



# TN-Sales Spot Commission Details 25/04/2026 11:45 PM

<b>Accu.Target</b> 52,947.25 L	<b>Sales</b> 53,253.54 L	<b>Achieved %</b> 100.58 %	<b>HO Budget+%</b> 0.00 %	<b>Total Com.</b> 634.68 L
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Note : Sales Period is From :01-Apr-2026 To :25-Apr-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	512.97	853.35	166.36 %	0.00	0.00 %	0.00
KL-NORTH	805.89	1,107.45	137.42 %	0.00	0.00 %	0.00
WEST-01	3,315.23	4,206.24	126.88 %	0.00	0.00 %	0.00
SOUTH-01	7,575.72	8,476.93	111.90 %	0.00	0.00 %	0.00
WEST-02	4,566.51	5,092.43	111.52 %	0.00	0.00 %	0.00
SOUTH-03	5,960.11	6,559.10	110.05 %	520,000.00	0.00 %	520,000.00
NORTH ARCOT	4,042.80	3,998.37	98.90 %	117,000.00	0.00 %	117,000.00
TRICHY-01	7,065.26	6,395.42	90.52 %	0.00	0.00 %	0.00
SOUTH ARCOT	4,235.46	3,780.83	89.27 %	0.00	0.00 %	0.00
CHENNAI-02	6,577.51	5,784.06	87.94 %	0.00	0.00 %	0.00
CHENNAI-01	8,289.77	6,376.37	76.92 %	0.00	0.00 %	0.00
OTHERS	0.00	622.99	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>52,947.25</b>	<b>53,253.54</b>	<b>100.58 %</b>		<b>0.00 %</b>	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	512.97	853.35	166.36%	320,000.00	0.00 %	320,000.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	805.89	1,107.45	137.42%	440,000.00	0.00 %	440,000.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR1	419.35	591.50	141.05%	200,000.00	0.00 %	200,000.00
	CBE1	1,441.61	1,974.56	136.97%	760,000.00	0.00 %	760,000.00
	TPR4	412.59	511.04	123.86%	150,000.00	0.00 %	150,000.00
	PLI1	481.74	588.97	122.26%	150,000.00	0.00 %	150,000.00
	UAM1	559.94	540.17	96.47%	37,500.00	0.00 %	37,500.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	1,064.31	1,433.44	134.68%	560,000.00	0.00 %	560,000.00
	TVL1	1,161.71	1,489.03	128.18%	420,000.00	0.00 %	420,000.00
	TKS1	1,078.37	1,239.14	114.91%	240,000.00	0.00 %	240,000.00
	TUT1	1,765.70	1,863.70	105.55%	270,000.00	0.00 %	270,000.00
	KVT1	1,478.16	1,457.82	98.62%	105,000.00	0.00 %	105,000.00
VNR1	1,027.48	993.79	96.72%	67,500.00	0.00 %	67,500.00	

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	866.38	1,054.88	121.76%	300,000.00	0.00 %	300,000.00
	ERD1	1,460.24	1,601.03	109.64%	240,000.00	0.00 %	240,000.00
	SLM1	1,372.02	1,503.92	109.61%	225,000.00	0.00 %	225,000.00
	MTR1	867.87	932.60	107.46%	135,000.00	0.00 %	135,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	594.27	753.33	126.77%	210,000.00	0.00 %	210,000.00
	TEN1	714.22	874.23	122.40%	240,000.00	0.00 %	240,000.00
	MDU1	2,198.92	2,424.90	110.28%	480,000.00	0.00 %	480,000.00
	KKD2	1,299.36	1,339.44	103.08%	195,000.00	0.00 %	195,000.00
	SVG1	1,153.35	1,167.21	101.20%	165,000.00	0.00 %	165,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,281.08	1,480.53	115.57%	280,000.00	0.00 %	280,000.00
	NA01	1,435.68	1,343.00	93.54%	97,500.00	0.00 %	97,500.00
	NA03	1,326.03	1,174.84	88.60%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	2,145.21	2,085.08	97.20%	150,000.00	0.00 %	150,000.00
	KUM1	1,543.03	1,444.70	93.63%	105,000.00	0.00 %	105,000.00
	PBR1	1,750.20	1,545.68	88.31%	0.00	0.00 %	0.00
	TNJ1	1,626.82	1,319.97	81.14%	0.00	0.00 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	1,153.06	1,042.61	90.42%	75,000.00	0.00 %	75,000.00
	SA02	1,544.69	1,385.82	89.72%	0.00	0.00 %	0.00
	SA01	1,537.72	1,352.40	87.95%	0.00	0.00 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	1,552.57	1,416.12	91.21%	105,000.00	0.00 %	105,000.00
	CH01	1,764.49	1,589.42	90.08%	112,500.00	0.00 %	112,500.00
	CH09	1,478.24	1,274.47	86.22%	0.00	0.00 %	0.00
	CH04	1,782.22	1,504.06	84.39%	0.00	0.00 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,963.90	1,682.06	85.65%	0.00	0.00 %	0.00
	CH08	2,093.21	1,662.62	79.43%	0.00	0.00 %	0.00
	CH03	1,488.74	1,140.74	76.62%	0.00	0.00 %	0.00
	CH06	2,743.92	1,890.95	68.91%	0.00	0.00 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	5.47	0.00%	0.00	0.00 %	0.00
	CH02	0.00	141.84	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.06)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	330.08	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	33.43	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.10)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.11)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	12.75	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	10.18	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	88.22	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	1.34	0.00%	0.00	0.00 %	0.00

KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	227.47	434.06	0.09	190.82 %	289,034.40	40.00 %	115,613.76	0.00 %	115,613.76
PAS1	113.84	179.34	0.20	157.53 %	116,145.85	40.00 %	46,458.34	0.00 %	46,458.34
PNL1	80.88	119.37	0.52	147.58 %	74,730.10	40.00 %	29,892.04	0.00 %	29,892.04
KLR1	90.77	120.58	0.12	132.85 %	75,299.20	40.00 %	30,119.68	0.00 %	30,119.68
KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	805.89	1,107.45	0.11	137.42 %	1,348,932.80	40.00 %	539,573.12	0.00 %	539,573.12
WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TPR2	160.59	284.72	0.05	177.29 %	315,944.85	40.00 %	126,377.94	0.00 %	126,377.94
AVI1	67.59	119.18	0.12	176.33 %	168,181.20	40.00 %	67,272.48	0.00 %	67,272.48
MPM1	113.58	187.61	0.13	165.17 %	233,403.50	40.00 %	93,361.40	0.00 %	93,361.40
CBE1	90.72	149.37	0.37	164.65 %	166,406.00	40.00 %	66,562.40	0.00 %	66,562.40
CBE4	145.57	239.65	0.03	164.62 %	345,023.05	40.00 %	138,009.22	0.00 %	138,009.22
ANR1	24.51	38.87	0.13	158.59 %	83,357.60	40.00 %	33,343.04	0.00 %	33,343.04
CBE3	38.16	57.70	0.06	151.22 %	75,786.60	40.00 %	30,314.64	0.00 %	30,314.64
PDM1	64.17	93.33	0.20	145.43 %	166,159.40	40.00 %	66,463.76	0.00 %	66,463.76
UMP1	80.93	115.31	0.16	142.48 %	95,388.85	40.00 %	38,155.54	0.00 %	38,155.54
CBE2	558.58	794.65	0.14	142.26 %	1,021,933.75	40.00 %	408,773.50	0.00 %	408,773.50
SNR1	116.72	165.44	0.05	141.74 %	195,412.60	40.00 %	78,165.04	0.00 %	78,165.04
TPR1	143.90	199.37	0.28	138.55 %	260,940.55	40.00 %	104,376.22	0.00 %	104,376.22
KGM1	75.62	102.60	0.03	135.66 %	155,565.00	40.00 %	62,226.00	0.00 %	62,226.00
GBM1	92.55	124.37	0.12	134.38 %	128,036.90	40.00 %	51,214.76	0.00 %	51,214.76
PPI1	57.52	73.44	0.29	127.69 %	116,870.50	40.00 %	46,748.20	0.00 %	46,748.20
SUL1	82.09	104.71	0.19	127.56 %	166,670.20	40.00 %	66,668.08	0.00 %	66,668.08
KMR1	200.32	236.00	0.19	117.81 %	350,771.70	30.00 %	105,231.51	0.00 %	105,231.51
CBE6	132.18	154.28	0.24	116.72 %	172,319.65	30.00 %	51,695.90	0.00 %	51,695.90
DPM2	95.00	109.10	0.05	114.85 %	171,675.50	30.00 %	51,502.65	0.00 %	51,502.65
SYM2	85.97	97.47	0.03	113.37 %	106,767.60	30.00 %	32,030.28	0.00 %	32,030.28
PLI1	166.01	168.63	0.18	101.58 %	172,006.90	25.00 %	43,001.73	0.00 %	43,001.73
KMD1	84.36	81.89	0.06	97.07 %	102,806.10	20.00 %	20,561.22	0.00 %	20,561.22
CBE5	77.26	72.76	0.07	94.18 %	147,531.75	15.00 %	22,129.76	0.00 %	22,129.76
TPR3	114.86	107.42	0.01	93.52 %	114,988.80	15.00 %	17,248.32	0.00 %	17,248.32
CNR1	63.27	59.17	0.03	93.51 %	42,815.15	15.00 %	6,422.27	0.00 %	6,422.27
GDR1	75.86	58.86	0.14	77.60 %	43,483.20	0.00 %		0.00 %	
UAM1	136.71	94.14	0.10	68.86 %	58,017.35	0.00 %		0.00 %	
TPR4	84.45	57.71	0.00	68.33 %	91,267.90	0.00 %		0.00 %	
KGI1	86.16	58.51	0.00	67.91 %	42,278.90	0.00 %		0.00 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	84.86	151.51	0.11	178.55 %	183,261.75	40.00 %	73,304.70	0.00 %	73,304.70
MMT1	98.56	158.49	0.21	160.81 %	155,918.75	40.00 %	62,367.50	0.00 %	62,367.50
ARM1	79.32	127.32	0.32	160.51 %	128,883.85	40.00 %	51,553.54	0.00 %	51,553.54
ERL2	114.66	177.36	0.22	154.69 %	302,654.40	40.00 %	121,061.76	0.00 %	121,061.76
KSM1	51.56	74.59	0.18	144.68 %	60,842.30	40.00 %	24,336.92	0.00 %	24,336.92
NGR1	426.82	589.82	0.42	138.19 %	426,414.65	40.00 %	170,565.86	0.00 %	170,565.86
ASM1	97.60	130.94	0.24	134.15 %	164,754.65	40.00 %	65,901.86	0.00 %	65,901.86
TKS2	309.72	412.15	0.32	133.07 %	377,566.15	40.00 %	151,026.46	0.00 %	151,026.46
SDI1	106.16	135.33	0.26	127.48 %	106,743.65	40.00 %	42,697.46	0.00 %	42,697.46
TVL1	735.93	931.72	0.09	126.60 %	1,394,372.50	40.00 %	557,749.00	0.00 %	557,749.00
MAR1	220.94	276.03	0.21	124.93 %	314,784.30	40.00 %	125,913.72	0.00 %	125,913.72
STU2	84.45	105.34	0.33	124.73 %	83,489.20	40.00 %	33,395.68	0.00 %	33,395.68
KYR1	90.79	112.53	0.31	123.94 %	147,832.90	40.00 %	59,133.16	0.00 %	59,133.16
VLY1	248.85	299.05	0.28	120.17 %	374,780.60	40.00 %	149,912.24	0.00 %	149,912.24
SVK1	219.09	261.55	0.14	119.38 %	305,523.20	30.00 %	91,656.96	0.00 %	91,656.96
TCN1	178.02	211.33	0.48	118.71 %	261,135.05	30.00 %	78,340.52	0.00 %	78,340.52
UDN1	110.79	129.33	0.15	116.74 %	146,592.40	30.00 %	43,977.72	0.00 %	43,977.72
TKS1	237.53	274.89	0.24	115.73 %	264,233.90	30.00 %	79,270.17	0.00 %	79,270.17
PDI1	96.41	110.66	0.33	114.78 %	96,056.50	30.00 %	28,816.95	0.00 %	28,816.95
COL1	64.39	71.89	0.38	111.65 %	58,760.05	30.00 %	17,628.02	0.00 %	17,628.02
SNL1	118.17	128.03	0.40	108.34 %	129,243.90	25.00 %	32,310.98	0.00 %	32,310.98
TUT2	353.20	380.92	0.19	107.85 %	465,340.95	25.00 %	116,335.24	0.00 %	116,335.24
VKM1	93.93	99.65	0.28	106.09 %	139,703.95	25.00 %	34,925.99	0.00 %	34,925.99
VNR1	100.37	105.83	0.51	105.44 %	119,379.70	25.00 %	29,844.93	0.00 %	29,844.93
TYI1	128.23	127.89	0.23	99.73 %	199,456.40	20.00 %	39,891.28	0.00 %	39,891.28
KVT1	430.46	428.25	0.10	99.49 %	685,525.00	20.00 %	137,105.00	0.00 %	137,105.00
SKD1	105.86	104.65	0.13	98.86 %	125,585.45	20.00 %	25,117.09	0.00 %	25,117.09
SGT1	76.50	75.31	0.09	98.44 %	64,649.05	20.00 %	12,929.81	0.00 %	12,929.81
TUT1	880.79	836.87	0.14	95.01 %	1,279,090.75	15.00 %	191,863.61	0.00 %	191,863.61
TKY1	117.18	111.11	0.22	94.82 %	121,438.95	15.00 %	18,215.84	0.00 %	18,215.84
RPM1	252.05	230.81	0.25	91.57 %	224,930.25	15.00 %	33,739.54	0.00 %	33,739.54
VNR2	398.11	363.70	0.12	91.36 %	427,712.65	15.00 %	64,156.90	0.00 %	64,156.90
PKD1	227.35	203.10	0.34	89.33 %	273,683.50	10.00 %	27,368.35	0.00 %	27,368.35
APK2	138.11	122.26	0.31	88.52 %	111,195.25	10.00 %	11,119.53	0.00 %	11,119.53
RND1	327.14	276.28	0.15	84.45 %	460,364.35	10.00 %	46,036.44	0.00 %	46,036.44
APK1	171.80	140.45	0.30	81.75 %	182,191.25	10.00 %	18,219.13	0.00 %	18,219.13

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	97.42	200.23	0.10	205.52 %	205,174.55	40.00 %	82,069.82	0.00 %	82,069.82
DPR1	67.45	90.60	0.01	134.32 %	74,014.50	40.00 %	29,605.80	0.00 %	29,605.80
ERD1	310.02	394.31	0.17	127.19 %	547,447.35	40.00 %	218,978.94	0.00 %	218,978.94
PLC1	81.88	104.08	0.09	127.11 %	159,708.75	40.00 %	63,883.50	0.00 %	63,883.50
ERD2	319.62	401.24	0.05	125.54 %	716,331.30	40.00 %	286,532.52	0.00 %	286,532.52
HSR1	130.65	163.55	0.16	125.18 %	220,505.50	40.00 %	88,202.20	0.00 %	88,202.20
EDP1	48.30	60.02	0.15	124.27 %	47,622.90	40.00 %	19,049.16	0.00 %	19,049.16
KVP1	77.44	94.20	0.29	121.64 %	79,046.45	40.00 %	31,618.58	0.00 %	31,618.58
TCG1	93.28	110.77	0.02	118.74 %	162,467.65	30.00 %	48,740.30	0.00 %	48,740.30
SLM3	200.50	236.78	0.07	118.09 %	309,729.40	30.00 %	92,918.82	0.00 %	92,918.82
NKL2	200.48	235.55	0.13	117.49 %	282,647.40	30.00 %	84,794.22	0.00 %	84,794.22
SLM2	164.32	189.38	0.02	115.25 %	187,275.05	30.00 %	56,182.52	0.00 %	56,182.52
SLM1	409.25	467.79	0.10	114.30 %	538,198.30	30.00 %	161,459.49	0.00 %	161,459.49
SGI1	70.34	77.73	0.07	110.51 %	75,632.70	30.00 %	22,689.81	0.00 %	22,689.81
TRM1	146.17	160.85	0.08	110.04 %	163,427.00	30.00 %	49,028.10	0.00 %	49,028.10
MCR1	124.64	135.24	0.14	108.50 %	189,766.00	25.00 %	47,441.50	0.00 %	47,441.50
BMD1	85.12	92.15	0.00	108.25 %	92,766.45	25.00 %	23,191.61	0.00 %	23,191.61
OML1	131.12	140.13	0.22	106.88 %	186,584.45	25.00 %	46,646.11	0.00 %	46,646.11
MTR1	136.58	145.07	0.12	106.21 %	185,110.40	25.00 %	46,277.60	0.00 %	46,277.60
PMP1	101.59	107.10	0.16	105.42 %	86,471.25	25.00 %	21,617.81	0.00 %	21,617.81
ATU1	195.29	203.30	0.07	104.10 %	218,127.95	25.00 %	54,531.99	0.00 %	54,531.99
DPR2	87.62	90.55	0.18	103.33 %	108,171.20	25.00 %	27,042.80	0.00 %	27,042.80
VPD1	134.32	138.74	0.06	103.28 %	177,194.15	25.00 %	44,298.54	0.00 %	44,298.54
KAM1	79.81	82.42	0.34	103.28 %	120,204.05	25.00 %	30,051.01	0.00 %	30,051.01
CMI1	69.53	71.01	0.01	102.13 %	95,465.35	25.00 %	23,866.34	0.00 %	23,866.34
PDR1	66.97	67.54	0.00	100.85 %	127,241.60	25.00 %	31,810.40	0.00 %	31,810.40
HSR2	227.24	225.56	0.14	99.26 %	268,544.05	20.00 %	53,708.81	0.00 %	53,708.81
RSP1	136.90	135.33	0.16	98.85 %	151,117.85	20.00 %	30,223.57	0.00 %	30,223.57
APN1	99.15	97.95	0.13	98.79 %	145,209.05	20.00 %	29,041.81	0.00 %	29,041.81
SGG1	57.12	52.10	0.15	91.21 %	55,363.35	15.00 %	8,304.50	0.00 %	8,304.50
EPI1	120.88	109.97	0.12	90.97 %	132,576.40	15.00 %	19,886.46	0.00 %	19,886.46
HRR1	89.15	78.01	0.09	87.51 %	75,334.40	10.00 %	7,533.44	0.00 %	7,533.44
VKL1	79.81	57.71	0.14	72.31 %	98,013.00	0.00 %		0.00 %	
KMM1	126.49	75.47	0.04	59.67 %	95,534.75	0.00 %		0.00 %	

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	74.46	105.73	0.12	142.00 %	81,105.95	40.00 %	32,442.38	0.00 %	32,442.38
BTU1	53.16	72.78	0.07	136.90 %	58,748.40	40.00 %	23,499.36	0.00 %	23,499.36
KKD3	202.98	271.46	0.12	133.73 %	444,333.40	40.00 %	177,733.36	0.00 %	177,733.36
TEN1	116.11	152.52	0.10	131.36 %	125,111.80	40.00 %	50,044.72	0.00 %	50,044.72
MPA1	183.91	239.87	0.08	130.43 %	247,317.75	40.00 %	98,927.10	0.00 %	98,927.10
KRR1	198.94	259.08	0.18	130.23 %	392,036.10	40.00 %	156,814.44	0.00 %	156,814.44
PNI1	79.58	101.56	0.07	127.61 %	71,684.65	40.00 %	28,673.86	0.00 %	28,673.86
TEN2	172.11	214.33	0.18	124.53 %	108,321.60	40.00 %	43,328.64	0.00 %	43,328.64
MDU1	611.82	739.11	0.10	120.81 %	642,457.40	40.00 %	256,982.96	0.00 %	256,982.96
ADP1	81.83	98.68	0.09	120.59 %	111,057.10	40.00 %	44,422.84	0.00 %	44,422.84
BNR1	81.60	97.20	0.07	119.12 %	95,207.30	30.00 %	28,562.19	0.00 %	28,562.19
ODM1	63.29	75.27	0.07	118.93 %	47,403.75	30.00 %	14,221.13	0.00 %	14,221.13
USL1	111.22	130.41	0.05	117.26 %	111,735.90	30.00 %	33,520.77	0.00 %	33,520.77
PNV2	75.97	88.92	0.19	117.03 %	87,115.65	30.00 %	26,134.70	0.00 %	26,134.70
DGL1	295.23	339.22	0.12	114.90 %	250,975.40	30.00 %	75,292.62	0.00 %	75,292.62
NTM1	68.54	77.55	0.14	113.14 %	96,685.40	30.00 %	29,005.62	0.00 %	29,005.62
PKM1	61.65	68.42	0.06	110.98 %	58,161.10	30.00 %	17,448.33	0.00 %	17,448.33
MDU6	293.50	325.63	0.07	110.95 %	282,168.40	30.00 %	84,650.52	0.00 %	84,650.52
TPT1	175.31	192.02	0.06	109.53 %	269,104.75	25.00 %	67,276.19	0.00 %	67,276.19
CBM1	126.46	137.34	0.18	108.60 %	186,707.05	25.00 %	46,676.76	0.00 %	46,676.76
TMM1	202.30	219.68	0.24	108.59 %	134,808.60	25.00 %	33,702.15	0.00 %	33,702.15
MDU3	199.62	212.53	0.22	106.47 %	174,818.75	25.00 %	43,704.69	0.00 %	43,704.69
DGL2	132.50	140.76	0.30	106.23 %	131,421.95	25.00 %	32,855.49	0.00 %	32,855.49
KPT1	84.05	87.84	0.09	104.51 %	109,232.65	25.00 %	27,308.16	0.00 %	27,308.16
MDU7	210.97	218.91	0.07	103.77 %	219,190.40	25.00 %	54,797.60	0.00 %	54,797.60
MDU2	369.98	378.30	0.35	102.25 %	425,419.10	25.00 %	106,354.78	0.00 %	106,354.78
NKI1	85.87	85.70	0.19	99.81 %	81,060.00	20.00 %	16,212.00	0.00 %	16,212.00
SGP1	74.63	73.96	0.14	99.10 %	111,950.55	20.00 %	22,390.11	0.00 %	22,390.11
TDI1	121.81	119.42	0.01	98.04 %	180,807.90	20.00 %	36,161.58	0.00 %	36,161.58
MDU4	167.77	164.09	0.20	97.81 %	106,490.45	20.00 %	21,298.09	0.00 %	21,298.09
MDU5	128.51	125.26	0.03	97.47 %	129,984.35	20.00 %	25,996.87	0.00 %	25,996.87
DKI1	188.23	177.66	0.06	94.38 %	318,054.15	15.00 %	47,708.12	0.00 %	47,708.12
MLR1	122.82	113.95	0.03	92.78 %	147,487.60	15.00 %	22,123.14	0.00 %	22,123.14
ATG1	243.33	224.14	0.16	92.11 %	232,114.10	15.00 %	34,817.12	0.00 %	34,817.12
PVI1	129.88	115.43	0.06	88.87 %	119,344.85	10.00 %	11,934.49	0.00 %	11,934.49
MNM1	87.20	76.44	0.14	87.66 %	104,294.20	10.00 %	10,429.42	0.00 %	10,429.42
KYK1	95.22	81.97	0.04	86.09 %	94,133.95	10.00 %	9,413.40	0.00 %	9,413.40
SVG1	187.76	155.97	0.05	83.07 %	159,690.90	10.00 %	15,969.09	0.00 %	15,969.09

**NORTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	92.25	140.22	0.04	152.00 %	191,422.80	40.00 %	76,569.12	0.00 %	76,569.12
TRR1	206.03	263.35	0.13	127.82 %	297,802.30	40.00 %	119,120.92	0.00 %	119,120.92
BGR1	68.52	86.33	0.13	126.00 %	120,166.05	40.00 %	48,066.42	0.00 %	48,066.42
GDM1	114.41	137.40	0.21	120.09 %	110,915.00	40.00 %	44,366.00	0.00 %	44,366.00
SLG1	91.77	109.97	0.06	119.83 %	140,671.45	30.00 %	42,201.44	0.00 %	42,201.44
ABR1	166.92	190.11	0.22	113.89 %	239,424.70	30.00 %	71,827.41	0.00 %	71,827.41
CGM1	93.07	105.26	0.32	113.09 %	106,797.40	30.00 %	32,039.22	0.00 %	32,039.22
VEL2	294.86	317.58	0.12	107.71 %	444,710.85	25.00 %	111,177.71	0.00 %	111,177.71
VEL1	215.87	225.43	0.11	104.43 %	295,771.30	25.00 %	73,942.83	0.00 %	73,942.83
ARC2	118.77	124.01	0.07	104.42 %	171,938.45	25.00 %	42,984.61	0.00 %	42,984.61
PLR1	97.67	101.19	0.03	103.60 %	100,696.90	25.00 %	25,174.23	0.00 %	25,174.23
AKM1	202.28	207.60	0.14	102.63 %	273,927.55	25.00 %	68,481.89	0.00 %	68,481.89
PTU1	49.97	50.13	0.03	100.33 %	49,276.00	25.00 %	12,319.00	0.00 %	12,319.00
TRT1	137.38	133.26	0.05	97.00 %	147,833.95	20.00 %	29,566.79	0.00 %	29,566.79
WJP1	135.95	131.25	0.12	96.54 %	199,534.65	20.00 %	39,906.93	0.00 %	39,906.93
ANI1	104.24	96.99	0.08	93.05 %	121,930.90	15.00 %	18,289.64	0.00 %	18,289.64
KPM2	469.10	433.36	0.10	92.38 %	494,890.95	15.00 %	74,233.64	0.00 %	74,233.64
CPT1	94.82	87.54	0.12	92.33 %	143,298.95	15.00 %	21,494.84	0.00 %	21,494.84
KPM1	142.50	129.19	0.36	90.66 %	161,959.65	15.00 %	24,293.95	0.00 %	24,293.95
VSI1	188.40	164.68	0.05	87.41 %	269,563.20	10.00 %	26,956.32	0.00 %	26,956.32
WJD1	143.42	124.80	0.36	87.02 %	206,497.65	10.00 %	20,649.77	0.00 %	20,649.77
SBR1	293.58	238.83	0.00	81.35 %	330,821.50	10.00 %	33,082.15	0.00 %	33,082.15
CYR1	119.42	95.79	0.21	80.21 %	144,557.55	10.00 %	14,455.76	0.00 %	14,455.76
UGI1	67.22	53.05	0.05	78.92 %	53,414.10	0.00 %		0.00 %	
TRL1	334.37	251.04	0.17	75.08 %	297,821.30	0.00 %		0.00 %	

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	72.44	139.21	0.06	192.17 %	54,077.90	40.00 %	21,631.16	0.00 %	21,631.16
TYR1	189.47	238.64	0.14	125.95 %	254,154.75	40.00 %	101,661.90	0.00 %	101,661.90
PDK1	128.67	155.50	0.13	120.84 %	185,121.70	40.00 %	74,048.68	0.00 %	74,048.68
TRY2	117.63	137.75	0.07	117.10 %	120,829.20	30.00 %	36,248.76	0.00 %	36,248.76
TRY3	201.62	222.98	0.02	110.60 %	204,210.45	30.00 %	61,263.14	0.00 %	61,263.14
KIK1	149.52	154.09	0.05	103.05 %	214,810.50	25.00 %	53,702.63	0.00 %	53,702.63
MVM1	322.30	327.75	0.10	101.69 %	516,903.60	25.00 %	129,225.90	0.00 %	129,225.90
NMM1	95.07	95.47	0.02	100.42 %	120,825.75	25.00 %	30,206.44	0.00 %	30,206.44
TVR1	120.76	120.55	0.06	99.83 %	132,458.85	20.00 %	26,491.77	0.00 %	26,491.77
MSI1	158.22	154.24	0.02	97.48 %	161,406.35	20.00 %	32,281.27	0.00 %	32,281.27
TRY1	1,258.26	1,222.02	0.10	97.12 %	1,062,650.25	20.00 %	212,530.05	0.00 %	212,530.05
NCK1	70.44	67.64	0.00	96.03 %	55,329.20	20.00 %	11,065.84	0.00 %	11,065.84
TTP1	166.75	157.70	0.00	94.57 %	148,512.15	15.00 %	22,276.82	0.00 %	22,276.82
TVR2	322.38	304.45	0.10	94.44 %	284,235.90	15.00 %	42,635.39	0.00 %	42,635.39
PTK1	266.10	243.75	0.04	91.60 %	229,404.20	15.00 %	34,410.63	0.00 %	34,410.63
KRN1	137.65	120.73	0.12	87.71 %	134,184.65	10.00 %	13,418.47	0.00 %	13,418.47
ORU1	110.65	96.07	0.23	86.82 %	143,292.10	10.00 %	14,329.21	0.00 %	14,329.21
TNJ2	342.38	279.37	0.13	81.60 %	245,263.10	10.00 %	24,526.31	0.00 %	24,526.31
AYR1	190.47	152.60	0.12	80.12 %	180,582.80	10.00 %	18,058.28	0.00 %	18,058.28
NGT1	213.31	169.40	0.05	79.41 %	280,728.20	0.00 %		0.00 %	
MDI1	242.09	191.57	0.26	79.13 %	189,425.95	0.00 %		0.00 %	
KUM1	427.42	331.66	0.03	77.59 %	307,238.45	0.00 %		0.00 %	
PBR2	485.90	373.55	0.08	76.88 %	342,123.65	0.00 %		0.00 %	
JKM1	200.57	151.56	0.04	75.56 %	170,959.80	0.00 %		0.00 %	
TRY4	301.37	226.10	0.08	75.02 %	336,170.75	0.00 %		0.00 %	
TNJ1	468.30	348.40	0.12	74.40 %	251,205.65	0.00 %		0.00 %	
PBR1	203.27	147.34	0.03	72.48 %	98,264.00	0.00 %		0.00 %	
APM1	102.22	65.34	0.18	63.91 %	81,914.85	0.00 %		0.00 %	

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM2	66.51	92.09	0.17	138.47 %	55,128.05	40.00 %	22,051.22	0.00 %	22,051.22
PRT1	165.36	208.72	0.19	126.22 %	213,799.60	40.00 %	85,519.84	0.00 %	85,519.84
SJI2	194.52	206.31	0.19	106.06 %	234,256.35	25.00 %	58,564.09	0.00 %	58,564.09
MKM1	91.59	96.48	0.21	105.34 %	145,262.85	25.00 %	36,315.71	0.00 %	36,315.71
KLM1	186.59	195.45	0.06	104.75 %	305,832.05	25.00 %	76,458.01	0.00 %	76,458.01
KML1	121.57	126.42	0.10	103.99 %	183,856.85	25.00 %	45,964.21	0.00 %	45,964.21
KKI2	220.25	218.31	0.21	99.12 %	271,745.00	20.00 %	54,349.00	0.00 %	54,349.00
TRK1	232.27	226.27	0.19	97.42 %	307,830.30	20.00 %	61,566.06	0.00 %	61,566.06
TVM2	121.01	113.33	0.10	93.66 %	72,184.50	15.00 %	10,827.68	0.00 %	10,827.68
POY2	345.04	316.35	0.08	91.69 %	390,244.50	15.00 %	58,536.68	0.00 %	58,536.68
VPM2	236.18	208.38	0.16	88.23 %	288,481.85	10.00 %	28,848.19	0.00 %	28,848.19
CDM1	259.52	223.50	0.17	86.12 %	257,602.75	10.00 %	25,760.28	0.00 %	25,760.28
TDM1	169.07	140.45	0.13	83.07 %	150,670.70	10.00 %	15,067.07	0.00 %	15,067.07
CUD1	464.89	384.43	0.07	82.69 %	452,576.75	10.00 %	45,257.68	0.00 %	45,257.68
ULP1	233.37	189.33	0.12	81.13 %	199,079.55	10.00 %	19,907.96	0.00 %	19,907.96
TVM1	115.07	93.30	0.09	81.08 %	102,629.95	10.00 %	10,263.00	0.00 %	10,263.00
POY1	449.60	359.69	0.17	80.00 %	513,882.25	0.00 %		0.00 %	
STP1	90.77	70.11	0.40	77.24 %	88,121.20	0.00 %		0.00 %	
NVL2	255.28	194.96	0.06	76.37 %	196,237.00	0.00 %		0.00 %	
VPM1	84.93	54.57	0.07	64.25 %	63,237.10	0.00 %		0.00 %	
VCM1	132.07	62.38	0.08	47.23 %	64,178.30	0.00 %		0.00 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	43.79	57.28	0.30	130.80 %	25,332.05	40.00 %	10,132.82	0.00 %	10,132.82
CH46	95.99	118.30	0.13	123.24 %	164,497.75	40.00 %	65,799.10	0.00 %	65,799.10
CH17	199.02	237.66	0.15	119.41 %	442,133.90	30.00 %	132,640.17	0.00 %	132,640.17
UKI1	123.60	142.84	0.12	115.57 %	176,188.25	30.00 %	52,856.48	0.00 %	52,856.48
CH27	67.07	76.74	0.31	114.43 %	104,264.20	30.00 %	31,279.26	0.00 %	31,279.26
CH31	93.89	103.32	0.11	110.04 %	140,833.10	30.00 %	42,249.93	0.00 %	42,249.93
PON1	118.11	125.66	0.08	106.39 %	202,062.60	25.00 %	50,515.65	0.00 %	50,515.65
CH23	120.27	126.00	0.37	104.76 %	157,242.60	25.00 %	39,310.65	0.00 %	39,310.65
CH24	280.22	285.69	0.17	101.95 %	370,914.85	25.00 %	92,728.71	0.00 %	92,728.71
CH18	279.63	269.90	0.16	96.52 %	436,477.35	20.00 %	87,295.47	0.00 %	87,295.47
CH03	638.93	589.00	0.24	92.18 %	810,998.50	15.00 %	121,649.78	0.00 %	121,649.78
GPD1	162.48	149.26	0.33	91.86 %	132,474.35	15.00 %	19,871.15	0.00 %	19,871.15
CH15	629.74	558.66	0.08	88.71 %	594,492.25	10.00 %	59,449.23	0.00 %	59,449.23
CH50	258.17	227.56	0.12	88.14 %	379,139.75	10.00 %	37,913.98	0.00 %	37,913.98
CH33	264.64	229.26	0.27	86.63 %	300,258.20	10.00 %	30,025.82	0.00 %	30,025.82
CH36	111.76	95.92	0.29	85.83 %	95,788.10	10.00 %	9,578.81	0.00 %	9,578.81
CH34	269.02	225.18	0.14	83.71 %	278,745.15	10.00 %	27,874.52	0.00 %	27,874.52
CH32	46.28	38.59	0.19	83.37 %	53,340.25	10.00 %	5,334.03	0.00 %	5,334.03
CH06	260.89	217.07	0.05	83.20 %	271,044.10	10.00 %	27,104.41	0.00 %	27,104.41
CH20	346.39	285.77	1.04	82.50 %	328,652.00	10.00 %	32,865.20	0.00 %	32,865.20
CH12	408.02	333.82	0.18	81.81 %	446,271.00	10.00 %	44,627.10	0.00 %	44,627.10
CH21	465.27	371.84	0.48	79.92 %	410,664.30	0.00 %		0.00 %	
CH41	244.57	193.95	0.17	79.30 %	310,621.00	0.00 %		0.00 %	
MJR1	246.36	191.12	0.16	77.58 %	220,193.00	0.00 %		0.00 %	
CH44	224.67	162.74	0.16	72.43 %	220,355.35	0.00 %		0.00 %	
CH43	199.28	135.23	0.41	67.86 %	155,166.05	0.00 %		0.00 %	
MC06	56.15	37.84	0.74	67.40 %	19,762.05	0.00 %		0.00 %	
CH51	303.49	194.83	0.83	64.20 %	227,358.25	0.00 %		0.00 %	
CH01	19.77	3.43	0.00	17.33 %	3,891.00	0.00 %		0.00 %	
CH09	0.00	(0.38)	-1.01	0.00 %	0.00	0.00 %		0.00 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	237.37	450.10	0.29	189.62 %	579,512.95	40.00 %	231,805.18	0.00 %	231,805.18
CH30	249.67	351.34	0.31	140.72 %	363,246.00	40.00 %	145,298.40	0.00 %	145,298.40
CH40	71.92	81.45	0.02	113.25 %	34,611.95	30.00 %	10,383.59	0.00 %	10,383.59
GUD1	244.01	238.51	0.31	97.75 %	440,686.15	20.00 %	88,137.23	0.00 %	88,137.23
CH19	314.97	290.41	0.28	92.20 %	402,255.15	15.00 %	60,338.27	0.00 %	60,338.27
CH45	251.77	230.36	0.26	91.50 %	303,370.10	15.00 %	45,505.52	0.00 %	45,505.52
CH25	254.12	232.11	0.32	91.34 %	268,865.75	15.00 %	40,329.86	0.00 %	40,329.86
CH37	126.67	113.81	0.11	89.84 %	205,688.35	10.00 %	20,568.84	0.00 %	20,568.84
CH48	308.92	272.23	0.04	88.12 %	485,134.65	10.00 %	48,513.47	0.00 %	48,513.47
CH35	210.34	176.88	0.02	84.09 %	310,016.00	10.00 %	31,001.60	0.00 %	31,001.60
CH05	504.11	412.70	0.10	81.87 %	469,098.40	10.00 %	46,909.84	0.00 %	46,909.84
CH14	502.15	411.00	0.31	81.85 %	581,090.85	10.00 %	58,109.09	0.00 %	58,109.09
CGL1	169.18	135.80	0.36	80.27 %	191,727.45	10.00 %	19,172.75	0.00 %	19,172.75
MRM1	238.57	186.35	0.08	78.11 %	223,398.00	0.00 %		0.00 %	
CH39	138.62	107.87	0.39	77.82 %	169,582.20	0.00 %		0.00 %	
TKM1	123.36	95.24	0.10	77.21 %	137,368.40	0.00 %		0.00 %	
CH38	203.29	147.57	0.24	72.59 %	170,309.10	0.00 %		0.00 %	
KNR1	165.82	116.75	0.09	70.41 %	169,158.20	0.00 %		0.00 %	
CH49	376.01	254.12	0.17	67.58 %	385,167.50	0.00 %		0.00 %	
CH42	369.02	247.37	0.25	67.03 %	419,321.80	0.00 %		0.00 %	
CH07	408.28	264.37	0.41	64.75 %	336,978.05	0.00 %		0.00 %	
CH16	576.35	360.30	0.23	62.51 %	560,204.70	0.00 %		0.00 %	
AVD1	270.10	167.70	0.18	62.09 %	208,001.70	0.00 %		0.00 %	
CH28	409.32	253.96	0.09	62.04 %	553,654.95	0.00 %		0.00 %	
GUD2	207.28	119.17	0.21	57.49 %	175,012.70	0.00 %		0.00 %	
SKL1	217.92	120.37	0.36	55.24 %	131,959.15	0.00 %		0.00 %	
CH08	594.36	302.95	0.34	50.97 %	474,295.05	0.00 %		0.00 %	
MC09	22.92	11.49	0.02	50.13 %	8,332.25	0.00 %		0.00 %	
CH26	100.85	48.63	0.06	48.22 %	53,990.75	0.00 %		0.00 %	
CH22	337.27	146.15	0.11	43.33 %	158,003.55	0.00 %		0.00 %	
MC10	36.64	14.93	0.00	40.74 %	8,340.55	0.00 %		0.00 %	
CH29	48.56	14.37	0.00	29.60 %	20,544.65	0.00 %		0.00 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	97.43	6.18	0.00 %	104,988.00	0.00 %		0.00 %	
GHUB	0.00	328.73	0.39	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.35	3.64	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	88.34	0.56	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	33.53	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	1.35	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	10.39	0.33	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.31)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	44.72	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.22)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.05)	-0.35	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.10)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.06)	-1.12	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	(0.12)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.11)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.10)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.21)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	5.69	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	12.75	0.00	0.00 %	0.00	0.00 %		0.00 %	