



# TN-Sales Spot Commission Details 23/03/2026 11:45 PM

**Accu.Target** 35,682.64 L     
 **Sales** 30,339.68 L     
 **Achieved %** 85.03 %     
 **HO Budget+%** 4.97 %     
 **Total Com.** 258.07 L

Note : Sales Period is From :01-Mar-2026 To :23-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	394.80	409.85	103.81 %	0.00	4.97 %	0.00
NORTH ARCOT	2,621.07	2,449.35	93.45 %	72,000.00	4.97 %	72,000.00
TRICHY-01	3,670.38	3,422.81	93.25 %	0.00	4.97 %	0.00
SOUTH-03	3,825.22	3,439.34	89.91 %	0.00	4.97 %	102,000.00
SOUTH ARCOT	2,371.46	2,076.54	87.56 %	0.00	4.97 %	60,000.00
KL-SOUTH	335.35	292.95	87.36 %	0.00	4.97 %	0.00
SOUTH-01	5,653.49	4,890.10	86.50 %	0.00	4.97 %	0.00
WEST-02	3,451.74	2,883.41	83.53 %	0.00	4.97 %	0.00
CHENNAI-02	4,876.77	3,835.90	78.66 %	0.00	4.97 %	0.00
WEST-01	3,129.06	2,395.95	76.57 %	0.00	4.97 %	0.00
CHENNAI-01	5,353.28	3,904.50	72.94 %	0.00	4.97 %	0.00
OTHERS	0.00	338.96	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>35,682.64</b>	<b>30,339.68</b>	<b>85.03 %</b>		<b>4.97 %</b>	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	394.80	409.85	103.81%	60,000.00	4.97 %	60,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	900.81	863.09	95.81%	60,000.00	4.97 %	120,000.00
	NA03	846.30	781.66	92.36%	52,500.00	4.97 %	52,500.00
	NA02	873.96	804.60	92.06%	60,000.00	4.97 %	60,000.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	1,126.43	1,125.75	99.94%	82,500.00	4.97 %	165,000.00
	KUM1	821.06	756.57	92.14%	52,500.00	4.97 %	52,500.00
	PBR1	885.53	797.28	90.03%	52,500.00	4.97 %	52,500.00
	TNJ1	837.36	743.21	88.76%	0.00	4.97 %	52,500.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	344.06	330.19	95.97%	22,500.00	4.97 %	45,000.00
	TEN1	542.92	497.91	91.71%	30,000.00	4.97 %	30,000.00
	KKD2	761.89	696.47	91.41%	45,000.00	4.97 %	45,000.00
	SVG1	703.61	626.95	89.10%	0.00	4.97 %	45,000.00
	MDU1	1,472.75	1,287.82	87.44%	0.00	4.97 %	90,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	675.32	621.15	91.98%	45,000.00	4.97 %	45,000.00
	SA01	860.61	757.24	87.99%	0.00	4.97 %	52,500.00
	SA02	835.53	698.15	83.56%	0.00	4.97 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	335.35	292.95	87.36%	0.00	4.97 %	15,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,470.52	1,409.00	95.82%	105,000.00	4.97 %	210,000.00
	TVL1	800.70	731.40	91.35%	52,500.00	4.97 %	52,500.00
	TKS1	762.92	663.03	86.91%	0.00	4.97 %	45,000.00
	VNR1	706.91	604.16	85.47%	0.00	4.97 %	0.00
	KVT1	905.61	762.16	84.16%	0.00	4.97 %	0.00
	NGR1	1,006.84	720.33	71.54%	0.00	4.97 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	697.68	640.18	91.76%	45,000.00	4.97 %	45,000.00
	SLM1	978.11	868.92	88.84%	0.00	4.97 %	60,000.00
	MTR1	690.03	607.43	88.03%	0.00	4.97 %	45,000.00
	ERD1	1,085.93	766.88	70.62%	0.00	4.97 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,237.50	1,057.29	85.44%	0.00	4.97 %	0.00
	CH09	1,011.14	813.05	80.41%	0.00	4.97 %	0.00
	CH04	1,411.84	1,067.76	75.63%	0.00	4.97 %	0.00
	CH07	1,216.29	897.81	73.82%	0.00	4.97 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	408.67	359.98	88.09%	0.00	4.97 %	22,500.00
	TPR4	349.08	275.40	78.89%	0.00	4.97 %	0.00
	CBE1	1,530.29	1,185.89	77.49%	0.00	4.97 %	0.00
	TPR1	414.42	302.28	72.94%	0.00	4.97 %	0.00
	PLI1	426.61	272.41	63.85%	0.00	4.97 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,319.22	1,062.83	80.56%	0.00	4.97 %	0.00
	CH08	1,235.66	904.34	73.19%	0.00	4.97 %	0.00
	CH03	995.25	692.65	69.60%	0.00	4.97 %	0.00
	CH06	1,803.15	1,244.69	69.03%	0.00	4.97 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	11.67	0.00%	0.00	0.00 %	0.00
	CH02	0.00	153.26	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	76.64	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	22.34	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	9.73	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	16.00	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	48.28	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	394.80	409.85	0.23	103.81 %	379,648.45	25.00 %	94,912.11	4.97 %	94,912.11

**NORTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	66.67	90.69	0.02	136.03 %	72,698.60	40.00 %	29,079.44	4.97 %	29,079.44
SLG1	61.29	70.20	0.12	114.54 %	52,893.45	30.00 %	15,868.04	4.97 %	21,157.38
ANI1	46.79	50.39	0.01	107.70 %	43,185.20	25.00 %	10,796.30	4.97 %	12,955.56
TRT1	83.36	88.36	0.19	106.00 %	54,225.40	25.00 %	13,556.35	4.97 %	16,267.62
PTU1	40.22	42.40	0.01	105.42 %	33,553.00	25.00 %	8,388.25	4.97 %	10,065.90
PLR1	50.73	53.04	0.00	104.55 %	46,343.35	25.00 %	11,585.84	4.97 %	13,903.01
GDM1	80.66	84.26	0.00	104.47 %	64,541.40	25.00 %	16,135.35	4.97 %	16,135.35
KPM2	282.04	292.29	0.06	103.64 %	237,628.50	25.00 %	59,407.13	4.97 %	59,407.13
VSI1	84.59	85.94	0.18	101.60 %	102,389.80	25.00 %	25,597.45	4.97 %	25,597.45
AKM1	121.17	121.93	0.28	100.63 %	100,315.35	25.00 %	25,078.84	4.97 %	25,078.84
UGI1	44.61	43.40	0.57	97.29 %	32,415.95	20.00 %	6,483.19	4.97 %	8,103.99
ARC2	77.50	74.93	0.53	96.68 %	57,433.30	20.00 %	11,486.66	4.97 %	14,358.33
CGM1	71.66	68.47	0.06	95.55 %	48,685.60	20.00 %	9,737.12	4.97 %	12,171.40
WJP1	85.14	81.18	0.12	95.36 %	87,995.45	20.00 %	17,599.09	4.97 %	21,998.86
VEL2	182.92	170.89	0.15	93.42 %	174,587.35	15.00 %	26,188.10	4.97 %	34,917.47
BGR1	57.08	53.30	0.08	93.37 %	45,150.70	15.00 %	6,772.61	4.97 %	9,030.14
SBR1	164.12	152.59	0.00	92.98 %	172,656.40	15.00 %	25,898.46	4.97 %	34,531.28
WJD1	106.33	96.85	0.05	91.08 %	120,740.55	15.00 %	18,111.08	4.97 %	24,148.11
CYR1	63.64	56.51	0.23	88.80 %	56,604.60	10.00 %	5,660.46	4.97 %	8,490.69
CPT1	52.97	46.44	0.11	87.67 %	40,206.80	10.00 %	4,020.68	4.97 %	6,031.02
TRR1	150.00	123.39	0.34	82.26 %	86,126.70	10.00 %	8,612.67	4.97 %	8,612.67
VEL1	153.11	123.87	0.04	80.90 %	126,079.20	10.00 %	12,607.92	4.97 %	12,607.92
TRL1	258.06	199.03	0.09	77.13 %	191,399.75	0.00 %		4.97 %	19,139.98
ABR1	118.21	89.98	0.21	76.12 %	75,419.10	0.00 %		4.97 %	7,541.91
KPM1	118.21	89.00	0.18	75.29 %	88,444.20	0.00 %		4.97 %	

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	37.13	49.32	0.00	132.81 %	31,024.75	40.00 %	12,409.90	4.97 %	12,409.90
TVR1	62.23	73.29	0.00	117.76 %	52,636.80	30.00 %	15,791.04	4.97 %	21,054.72
PDK1	55.02	62.71	0.00	113.98 %	50,815.95	30.00 %	15,244.79	4.97 %	15,244.79
KRN1	64.39	72.91	0.00	113.25 %	58,409.90	30.00 %	17,522.97	4.97 %	17,522.97
NMM1	61.79	68.93	0.34	111.56 %	66,137.15	30.00 %	19,841.15	4.97 %	19,841.15
MVM1	150.53	163.17	0.06	108.40 %	172,650.85	25.00 %	43,162.71	4.97 %	51,795.26
TRY1	667.98	686.83	0.45	102.82 %	393,013.05	25.00 %	98,253.26	4.97 %	98,253.26
TTP1	99.86	99.45	0.00	99.59 %	75,004.25	20.00 %	15,000.85	4.97 %	18,751.06
TYR1	125.10	123.10	0.08	98.41 %	84,172.50	20.00 %	16,834.50	4.97 %	21,043.13
TVR2	177.40	172.71	0.04	97.35 %	114,524.60	20.00 %	22,904.92	4.97 %	28,631.15
MSI1	91.21	88.31	0.07	96.82 %	60,827.70	20.00 %	12,165.54	4.97 %	15,206.93
TRY4	155.41	150.20	0.00	96.65 %	140,992.90	20.00 %	28,198.58	4.97 %	35,248.23
TNJ2	168.60	158.00	0.08	93.71 %	102,576.05	15.00 %	15,386.41	4.97 %	20,515.21
ORU1	62.75	57.88	0.05	92.25 %	67,005.15	15.00 %	10,050.77	4.97 %	13,401.03
MDI1	112.08	101.50	0.20	90.56 %	73,844.65	15.00 %	11,076.70	4.97 %	14,768.93
TRY2	64.42	58.12	0.06	90.22 %	38,506.70	15.00 %	5,776.01	4.97 %	5,776.01
APM1	41.40	37.20	0.12	89.85 %	42,469.00	10.00 %	4,246.90	4.97 %	6,370.35
PTK1	160.99	141.73	0.02	88.03 %	73,224.45	10.00 %	7,322.45	4.97 %	10,983.67
JKM1	105.64	92.51	0.04	87.57 %	63,586.95	10.00 %	6,358.70	4.97 %	9,538.04
KUM1	240.53	200.69	0.04	83.44 %	135,049.40	10.00 %	13,504.94	4.97 %	13,504.94
NGT1	116.16	96.68	0.06	83.23 %	81,493.20	10.00 %	8,149.32	4.97 %	8,149.32
AYR1	83.48	68.64	0.10	82.22 %	52,970.00	10.00 %	5,297.00	4.97 %	5,297.00
TRY3	119.21	94.97	0.00	79.67 %	80,616.20	0.00 %		4.97 %	8,061.62
PBR2	247.21	196.54	0.27	79.50 %	140,786.05	0.00 %		4.97 %	14,078.61
PBR1	82.36	65.02	0.10	78.94 %	38,947.10	0.00 %		4.97 %	3,894.71
TNJ1	229.75	177.97	0.27	77.46 %	104,732.75	0.00 %		4.97 %	10,473.28
KIK1	87.74	64.44	0.04	73.45 %	55,979.20	0.00 %		4.97 %	

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPA1	77.42	99.13	0.28	128.04 %	95,034.60	40.00 %	38,013.84	4.97 %	38,013.84
KKD3	111.08	137.59	0.13	123.86 %	159,289.45	40.00 %	63,715.78	4.97 %	63,715.78
CMR1	46.73	57.10	0.44	122.17 %	38,406.25	40.00 %	15,362.50	4.97 %	15,362.50
KRR1	85.32	94.64	0.26	110.92 %	122,025.20	30.00 %	36,607.56	4.97 %	36,607.56
DGL2	101.27	109.98	0.34	108.59 %	82,185.30	25.00 %	20,546.33	4.97 %	24,655.59
KPT1	55.03	58.02	0.18	105.44 %	58,857.15	25.00 %	14,714.29	4.97 %	17,657.15
PKM1	43.60	45.43	0.04	104.19 %	45,805.55	25.00 %	11,451.39	4.97 %	11,451.39
TDI1	68.77	70.31	0.26	102.24 %	91,552.00	25.00 %	22,888.00	4.97 %	22,888.00
MDU1	363.18	362.95	0.21	99.94 %	221,499.30	20.00 %	44,299.86	4.97 %	55,374.83
MDU7	123.44	121.07	0.44	98.08 %	84,692.25	20.00 %	16,938.45	4.97 %	21,173.06
USL1	66.61	65.27	0.02	97.98 %	42,926.50	20.00 %	8,585.30	4.97 %	10,731.63
TPT1	92.16	89.84	0.18	97.48 %	113,221.25	20.00 %	22,644.25	4.97 %	28,305.31
PNV2	54.67	52.22	0.00	95.52 %	29,234.50	20.00 %	5,846.90	4.97 %	7,308.63
DGL1	238.09	225.91	0.21	94.88 %	186,291.00	15.00 %	27,943.65	4.97 %	37,258.20
ADP1	64.90	60.85	0.18	93.75 %	59,663.60	15.00 %	8,949.54	4.97 %	11,932.72
NTM1	49.67	46.53	0.10	93.68 %	40,067.40	15.00 %	6,010.11	4.97 %	8,013.48
TEN1	101.27	94.82	0.17	93.64 %	77,363.00	15.00 %	11,604.45	4.97 %	15,472.60
NKI1	55.31	51.19	0.05	92.55 %	50,511.75	15.00 %	7,576.76	4.97 %	10,102.35
PVI1	75.91	69.22	0.36	91.19 %	56,641.05	15.00 %	8,496.16	4.97 %	11,328.21
SGP1	49.29	44.16	0.00	89.58 %	42,918.35	10.00 %	4,291.84	4.97 %	6,437.75
TMM1	123.50	109.22	0.14	88.44 %	76,414.40	10.00 %	7,641.44	4.97 %	11,462.16
ODM1	49.70	43.94	0.27	88.41 %	26,488.90	10.00 %	2,648.89	4.97 %	3,973.34
BNR1	66.11	58.33	0.11	88.22 %	51,521.40	10.00 %	5,152.14	4.97 %	7,728.21
MDU5	70.57	60.87	0.11	86.25 %	69,250.45	10.00 %	6,925.05	4.97 %	10,387.57
CBM1	99.00	83.96	0.04	84.80 %	89,975.45	10.00 %	8,997.55	4.97 %	8,997.55
BTU1	45.96	38.87	0.46	84.58 %	35,675.80	10.00 %	3,567.58	4.97 %	3,567.58
MDU3	145.50	119.39	0.15	82.06 %	64,956.45	10.00 %	6,495.65	4.97 %	6,495.65
DKI1	110.32	89.95	0.12	81.53 %	139,772.05	10.00 %	13,977.21	4.97 %	13,977.21
TEN2	121.29	97.43	0.16	80.33 %	62,013.30	10.00 %	6,201.33	4.97 %	6,201.33
SVG1	100.98	80.94	0.10	80.15 %	63,187.10	10.00 %	6,318.71	4.97 %	6,318.71
MLR1	71.29	55.29	0.05	77.56 %	45,777.25	0.00 %		4.97 %	4,577.73
KYK1	61.50	47.08	0.07	76.55 %	40,727.90	0.00 %		4.97 %	4,072.79
MDU2	249.95	191.15	0.22	76.47 %	157,005.20	0.00 %		4.97 %	15,700.52
ATG1	143.25	105.12	0.43	73.38 %	108,719.40	0.00 %		4.97 %	
MDU6	200.46	145.69	0.06	72.68 %	111,075.15	0.00 %		4.97 %	
MDU4	103.72	71.89	0.52	69.32 %	53,039.25	0.00 %		4.97 %	
MNM1	56.43	38.06	0.00	67.44 %	33,949.05	0.00 %		4.97 %	
PNI1	81.94	45.95	0.00	56.08 %	30,381.40	0.00 %		4.97 %	

### SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MKM1	48.01	67.78	0.05	141.18 %	84,111.50	40.00 %	33,644.60	4.97 %	33,644.60
PRT1	74.60	100.67	0.34	134.95 %	89,570.80	40.00 %	35,828.32	4.97 %	35,828.32
SJI2	108.19	119.73	0.10	110.66 %	93,209.75	30.00 %	27,962.93	4.97 %	27,962.93
TDM1	85.12	84.49	0.42	99.26 %	56,419.80	20.00 %	11,283.96	4.97 %	14,104.95
KML1	64.14	62.07	0.07	96.77 %	51,011.00	20.00 %	10,202.20	4.97 %	12,752.75
TVM1	63.78	61.43	0.06	96.32 %	39,342.55	20.00 %	7,868.51	4.97 %	9,835.64
CUD1	241.70	231.20	0.12	95.65 %	198,260.60	20.00 %	39,652.12	4.97 %	49,565.15
TVM2	84.01	78.60	0.00	93.57 %	39,552.00	15.00 %	5,932.80	4.97 %	7,910.40
TRK1	149.11	134.98	0.06	90.52 %	130,845.70	15.00 %	19,626.86	4.97 %	26,169.14
KLM1	125.98	110.05	0.31	87.35 %	140,209.85	10.00 %	14,020.99	4.97 %	21,031.48
VPM2	127.74	111.23	0.15	87.08 %	76,829.45	10.00 %	7,682.95	4.97 %	11,524.42
STP1	48.00	41.26	0.31	85.97 %	22,192.80	10.00 %	2,219.28	4.97 %	3,328.92
ULP1	120.38	101.28	0.05	84.14 %	60,831.55	10.00 %	6,083.16	4.97 %	6,083.16
POY2	193.13	153.92	0.24	79.70 %	149,759.25	0.00 %		4.97 %	14,975.93
KKI2	134.33	105.70	0.06	78.68 %	108,773.55	0.00 %		4.97 %	10,877.36
POY1	251.78	194.29	0.06	77.17 %	196,260.05	0.00 %		4.97 %	19,626.01
NVL2	149.97	112.35	0.15	74.92 %	90,580.25	0.00 %		4.97 %	
VCM1	83.82	60.57	0.04	72.26 %	35,283.95	0.00 %		4.97 %	
CDM1	160.29	114.25	0.34	71.28 %	102,131.35	0.00 %		4.97 %	
VPM1	57.37	30.68	0.10	53.48 %	22,683.00	0.00 %		4.97 %	

### KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	72.67	77.54	0.01	106.71 %	47,718.55	25.00 %	11,929.64	4.97 %	14,315.57
PNL1	45.59	44.73	0.09	98.10 %	30,474.80	20.00 %	6,094.96	4.97 %	7,618.70
TVP1	161.08	129.50	0.28	80.39 %	91,794.95	10.00 %	9,179.50	4.97 %	9,179.50
KLR1	56.02	41.19	0.05	73.53 %	29,080.00	0.00 %		4.97 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	74.64	89.18	0.12	119.49 %	110,067.55	30.00 %	33,020.27	4.97 %	44,027.02
KYR1	55.19	61.40	0.10	111.25 %	68,357.90	30.00 %	20,507.37	4.97 %	20,507.37
ARM1	51.19	56.12	0.62	109.64 %	38,478.95	25.00 %	9,619.74	4.97 %	11,543.69
KGL1	64.86	66.42	0.04	102.40 %	53,171.25	25.00 %	13,292.81	4.97 %	13,292.81
VNR1	75.89	77.31	0.27	101.87 %	66,752.30	25.00 %	16,688.08	4.97 %	16,688.08
TUT1	871.73	873.83	0.23	100.24 %	465,714.80	25.00 %	116,428.70	4.97 %	116,428.70
TCN1	102.63	101.69	0.09	99.08 %	89,108.90	20.00 %	17,821.78	4.97 %	22,277.23
SDI1	84.90	83.71	0.13	98.60 %	56,444.45	20.00 %	11,288.89	4.97 %	14,111.11
PKD1	109.51	107.42	0.10	98.09 %	98,767.50	20.00 %	19,753.50	4.97 %	24,691.88
KSM1	46.93	45.92	0.04	97.86 %	26,112.05	20.00 %	5,222.41	4.97 %	6,528.01
SVK1	146.79	140.51	0.15	95.72 %	100,815.40	20.00 %	20,163.08	4.97 %	25,203.85
ASM1	72.13	68.77	0.07	95.33 %	60,257.25	20.00 %	12,051.45	4.97 %	15,064.31
TKS2	214.61	203.48	0.17	94.81 %	128,882.35	15.00 %	19,332.35	4.97 %	25,776.47
TKS1	156.76	148.12	0.19	94.49 %	128,784.50	15.00 %	19,317.68	4.97 %	25,756.90
TVL1	513.72	466.28	0.16	90.77 %	387,746.55	15.00 %	58,161.98	4.97 %	77,549.31
SKD1	63.58	56.93	0.18	89.55 %	71,489.00	10.00 %	7,148.90	4.97 %	10,723.35
APK2	99.31	87.44	0.21	88.05 %	61,222.70	10.00 %	6,122.27	4.97 %	9,183.41
UDN1	67.84	59.65	0.22	87.92 %	39,535.45	10.00 %	3,953.55	4.97 %	5,930.32
SGT1	54.77	47.57	0.08	86.86 %	32,554.20	10.00 %	3,255.42	4.97 %	4,883.13
MMT1	97.52	84.03	0.12	86.17 %	44,967.50	10.00 %	4,496.75	4.97 %	6,745.13
VLY1	163.66	140.24	0.04	85.69 %	83,270.20	10.00 %	8,327.02	4.97 %	12,490.53
TYI1	84.47	70.41	0.21	83.36 %	63,505.75	10.00 %	6,350.58	4.97 %	6,350.58
APK1	112.55	92.34	0.10	82.04 %	100,213.50	10.00 %	10,021.35	4.97 %	10,021.35
KVT1	284.83	231.05	0.06	81.12 %	207,302.30	10.00 %	20,730.23	4.97 %	20,730.23
TUT2	269.20	214.23	0.07	79.58 %	135,945.30	0.00 %		4.97 %	13,594.53
RND1	163.75	129.45	0.09	79.06 %	139,191.75	0.00 %		4.97 %	13,919.18
STU2	64.74	50.92	0.18	78.65 %	32,648.50	0.00 %		4.97 %	3,264.85
VKM1	69.26	52.86	0.34	76.33 %	62,914.40	0.00 %		4.97 %	6,291.44
SNL1	94.75	72.13	0.11	76.13 %	42,785.20	0.00 %		4.97 %	4,278.52
VNR2	272.37	206.58	0.22	75.84 %	170,276.15	0.00 %		4.97 %	
RPM1	164.03	123.00	0.26	74.99 %	94,013.50	0.00 %		4.97 %	
NGR1	434.06	311.94	0.34	71.86 %	168,879.60	0.00 %		4.97 %	
TKY1	87.73	58.43	0.03	66.60 %	38,849.40	0.00 %		4.97 %	
PDI1	87.85	57.15	0.37	65.05 %	43,531.95	0.00 %		4.97 %	
MAR1	224.03	129.33	0.20	57.73 %	78,106.15	0.00 %		4.97 %	
COL1	51.71	24.26	0.39	46.92 %	20,955.05	0.00 %		4.97 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	93.37	113.20	0.01	121.23 %	71,233.70	40.00 %	28,493.48	4.97 %	28,493.48
EDP1	42.27	48.05	0.14	113.68 %	25,572.30	30.00 %	7,671.69	4.97 %	7,671.69
PMP1	65.36	70.71	0.39	108.18 %	42,292.25	25.00 %	10,573.06	4.97 %	12,687.68
DPR1	51.92	54.14	0.47	104.27 %	38,094.75	25.00 %	9,523.69	4.97 %	9,523.69
BMD1	61.80	64.22	0.00	103.92 %	54,246.45	25.00 %	13,561.61	4.97 %	13,561.61
APN1	70.88	72.73	0.15	102.62 %	82,283.70	25.00 %	20,570.93	4.97 %	20,570.93
MCR1	100.09	102.35	0.06	102.26 %	71,514.05	25.00 %	17,878.51	4.97 %	17,878.51
HRR1	60.76	61.76	0.08	101.63 %	54,449.95	25.00 %	13,612.49	4.97 %	13,612.49
SLM2	107.02	102.07	0.06	95.37 %	61,555.50	20.00 %	12,311.10	4.97 %	15,388.88
ATU1	119.74	113.62	0.07	94.89 %	86,820.65	15.00 %	13,023.10	4.97 %	17,364.13
SGI1	63.59	59.65	0.04	93.81 %	46,324.25	15.00 %	6,948.64	4.97 %	9,264.85
OML1	96.99	88.59	0.13	91.34 %	77,875.45	15.00 %	11,681.32	4.97 %	15,575.09
EPI1	79.30	71.81	0.08	90.56 %	57,432.70	15.00 %	8,614.91	4.97 %	11,486.54
DPR2	55.42	49.94	0.07	90.11 %	34,308.40	15.00 %	5,146.26	4.97 %	5,146.26
KVP1	55.99	50.07	0.00	89.42 %	34,141.80	10.00 %	3,414.18	4.97 %	5,121.27
KAM1	51.49	45.73	0.20	88.81 %	37,857.30	10.00 %	3,785.73	4.97 %	5,678.60
PLC1	63.52	55.87	0.09	87.96 %	58,038.50	10.00 %	5,803.85	4.97 %	8,705.78
SLM1	297.16	261.33	0.13	87.94 %	166,202.90	10.00 %	16,620.29	4.97 %	24,930.44
HSR1	115.58	99.12	0.15	85.76 %	73,633.35	10.00 %	7,363.34	4.97 %	11,045.00
CMI1	50.17	42.47	0.03	84.65 %	50,493.90	10.00 %	5,049.39	4.97 %	5,049.39
NKL2	156.49	127.40	0.24	81.41 %	125,230.10	10.00 %	12,523.01	4.97 %	12,523.01
TCG1	77.75	62.68	0.00	80.62 %	60,535.85	10.00 %	6,053.59	4.97 %	6,053.59
TRM1	128.34	102.64	0.09	79.98 %	81,044.50	0.00 %		4.97 %	8,104.45
HSR2	188.77	145.83	0.17	77.25 %	132,659.30	0.00 %		4.97 %	13,265.93
SLM3	152.16	117.05	0.12	76.92 %	91,547.20	0.00 %		4.97 %	9,154.72
ERD2	236.65	178.43	0.23	75.40 %	245,855.20	0.00 %		4.97 %	
VPD1	109.58	82.26	0.24	75.07 %	85,655.05	0.00 %		4.97 %	
PDR1	55.53	40.63	0.19	73.16 %	52,991.90	0.00 %		4.97 %	
RSP1	98.83	69.06	0.15	69.89 %	76,952.45	0.00 %		4.97 %	
KMM1	67.09	43.86	0.00	65.38 %	41,628.35	0.00 %		4.97 %	
ERD1	222.75	140.42	0.26	63.04 %	127,517.30	0.00 %		4.97 %	
MTR1	134.70	83.80	0.22	62.21 %	51,761.85	0.00 %		4.97 %	
VKL1	70.43	36.79	0.00	52.23 %	42,047.25	0.00 %		4.97 %	
SGG1	50.24	25.14	0.39	50.04 %	17,558.65	0.00 %		4.97 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	92.01	123.94	1.37	134.70 %	84,569.40	40.00 %	33,827.76	4.97 %	33,827.76
CH24	143.71	156.54	0.18	108.93 %	148,522.15	25.00 %	37,130.54	4.97 %	44,556.65
CH23	66.40	71.82	0.22	108.16 %	81,580.60	25.00 %	20,395.15	4.97 %	24,474.18
CH17	131.43	132.39	0.33	100.72 %	165,694.05	25.00 %	41,423.51	4.97 %	41,423.51
MC05	38.55	38.79	0.00	100.63 %	16,174.90	25.00 %	4,043.73	4.97 %	4,043.73
CH32	28.97	28.60	0.12	98.71 %	32,465.60	20.00 %	6,493.12	4.97 %	8,116.40
CH50	171.36	165.33	0.16	96.48 %	160,883.85	20.00 %	32,176.77	4.97 %	40,220.96
UKI1	108.04	93.78	0.13	86.80 %	73,628.55	10.00 %	7,362.86	4.97 %	11,044.28
CH27	51.40	44.43	0.58	86.44 %	44,311.50	10.00 %	4,431.15	4.97 %	6,646.73
CH03	512.59	440.57	0.16	85.95 %	368,557.80	10.00 %	36,855.78	4.97 %	55,283.67
CH46	80.46	68.77	0.20	85.47 %	62,791.15	10.00 %	6,279.12	4.97 %	6,279.12
PON1	105.07	89.28	0.12	84.97 %	88,644.65	10.00 %	8,864.47	4.97 %	8,864.47
CH12	277.09	233.09	0.20	84.12 %	201,209.85	10.00 %	20,120.99	4.97 %	20,120.99
CH33	165.99	131.70	0.06	79.34 %	130,628.80	0.00 %		4.97 %	13,062.88
CH51	219.57	172.55	0.32	78.59 %	148,623.40	0.00 %		4.97 %	14,862.34
CH31	82.95	63.82	0.30	76.94 %	60,499.50	0.00 %		4.97 %	6,049.95
CH34	194.34	147.14	0.17	75.71 %	119,253.90	0.00 %		4.97 %	
CH41	172.83	129.68	0.12	75.04 %	165,995.75	0.00 %		4.97 %	
CH20	225.91	168.88	0.22	74.76 %	142,397.50	0.00 %		4.97 %	
CH15	476.36	350.69	0.18	73.62 %	273,767.85	0.00 %		4.97 %	
MJR1	191.69	139.90	0.16	72.98 %	121,301.70	0.00 %		4.97 %	
MC06	44.26	32.07	0.10	72.46 %	16,116.95	0.00 %		4.97 %	
CH43	149.89	107.35	0.24	71.62 %	111,861.65	0.00 %		4.97 %	
CH44	156.04	109.90	0.19	70.43 %	114,752.35	0.00 %		4.97 %	
CH06	193.45	123.21	0.42	63.69 %	122,886.20	0.00 %		4.97 %	
CH18	286.46	181.94	0.24	63.51 %	163,418.80	0.00 %		4.97 %	
CH36	84.17	51.27	0.09	60.91 %	41,248.85	0.00 %		4.97 %	
CH21	418.17	237.35	0.25	56.76 %	147,939.55	0.00 %		4.97 %	
CH01	7.60	1.14	0.66	14.99 %	1,868.15	0.00 %		4.97 %	

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	50.91	53.01	0.02	104.12 %	45,782.60	25.00 %	11,445.65	4.97 %	11,445.65
AVI1	64.36	64.49	0.32	100.20 %	70,445.00	25.00 %	17,611.25	4.97 %	17,611.25
CBE4	144.57	135.61	0.07	93.80 %	144,853.60	15.00 %	21,728.04	4.97 %	28,970.72
GDR1	53.74	49.09	0.05	91.34 %	35,591.90	15.00 %	5,338.79	4.97 %	7,118.38
KMD1	45.21	41.09	0.08	90.89 %	51,049.20	15.00 %	7,657.38	4.97 %	10,209.84
SUL1	78.08	68.49	0.01	87.72 %	81,591.60	10.00 %	8,159.16	4.97 %	12,238.74
KGI1	59.91	51.29	0.06	85.61 %	36,072.60	10.00 %	3,607.26	4.97 %	3,607.26
TPR4	46.08	39.33	0.03	85.35 %	41,376.85	10.00 %	4,137.69	4.97 %	4,137.69
MPM1	94.69	80.22	0.03	84.72 %	101,602.30	10.00 %	10,160.23	4.97 %	10,160.23
PPI1	59.71	49.82	0.11	83.43 %	57,404.55	10.00 %	5,740.46	4.97 %	5,740.46
KGM1	54.19	45.08	0.03	83.19 %	50,979.50	10.00 %	5,097.95	4.97 %	5,097.95
PDM1	62.46	51.84	0.03	82.99 %	56,333.50	10.00 %	5,633.35	4.97 %	5,633.35
UAM1	104.20	85.28	0.00	81.84 %	58,126.90	10.00 %	5,812.69	4.97 %	5,812.69
CBE2	673.34	538.54	0.04	79.98 %	351,944.50	0.00 %		4.97 %	35,194.45
CBE1	103.82	81.13	0.00	78.15 %	85,106.80	0.00 %		4.97 %	8,510.68
KMR1	175.12	134.81	0.20	76.98 %	129,297.75	0.00 %		4.97 %	12,929.78
TPR2	176.93	133.98	0.21	75.73 %	93,206.30	0.00 %		4.97 %	
CBE5	45.35	33.87	0.00	74.68 %	46,222.25	0.00 %		4.97 %	
CBE3	36.99	27.59	0.28	74.59 %	30,225.75	0.00 %		4.97 %	
UMP1	72.95	53.31	0.36	73.08 %	44,455.40	0.00 %		4.97 %	
TPR1	151.47	107.39	0.34	70.90 %	90,738.45	0.00 %		4.97 %	
TPR3	86.02	60.91	0.00	70.81 %	60,424.25	0.00 %		4.97 %	
SYM2	69.56	48.46	0.00	69.66 %	50,587.65	0.00 %		4.97 %	
CBE6	116.08	80.69	0.21	69.51 %	82,319.05	0.00 %		4.97 %	
GBM1	83.71	57.70	0.18	68.93 %	47,106.25	0.00 %		4.97 %	
DPM2	70.14	47.83	0.35	68.19 %	68,227.40	0.00 %		4.97 %	
ANR1	25.67	15.61	0.46	60.81 %	14,943.30	0.00 %		4.97 %	
SNR1	156.93	85.14	0.04	54.25 %	102,621.20	0.00 %		4.97 %	
PLI1	166.86	74.35	0.23	44.56 %	69,440.40	0.00 %		4.97 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	68.41	110.10	0.15	160.93 %	125,716.45	40.00 %	50,286.58	4.97 %	50,286.58
CH37	77.51	75.49	0.05	97.39 %	107,615.55	20.00 %	21,523.11	4.97 %	26,903.89
CH30	173.33	154.63	0.11	89.21 %	119,613.30	10.00 %	11,961.33	4.97 %	17,942.00
MRM1	134.62	116.76	0.04	86.74 %	102,701.40	10.00 %	10,270.14	4.97 %	15,405.21
CH48	181.17	156.75	0.23	86.52 %	205,041.60	10.00 %	20,504.16	4.97 %	30,756.24
CH45	157.73	133.07	0.19	84.37 %	128,866.15	10.00 %	12,886.62	4.97 %	12,886.62
CH49	229.68	187.54	0.15	81.65 %	219,081.55	10.00 %	21,908.16	4.97 %	21,908.16
CH39	98.24	80.19	0.21	81.63 %	93,286.95	10.00 %	9,328.70	4.97 %	9,328.70
AVD1	186.47	151.97	0.21	81.50 %	139,708.95	10.00 %	13,970.90	4.97 %	13,970.90
TKM1	70.35	57.05	0.08	81.10 %	56,962.10	10.00 %	5,696.21	4.97 %	5,696.21
CH35	162.45	131.20	0.11	80.76 %	137,921.45	10.00 %	13,792.15	4.97 %	13,792.15
CH05	336.76	265.81	0.18	78.93 %	207,575.00	0.00 %		4.97 %	20,757.50
CH40	76.86	60.14	0.15	78.25 %	25,568.25	0.00 %		4.97 %	2,556.83
CGL1	108.50	84.79	0.36	78.15 %	68,842.45	0.00 %		4.97 %	6,884.25
CH38	114.59	88.63	0.00	77.34 %	96,346.95	0.00 %		4.97 %	9,634.70
CH14	330.32	249.08	0.16	75.41 %	234,594.65	0.00 %		4.97 %	
CH42	237.38	164.17	0.07	69.16 %	197,540.20	0.00 %		4.97 %	
CH25	200.02	137.99	0.47	68.99 %	164,009.65	0.00 %		4.97 %	
CH19	240.11	164.70	0.16	68.59 %	184,793.75	0.00 %		4.97 %	
CH22	205.18	139.98	0.21	68.22 %	104,497.70	0.00 %		4.97 %	
SKL1	131.61	88.25	0.29	67.05 %	80,475.35	0.00 %		4.97 %	
CH28	224.88	149.45	0.14	66.46 %	258,907.35	0.00 %		4.97 %	
CH26	52.37	34.64	0.00	66.14 %	35,282.65	0.00 %		4.97 %	
CH08	331.94	211.81	0.12	63.81 %	247,065.00	0.00 %		4.97 %	
CH16	351.18	220.53	0.14	62.80 %	266,334.90	0.00 %		4.97 %	
CH07	267.49	166.71	0.31	62.32 %	159,584.25	0.00 %		4.97 %	
KNR1	130.68	80.17	0.08	61.34 %	89,154.65	0.00 %		4.97 %	
GUD2	156.22	91.65	0.45	58.67 %	84,657.75	0.00 %		4.97 %	
GUD1	200.89	110.29	0.18	54.90 %	127,733.25	0.00 %		4.97 %	
CH29	37.75	17.61	0.00	46.64 %	22,649.10	0.00 %		4.97 %	
MC10	35.32	10.78	0.00	30.53 %	6,753.45	0.00 %		4.97 %	
MC09	43.25	12.56	0.00	29.04 %	7,255.35	0.00 %		4.97 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	98.45	0.31	0.00 %	34,266.00	0.00 %		0.00 %	
GHUB	0.00	72.77	0.71	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	48.30	2.15	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	22.34	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	16.04	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.07)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	54.88	1.29	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	11.69	8.71	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	9.73	0.00	0.00 %	0.00	0.00 %		0.00 %	