



# TN-Sales Spot Commission Details 25/05/2026 11:45 PM

<b>Accu.Target</b> 47,790.58 L	<b>Sales</b> 38,281.78 L	<b>Achieved %</b> 80.10 %	<b>HO Budget+%</b> 9.90 %	<b>Total Com.</b> 413.26 L
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Note : Sales Period is From :01-May-2026 To :25-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	3,303.02	3,030.94	91.76 %	90,000.00	9.90 %	180,000.00
CHENNAI-02	5,940.89	5,361.43	90.25 %	159,000.00	9.90 %	318,000.00
KL-NORTH	1,010.01	856.63	84.81 %	0.00	9.90 %	0.00
SOUTH ARCOT	3,587.50	2,956.99	82.42 %	0.00	9.90 %	87,000.00
SOUTH-03	5,464.55	4,240.26	77.60 %	0.00	9.90 %	0.00
WEST-02	3,959.30	3,054.12	77.14 %	0.00	9.90 %	0.00
CHENNAI-01	7,389.83	5,564.79	75.30 %	0.00	9.90 %	0.00
WEST-01	2,827.01	2,128.28	75.28 %	0.00	9.90 %	0.00
SOUTH-01	7,663.66	5,713.36	74.55 %	0.00	9.90 %	0.00
KL-SOUTH	652.13	484.65	74.32 %	0.00	9.90 %	0.00
TRICHY-01	5,992.69	4,320.56	72.10 %	0.00	9.90 %	0.00
OTHERS	0.00	569.76	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>47,790.58</b>	<b>38,281.78</b>	<b>80.10 %</b>		<b>9.90 %</b>	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,011.95	1,010.41	99.85%	75,000.00	9.90 %	200,000.00
	NA03	1,077.80	954.66	88.57%	0.00	9.90 %	67,500.00
	NA01	1,213.27	1,065.87	87.85%	0.00	9.90 %	75,000.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,604.61	1,490.08	92.86%	105,000.00	9.90 %	210,000.00
	CH04	1,575.26	1,436.47	91.19%	105,000.00	9.90 %	210,000.00
	CH09	1,340.93	1,201.90	89.63%	0.00	9.90 %	90,000.00
CH07	1,420.09	1,232.97	86.82%	0.00	9.90 %	90,000.00	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	1,010.01	856.63	84.81%	0.00	9.90 %	60,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	1,316.66	1,110.82	84.37%	0.00	9.90 %	82,500.00
	SA03	941.64	787.87	83.67%	0.00	9.90 %	52,500.00
	SA01	1,329.20	1,058.30	79.62%	0.00	9.90 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	618.81	554.81	89.66%	0.00	9.90 %	37,500.00
	KRR1	531.75	427.05	80.31%	0.00	9.90 %	0.00
	KKD2	1,221.46	942.23	77.14%	0.00	9.90 %	0.00
	SVG1	974.31	730.09	74.93%	0.00	9.90 %	0.00
	MDU1	2,118.22	1,586.09	74.88%	0.00	9.90 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	787.15	709.56	90.14%	52,500.00	9.90 %	105,000.00
	SLM1	1,209.90	914.42	75.58%	0.00	9.90 %	0.00
	MTR1	804.89	601.52	74.73%	0.00	9.90 %	0.00
	ERD1	1,157.35	828.63	71.60%	0.00	9.90 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	1,331.27	1,057.10	79.41%	0.00	9.90 %	0.00
	CH03	1,225.50	958.14	78.18%	0.00	9.90 %	0.00
	CH05	1,827.39	1,424.17	77.93%	0.00	9.90 %	0.00
	CH10	1,429.34	1,031.33	72.15%	0.00	9.90 %	0.00
	CH06	1,576.32	1,094.05	69.41%	0.00	9.90 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	422.38	416.79	98.68%	30,000.00	9.90 %	60,000.00
	TPR4	310.69	274.51	88.35%	0.00	9.90 %	15,000.00
	PLI1	381.27	286.21	75.07%	0.00	9.90 %	0.00
	TPR1	323.75	231.96	71.65%	0.00	9.90 %	0.00
	CBE1	1,388.92	918.81	66.15%	0.00	9.90 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	886.77	734.05	82.78%	0.00	9.90 %	52,500.00
	KVT1	1,390.27	1,068.33	76.84%	0.00	9.90 %	0.00
	TVL1	1,286.33	969.86	75.40%	0.00	9.90 %	0.00
	NGR1	1,223.43	885.65	72.39%	0.00	9.90 %	0.00
	TUT1	1,840.04	1,324.73	71.99%	0.00	9.90 %	0.00
	TKS1	1,036.83	730.73	70.48%	0.00	9.90 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	652.13	484.65	74.32%	0.00	9.90 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	1,298.02	1,039.42	80.08%	0.00	9.90 %	0.00
	PBR1	1,506.60	1,112.53	73.84%	0.00	9.90 %	0.00
	TNJ1	1,394.44	1,023.20	73.38%	0.00	9.90 %	0.00
	TRY1	1,793.62	1,145.41	63.86%	0.00	9.90 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	11.54	0.00%	0.00	0.00 %	0.00
	CH02	0.00	215.41	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	264.85	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	4.87	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	16.36	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.04)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.09)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	12.34	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	9.37	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	31.48	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	3.76	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	78.81	96.69	0.05	122.69 %	92,530.44	40.00 %	37,012.18	9.90 %	37,012.18
VEL2	195.88	229.94	0.18	117.39 %	279,719.65	30.00 %	83,915.90	9.90 %	111,887.86
WJP1	95.10	103.55	0.27	108.88 %	114,933.11	25.00 %	28,733.28	9.90 %	45,973.24
VEL1	174.61	185.85	0.17	106.43 %	183,989.41	25.00 %	45,997.35	9.90 %	55,196.82
PTU1	48.59	51.29	0.10	105.57 %	36,327.68	25.00 %	9,081.92	9.90 %	10,898.30
SLG1	75.56	74.15	0.20	98.12 %	87,555.63	20.00 %	17,511.13	9.90 %	21,888.91
AKM1	165.47	158.88	0.20	96.02 %	159,291.85	20.00 %	31,858.37	9.90 %	39,822.96
TRR1	169.51	159.78	0.28	94.26 %	144,796.74	15.00 %	21,719.51	9.90 %	36,199.19
CPT1	85.06	78.21	0.07	91.96 %	85,032.14	15.00 %	12,754.82	9.90 %	21,258.04
UGI1	56.16	51.59	0.02	91.85 %	45,664.44	15.00 %	6,849.67	9.90 %	11,416.11
SBR1	223.67	204.91	0.12	91.61 %	209,475.01	15.00 %	31,421.25	9.90 %	52,368.75
GDM1	103.62	94.48	0.21	91.18 %	74,330.80	15.00 %	11,149.62	9.90 %	18,582.70
ABR1	128.58	115.90	0.23	90.14 %	105,076.37	15.00 %	15,761.46	9.90 %	21,015.27
TRL1	238.58	213.33	0.39	89.41 %	141,067.01	10.00 %	14,106.70	9.90 %	28,213.40
KPM2	401.50	358.46	0.21	89.28 %	319,554.18	10.00 %	31,955.42	9.90 %	63,910.84
BGR1	66.52	59.06	0.71	88.78 %	64,583.65	10.00 %	6,458.37	9.90 %	12,916.73
ARC2	86.19	75.06	0.56	87.09 %	80,446.09	10.00 %	8,044.61	9.90 %	16,089.22
PLR1	67.56	57.78	0.11	85.51 %	53,008.36	10.00 %	5,300.84	9.90 %	7,951.25
TRT1	124.95	106.48	0.48	85.21 %	93,276.97	10.00 %	9,327.70	9.90 %	13,991.55
WJD1	128.65	107.40	1.28	83.48 %	155,352.56	10.00 %	15,535.26	9.90 %	23,302.88
KPM1	135.60	112.60	0.10	83.04 %	114,027.75	10.00 %	11,402.78	9.90 %	17,104.16
ANI1	95.44	71.60	0.56	75.03 %	77,149.93	0.00 %		9.90 %	7,714.99
CGM1	93.38	69.99	0.25	74.95 %	59,249.45	0.00 %		9.90 %	5,924.95
CYR1	105.33	78.32	0.23	74.36 %	81,916.86	0.00 %		9.90 %	8,191.69
VSI1	158.71	115.65	0.09	72.87 %	133,508.88	0.00 %		9.90 %	13,350.89

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	35.33	60.24	0.00	170.50 %	26,177.55	40.00 %	10,471.02	9.90 %	10,471.02
CH27	57.55	72.94	0.85	126.75 %	99,182.49	40.00 %	39,673.00	9.90 %	39,673.00
UKI1	117.72	126.97	0.09	107.86 %	147,233.78	25.00 %	36,808.45	9.90 %	44,170.13
CH31	95.25	102.13	0.49	107.23 %	105,745.25	25.00 %	26,436.31	9.90 %	31,723.58
CH17	206.29	218.46	0.18	105.90 %	358,483.75	25.00 %	89,620.94	9.90 %	107,545.13
GPD1	132.31	138.17	0.10	104.43 %	119,383.91	25.00 %	29,845.98	9.90 %	35,815.17
CH44	222.64	223.52	0.19	100.40 %	197,057.01	25.00 %	49,264.25	9.90 %	59,117.10
CH23	125.60	125.10	0.49	99.61 %	137,594.36	20.00 %	27,518.87	9.90 %	41,278.31
CH12	402.61	399.37	0.30	99.20 %	361,254.41	20.00 %	72,250.88	9.90 %	108,376.32
CH50	220.90	218.67	0.14	98.99 %	330,619.25	20.00 %	66,123.85	9.90 %	82,654.81
CH21	381.17	376.37	0.25	98.74 %	370,685.07	20.00 %	74,137.01	9.90 %	92,671.27
CH32	39.46	38.82	0.22	98.39 %	42,944.46	20.00 %	8,588.89	9.90 %	10,736.12
CH46	101.04	95.79	0.31	94.80 %	131,569.13	15.00 %	19,735.37	9.90 %	32,892.28
CH03	539.75	511.34	0.44	94.74 %	650,265.66	15.00 %	97,539.85	9.90 %	162,566.42
CH36	90.01	84.64	0.27	94.04 %	82,840.80	15.00 %	12,426.12	9.90 %	20,710.20
CH24	255.78	239.00	0.38	93.44 %	302,950.76	15.00 %	45,442.61	9.90 %	75,737.69
PON1	116.89	107.21	0.16	91.72 %	137,496.05	15.00 %	20,624.41	9.90 %	34,374.01
CH33	239.30	211.16	0.19	88.24 %	232,582.30	10.00 %	23,258.23	9.90 %	46,516.46
CH34	235.31	197.92	0.34	84.11 %	225,144.20	10.00 %	22,514.42	9.90 %	33,771.63
CH18	293.32	245.62	0.25	83.74 %	396,791.98	10.00 %	39,679.20	9.90 %	59,518.80
CH41	213.25	177.53	1.01	83.25 %	264,969.67	10.00 %	26,496.97	9.90 %	39,745.45
CH15	536.82	444.09	0.27	82.73 %	493,430.99	10.00 %	49,343.10	9.90 %	74,014.65
MJR1	233.77	190.46	0.19	81.48 %	186,344.20	10.00 %	18,634.42	9.90 %	27,951.63
CH06	226.84	178.59	0.19	78.73 %	254,590.59	0.00 %		9.90 %	25,459.06
CH51	262.85	197.23	0.29	75.04 %	205,165.58	0.00 %		9.90 %	20,516.56
CH43	162.35	118.86	0.21	73.21 %	121,316.57	0.00 %		9.90 %	12,131.66
CH20	308.47	215.00	0.17	69.70 %	232,041.14	0.00 %		9.90 %	
MC06	54.03	36.67	0.34	67.86 %	27,306.65	0.00 %		9.90 %	
CH01	34.29	9.53	0.50	27.80 %	10,785.35	0.00 %		9.90 %	

**KL-NORTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	1,010.01	856.63	0.17	84.81 %	660,473.84	10.00 %	66,047.38	9.90 %	99,071.08

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	32.27	43.02	0.14	133.28 %	29,298.64	40.00 %	11,719.46	9.90 %	11,719.46
MKM1	66.69	78.11	0.29	117.14 %	92,733.34	30.00 %	27,820.00	9.90 %	37,093.34
PRT1	163.01	167.73	0.27	102.90 %	142,295.36	25.00 %	35,573.84	9.90 %	42,688.61
SJI2	146.59	146.54	0.10	99.97 %	147,049.89	20.00 %	29,409.98	9.90 %	44,114.97
TVM2	114.02	110.59	0.51	97.00 %	51,693.23	20.00 %	10,338.65	9.90 %	12,923.31
KLM1	176.95	165.56	0.20	93.56 %	246,421.96	15.00 %	36,963.29	9.90 %	61,605.49
CDM1	225.94	204.13	0.19	90.35 %	178,723.93	15.00 %	26,808.59	9.90 %	44,680.98
TDM1	120.27	102.56	0.68	85.28 %	91,532.66	10.00 %	9,153.27	9.90 %	13,729.90
TRK1	205.65	174.12	0.28	84.67 %	190,064.68	10.00 %	19,006.47	9.90 %	28,509.70
VCM2	120.99	102.22	0.20	84.48 %	82,923.02	10.00 %	8,292.30	9.90 %	12,438.45
KML1	122.85	100.60	0.14	81.89 %	107,417.02	10.00 %	10,741.70	9.90 %	16,112.55
CUD1	373.18	302.40	0.30	81.03 %	323,992.84	10.00 %	32,399.28	9.90 %	32,399.28
STP1	67.37	54.28	0.33	80.57 %	47,227.21	10.00 %	4,722.72	9.90 %	4,722.72
ULP1	179.46	144.13	0.05	80.31 %	120,338.17	10.00 %	12,033.82	9.90 %	12,033.82
VPM2	173.44	137.08	0.29	79.04 %	152,836.31	0.00 %		9.90 %	15,283.63
KKI2	191.10	148.36	0.13	77.64 %	122,752.91	0.00 %		9.90 %	12,275.29
POY1	402.39	302.41	0.12	75.15 %	239,872.64	0.00 %		9.90 %	23,987.26
TVM1	99.31	74.17	0.45	74.69 %	58,585.34	0.00 %		9.90 %	5,858.53
NVL2	213.67	146.35	0.27	68.50 %	129,308.28	0.00 %		9.90 %	
POY2	309.99	209.81	0.26	67.68 %	235,781.16	0.00 %		9.90 %	
VPM1	82.36	42.80	0.53	51.96 %	35,323.85	0.00 %		9.90 %	

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	71.46	90.23	0.30	126.27 %	47,469.05	40.00 %	18,987.62	9.90 %	18,987.62
KKD3	182.68	205.71	0.05	112.61 %	313,350.82	30.00 %	94,005.25	9.90 %	125,340.33
TEN1	87.17	92.77	0.36	106.43 %	85,595.83	25.00 %	21,398.96	9.90 %	25,678.75
ODM1	71.37	72.83	0.01	102.05 %	30,993.92	25.00 %	7,748.48	9.90 %	9,298.18
BNR1	72.78	69.49	0.11	95.47 %	68,724.17	20.00 %	13,744.83	9.90 %	17,181.04
KPT1	67.38	63.55	0.64	94.32 %	58,940.07	15.00 %	8,841.01	9.90 %	14,735.02
PKM1	52.40	49.13	0.09	93.75 %	51,489.39	15.00 %	7,723.41	9.90 %	12,872.35
PNV2	73.98	68.39	0.05	92.44 %	77,446.08	15.00 %	11,616.91	9.90 %	19,361.52
MPA1	132.23	122.14	0.08	92.36 %	186,072.72	15.00 %	27,910.91	9.90 %	46,518.18
MDU3	143.65	128.53	0.06	89.47 %	82,753.56	10.00 %	8,275.36	9.90 %	16,550.71
TEN2	125.90	105.58	0.20	83.86 %	70,743.08	10.00 %	7,074.31	9.90 %	10,611.46
BTU1	54.40	43.33	0.00	79.66 %	26,977.78	0.00 %		9.90 %	2,697.78
MDU2	284.65	225.15	0.34	79.10 %	238,491.65	0.00 %		9.90 %	23,849.17
MDU1	525.94	413.20	0.18	78.56 %	293,930.62	0.00 %		9.90 %	29,393.06
MLR1	96.72	75.84	0.12	78.42 %	76,521.41	0.00 %		9.90 %	7,652.14
ADP1	84.20	65.97	0.02	78.34 %	68,762.43	0.00 %		9.90 %	6,876.24
DGL2	119.97	93.40	0.36	77.86 %	93,593.12	0.00 %		9.90 %	9,359.31
PNI1	72.87	56.02	1.13	76.87 %	36,427.57	0.00 %		9.90 %	3,642.76
MDU7	174.74	134.15	0.25	76.77 %	139,444.44	0.00 %		9.90 %	13,944.44
MDU5	91.70	70.10	0.13	76.44 %	82,993.97	0.00 %		9.90 %	8,299.40
TDI1	120.81	89.74	0.04	74.28 %	139,162.96	0.00 %		9.90 %	13,916.30
TMM1	175.18	128.41	0.10	73.30 %	85,405.06	0.00 %		9.90 %	8,540.51
NKI1	70.42	51.30	0.37	72.86 %	43,768.08	0.00 %		9.90 %	4,376.81
KYK1	90.92	66.13	0.00	72.74 %	70,808.10	0.00 %		9.90 %	7,080.81
TPT1	152.21	109.50	0.22	71.94 %	167,295.45	0.00 %		9.90 %	
USL1	94.07	67.36	0.30	71.60 %	50,151.06	0.00 %		9.90 %	
DGL1	548.33	389.48	0.52	71.03 %	207,953.71	0.00 %		9.90 %	
PVI1	141.99	100.47	0.17	70.76 %	132,256.14	0.00 %		9.90 %	
MDU6	260.28	182.66	0.18	70.18 %	146,433.43	0.00 %		9.90 %	
NTM1	106.31	74.59	0.01	70.16 %	50,479.60	0.00 %		9.90 %	
ATG1	228.04	159.09	0.23	69.76 %	184,101.50	0.00 %		9.90 %	
KRR1	148.97	101.48	0.02	68.12 %	121,563.83	0.00 %		9.90 %	
SVG1	150.48	100.01	0.11	66.46 %	112,342.88	0.00 %		9.90 %	
DKI1	161.34	106.65	0.11	66.10 %	177,837.67	0.00 %		9.90 %	
CBM1	124.90	81.64	0.00	65.37 %	87,862.82	0.00 %		9.90 %	
SGP1	79.75	52.00	0.00	65.20 %	62,498.84	0.00 %		9.90 %	
MNM1	80.65	50.67	0.31	62.83 %	50,538.71	0.00 %		9.90 %	
MDU4	143.69	83.57	0.37	58.16 %	53,877.99	0.00 %		9.90 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BMD1	52.10	66.63	0.29	127.88 %	65,695.86	40.00 %	26,278.34	9.90 %	26,278.34
KRI1	94.51	114.53	0.18	121.19 %	102,794.17	40.00 %	41,117.67	9.90 %	41,117.67
SGI1	61.89	67.33	0.22	108.79 %	53,503.84	25.00 %	13,375.96	9.90 %	21,401.54
DPR1	49.88	53.95	0.04	108.17 %	55,507.14	25.00 %	13,876.79	9.90 %	22,202.86
KVP1	64.11	68.68	0.34	107.12 %	52,551.21	25.00 %	13,137.80	9.90 %	15,765.36
CMI1	46.78	46.55	0.02	99.49 %	57,799.19	20.00 %	11,559.84	9.90 %	17,339.76
SLM2	135.27	130.79	0.18	96.69 %	128,639.89	20.00 %	25,727.98	9.90 %	32,159.97
PLC1	61.14	58.03	0.25	94.91 %	67,884.35	15.00 %	10,182.65	9.90 %	16,971.09
PMP1	81.02	73.43	0.09	90.64 %	57,729.36	15.00 %	8,659.40	9.90 %	14,432.34
NKL2	158.16	141.73	0.15	89.61 %	159,497.29	10.00 %	15,949.73	9.90 %	31,899.46
APN1	86.48	76.63	0.17	88.60 %	98,825.14	10.00 %	9,882.51	9.90 %	19,765.03
TCG1	78.37	65.59	0.25	83.69 %	67,846.32	10.00 %	6,784.63	9.90 %	10,176.95
HSR2	200.06	164.83	0.33	82.39 %	154,802.92	10.00 %	15,480.29	9.90 %	23,220.44
TRM1	131.72	102.62	0.14	77.91 %	95,643.91	0.00 %		9.90 %	9,564.39
HSR1	147.35	113.80	0.13	77.23 %	118,951.67	0.00 %		9.90 %	11,895.17
ERD2	254.89	192.81	0.21	75.64 %	337,270.25	0.00 %		9.90 %	33,727.03
ERD1	234.19	176.84	0.27	75.51 %	247,954.79	0.00 %		9.90 %	24,795.48
ATU1	158.91	119.93	0.13	75.47 %	114,875.66	0.00 %		9.90 %	11,487.57
SLM1	343.94	258.89	0.33	75.27 %	268,098.72	0.00 %		9.90 %	26,809.87
MTR1	137.81	100.71	0.20	73.07 %	126,234.98	0.00 %		9.90 %	12,623.50
DPR2	68.69	49.66	0.05	72.30 %	49,934.80	0.00 %		9.90 %	4,993.48
EPI1	96.00	69.36	0.24	72.25 %	76,561.03	0.00 %		9.90 %	7,656.10
MCR1	112.33	80.70	0.21	71.84 %	86,854.05	0.00 %		9.90 %	
SLM3	186.25	132.28	0.45	71.02 %	156,122.36	0.00 %		9.90 %	
PDR1	49.96	34.90	0.00	69.85 %	60,240.20	0.00 %		9.90 %	
EDP1	54.06	36.55	0.03	67.61 %	33,637.81	0.00 %		9.90 %	
KAM1	77.09	48.94	0.30	63.49 %	48,624.24	0.00 %		9.90 %	
HRR1	102.90	64.89	0.37	63.06 %	59,274.55	0.00 %		9.90 %	
VPD1	148.98	89.98	0.07	60.40 %	103,272.07	0.00 %		9.90 %	
SGG1	48.31	26.75	0.22	55.38 %	26,724.62	0.00 %		9.90 %	
OML1	149.46	82.36	0.21	55.10 %	74,603.78	0.00 %		9.90 %	
VKL1	62.98	33.74	0.21	53.57 %	48,746.83	0.00 %		9.90 %	
RSP1	134.19	69.87	0.41	52.07 %	73,931.24	0.00 %		9.90 %	
KMM1	89.52	39.86	0.20	44.53 %	45,308.00	0.00 %		9.90 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	326.35	325.30	0.16	99.68 %	485,930.65	20.00 %	97,186.13	9.90 %	145,779.20
CH38	137.14	128.31	0.20	93.56 %	190,040.53	15.00 %	28,506.08	9.90 %	47,510.13
CH30	222.33	204.44	0.29	91.95 %	262,902.84	15.00 %	39,435.43	9.90 %	65,725.71
CH35	191.14	175.17	0.16	91.65 %	235,434.94	15.00 %	35,315.24	9.90 %	58,858.74
CH48	254.68	233.23	0.23	91.58 %	372,542.80	15.00 %	55,881.42	9.90 %	93,135.70
CH45	206.48	182.91	0.35	88.59 %	241,622.97	10.00 %	24,162.30	9.90 %	48,324.59
MRM1	191.86	168.58	0.22	87.87 %	173,849.73	10.00 %	17,384.97	9.90 %	34,769.95
CH05	445.02	390.99	0.45	87.86 %	369,626.80	10.00 %	36,962.68	9.90 %	73,925.36
GUD1	196.33	170.89	0.22	87.04 %	308,067.95	10.00 %	30,806.80	9.90 %	61,613.59
CGL1	136.38	115.25	0.40	84.50 %	150,575.30	10.00 %	15,057.53	9.90 %	22,586.30
CH28	305.52	256.90	0.09	84.09 %	527,118.94	10.00 %	52,711.89	9.90 %	79,067.84
CH25	242.20	200.76	0.19	82.89 %	262,842.40	10.00 %	26,284.24	9.90 %	39,426.36
CH37	110.48	90.45	0.12	81.87 %	140,241.36	10.00 %	14,024.14	9.90 %	21,036.20
CH39	113.58	90.33	0.16	79.53 %	149,488.24	0.00 %		9.90 %	14,948.82
CH19	343.82	259.33	0.17	75.42 %	350,922.01	0.00 %		9.90 %	35,092.20
CH42	314.34	236.52	0.19	75.24 %	334,246.03	0.00 %		9.90 %	33,424.60
CH14	507.76	381.75	0.13	75.18 %	490,265.36	0.00 %		9.90 %	49,026.54
TKM1	141.89	104.20	0.22	73.44 %	116,611.60	0.00 %		9.90 %	11,661.16
CH07	321.50	235.37	0.28	73.21 %	290,095.40	0.00 %		9.90 %	29,009.54
CH49	301.58	219.95	0.24	72.93 %	279,655.38	0.00 %		9.90 %	27,965.54
KNR1	161.08	113.59	0.06	70.52 %	165,677.41	0.00 %		9.90 %	
SKL1	152.94	100.71	0.24	65.85 %	136,866.76	0.00 %		9.90 %	
CH16	600.56	386.18	0.14	64.30 %	390,146.16	0.00 %		9.90 %	
GUD2	163.68	100.44	0.28	61.37 %	134,790.09	0.00 %		9.90 %	
CH08	466.23	267.21	0.15	57.31 %	415,307.25	0.00 %		9.90 %	
AVD1	252.00	142.65	0.13	56.61 %	147,256.71	0.00 %		9.90 %	
CH22	267.66	149.61	0.17	55.89 %	182,279.42	0.00 %		9.90 %	
CH40	108.91	56.48	0.46	51.86 %	22,872.54	0.00 %		9.90 %	
MC10	35.95	15.15	0.03	42.15 %	8,027.45	0.00 %		9.90 %	
CH29	53.88	21.21	0.24	39.37 %	35,347.42	0.00 %		9.90 %	
CH26	98.67	38.71	0.02	39.23 %	56,826.02	0.00 %		9.90 %	
MC09	17.91	2.21	0.00	12.33 %	1,124.10	0.00 %		9.90 %	

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	22.39	30.24	0.16	135.07 %	41,717.08	40.00 %	16,686.83	9.90 %	16,686.83
GDR1	50.88	63.52	0.01	124.85 %	44,490.26	40.00 %	17,796.10	9.90 %	17,796.10
CNR1	52.09	64.05	0.07	122.96 %	46,898.50	40.00 %	18,759.40	9.90 %	18,759.40
KGI1	63.07	72.75	0.03	115.34 %	39,927.93	30.00 %	11,978.38	9.90 %	15,971.17
AVI1	50.67	56.88	1.03	112.26 %	75,209.82	30.00 %	22,562.95	9.90 %	30,083.93
CBE1	77.06	79.26	0.25	102.85 %	79,320.72	25.00 %	19,830.18	9.90 %	23,796.22
MPM1	80.94	80.85	0.17	99.89 %	81,646.39	20.00 %	16,329.28	9.90 %	24,493.92
GBM1	69.15	65.36	0.42	94.53 %	70,257.70	15.00 %	10,538.66	9.90 %	17,564.43
KGM1	57.62	52.78	0.16	91.60 %	69,884.31	15.00 %	10,482.65	9.90 %	17,471.08
KMR1	158.97	145.35	0.24	91.43 %	155,717.48	15.00 %	23,357.62	9.90 %	38,929.37
UAM1	106.40	96.82	0.00	91.00 %	60,256.70	15.00 %	9,038.51	9.90 %	15,064.18
UMP1	62.93	56.32	0.15	89.50 %	49,444.33	10.00 %	4,944.43	9.90 %	9,888.87
PPI1	49.93	41.24	0.23	82.59 %	44,166.16	10.00 %	4,416.62	9.90 %	6,624.92
TPR2	112.99	92.43	0.26	81.80 %	106,652.49	10.00 %	10,665.25	9.90 %	15,997.87
CBE3	40.19	32.80	0.09	81.63 %	34,118.46	10.00 %	3,411.85	9.90 %	5,117.77
TPR1	128.29	96.67	0.23	75.36 %	94,396.99	0.00 %		9.90 %	9,439.70
SUL1	59.02	44.37	0.42	75.18 %	64,773.49	0.00 %		9.90 %	6,477.35
PDM1	56.42	41.30	0.00	73.20 %	54,558.23	0.00 %		9.90 %	5,455.82
SYM2	65.81	47.56	0.10	72.26 %	55,595.28	0.00 %		9.90 %	5,559.53
DPM2	78.16	55.85	0.20	71.46 %	60,982.20	0.00 %		9.90 %	
CBE4	137.17	92.09	0.39	67.13 %	133,001.30	0.00 %		9.90 %	
PLI1	126.15	79.95	0.42	63.38 %	74,939.80	0.00 %		9.90 %	
TPR4	52.75	33.23	0.87	63.00 %	46,676.90	0.00 %		9.90 %	
CBE2	585.73	355.45	0.24	60.68 %	412,225.73	0.00 %		9.90 %	
SNR1	114.82	69.14	0.46	60.21 %	106,006.80	0.00 %		9.90 %	
KMD1	69.00	38.80	0.06	56.23 %	43,677.18	0.00 %		9.90 %	
TPR3	82.47	42.86	0.51	51.97 %	56,088.58	0.00 %		9.90 %	
CBE6	140.69	70.81	0.49	50.33 %	85,986.57	0.00 %		9.90 %	
CBE5	75.27	29.56	0.10	39.27 %	56,218.32	0.00 %		9.90 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	93.48	95.74	0.17	102.42 %	111,905.87	25.00 %	27,976.47	9.90 %	33,571.76
KGL1	96.19	94.93	0.27	98.69 %	78,388.23	20.00 %	15,677.65	9.90 %	19,597.06
ERL2	124.10	114.41	0.16	92.19 %	166,916.02	15.00 %	25,037.40	9.90 %	41,729.01
SVK1	195.52	179.82	0.19	91.97 %	188,635.99	15.00 %	28,295.40	9.90 %	47,159.00
APK2	113.97	102.11	0.34	89.60 %	82,306.79	10.00 %	8,230.68	9.90 %	16,461.36
PDI1	87.14	77.23	0.42	88.63 %	73,417.91	10.00 %	7,341.79	9.90 %	14,683.58
VNR1	97.20	83.26	0.16	85.65 %	97,472.81	10.00 %	9,747.28	9.90 %	14,620.92
VLY1	272.32	229.19	0.36	84.16 %	221,630.41	10.00 %	22,163.04	9.90 %	33,244.56
SNL1	107.69	88.30	0.31	81.99 %	102,757.69	10.00 %	10,275.77	9.90 %	15,413.65
VNR2	328.43	264.08	0.24	80.41 %	266,724.70	10.00 %	26,672.47	9.90 %	26,672.47
KVT1	408.27	324.70	0.19	79.53 %	452,672.04	0.00 %		9.90 %	45,267.20
MAR1	231.06	179.69	0.16	77.77 %	172,627.53	0.00 %		9.90 %	17,262.75
TYI1	122.67	95.24	0.57	77.64 %	106,259.78	0.00 %		9.90 %	10,625.98
TKS2	282.48	218.57	0.44	77.38 %	183,855.76	0.00 %		9.90 %	18,385.58
SDI1	99.59	76.70	0.29	77.02 %	67,235.54	0.00 %		9.90 %	6,723.55
STU2	86.99	65.84	0.38	75.69 %	67,226.63	0.00 %		9.90 %	6,722.66
TVL1	780.37	588.91	0.08	75.47 %	653,936.80	0.00 %		9.90 %	65,393.68
MMT1	130.07	98.14	0.06	75.45 %	79,708.70	0.00 %		9.90 %	7,970.87
NGR1	482.25	359.63	0.56	74.57 %	311,638.99	0.00 %		9.90 %	31,163.90
TKS1	215.81	160.53	0.46	74.39 %	154,428.87	0.00 %		9.90 %	15,442.89
TCN1	187.25	138.23	0.37	73.82 %	166,334.36	0.00 %		9.90 %	16,633.44
KSM1	62.40	45.75	0.01	73.31 %	37,024.63	0.00 %		9.90 %	3,702.46
RND1	293.19	214.80	0.23	73.26 %	332,871.62	0.00 %		9.90 %	33,287.16
UDN1	118.07	86.15	0.14	72.96 %	87,076.42	0.00 %		9.90 %	8,707.64
TUT2	386.84	273.70	0.05	70.75 %	294,938.44	0.00 %		9.90 %	
PKD1	193.10	136.07	0.21	70.46 %	163,544.06	0.00 %		9.90 %	
KYR1	101.12	71.25	0.55	70.46 %	79,901.29	0.00 %		9.90 %	
APK1	151.65	104.78	0.49	69.10 %	121,141.78	0.00 %		9.90 %	
TUT1	901.11	617.01	0.29	68.47 %	756,519.53	0.00 %		9.90 %	
ASM1	119.81	80.99	0.26	67.59 %	71,252.29	0.00 %		9.90 %	
VKM1	106.42	71.64	0.08	67.31 %	102,108.16	0.00 %		9.90 %	
SGT1	70.22	46.54	0.09	66.27 %	37,268.93	0.00 %		9.90 %	
ARM1	113.82	70.77	0.50	62.18 %	59,309.18	0.00 %		9.90 %	
TKY1	131.71	72.80	0.22	55.28 %	82,596.16	0.00 %		9.90 %	
RPM1	281.60	151.17	0.30	53.68 %	146,892.99	0.00 %		9.90 %	
COL1	89.74	34.71	0.21	38.68 %	19,430.55	0.00 %		9.90 %	

**KL-SOUTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	333.02	290.31	0.20	87.18 %	145,920.53	10.00 %	14,592.05	9.90 %	29,184.11
KLR1	100.03	64.75	0.26	64.73 %	34,118.21	0.00 %		9.90 %	
PAS1	127.02	81.04	0.23	63.80 %	44,783.52	0.00 %		9.90 %	
PNL1	92.06	48.55	0.25	52.74 %	29,301.22	0.00 %		9.90 %	

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	88.38	104.68	0.18	118.44 %	91,884.75	30.00 %	27,565.43	9.90 %	36,753.90
KIK1	107.85	110.48	0.01	102.44 %	190,515.52	25.00 %	47,628.88	9.90 %	57,154.66
KRN1	80.61	80.97	0.10	100.45 %	83,543.00	25.00 %	20,885.75	9.90 %	25,062.90
NCK1	54.87	55.02	0.10	100.27 %	37,509.05	25.00 %	9,377.26	9.90 %	11,252.72
TVR2	248.59	218.02	0.45	87.70 %	239,251.36	10.00 %	23,925.14	9.90 %	47,850.27
NMM1	86.35	75.24	0.78	87.13 %	92,037.84	10.00 %	9,203.78	9.90 %	18,407.57
MVM1	290.64	246.22	0.15	84.72 %	374,599.13	10.00 %	37,459.91	9.90 %	56,189.87
NGT1	158.91	132.72	0.20	83.52 %	200,989.12	10.00 %	20,098.91	9.90 %	30,148.37
APM1	80.85	66.12	0.23	81.78 %	85,449.50	10.00 %	8,544.95	9.90 %	12,817.43
TYR1	177.78	143.63	0.23	80.79 %	156,430.39	10.00 %	15,643.04	9.90 %	15,643.04
PTK1	238.14	189.23	0.26	79.46 %	218,248.55	0.00 %		9.90 %	21,824.86
MSI1	121.66	96.39	0.00	79.23 %	82,342.23	0.00 %		9.90 %	8,234.22
ORU1	97.94	75.91	0.02	77.52 %	89,612.13	0.00 %		9.90 %	8,961.21
AYR1	154.31	118.05	0.07	76.50 %	149,426.53	0.00 %		9.90 %	14,942.65
PDK1	120.31	89.97	0.19	74.78 %	119,988.98	0.00 %		9.90 %	11,998.90
MDI1	210.24	156.48	0.21	74.43 %	170,407.37	0.00 %		9.90 %	17,040.74
JKM1	189.19	138.44	0.08	73.18 %	157,235.99	0.00 %		9.90 %	15,723.60
TTP1	169.73	121.52	0.04	71.60 %	132,759.18	0.00 %		9.90 %	
TNJ2	305.85	211.19	0.26	69.05 %	228,078.28	0.00 %		9.90 %	
TRY3	173.73	119.61	0.17	68.85 %	136,918.52	0.00 %		9.90 %	
TRY2	88.29	58.63	1.79	66.40 %	54,769.32	0.00 %		9.90 %	
TNJ1	375.06	249.02	0.22	66.40 %	243,764.17	0.00 %		9.90 %	
PBR2	397.47	261.54	0.10	65.80 %	250,143.67	0.00 %		9.90 %	
TVR1	133.45	84.59	0.10	63.39 %	93,718.03	0.00 %		9.90 %	
KUM1	336.25	212.40	0.16	63.17 %	230,924.22	0.00 %		9.90 %	
PBR1	175.54	108.25	0.11	61.67 %	106,884.59	0.00 %		9.90 %	
TRY4	219.40	134.63	0.28	61.36 %	169,983.12	0.00 %		9.90 %	
TRY1	1,111.27	661.60	0.11	59.53 %	731,682.05	0.00 %		9.90 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	157.70	4.74	0.00 %	0.00	0.00 %		0.00 %	
GHUB	0.00	262.00	0.00	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	4.87	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	31.60	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	16.37	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	3.77	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	9.63	0.00	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.27)	-0.14	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	57.98	6.42	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	(0.12)	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	(0.04)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.27)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	11.61	0.90	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	12.34	0.00	0.00 %	0.00	0.00 %		0.00 %	