKM1	145.61	136.91	0.19	94.02 %	138,065.92	15.00 %	20,709.89	11.11 %	34,516.48
TRR1	149.17	140.12	0.32	93.93 %	129,210.78	15.00 %	19,381.62	11.11 %	32,302.70
GDM1	91.19	85.36	0.24	93.61 %	65,628.40	15.00 %	9,844.26	11.11 %	16,407.10
KPM2	353.32	318.88	0.15	90.25 %	282,096.12	15.00 %	42,314.42	11.11 %	70,524.03
SBR1	196.83	174.72	0.14	88.77 %	182,424.58	10.00 %	18,242.46	11.11 %	36,484.92
UGI1	49.42	43.14	0.03	87.29 %	36,753.62	10.00 %	3,675.36	11.11 %	7,350.72
BGR1	58.53	50.29	0.84	85.92 %	55,275.47	10.00 %	5,527.55	11.11 %	11,055.09
ABR1	113.15	96.65	0.24	85.41 %	88,200.70	10.00 %	8,820.07	11.11 %	17,640.14
TRL1	209.95	174.45	0.44	83.09 %	109,317.54	10.00 %	10,931.75	11.11 %	16,397.63
TRT1	109.96	90.96	0.52	82.72 %	75,737.72	10.00 %	7,573.77	11.11 %	11,360.66
PLR1	59.46	49.00	0.13	82.41 %	43,009.01	10.00 %	4,300.90	11.11 %	6,451.35
CPT1	74.85	60.73	0.09	81.13 %	70,606.54	10.00 %	7,060.65	11.11 %	10,590.98
WJD1	113.21	90.48	1.39	79.92 %	129,152.13	0.00 %		11.11 %	12,915.21
ARC2	75.84	60.42	0.46	79.66 %	68,718.85	0.00 %		11.11 %	6,871.89
KPM1	119.33	88.94	0.08	74.54 %	90,906.58	0.00 %		11.11 %	9,090.66
ANI1	83.98	62.31	0.60	74.20 %	68,247.83	0.00 %		11.11 %	6,824.78
CGM1	82.17	58.59	0.18	71.30 %	49,944.65	0.00 %		11.11 %	4,994.47
CYR1	92.69	63.15	0.22	68.13 %	66,059.50	0.00 %		11.11 %	
VSI1	139.66	94.62	0.10	67.75 %	105,907.96	0.00 %		11.11 %	

KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	888.81	762.94	0.18	85.84 %	592,736.06	10.00 %	59,273.61	11.11 %	118,547.21

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	31.09	51.22	0.00	164.75 %	22,245.85	40.00 %	8,898.34	11.11 %	8,898.34
CH27	50.64	63.02	0.59	124.45 %	81,661.89	40.00 %	32,664.76	11.11 %	32,664.76
UKI1	103.59	106.15	0.06	102.47 %	127,185.68	25.00 %	31,796.42	11.11 %	38,155.70
CH31	83.82	85.74	0.36	102.29 %	86,359.30	25.00 %	21,589.83	11.11 %	25,907.79
CH12	354.30	347.08	0.22	97.96 %	298,117.48	20.00 %	59,623.50	11.11 %	89,435.24
CH44	195.92	189.87	0.21	96.91 %	160,178.36	20.00 %	32,035.67	11.11 %	40,044.59
CH23	110.53	106.00	0.57	95.91 %	119,656.16	20.00 %	23,931.23	11.11 %	29,914.04
CH17	181.54	172.46	0.21	95.00 %	293,468.18	15.00 %	44,020.23	11.11 %	73,367.05
GPD1	116.44	110.35	0.12	94.77 %	93,319.66	15.00 %	13,997.95	11.11 %	23,329.92
CH50	194.39	181.30	0.10	93.26 %	278,193.00	15.00 %	41,728.95	11.11 %	69,548.25
CH46	88.92	81.55	0.28	91.72 %	116,656.57	15.00 %	17,498.49	11.11 %	29,164.14
CH21	335.43	305.93	0.31	91.21 %	289,080.12	15.00 %	43,362.02	11.11 %	72,270.03
CH03	474.98	432.24	0.44	91.00 %	549,472.54	15.00 %	82,420.88	11.11 %	137,368.14
CH32	34.72	30.95	0.28	89.14 %	36,256.51	10.00 %	3,625.65	11.11 %	9,064.13
PON1	102.86	90.75	0.18	88.23 %	116,146.00	10.00 %	11,614.60	11.11 %	23,229.20
CH36	79.21	67.92	0.05	85.76 %	65,975.57	10.00 %	6,597.56	11.11 %	13,195.11
CH24	225.09	192.76	0.43	85.64 %	248,003.69	10.00 %	24,800.37	11.11 %	49,600.74
CH33	210.58	178.20	0.18	84.62 %	197,154.12	10.00 %	19,715.41	11.11 %	39,430.82
MJR1	205.71	163.14	0.22	79.30 %	155,572.51	0.00 %		11.11 %	15,557.25
CH15	472.40	368.66	0.25	78.04 %	408,558.51	0.00 %		11.11 %	40,855.85
CH41	187.66	144.70	1.20	77.11 %	210,471.83	0.00 %		11.11 %	21,047.18
CH34	207.08	159.13	0.31	76.85 %	173,252.19	0.00 %		11.11 %	17,325.22
CH18	258.12	193.32	0.29	74.90 %	309,794.58	0.00 %		11.11 %	30,979.46
CH06	199.62	139.67	0.24	69.97 %	203,862.01	0.00 %		11.11 %	
CH43	142.87	98.89	0.25	69.22 %	95,451.65	0.00 %		11.11 %	
CH51	231.31	154.65	0.37	66.86 %	168,140.61	0.00 %		11.11 %	
CH20	271.45	170.45	0.21	62.79 %	192,389.86	0.00 %		11.11 %	
MC06	47.55	27.43	0.46	57.68 %	19,401.80	0.00 %		11.11 %	
CH01	30.18	7.94	0.60	26.31 %	7,957.05	0.00 %		11.11 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	28.40	37.12	0.16	130.70 %	25,082.19	40.00 %	10,032.88	11.11 %	10,032.88
MKM1	58.68	70.51	0.22	120.16 %	82,991.24	40.00 %	33,196.50	11.11 %	33,196.50
TVM2	100.33	100.73	0.52	100.40 %	48,019.89	25.00 %	12,004.97	11.11 %	14,405.97
PRT1	143.45	140.37	0.26	97.85 %	114,327.86	20.00 %	22,865.57	11.11 %	34,298.36
SJI2	129.00	125.67	0.12	97.42 %	122,966.14	20.00 %	24,593.23	11.11 %	30,741.54
KLM1	155.72	143.30	0.21	92.02 %	216,400.52	15.00 %	32,460.08	11.11 %	54,100.13
CDM1	198.83	178.52	0.21	89.78 %	151,459.04	10.00 %	15,145.90	11.11 %	37,864.76
TRK1	180.97	153.31	0.30	84.72 %	164,885.82	10.00 %	16,488.58	11.11 %	32,977.16
VCM2	106.47	88.99	0.19	83.58 %	71,229.27	10.00 %	7,122.93	11.11 %	10,684.39
CUD1	328.40	264.40	0.34	80.51 %	280,116.20	10.00 %	28,011.62	11.11 %	42,017.43
TDM1	105.84	84.97	0.64	80.28 %	71,644.32	10.00 %	7,164.43	11.11 %	10,746.65
ULP1	157.92	124.87	0.05	79.07 %	104,550.10	0.00 %		11.11 %	10,455.01
POY1	354.11	278.87	0.14	78.75 %	209,063.89	0.00 %		11.11 %	20,906.39
STP1	59.29	46.60	0.38	78.60 %	43,074.56	0.00 %		11.11 %	4,307.46
VPM2	152.62	119.91	0.23	78.56 %	128,458.67	0.00 %		11.11 %	12,845.87
KML1	108.11	84.05	0.16	77.75 %	89,000.43	0.00 %		11.11 %	8,900.04
TVM1	87.40	66.63	0.43	76.23 %	53,308.04	0.00 %		11.11 %	5,330.80
KKI2	168.17	127.95	0.10	76.08 %	101,266.39	0.00 %		11.11 %	10,126.64
NVL2	188.03	130.64	0.22	69.48 %	113,936.01	0.00 %		11.11 %	
POY2	272.79	186.81	0.22	68.48 %	212,086.25	0.00 %		11.11 %	
VPM1	72.48	36.23	0.63	49.99 %	30,232.54	0.00 %		11.11 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BMD1	45.85	62.73	0.26	136.81 %	61,034.81	40.00 %	24,413.92	11.11 %	24,413.92
KRI1	83.17	101.81	0.17	122.41 %	89,631.42	40.00 %	35,852.57	11.11 %	35,852.57
DPR1	43.89	48.65	0.04	110.83 %	49,254.64	30.00 %	14,776.39	11.11 %	19,701.86
KVP1	56.42	61.60	0.34	109.18 %	46,421.55	25.00 %	11,605.39	11.11 %	18,568.62
SGI1	54.46	58.27	0.25	107.00 %	47,799.29	25.00 %	11,949.82	11.11 %	19,119.72
SLM2	119.03	120.17	0.12	100.95 %	115,434.13	25.00 %	28,858.53	11.11 %	34,630.24
CMI1	41.17	40.56	0.01	98.53 %	49,342.36	20.00 %	9,868.47	11.11 %	14,802.71
PLC1	53.80	49.70	0.29	92.38 %	60,298.15	15.00 %	9,044.72	11.11 %	15,074.54
NKL2	139.18	124.19	0.18	89.23 %	132,421.09	10.00 %	13,242.11	11.11 %	33,105.27
PMP1	71.29	63.30	0.11	88.79 %	49,529.16	10.00 %	4,952.92	11.11 %	9,905.83
APN1	76.11	66.96	0.20	87.99 %	89,047.69	10.00 %	8,904.77	11.11 %	17,809.54
HSR2	176.05	148.72	0.25	84.48 %	139,107.50	10.00 %	13,910.75	11.11 %	20,866.13
TCG1	68.97	57.64	0.21	83.57 %	56,313.31	10.00 %	5,631.33	11.11 %	8,447.00
HSR1	129.67	101.64	0.08	78.39 %	106,397.77	0.00 %		11.11 %	10,639.78
ERD2	224.30	175.01	0.20	78.02 %	309,236.03	0.00 %		11.11 %	30,923.60
TRM1	115.91	90.11	0.15	77.74 %	84,667.48	0.00 %		11.11 %	8,466.75
ERD1	206.09	159.04	0.26	77.17 %	221,737.64	0.00 %		11.11 %	22,173.76
ATU1	139.84	107.11	0.07	76.59 %	102,243.38	0.00 %		11.11 %	10,224.34
DPR2	60.45	45.76	0.03	75.70 %	46,338.10	0.00 %		11.11 %	4,633.81
SLM1	302.67	226.24	0.26	74.75 %	240,018.56	0.00 %		11.11 %	24,001.86
MTR1	121.28	90.21	0.22	74.38 %	116,548.48	0.00 %		11.11 %	11,654.85
SLM3	163.90	117.31	0.48	71.57 %	141,896.88	0.00 %		11.11 %	14,189.69
EPI1	84.48	60.19	0.16	71.25 %	65,642.77	0.00 %		11.11 %	6,564.28
MCR1	98.85	70.15	0.24	70.97 %	74,798.22	0.00 %		11.11 %	
PDR1	43.96	30.76	0.00	69.96 %	53,560.15	0.00 %		11.11 %	
EDP1	47.58	32.81	0.03	68.96 %	29,391.56	0.00 %		11.11 %	
KAM1	67.84	44.43	0.33	65.49 %	44,709.49	0.00 %		11.11 %	
HRR1	90.55	57.00	0.42	62.95 %	52,163.95	0.00 %		11.11 %	
VPD1	131.11	80.83	0.08	61.65 %	92,787.64	0.00 %		11.11 %	
SGG1	42.51	22.88	0.26	53.82 %	21,923.52	0.00 %		11.11 %	
VKL1	55.43	29.63	0.24	53.45 %	42,369.13	0.00 %		11.11 %	
OML1	131.52	69.88	0.25	53.13 %	64,718.58	0.00 %		11.11 %	
RSP1	118.08	62.26	0.46	52.73 %	63,389.59	0.00 %		11.11 %	
KMM1	78.77	37.85	0.21	48.05 %	42,592.65	0.00 %		11.11 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	62.88	83.12	0.22	132.17 %	41,155.26	40.00 %	16,462.10	11.11 %	16,462.10
TEN1	76.71	85.29	0.37	111.18 %	75,709.96	30.00 %	22,712.99	11.11 %	30,283.98
KKD3	160.76	176.55	0.03	109.82 %	269,899.03	25.00 %	67,474.76	11.11 %	107,959.61
ODM1	62.81	67.97	0.00	108.22 %	26,155.07	25.00 %	6,538.77	11.11 %	10,462.03
MPA1	116.37	111.76	0.09	96.04 %	170,847.37	20.00 %	34,169.47	11.11 %	42,711.84
BNR1	64.05	59.97	0.13	93.63 %	60,522.26	15.00 %	9,078.34	11.11 %	15,130.57
PNV2	65.11	60.35	0.06	92.69 %	66,412.88	15.00 %	9,961.93	11.11 %	16,603.22
PKM1	46.11	41.05	0.10	89.01 %	40,706.15	10.00 %	4,070.62	11.11 %	10,176.54
KPT1	59.29	52.54	0.77	88.62 %	51,213.07	10.00 %	5,121.31	11.11 %	10,242.61
MDU3	126.41	111.95	0.06	88.56 %	70,940.66	10.00 %	7,094.07	11.11 %	14,188.13
TEN2	110.79	89.70	0.24	80.96 %	58,803.98	10.00 %	5,880.40	11.11 %	8,820.60
MDU2	250.49	201.13	0.38	80.29 %	211,579.81	10.00 %	21,157.98	11.11 %	31,736.97
MDU1	462.83	368.26	0.20	79.57 %	257,333.31	0.00 %		11.11 %	25,733.33
MDU7	153.77	121.86	0.27	79.25 %	123,439.63	0.00 %		11.11 %	12,343.96
DGL2	105.57	82.82	0.14	78.45 %	78,979.23	0.00 %		11.11 %	7,897.92
BTU1	47.87	37.19	0.00	77.69 %	22,510.47	0.00 %		11.11 %	2,251.05
MLR1	85.11	65.77	0.14	77.27 %	66,598.38	0.00 %		11.11 %	6,659.84
DGL1	482.53	366.43	0.52	75.94 %	187,886.02	0.00 %		11.11 %	18,788.60
NKI1	61.97	46.36	0.11	74.81 %	38,127.85	0.00 %		11.11 %	3,812.79
TDI1	106.32	78.48	0.05	73.81 %	123,894.17	0.00 %		11.11 %	12,389.42
USL1	82.78	61.07	0.33	73.77 %	44,534.09	0.00 %		11.11 %	4,453.41
ADP1	74.10	54.44	0.02	73.47 %	57,504.92	0.00 %		11.11 %	5,750.49
KYK1	80.01	57.68	0.00	72.10 %	62,446.40	0.00 %		11.11 %	6,244.64
TPT1	133.94	96.29	0.12	71.89 %	146,884.77	0.00 %		11.11 %	14,688.48
TMM1	154.16	110.42	0.11	71.63 %	73,783.12	0.00 %		11.11 %	7,378.31
KRR1	131.09	93.09	0.02	71.01 %	113,822.36	0.00 %		11.11 %	
MDU5	80.70	57.12	0.16	70.79 %	68,364.69	0.00 %		11.11 %	
MDU6	229.05	162.05	0.20	70.75 %	128,459.29	0.00 %		11.11 %	
PNI1	64.13	44.97	1.41	70.12 %	31,285.95	0.00 %		11.11 %	
ATG1	200.68	139.34	0.22	69.44 %	159,082.60	0.00 %		11.11 %	
SGP1	70.18	47.41	0.00	67.56 %	55,438.24	0.00 %		11.11 %	
SVG1	132.43	89.10	0.12	67.28 %	104,086.90	0.00 %		11.11 %	
CBM1	109.91	73.93	0.00	67.26 %	80,761.30	0.00 %		11.11 %	
DKI1	141.98	94.47	0.12	66.54 %	159,179.56	0.00 %		11.11 %	
PVI1	124.95	82.67	0.19	66.16 %	110,730.25	0.00 %		11.11 %	
MNM1	70.97	42.82	0.29	60.33 %	41,614.96	0.00 %		11.11 %	
MDU4	126.45	70.56	0.35	55.80 %	42,072.62	0.00 %		11.11 %	
NTM1	93.55	41.00	0.01	43.83 %	35,049.54	0.00 %		11.11 %	

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	293.05	267.17	0.22	91.17 %	129,621.86	15.00 %	19,443.28	11.11 %	32,405.47
PAS1	111.77	74.38	0.25	66.54 %	40,959.04	0.00 %		11.11 %	
KLR1	88.03	56.90	0.12	64.64 %	29,855.78	0.00 %		11.11 %	
PNL1	81.02	43.11	0.28	53.21 %	27,173.25	0.00 %		11.11 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	19.70	27.29	0.18	138.54 %	36,588.68	40.00 %	14,635.47	11.11 %	14,635.47
GDR1	44.77	57.88	0.02	129.27 %	38,689.16	40.00 %	15,475.66	11.11 %	15,475.66
CNR1	45.84	54.61	0.08	119.14 %	42,386.75	30.00 %	12,716.03	11.11 %	16,954.70
AVI1	44.59	50.90	1.03	114.15 %	67,005.62	30.00 %	20,101.69	11.11 %	26,802.25
KGI1	55.50	62.54	0.03	112.67 %	33,135.18	30.00 %	9,940.55	11.11 %	13,254.07
CBE1	67.82	72.79	0.27	107.33 %	73,221.77	25.00 %	18,305.44	11.11 %	29,288.71
MPM1	71.22	72.32	0.19	101.55 %	72,462.19	25.00 %	18,115.55	11.11 %	21,738.66
GBM1	60.85	59.76	0.45	98.22 %	65,251.18	20.00 %	13,050.24	11.11 %	19,575.35
KMR1	139.89	133.63	0.26	95.53 %	142,521.32	20.00 %	28,504.26	11.11 %	35,630.33
UAM1	93.63	88.70	0.00	94.73 %	54,664.85	15.00 %	8,199.73	11.11 %	13,666.21
KGM1	50.71	46.89	0.18	92.48 %	61,474.64	15.00 %	9,221.20	11.11 %	15,368.66
UMP1	55.38	50.70	0.17	91.55 %	44,355.60	15.00 %	6,653.34	11.11 %	11,088.90
CBE3	35.36	29.31	0.10	82.88 %	29,282.46	10.00 %	2,928.25	11.11 %	4,392.37
PPI1	43.94	35.84	0.27	81.57 %	38,082.77	10.00 %	3,808.28	11.11 %	5,712.42
TPR2	99.43	79.42	0.28	79.88 %	93,746.02	0.00 %		11.11 %	9,374.60
TPR1	112.90	85.93	0.21	76.11 %	86,315.16	0.00 %		11.11 %	8,631.52
SUL1	51.93	38.48	0.48	74.10 %	58,041.14	0.00 %		11.11 %	5,804.11
PDM1	49.65	36.19	0.00	72.89 %	51,405.08	0.00 %		11.11 %	5,140.51
DPM2	68.78	48.26	0.24	70.16 %	55,124.46	0.00 %		11.11 %	
SYM2	57.92	39.89	0.12	68.88 %	50,012.92	0.00 %		11.11 %	
CBE4	120.71	78.98	0.45	65.43 %	116,085.50	0.00 %		11.11 %	
TPR4	46.42	30.11	0.95	64.86 %	42,518.73	0.00 %		11.11 %	
PLI1	111.01	71.60	0.47	64.50 %	67,308.48	0.00 %		11.11 %	
CBE2	515.44	328.09	0.24	63.65 %	379,549.53	0.00 %		11.11 %	
SNR1	101.04	64.00	0.50	63.34 %	96,221.45	0.00 %		11.11 %	
KMD1	60.72	35.51	0.07	58.49 %	41,044.68	0.00 %		11.11 %	
TPR3	72.57	36.83	0.60	50.75 %	49,172.33	0.00 %		11.11 %	
CBE6	123.81	62.67	0.52	50.62 %	77,259.76	0.00 %		11.11 %	
CBE5	66.24	25.63	0.12	38.69 %	48,450.55	0.00 %		11.11 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	84.64	88.16	0.21	104.16 %	71,578.54	25.00 %	17,894.64	11.11 %	21,473.56
SKD1	82.26	80.54	0.19	97.91 %	98,463.57	20.00 %	19,692.71	11.11 %	29,539.07
ERL2	109.21	101.37	0.09	92.82 %	145,939.02	15.00 %	21,890.85	11.11 %	36,484.76
APK2	100.29	90.15	0.37	89.89 %	73,272.88	10.00 %	7,327.29	11.11 %	18,318.22
SVK1	172.06	153.67	0.22	89.31 %	159,799.87	10.00 %	15,979.99	11.11 %	39,949.97
VNR1	85.54	75.40	0.14	88.15 %	87,875.60	10.00 %	8,787.56	11.11 %	17,575.12
PDI1	76.68	67.42	0.36	87.93 %	63,742.31	10.00 %	6,374.23	11.11 %	12,748.46
TYI1	107.95	88.17	0.55	81.68 %	100,995.86	10.00 %	10,099.59	11.11 %	15,149.38
KVT1	359.28	288.79	0.18	80.38 %	405,093.91	10.00 %	40,509.39	11.11 %	60,764.09
VLY1	239.64	192.47	0.38	80.31 %	193,532.21	10.00 %	19,353.22	11.11 %	29,029.83
VNR2	289.02	229.61	0.23	79.45 %	234,037.67	0.00 %		11.11 %	23,403.77
MMT1	114.46	90.52	0.07	79.08 %	71,847.60	0.00 %		11.11 %	7,184.76
TKS2	248.58	195.51	0.49	78.65 %	165,933.64	0.00 %		11.11 %	16,593.36
SNL1	94.77	74.33	0.37	78.43 %	89,169.12	0.00 %		11.11 %	8,916.91
KSM1	54.91	42.79	0.02	77.92 %	33,763.70	0.00 %		11.11 %	3,376.37
MAR1	203.34	155.89	0.19	76.67 %	157,565.98	0.00 %		11.11 %	15,756.60
SDI1	87.64	66.71	0.29	76.12 %	59,588.93	0.00 %		11.11 %	5,958.89
TVL1	686.73	518.66	0.09	75.53 %	582,454.82	0.00 %		11.11 %	58,245.48
NGR1	424.38	317.93	0.63	74.92 %	282,324.56	0.00 %		11.11 %	28,232.46
STU2	76.55	57.01	0.44	74.47 %	59,407.19	0.00 %		11.11 %	5,940.72
RND1	258.01	188.93	0.26	73.23 %	291,018.48	0.00 %		11.11 %	29,101.85
TKS1	189.92	138.57	0.52	72.97 %	132,738.00	0.00 %		11.11 %	13,273.80
TCN1	164.78	119.80	0.39	72.70 %	142,893.36	0.00 %		11.11 %	14,289.34
TUT2	340.42	242.64	0.06	71.28 %	263,606.14	0.00 %		11.11 %	26,360.61
UDN1	103.90	72.63	0.16	69.90 %	78,851.41	0.00 %		11.11 %	
TUT1	792.98	551.93	0.28	69.60 %	662,223.44	0.00 %		11.11 %	
KYR1	88.99	61.83	0.38	69.48 %	70,918.34	0.00 %		11.11 %	
APK1	133.45	91.27	0.46	68.39 %	103,922.38	0.00 %		11.11 %	
VKM1	93.65	63.38	0.09	67.68 %	91,241.76	0.00 %		11.11 %	
PKD1	169.93	114.94	0.14	67.64 %	141,542.68	0.00 %		11.11 %	
SGT1	61.79	41.49	0.00	67.14 %	34,115.23	0.00 %		11.11 %	
ASM1	105.44	70.34	0.30	66.71 %	62,981.19	0.00 %		11.11 %	
ARM1	100.16	63.64	0.56	63.53 %	51,573.08	0.00 %		11.11 %	
TKY1	115.90	67.19	0.24	57.97 %	75,404.51	0.00 %		11.11 %	
RPM1	247.81	130.27	0.20	52.57 %	123,830.77	0.00 %		11.11 %	
COL1	78.97	29.95	0.24	37.93 %	17,159.89	0.00 %		11.11 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	77.77	92.54	0.20	118.99 %	78,072.85	30.00 %	23,421.86	11.11 %	31,229.14
NCK1	48.29	49.95	0.11	103.44 %	32,416.80	25.00 %	8,104.20	11.11 %	9,725.04
KRN1	70.94	73.15	0.06	103.11 %	74,435.95	25.00 %	18,608.99	11.11 %	22,330.79
KIK1	94.91	94.87	0.00	99.97 %	165,474.11	20.00 %	33,094.82	11.11 %	49,642.23
NMM1	75.99	66.70	0.88	87.77 %	78,782.84	10.00 %	7,878.28	11.11 %	15,756.57
APM1	71.15	62.07	0.22	87.24 %	80,797.25	10.00 %	8,079.73	11.11 %	16,159.45
TVR2	218.76	190.17	0.11	86.93 %	209,488.97	10.00 %	20,948.90	11.11 %	41,897.79
MVM1	255.77	214.23	0.16	83.76 %	323,460.08	10.00 %	32,346.01	11.11 %	48,519.01
TYR1	156.45	130.65	0.24	83.51 %	140,496.64	10.00 %	14,049.66	11.11 %	21,074.50
MSI1	107.06	87.73	0.00	81.94 %	72,467.68	10.00 %	7,246.77	11.11 %	10,870.15
NGT1	139.84	114.29	0.23	81.73 %	177,159.66	10.00 %	17,715.97	11.11 %	26,573.95
ORU1	86.18	67.85	0.03	78.73 %	79,551.98	0.00 %		11.11 %	7,955.20
PTK1	209.57	164.65	0.29	78.57 %	187,323.80	0.00 %		11.11 %	18,732.38
MDI1	185.01	141.86	0.23	76.68 %	152,715.68	0.00 %		11.11 %	15,271.57
AYR1	135.80	103.50	0.08	76.22 %	130,119.27	0.00 %		11.11 %	13,011.93
PDK1	105.88	78.12	0.21	73.79 %	105,397.53	0.00 %		11.11 %	10,539.75
JKM1	166.49	121.92	0.09	73.23 %	135,053.69	0.00 %		11.11 %	13,505.37
TRY3	152.88	106.91	0.19	69.93 %	122,937.62	0.00 %		11.11 %	
TTP1	149.36	103.61	0.05	69.37 %	114,527.43	0.00 %		11.11 %	
TRY2	77.70	52.77	0.10	67.92 %	52,272.12	0.00 %		11.11 %	
TNJ2	269.15	179.50	0.29	66.69 %	189,968.64	0.00 %		11.11 %	
PBR2	349.77	231.70	0.11	66.24 %	218,148.52	0.00 %		11.11 %	
TNJ1	330.05	217.37	0.25	65.86 %	210,463.14	0.00 %		11.11 %	
TVR1	117.44	75.13	0.11	63.97 %	81,869.36	0.00 %		11.11 %	
KUM1	295.90	186.33	0.11	62.97 %	195,775.62	0.00 %		11.11 %	
TRY1	977.92	600.70	0.09	61.43 %	663,041.20	0.00 %		11.11 %	
PBR1	154.48	93.97	0.05	60.83 %	89,498.99	0.00 %		11.11 %	
TRY4	193.07	116.23	0.28	60.20 %	149,673.51	0.00 %		11.11 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	287.19	270.44	0.17	94.17 %	399,656.07	15.00 %	59,948.41	11.11 %	99,914.02
CH38	120.68	110.62	0.18	91.66 %	160,592.86	15.00 %	24,088.93	11.11 %	40,148.22
CH48	224.12	202.82	0.24	90.50 %	328,881.61	15.00 %	49,332.24	11.11 %	82,220.40
CH30	195.65	177.05	0.20	90.49 %	226,349.15	15.00 %	33,952.37	11.11 %	56,587.29
CH35	168.20	146.92	0.19	87.35 %	202,840.29	10.00 %	20,284.03	11.11 %	40,568.06
CH45	181.70	154.36	0.34	84.96 %	201,445.11	10.00 %	20,144.51	11.11 %	40,289.02
MRM1	168.84	143.20	0.26	84.81 %	141,368.43	10.00 %	14,136.84	11.11 %	28,273.69
GUD1	172.77	144.28	0.19	83.51 %	249,449.34	10.00 %	24,944.93	11.11 %	37,417.40
CH25	213.14	174.21	0.14	81.73 %	223,369.68	10.00 %	22,336.97	11.11 %	33,505.45
CGL1	120.01	97.12	0.47	80.93 %	128,571.30	10.00 %	12,857.13	11.11 %	19,285.70
CH05	391.61	313.83	0.56	80.14 %	288,378.25	10.00 %	28,837.83	11.11 %	43,256.74
CH39	99.95	78.10	0.19	78.13 %	130,137.79	0.00 %		11.11 %	13,013.78
CH28	268.85	206.45	0.11	76.79 %	419,094.22	0.00 %		11.11 %	41,909.42
CH37	97.23	74.62	0.14	76.75 %	115,612.71	0.00 %		11.11 %	11,561.27
CH19	302.56	220.16	0.18	72.76 %	292,110.44	0.00 %		11.11 %	29,211.04
CH42	276.62	200.00	0.23	72.30 %	277,348.85	0.00 %		11.11 %	27,734.89
CH07	282.92	203.01	0.31	71.76 %	245,273.66	0.00 %		11.11 %	24,527.37
CH14	446.83	310.58	0.13	69.51 %	395,451.12	0.00 %		11.11 %	
CH49	265.39	182.70	0.24	68.84 %	239,903.98	0.00 %		11.11 %	
KNR1	141.75	91.45	0.03	64.51 %	132,592.05	0.00 %		11.11 %	
SKL1	134.58	86.46	0.26	64.24 %	117,071.41	0.00 %		11.11 %	
CH16	528.49	328.73	0.16	62.20 %	336,349.36	0.00 %		11.11 %	
GUD2	144.04	83.68	0.31	58.10 %	108,722.36	0.00 %		11.11 %	
CH08	410.28	229.82	0.18	56.02 %	351,073.95	0.00 %		11.11 %	
CH22	235.54	130.34	0.15	55.34 %	156,612.36	0.00 %		11.11 %	
AVD1	221.76	117.55	0.06	53.01 %	120,180.26	0.00 %		11.11 %	
TKM1	124.86	64.97	0.35	52.03 %	76,127.16	0.00 %		11.11 %	
CH40	95.84	48.29	0.25	50.39 %	18,780.39	0.00 %		11.11 %	
MC10	31.64	13.54	0.03	42.81 %	7,217.10	0.00 %		11.11 %	
CH26	86.83	30.95	0.03	35.65 %	45,538.37	0.00 %		11.11 %	
CH29	47.41	15.38	0.32	32.45 %	26,957.77	0.00 %		11.11 %	
MC09	15.76	1.87	0.00	11.89 %	1,070.70	0.00 %		11.11 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	150.46	4.97	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	249.02	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	4.57	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	30.23	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	3.48	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	(0.03)	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	11.20	0.93	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	11.78	0.00	0.00 %	0.00	0.00 %		0.00 %	