



TN-Sales Spot Commission Details 24/03/2026 11:45 PM

Accu.Target 37,234.05 L
 Sales 31,407.14 L
 Achieved % 84.35 %
 HO Budget+ % 5.65 %
 Total Com. 267.90 L

Note : Sales Period is From :01-Mar-2026 To :24-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	411.96	442.62	107.44 %	0.00	5.65 %	0.00
NORTH ARCOT	2,735.03	2,522.92	92.24 %	75,000.00	5.65 %	75,000.00
TRICHY-01	3,829.96	3,521.85	91.96 %	0.00	5.65 %	0.00
KL-SOUTH	349.94	313.75	89.66 %	0.00	5.65 %	0.00
SOUTH-03	3,991.54	3,547.78	88.88 %	0.00	5.65 %	105,000.00
SOUTH ARCOT	2,474.57	2,132.14	86.16 %	0.00	5.65 %	63,000.00
SOUTH-01	5,899.30	5,062.79	85.82 %	0.00	5.65 %	0.00
WEST-02	3,601.82	2,967.45	82.39 %	0.00	5.65 %	0.00
CHENNAI-02	5,088.80	3,990.12	78.41 %	0.00	5.65 %	0.00
WEST-01	3,265.10	2,488.59	76.22 %	0.00	5.65 %	0.00
CHENNAI-01	5,586.03	4,039.05	72.31 %	0.00	5.65 %	0.00
OTHERS	0.00	378.07	0.00 %	0.00	0.00 %	0.00
Total	37,234.05	31,407.14	84.35 %		5.65 %	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	411.96	442.62	107.44%	60,000.00	5.65 %	80,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA01	939.97	892.01	94.90%	60,000.00	5.65 %	120,000.00
	NA02	911.96	833.18	91.36%	60,000.00	5.65 %	60,000.00
	NA03	883.10	797.73	90.33%	52,500.00	5.65 %	52,500.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	1,175.40	1,160.20	98.71%	82,500.00	5.65 %	165,000.00
	KUM1	856.76	773.91	90.33%	52,500.00	5.65 %	52,500.00
	PBR1	924.03	823.57	89.13%	0.00	5.65 %	60,000.00
	TNJ1	873.77	764.17	87.46%	0.00	5.65 %	52,500.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	349.94	313.75	89.66%	0.00	5.65 %	22,500.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	359.02	341.64	95.16%	22,500.00	5.65 %	45,000.00
	TEN1	566.52	514.84	90.88%	37,500.00	5.65 %	37,500.00
	KKD2	795.01	719.61	90.52%	52,500.00	5.65 %	52,500.00
	SVG1	734.21	649.81	88.50%	0.00	5.65 %	45,000.00
	MDU1	1,536.78	1,321.89	86.02%	0.00	5.65 %	97,500.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	704.69	639.41	90.74%	45,000.00	5.65 %	45,000.00
	SA01	898.03	772.79	86.05%	0.00	5.65 %	52,500.00
	SA02	871.86	719.93	82.57%	0.00	5.65 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TUT1	1,534.45	1,446.82	94.29%	105,000.00	5.65 %	105,000.00
	TVL1	835.51	756.24	90.51%	52,500.00	5.65 %	52,500.00
	TKS1	796.09	687.31	86.34%	0.00	5.65 %	45,000.00
	VNR1	737.64	623.01	84.46%	0.00	5.65 %	0.00
	KVT1	944.98	794.64	84.09%	0.00	5.65 %	0.00
	NGR1	1,050.62	754.76	71.84%	0.00	5.65 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	728.01	652.31	89.60%	0.00	5.65 %	45,000.00
	SLM1	1,020.63	892.04	87.40%	0.00	5.65 %	60,000.00
	MTR1	720.03	625.41	86.86%	0.00	5.65 %	45,000.00
	ERD1	1,133.14	797.69	70.40%	0.00	5.65 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,291.30	1,095.66	84.85%	0.00	5.65 %	0.00
	CH09	1,055.10	840.90	79.70%	0.00	5.65 %	0.00
	CH04	1,473.23	1,107.25	75.16%	0.00	5.65 %	0.00
	CH07	1,269.17	946.31	74.56%	0.00	5.65 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	426.43	371.27	87.07%	0.00	5.65 %	22,500.00
	CBE1	1,596.83	1,239.81	77.64%	0.00	5.65 %	0.00
	TPR4	364.26	282.65	77.60%	0.00	5.65 %	0.00
	TPR1	432.43	313.79	72.56%	0.00	5.65 %	0.00
	PLI1	445.15	281.07	63.14%	0.00	5.65 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,376.58	1,123.84	81.64%	0.00	5.65 %	0.00
	CH08	1,289.39	923.42	71.62%	0.00	5.65 %	0.00
	CH03	1,038.52	714.84	68.83%	0.00	5.65 %	0.00
	CH06	1,881.55	1,276.94	67.87%	0.00	5.65 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	12.74	0.00%	0.00	0.00 %	0.00
	CH02	0.00	166.50	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	93.80	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	24.23	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.06)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.02)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	10.36	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	17.33	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	52.09	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	411.96	442.62	0.22	107.44 %	407,628.10	25.00 %	101,907.03	5.65 %	122,288.43

NORTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	69.57	92.35	0.02	132.75 %	74,962.45	40.00 %	29,984.98	5.65 %	29,984.98
SLG1	63.96	71.73	0.11	112.16 %	53,437.15	30.00 %	16,031.15	5.65 %	16,031.15
ANI1	48.82	52.92	0.01	108.40 %	46,053.50	25.00 %	11,513.38	5.65 %	13,816.05
GDM1	84.16	89.16	0.01	105.94 %	69,908.90	25.00 %	17,477.23	5.65 %	20,972.67
TRT1	86.98	90.19	0.19	103.69 %	55,354.70	25.00 %	13,838.68	5.65 %	13,838.68
KPM2	294.30	303.03	0.06	102.96 %	248,791.65	25.00 %	62,197.91	5.65 %	62,197.91
PLR1	52.94	54.28	0.00	102.52 %	47,558.95	25.00 %	11,889.74	5.65 %	11,889.74
PTU1	41.97	43.01	0.01	102.49 %	33,727.80	25.00 %	8,431.95	5.65 %	8,431.95
VSI1	88.27	88.19	0.17	99.91 %	105,474.85	20.00 %	21,094.97	5.65 %	26,368.71
AKM1	126.43	124.66	0.28	98.60 %	101,627.40	20.00 %	20,325.48	5.65 %	25,406.85
UGI1	46.55	44.93	0.55	96.51 %	33,595.20	20.00 %	6,719.04	5.65 %	8,398.80
ARC2	80.87	77.92	0.57	96.35 %	59,942.55	20.00 %	11,988.51	5.65 %	14,985.64
CGM1	74.78	71.07	0.12	95.05 %	51,428.45	15.00 %	7,714.27	5.65 %	12,857.11
WJP1	88.84	83.37	0.18	93.84 %	89,386.00	15.00 %	13,407.90	5.65 %	17,877.20
BGR1	59.57	55.26	0.07	92.76 %	48,242.35	15.00 %	7,236.35	5.65 %	9,648.47
VEL2	190.88	176.19	0.18	92.30 %	178,733.70	15.00 %	26,810.06	5.65 %	35,746.74
WJD1	110.96	100.51	0.05	90.58 %	125,467.85	15.00 %	18,820.18	5.65 %	25,093.57
SBR1	171.25	154.88	0.00	90.44 %	177,597.45	15.00 %	26,639.62	5.65 %	35,519.49
CYR1	66.40	58.18	0.22	87.62 %	59,321.15	10.00 %	5,932.12	5.65 %	8,898.17
CPT1	55.28	47.17	0.11	85.32 %	40,782.70	10.00 %	4,078.27	5.65 %	6,117.41
TRR1	156.52	130.34	0.32	83.27 %	90,843.90	10.00 %	9,084.39	5.65 %	9,084.39
VEL1	159.77	128.55	0.05	80.46 %	130,301.35	10.00 %	13,030.14	5.65 %	13,030.14
TRL1	269.28	202.39	0.10	75.16 %	198,252.35	0.00 %		5.65 %	
KPM1	123.34	91.42	0.17	74.12 %	93,393.50	0.00 %		5.65 %	
ABR1	123.34	91.24	0.24	73.97 %	77,835.90	0.00 %		5.65 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	38.75	50.73	0.00	130.92 %	31,966.55	40.00 %	12,786.62	5.65 %	12,786.62
TVR1	64.94	74.45	0.00	114.64 %	54,531.80	30.00 %	16,359.54	5.65 %	21,812.72
KRN1	67.18	74.85	0.00	111.41 %	60,335.85	30.00 %	18,100.76	5.65 %	18,100.76
PDK1	57.41	63.91	0.00	111.31 %	51,975.55	30.00 %	15,592.67	5.65 %	15,592.67
NMM1	64.47	70.93	0.33	110.02 %	69,058.40	30.00 %	20,717.52	5.65 %	20,717.52
MVM1	157.08	168.08	0.06	107.01 %	180,684.15	25.00 %	45,171.04	5.65 %	54,205.25
TRY1	697.02	703.55	0.44	100.94 %	404,623.80	25.00 %	101,155.95	5.65 %	101,155.95
TTP1	104.20	102.35	0.00	98.23 %	77,888.90	20.00 %	15,577.78	5.65 %	19,472.23
TRY4	162.17	157.96	0.00	97.40 %	151,247.50	20.00 %	30,249.50	5.65 %	37,811.88
TYR1	130.54	126.12	0.08	96.62 %	86,883.55	20.00 %	17,376.71	5.65 %	21,720.89
TVR2	185.12	176.50	0.04	95.34 %	117,631.85	20.00 %	23,526.37	5.65 %	29,407.96
MSI1	95.18	90.58	0.07	95.17 %	62,348.70	20.00 %	12,469.74	5.65 %	15,587.18
TRY2	67.22	61.99	0.05	92.21 %	40,504.85	15.00 %	6,075.73	5.65 %	8,100.97
ORU1	65.47	59.95	0.05	91.56 %	70,769.85	15.00 %	10,615.48	5.65 %	14,153.97
TNJ2	175.94	160.35	0.08	91.14 %	105,294.45	15.00 %	15,794.17	5.65 %	21,058.89
MDI1	116.96	106.35	0.20	90.93 %	77,477.05	15.00 %	11,621.56	5.65 %	15,495.41
APM1	43.20	38.79	0.11	89.80 %	44,074.80	10.00 %	4,407.48	5.65 %	8,814.96
JKM1	110.23	96.41	0.04	87.46 %	67,768.65	10.00 %	6,776.87	5.65 %	10,165.30
PTK1	167.99	144.70	0.02	86.14 %	75,519.75	10.00 %	7,551.98	5.65 %	11,327.96
NGT1	121.22	99.52	0.06	82.10 %	84,129.80	10.00 %	8,412.98	5.65 %	8,412.98
AYR1	87.11	70.92	0.09	81.41 %	56,159.00	10.00 %	5,615.90	5.65 %	5,615.90
KUM1	250.99	204.23	0.04	81.37 %	137,833.65	10.00 %	13,783.37	5.65 %	13,783.37
PBR1	85.94	68.28	0.09	79.45 %	40,958.00	0.00 %		5.65 %	4,095.80
PBR2	257.95	203.18	0.26	78.77 %	147,119.15	0.00 %		5.65 %	14,711.92
TRY3	124.39	97.96	0.00	78.75 %	86,444.25	0.00 %		5.65 %	8,644.43
TNJ1	239.74	183.09	0.26	76.37 %	107,811.05	0.00 %		5.65 %	10,781.11
KIK1	91.56	66.13	0.04	72.23 %	58,279.75	0.00 %		5.65 %	

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	75.82	83.21	0.01	109.74 %	51,525.80	25.00 %	12,881.45	5.65 %	15,457.74
PNL1	47.57	48.63	0.10	102.22 %	32,419.40	25.00 %	8,104.85	5.65 %	8,104.85
TVP1	168.09	138.12	0.27	82.17 %	95,364.20	10.00 %	9,536.42	5.65 %	9,536.42
KLR1	58.45	43.79	0.05	74.92 %	33,133.15	0.00 %		5.65 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MPA1	80.79	100.67	0.28	124.61 %	97,051.50	40.00 %	38,820.60	5.65 %	38,820.60
CMR1	48.77	59.20	0.42	121.39 %	39,830.20	40.00 %	15,932.08	5.65 %	15,932.08
KKD3	115.91	139.96	0.13	120.75 %	162,020.40	40.00 %	64,808.16	5.65 %	64,808.16
KRR1	89.03	98.33	0.25	110.44 %	126,276.75	30.00 %	37,883.03	5.65 %	37,883.03
DGL2	105.68	112.17	0.33	106.15 %	85,460.95	25.00 %	21,365.24	5.65 %	25,638.29
KPT1	57.42	60.75	0.18	105.80 %	61,866.80	25.00 %	15,466.70	5.65 %	18,560.04
PKM1	45.50	47.95	0.06	105.38 %	48,132.30	25.00 %	12,033.08	5.65 %	14,439.69
TDI1	71.76	72.62	0.25	101.19 %	96,729.70	25.00 %	24,182.43	5.65 %	24,182.43
MDU1	378.97	370.91	0.21	97.87 %	227,334.30	20.00 %	45,466.86	5.65 %	56,833.58
MDU7	128.80	125.79	0.43	97.66 %	87,077.65	20.00 %	17,415.53	5.65 %	21,769.41
TPT1	96.17	93.11	0.18	96.82 %	117,179.40	20.00 %	23,435.88	5.65 %	29,294.85
USL1	69.51	66.06	0.02	95.04 %	43,829.25	15.00 %	6,574.39	5.65 %	10,957.31
NTM1	51.83	48.90	0.10	94.34 %	42,506.80	15.00 %	6,376.02	5.65 %	8,501.36
TEN1	105.67	98.46	0.16	93.18 %	78,656.70	15.00 %	11,798.51	5.65 %	15,731.34
PNV2	57.04	53.09	0.00	93.07 %	29,661.10	15.00 %	4,449.17	5.65 %	5,932.22
DGL1	248.45	230.65	0.21	92.84 %	190,432.55	15.00 %	28,564.88	5.65 %	38,086.51
ADP1	67.73	62.87	0.17	92.83 %	61,673.00	15.00 %	9,250.95	5.65 %	12,334.60
NKI1	57.72	52.90	0.04	91.66 %	52,537.35	15.00 %	7,880.60	5.65 %	10,507.47
PVI1	79.21	71.80	0.35	90.65 %	60,290.85	15.00 %	9,043.63	5.65 %	12,058.17
TMM1	128.86	115.10	0.14	89.32 %	80,005.60	10.00 %	8,000.56	5.65 %	12,000.84
BNR1	68.99	61.07	0.11	88.52 %	54,499.55	10.00 %	5,449.96	5.65 %	8,174.93
SGP1	51.44	45.12	0.00	87.71 %	44,106.85	10.00 %	4,410.69	5.65 %	6,616.03
ODM1	51.86	45.41	0.26	87.55 %	27,661.75	10.00 %	2,766.18	5.65 %	4,149.26
MDU5	73.64	63.65	0.11	86.43 %	71,843.90	10.00 %	7,184.39	5.65 %	10,776.59
BTU1	47.95	40.06	0.44	83.53 %	36,678.30	10.00 %	3,667.83	5.65 %	3,667.83
CBM1	103.31	86.00	0.04	83.24 %	91,863.70	10.00 %	9,186.37	5.65 %	9,186.37
DKI1	115.11	94.12	0.12	81.76 %	146,721.15	10.00 %	14,672.12	5.65 %	14,672.12
SVG1	105.38	84.84	0.09	80.51 %	66,052.25	10.00 %	6,605.23	5.65 %	6,605.23
MDU3	151.83	122.04	0.15	80.38 %	67,129.85	10.00 %	6,712.99	5.65 %	6,712.99
TEN2	126.57	99.29	0.17	78.45 %	64,520.35	0.00 %		5.65 %	6,452.04
MLR1	74.39	57.08	0.08	76.73 %	46,871.40	0.00 %		5.65 %	4,687.14
MDU2	260.82	195.81	0.21	75.08 %	164,007.40	0.00 %		5.65 %	
KYK1	64.17	47.23	0.07	73.60 %	41,167.90	0.00 %		5.65 %	
ATG1	149.48	109.38	0.41	73.17 %	112,549.65	0.00 %		5.65 %	
MDU6	209.18	152.41	0.06	72.86 %	121,767.90	0.00 %		5.65 %	
MNM1	58.89	40.42	0.00	68.64 %	35,949.40	0.00 %		5.65 %	
MDU4	108.22	74.24	0.51	68.60 %	55,051.30	0.00 %		5.65 %	
PNI1	85.50	48.34	0.00	56.54 %	31,397.80	0.00 %		5.65 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MKM1	50.10	69.22	0.14	138.17 %	87,392.20	40.00 %	34,956.88	5.65 %	34,956.88
PRT1	77.85	101.68	0.37	130.62 %	91,401.00	40.00 %	36,560.40	5.65 %	36,560.40
SJI2	112.89	123.48	0.30	109.38 %	97,592.50	25.00 %	24,398.13	5.65 %	29,277.75
TDM1	88.82	86.97	0.41	97.92 %	58,637.65	20.00 %	11,727.53	5.65 %	14,659.41
KML1	66.93	64.98	0.07	97.09 %	55,203.75	20.00 %	11,040.75	5.65 %	13,800.94
TVM1	66.56	62.19	0.27	93.43 %	40,178.00	15.00 %	6,026.70	5.65 %	8,035.60
CUD1	252.21	235.23	0.14	93.27 %	202,268.70	15.00 %	30,340.31	5.65 %	40,453.74
TVM2	87.66	81.43	0.00	92.89 %	41,647.30	15.00 %	6,247.10	5.65 %	8,329.46
TRK1	155.60	137.67	0.06	88.48 %	134,729.70	10.00 %	13,472.97	5.65 %	20,209.46
VPM2	133.29	115.97	0.20	87.00 %	79,564.00	10.00 %	7,956.40	5.65 %	11,934.60
STP1	50.08	43.11	0.42	86.07 %	23,007.75	10.00 %	2,300.78	5.65 %	3,451.16
KLM1	131.46	112.71	0.30	85.74 %	145,417.85	10.00 %	14,541.79	5.65 %	21,812.68
ULP1	125.61	105.03	0.05	83.62 %	64,772.05	10.00 %	6,477.21	5.65 %	6,477.21
KKI2	140.18	109.27	0.06	77.95 %	112,693.80	0.00 %		5.65 %	11,269.38
POY2	201.53	156.81	0.23	77.81 %	153,061.10	0.00 %		5.65 %	15,306.11
POY1	262.73	198.82	0.06	75.67 %	205,208.45	0.00 %		5.65 %	20,520.85
NVL2	156.49	114.95	0.15	73.46 %	93,132.20	0.00 %		5.65 %	
CDM1	167.26	118.87	0.41	71.07 %	108,665.85	0.00 %		5.65 %	
VCM1	87.47	62.05	0.04	70.94 %	36,517.10	0.00 %		5.65 %	
VPM1	59.86	31.70	0.10	52.96 %	23,829.25	0.00 %		5.65 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	77.88	90.33	0.12	115.98 %	111,822.85	30.00 %	33,546.86	5.65 %	44,729.14
ARM1	53.41	59.18	0.58	110.79 %	39,393.40	30.00 %	11,818.02	5.65 %	11,818.02
KYR1	57.59	63.48	0.09	110.22 %	71,886.35	30.00 %	21,565.91	5.65 %	21,565.91
KGL1	67.68	68.10	0.04	100.63 %	55,133.15	25.00 %	13,783.29	5.65 %	13,783.29
VNR1	79.18	79.54	0.26	100.45 %	69,369.20	25.00 %	17,342.30	5.65 %	17,342.30
KSM1	48.97	48.49	0.04	99.03 %	28,102.95	20.00 %	5,620.59	5.65 %	7,025.74
TCN1	107.09	105.99	0.09	98.97 %	91,797.10	20.00 %	18,359.42	5.65 %	22,949.28
SDI1	88.59	87.00	0.13	98.20 %	58,960.75	20.00 %	11,792.15	5.65 %	14,740.19
TUT1	909.63	890.28	0.24	97.87 %	480,756.15	20.00 %	96,151.23	5.65 %	120,189.04
PKD1	114.27	111.49	0.09	97.57 %	102,090.50	20.00 %	20,418.10	5.65 %	25,522.63
TKS1	163.58	155.76	0.18	95.22 %	135,757.15	20.00 %	27,151.43	5.65 %	33,939.29
TKS2	223.94	212.34	0.19	94.82 %	134,520.40	15.00 %	20,178.06	5.65 %	33,630.10
ASM1	75.27	70.57	0.07	93.75 %	61,788.80	15.00 %	9,268.32	5.65 %	12,357.76
SVK1	153.17	142.71	0.15	93.17 %	102,197.10	15.00 %	15,329.57	5.65 %	20,439.42
SKD1	66.34	59.96	0.17	90.39 %	74,568.90	15.00 %	11,185.34	5.65 %	14,913.78
TVL1	536.06	482.41	0.16	89.99 %	407,477.80	10.00 %	40,747.78	5.65 %	81,495.56
UDN1	70.79	62.82	0.20	88.74 %	41,509.55	10.00 %	4,150.96	5.65 %	6,226.43
APK2	103.63	91.62	0.20	88.42 %	64,558.05	10.00 %	6,455.81	5.65 %	9,683.71
MMT1	101.76	86.55	0.12	85.05 %	46,953.30	10.00 %	4,695.33	5.65 %	7,043.00
SGT1	57.15	48.28	0.08	84.48 %	33,322.60	10.00 %	3,332.26	5.65 %	3,332.26
VLY1	170.77	144.09	0.04	84.38 %	86,299.00	10.00 %	8,629.90	5.65 %	8,629.90
TYI1	88.14	74.04	0.20	84.00 %	66,130.90	10.00 %	6,613.09	5.65 %	6,613.09
RND1	170.86	137.49	0.08	80.47 %	151,083.00	10.00 %	15,108.30	5.65 %	15,108.30
KVT1	297.21	238.95	0.06	80.40 %	219,819.75	10.00 %	21,981.98	5.65 %	21,981.98
APK1	117.45	94.25	0.10	80.25 %	103,411.30	10.00 %	10,341.13	5.65 %	10,341.13
TUT2	280.91	223.37	0.07	79.52 %	144,765.15	0.00 %		5.65 %	14,476.52
STU2	67.56	53.41	0.28	79.05 %	33,848.45	0.00 %		5.65 %	3,384.85
SNL1	98.87	75.12	0.11	75.98 %	45,515.85	0.00 %		5.65 %	4,551.59
VKM1	72.27	54.73	0.32	75.73 %	63,602.65	0.00 %		5.65 %	6,360.27
VNR2	284.21	214.88	0.21	75.61 %	175,987.95	0.00 %		5.65 %	17,598.80
RPM1	171.16	125.75	0.28	73.47 %	96,488.40	0.00 %		5.65 %	
NGR1	452.93	328.73	0.33	72.58 %	186,762.45	0.00 %		5.65 %	
TKY1	91.55	60.18	0.03	65.73 %	42,648.60	0.00 %		5.65 %	
PDI1	91.67	58.19	0.37	63.48 %	45,044.00	0.00 %		5.65 %	
MAR1	233.78	137.24	0.19	58.71 %	81,204.60	0.00 %		5.65 %	
COL1	53.95	25.46	0.37	47.18 %	21,647.35	0.00 %		5.65 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	97.43	116.64	0.05	119.72 %	74,239.25	30.00 %	22,271.78	5.65 %	29,695.70
EDP1	44.11	49.07	0.14	111.27 %	26,029.85	30.00 %	7,808.96	5.65 %	7,808.96
PMP1	68.21	73.18	0.44	107.30 %	43,737.35	25.00 %	10,934.34	5.65 %	13,121.21
DPR1	54.18	56.59	0.45	104.45 %	40,058.90	25.00 %	10,014.73	5.65 %	12,017.67
HRR1	63.41	65.16	0.07	102.77 %	56,608.05	25.00 %	14,152.01	5.65 %	14,152.01
BMD1	64.49	65.87	0.00	102.15 %	54,899.85	25.00 %	13,724.96	5.65 %	13,724.96
APN1	73.96	74.76	0.15	101.08 %	86,356.20	25.00 %	21,589.05	5.65 %	21,589.05
MCR1	104.44	103.33	0.06	98.94 %	72,171.85	20.00 %	14,434.37	5.65 %	18,042.96
SLM2	111.68	104.30	0.06	93.39 %	63,250.60	15.00 %	9,487.59	5.65 %	12,650.12
ATU1	124.95	116.41	0.07	93.17 %	88,682.10	15.00 %	13,302.32	5.65 %	17,736.42
SGI1	66.36	61.07	0.04	92.04 %	48,017.00	15.00 %	7,202.55	5.65 %	9,603.40
OML1	101.21	92.40	0.12	91.30 %	81,382.95	15.00 %	12,207.44	5.65 %	16,276.59
EPI1	82.75	74.05	0.08	89.49 %	60,708.60	10.00 %	6,070.86	5.65 %	9,106.29
KAM1	53.73	47.81	0.19	88.99 %	40,664.00	10.00 %	4,066.40	5.65 %	6,099.60
DPR2	57.83	51.09	0.07	88.35 %	34,843.30	10.00 %	3,484.33	5.65 %	5,226.50
PLC1	66.28	58.24	0.09	87.87 %	60,774.55	10.00 %	6,077.46	5.65 %	9,116.18
KVP1	58.43	50.81	0.00	86.96 %	34,637.70	10.00 %	3,463.77	5.65 %	5,195.66
SLM1	310.08	267.46	0.12	86.25 %	170,254.50	10.00 %	17,025.45	5.65 %	25,538.18
CMI1	52.35	43.92	0.03	83.90 %	52,432.30	10.00 %	5,243.23	5.65 %	5,243.23
HSR1	120.60	99.12	0.15	82.19 %	73,633.35	10.00 %	7,363.34	5.65 %	7,363.34
NKL2	163.29	131.19	0.24	80.34 %	128,324.70	10.00 %	12,832.47	5.65 %	12,832.47
TCG1	81.13	64.14	0.00	79.06 %	61,117.50	0.00 %		5.65 %	6,111.75
TRM1	133.92	104.27	0.09	77.86 %	82,470.40	0.00 %		5.65 %	8,247.04
SLM3	158.77	120.85	0.11	76.12 %	94,109.20	0.00 %		5.65 %	9,410.92
ERD2	246.94	184.98	0.22	74.91 %	258,377.95	0.00 %		5.65 %	
VPD1	114.35	85.13	0.23	74.45 %	88,734.30	0.00 %		5.65 %	
HSR2	196.98	145.44	0.19	73.84 %	132,659.30	0.00 %		5.65 %	
PDR1	57.95	42.14	0.31	72.72 %	56,749.00	0.00 %		5.65 %	
RSP1	103.12	69.97	0.14	67.85 %	77,594.75	0.00 %		5.65 %	
KMM1	70.00	46.29	0.00	66.12 %	46,704.65	0.00 %		5.65 %	
ERD1	232.44	150.74	0.25	64.85 %	136,969.70	0.00 %		5.65 %	
MTR1	140.55	86.70	0.21	61.68 %	53,057.15	0.00 %		5.65 %	
VKL1	73.49	37.97	0.00	51.67 %	43,738.65	0.00 %		5.65 %	
SGG1	52.43	26.35	0.38	50.26 %	18,641.50	0.00 %		5.65 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	96.02	127.16	1.35	132.44 %	85,895.90	40.00 %	34,358.36	5.65 %	34,358.36
CH24	149.96	164.16	0.22	109.47 %	156,470.90	25.00 %	39,117.73	5.65 %	46,941.27
CH23	69.28	73.11	0.21	105.52 %	82,097.80	25.00 %	20,524.45	5.65 %	24,629.34
MC05	40.23	41.68	0.00	103.61 %	17,171.10	25.00 %	4,292.78	5.65 %	4,292.78
CH17	137.15	137.12	0.32	99.98 %	173,046.45	20.00 %	34,609.29	5.65 %	43,261.61
CH32	30.23	28.65	0.12	94.78 %	32,550.10	15.00 %	4,882.52	5.65 %	8,137.53
CH50	178.81	169.42	0.18	94.75 %	163,564.55	15.00 %	24,534.68	5.65 %	40,891.14
UKI1	112.74	97.76	0.12	86.71 %	76,249.45	10.00 %	7,624.95	5.65 %	11,437.42
CH46	83.95	71.54	0.19	85.21 %	65,764.85	10.00 %	6,576.49	5.65 %	9,864.73
CH27	53.64	45.66	0.56	85.14 %	45,486.40	10.00 %	4,548.64	5.65 %	6,822.96
CH03	534.87	452.29	0.20	84.56 %	378,138.45	10.00 %	37,813.85	5.65 %	37,813.85
PON1	109.63	91.35	0.12	83.33 %	91,049.95	10.00 %	9,105.00	5.65 %	9,105.00
CH12	289.14	238.69	0.23	82.55 %	207,100.90	10.00 %	20,710.09	5.65 %	20,710.09
CH51	229.11	180.15	0.37	78.63 %	152,508.50	0.00 %		5.65 %	15,250.85
CH33	173.21	134.94	0.06	77.91 %	136,156.50	0.00 %		5.65 %	13,615.65
CH31	86.55	66.44	0.29	76.76 %	63,569.30	0.00 %		5.65 %	6,356.93
CH20	235.73	176.91	0.21	75.05 %	150,382.00	0.00 %		5.65 %	
CH34	202.79	151.86	0.16	74.88 %	124,180.80	0.00 %		5.65 %	
CH41	180.34	133.13	0.12	73.82 %	172,122.55	0.00 %		5.65 %	
CH15	497.07	366.82	0.17	73.80 %	281,704.75	0.00 %		5.65 %	
MJR1	200.03	144.42	0.19	72.20 %	129,062.50	0.00 %		5.65 %	
MC06	46.18	33.16	0.10	71.81 %	16,462.55	0.00 %		5.65 %	
CH43	156.40	109.47	0.23	69.99 %	115,249.05	0.00 %		5.65 %	
CH44	162.83	113.27	0.19	69.57 %	116,730.10	0.00 %		5.65 %	
CH18	298.92	205.16	0.21	68.64 %	169,930.10	0.00 %		5.65 %	
CH06	201.86	134.25	0.39	66.50 %	130,386.65	0.00 %		5.65 %	
CH36	87.83	52.29	0.09	59.53 %	42,891.05	0.00 %		5.65 %	
CH21	436.35	248.11	0.24	56.86 %	154,416.35	0.00 %		5.65 %	
CH01	7.94	1.14	0.66	14.37 %	1,868.15	0.00 %		5.65 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CNR1	53.13	53.95	0.02	101.55 %	46,251.95	25.00 %	11,562.99	5.65 %	11,562.99
AVI1	67.15	66.71	0.31	99.34 %	74,026.40	20.00 %	14,805.28	5.65 %	18,506.60
CBE4	150.85	140.44	0.07	93.10 %	152,702.90	15.00 %	22,905.44	5.65 %	30,540.58
KMD1	47.18	42.02	0.08	89.06 %	52,484.25	10.00 %	5,248.43	5.65 %	7,872.64
GDR1	56.07	49.91	0.05	89.01 %	35,862.60	10.00 %	3,586.26	5.65 %	5,379.39
SUL1	81.48	71.87	0.01	88.21 %	87,905.00	10.00 %	8,790.50	5.65 %	13,185.75
MPM1	98.81	83.39	0.03	84.40 %	107,591.80	10.00 %	10,759.18	5.65 %	10,759.18
KGI1	62.52	52.54	0.06	84.05 %	37,133.60	10.00 %	3,713.36	5.65 %	3,713.36
KGM1	56.55	47.39	0.03	83.81 %	54,173.95	10.00 %	5,417.40	5.65 %	5,417.40
TPR4	48.09	40.02	0.03	83.23 %	41,918.55	10.00 %	4,191.86	5.65 %	4,191.86
UAM1	108.73	89.46	0.00	82.28 %	61,399.35	10.00 %	6,139.94	5.65 %	6,139.94
PDM1	65.18	53.09	0.03	81.45 %	58,046.95	10.00 %	5,804.70	5.65 %	5,804.70
CBE2	702.62	572.20	0.04	81.44 %	369,332.55	10.00 %	36,933.26	5.65 %	36,933.26
PPI1	62.31	50.17	0.11	80.52 %	58,387.45	10.00 %	5,838.75	5.65 %	5,838.75
CBE1	108.33	82.92	0.00	76.54 %	87,181.50	0.00 %		5.65 %	8,718.15
KMR1	182.73	138.46	0.19	75.77 %	135,670.40	0.00 %		5.65 %	13,567.04
TPR2	184.62	139.65	0.20	75.64 %	98,758.95	0.00 %		5.65 %	9,875.90
CBE5	47.33	35.38	0.00	74.77 %	49,376.90	0.00 %		5.65 %	
CBE3	38.60	27.74	0.28	71.88 %	30,776.75	0.00 %		5.65 %	
UMP1	76.13	54.42	0.35	71.48 %	45,568.85	0.00 %		5.65 %	
TPR1	158.05	111.20	0.35	70.36 %	93,073.15	0.00 %		5.65 %	
TPR3	89.76	62.94	0.00	70.12 %	64,636.10	0.00 %		5.65 %	
DPM2	73.18	50.37	0.33	68.82 %	71,157.90	0.00 %		5.65 %	
SYM2	72.58	49.78	0.00	68.59 %	52,637.40	0.00 %		5.65 %	
CBE6	121.13	82.93	0.21	68.47 %	83,890.35	0.00 %		5.65 %	
GBM1	87.34	59.66	0.17	68.30 %	49,144.05	0.00 %		5.65 %	
ANR1	26.79	16.31	0.44	60.88 %	15,100.80	0.00 %		5.65 %	
SNR1	163.76	87.86	0.04	53.65 %	107,933.00	0.00 %		5.65 %	
PLI1	174.12	75.80	0.23	43.54 %	70,403.20	0.00 %		5.65 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	71.39	112.89	0.14	158.13 %	130,049.95	40.00 %	52,019.98	5.65 %	52,019.98
CH30	180.87	177.68	0.09	98.24 %	122,204.15	20.00 %	24,440.83	5.65 %	30,551.04
CH37	80.88	78.33	0.05	96.85 %	112,157.70	20.00 %	22,431.54	5.65 %	28,039.43
MRM1	140.47	120.54	0.04	85.82 %	105,807.00	10.00 %	10,580.70	5.65 %	15,871.05
CH48	189.04	161.56	0.23	85.46 %	210,295.75	10.00 %	21,029.58	5.65 %	31,544.36
CH45	164.59	139.50	0.18	84.76 %	133,837.00	10.00 %	13,383.70	5.65 %	13,383.70
TKM1	73.41	61.78	0.14	84.16 %	60,692.70	10.00 %	6,069.27	5.65 %	6,069.27
AVD1	194.58	157.59	0.21	80.99 %	144,748.30	10.00 %	14,474.83	5.65 %	14,474.83
CH49	239.67	192.29	0.14	80.23 %	223,756.90	10.00 %	22,375.69	5.65 %	22,375.69
CH35	169.52	135.20	0.10	79.76 %	142,918.05	0.00 %		5.65 %	14,291.81
CH05	351.41	279.99	0.17	79.68 %	212,166.70	0.00 %		5.65 %	21,216.67
CH39	102.51	80.98	0.21	78.99 %	94,285.65	0.00 %		5.65 %	9,428.57
CGL1	113.22	86.17	0.42	76.11 %	71,291.80	0.00 %		5.65 %	7,129.18
CH40	80.20	60.32	0.15	75.22 %	25,871.25	0.00 %		5.65 %	
CH14	344.68	258.90	0.16	75.11 %	242,772.15	0.00 %		5.65 %	
CH38	119.57	89.66	0.00	74.98 %	97,589.10	0.00 %		5.65 %	
CH42	247.70	169.59	0.07	68.47 %	207,853.05	0.00 %		5.65 %	
CH19	250.54	171.48	0.17	68.44 %	191,894.85	0.00 %		5.65 %	
CH25	208.71	140.97	0.46	67.54 %	168,499.85	0.00 %		5.65 %	
CH26	54.65	36.16	0.00	66.16 %	35,924.70	0.00 %		5.65 %	
CH22	214.10	141.62	0.21	66.14 %	105,662.30	0.00 %		5.65 %	
SKL1	137.33	89.62	0.28	65.26 %	81,699.25	0.00 %		5.65 %	
CH28	234.66	151.98	0.13	64.77 %	262,467.25	0.00 %		5.65 %	
CH08	346.37	217.74	0.13	62.86 %	256,498.45	0.00 %		5.65 %	
CH16	366.45	225.79	0.14	61.62 %	275,471.85	0.00 %		5.65 %	
CH07	279.12	171.27	0.30	61.36 %	165,093.55	0.00 %		5.65 %	
KNR1	136.37	81.59	0.08	59.83 %	90,955.60	0.00 %		5.65 %	
GUD2	163.01	94.68	0.43	58.08 %	88,416.95	0.00 %		5.65 %	
GUD1	209.63	110.90	0.18	52.91 %	129,001.75	0.00 %		5.65 %	
CH29	39.39	17.79	0.00	45.16 %	22,852.35	0.00 %		5.65 %	
MC10	36.86	11.65	0.00	31.60 %	7,092.15	0.00 %		5.65 %	
MC09	45.14	12.86	0.00	28.50 %	7,391.75	0.00 %		5.65 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	111.38	0.28	0.00 %	34,266.00	0.00 %		0.00 %	
GHUB	0.00	89.27	0.58	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	4.53	0.00	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	52.11	1.99	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	24.23	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	17.37	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.08)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	55.20	1.29	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.02)	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	(0.02)	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	12.76	7.98	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	10.36	0.00	0.00 %	0.00	0.00 %		0.00 %	