



TN-Sales Spot Commission Details 26/05/2026 11:45 PM

Accu.Target	Sales	Achieved %	HO Budget+%	Total Com.
49,702.21 L	39,507.11 L	79.49 %	10.51 %	425.28 L

Note : Sales Period is From :01-May-2026 To :26-May-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
NORTH ARCOT	3,435.14	3,107.76	90.47 %	93,000.00	10.51 %	186,000.00
CHENNAI-02	6,178.53	5,538.26	89.64 %	0.00	10.51 %	330,000.00
KL-NORTH	1,050.41	894.47	85.15 %	0.00	10.51 %	0.00
SOUTH ARCOT	3,731.00	3,061.04	82.04 %	0.00	10.51 %	90,000.00
SOUTH-03	5,683.13	4,381.30	77.09 %	0.00	10.51 %	0.00
WEST-02	4,117.67	3,124.02	75.87 %	0.00	10.51 %	0.00
CHENNAI-01	7,685.42	5,732.17	74.58 %	0.00	10.51 %	0.00
WEST-01	2,940.09	2,186.47	74.37 %	0.00	10.51 %	0.00
SOUTH-01	7,970.21	5,918.25	74.25 %	0.00	10.51 %	0.00
KL-SOUTH	678.21	500.79	73.84 %	0.00	10.51 %	0.00
TRICHY-01	6,232.40	4,461.50	71.59 %	0.00	10.51 %	0.00
OTHERS	0.00	601.08	0.00 %	0.00	0.00 %	0.00
Total	49,702.21	39,507.11	79.49 %		10.51 %	

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,052.43	1,038.59	98.69%	75,000.00	10.51 %	200,000.00
	NA03	1,120.91	978.82	87.32%	0.00	10.51 %	67,500.00
	NA01	1,261.80	1,090.35	86.41%	0.00	10.51 %	75,000.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,668.80	1,537.13	92.11%	112,500.00	10.51 %	225,000.00
	CH04	1,638.28	1,487.59	90.80%	105,000.00	10.51 %	210,000.00
	CH09	1,394.56	1,242.31	89.08%	0.00	10.51 %	90,000.00
	CH07	1,476.89	1,271.24	86.08%	0.00	10.51 %	90,000.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KZD1	1,050.41	894.47	85.15%	0.00	10.51 %	60,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA02	1,369.33	1,153.44	84.23%	0.00	10.51 %	82,500.00
	SA03	979.30	816.73	83.40%	0.00	10.51 %	60,000.00
	SA01	1,382.37	1,090.87	78.91%	0.00	10.51 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	643.57	573.90	89.18%	0.00	10.51 %	37,500.00
	KRR1	553.02	438.06	79.21%	0.00	10.51 %	0.00
	KKD2	1,270.32	982.68	77.36%	0.00	10.51 %	0.00
	SVG1	1,013.28	758.78	74.88%	0.00	10.51 %	0.00
	MDU1	2,202.95	1,627.87	73.89%	0.00	10.51 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	818.64	717.61	87.66%	0.00	10.51 %	52,500.00
	SLM1	1,258.30	940.24	74.72%	0.00	10.51 %	0.00
	MTR1	837.09	616.11	73.60%	0.00	10.51 %	0.00
	ERD1	1,203.64	850.07	70.62%	0.00	10.51 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH08	1,384.52	1,087.34	78.54%	0.00	10.51 %	0.00
	CH03	1,274.52	993.34	77.94%	0.00	10.51 %	0.00
	CH05	1,900.49	1,470.45	77.37%	0.00	10.51 %	0.00
	CH10	1,486.51	1,059.41	71.27%	0.00	10.51 %	0.00
	CH06	1,639.37	1,121.62	68.42%	0.00	10.51 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	439.27	430.29	97.96%	30,000.00	10.51 %	60,000.00
	TPR4	323.12	280.43	86.79%	0.00	10.51 %	15,000.00
	PLI1	396.52	298.32	75.23%	0.00	10.51 %	0.00
	TPR1	336.70	239.82	71.23%	0.00	10.51 %	0.00
	CBE1	1,444.47	937.60	64.91%	0.00	10.51 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	VNR1	922.24	761.01	82.52%	0.00	10.51 %	52,500.00
	KVT1	1,445.88	1,103.89	76.35%	0.00	10.51 %	0.00
	TVL1	1,337.78	1,005.98	75.20%	0.00	10.51 %	0.00
	NGR1	1,272.36	917.06	72.08%	0.00	10.51 %	0.00
	TUT1	1,913.64	1,375.46	71.88%	0.00	10.51 %	0.00
	TKS1	1,078.30	754.85	70.00%	0.00	10.51 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	678.21	500.79	73.84%	0.00	10.51 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	1,349.94	1,079.57	79.97%	0.00	10.51 %	0.00
	PBR1	1,566.87	1,157.07	73.85%	0.00	10.51 %	0.00
	TNJ1	1,450.22	1,051.15	72.48%	0.00	10.51 %	0.00
	TRY1	1,865.36	1,173.71	62.92%	0.00	10.51 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	11.60	0.00%	0.00	0.00 %	0.00
	CH02	0.00	218.24	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	292.67	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.06)	0.00%	0.00	0.00 %	0.00
	KZD1	0.00	4.87	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	16.49	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.04)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.11)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	12.34	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	9.46	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	31.89	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	81.96	100.37	0.05	122.46 %	95,068.04	40.00 %	38,027.22	10.51 %	38,027.22
VEL2	203.71	232.14	0.18	113.95 %	281,882.50	30.00 %	84,564.75	10.51 %	112,753.00
WJP1	98.91	105.36	0.26	106.53 %	117,084.56	25.00 %	29,271.14	10.51 %	35,125.37
VEL1	181.60	192.51	0.17	106.01 %	190,797.93	25.00 %	47,699.48	10.51 %	57,239.38
PTU1	50.53	51.55	0.10	102.02 %	36,616.18	25.00 %	9,154.05	10.51 %	10,984.85
SLG1	78.59	75.66	0.19	96.27 %	88,406.73	20.00 %	17,681.35	10.51 %	22,101.68
AKM1	172.09	162.58	0.19	94.47 %	162,044.70	15.00 %	24,306.71	10.51 %	40,511.18
TRR1	176.29	164.35	0.27	93.23 %	147,181.64	15.00 %	22,077.25	10.51 %	36,795.41
SBR1	232.62	212.31	0.12	91.27 %	211,500.50	15.00 %	31,725.08	10.51 %	52,875.13
CPT1	88.46	80.14	0.07	90.60 %	87,174.99	15.00 %	13,076.25	10.51 %	21,793.75
ABR1	133.72	120.65	0.22	90.22 %	107,502.09	15.00 %	16,125.31	10.51 %	26,875.52
GDM1	107.77	96.21	0.21	89.28 %	76,630.78	10.00 %	7,663.08	10.51 %	15,326.16
UGI1	58.41	52.05	0.02	89.11 %	45,930.49	10.00 %	4,593.05	10.51 %	9,186.10
TRL1	248.12	218.94	0.46	88.24 %	144,160.19	10.00 %	14,416.02	10.51 %	28,832.04
KPM2	417.56	365.75	0.21	87.59 %	323,248.72	10.00 %	32,324.87	10.51 %	64,649.74
BGR1	69.18	59.96	0.74	86.67 %	65,829.15	10.00 %	6,582.92	10.51 %	13,165.83
ARC2	89.63	76.65	0.55	85.51 %	81,438.74	10.00 %	8,143.87	10.51 %	16,287.75
PLR1	70.27	59.72	0.31	85.00 %	55,389.80	10.00 %	5,538.98	10.51 %	8,308.47
TRT1	129.95	108.92	0.47	83.81 %	94,045.27	10.00 %	9,404.53	10.51 %	14,106.79
WJD1	133.79	110.52	1.24	82.60 %	158,926.96	10.00 %	15,892.70	10.51 %	23,839.04
KPM1	141.03	115.21	0.10	81.69 %	115,624.10	10.00 %	11,562.41	10.51 %	17,343.62
CGM1	97.11	72.64	0.24	74.80 %	60,636.10	0.00 %		10.51 %	6,063.61
CYR1	109.54	80.95	0.22	73.90 %	83,857.01	0.00 %		10.51 %	8,385.70
ANI1	99.25	73.34	0.55	73.89 %	77,864.47	0.00 %		10.51 %	7,786.45
VSI1	165.06	119.30	0.18	72.28 %	137,346.41	0.00 %		10.51 %	13,734.64

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	36.74	61.43	0.00	167.20 %	27,373.25	40.00 %	10,949.30	10.51 %	10,949.30
CH27	59.85	75.18	0.82	125.61 %	102,115.36	40.00 %	40,846.14	10.51 %	40,846.14
UKI1	122.43	130.43	0.09	106.54 %	150,100.68	25.00 %	37,525.17	10.51 %	45,030.20
CH31	99.06	104.56	0.48	105.55 %	108,048.90	25.00 %	27,012.23	10.51 %	32,414.67
CH17	214.54	223.66	0.19	104.25 %	370,759.40	25.00 %	92,689.85	10.51 %	111,227.82
GPD1	137.61	141.96	0.10	103.16 %	125,252.46	25.00 %	31,313.12	10.51 %	37,575.74
CH44	231.54	233.17	0.18	100.70 %	206,750.76	25.00 %	51,687.69	10.51 %	62,025.23
CH32	41.04	41.08	0.21	100.09 %	44,533.86	20.00 %	8,906.77	10.51 %	13,360.16
CH50	229.74	226.81	0.13	98.73 %	337,408.60	20.00 %	67,481.72	10.51 %	101,222.58
CH23	130.62	128.91	0.47	98.69 %	141,285.51	20.00 %	28,257.10	10.51 %	42,385.65
CH21	396.42	390.92	0.24	98.61 %	384,033.72	20.00 %	76,806.74	10.51 %	115,210.12
CH12	418.72	409.30	0.33	97.75 %	377,991.63	20.00 %	75,598.33	10.51 %	94,497.91
CH03	561.34	533.63	0.43	95.06 %	679,170.11	15.00 %	101,875.52	10.51 %	169,792.53
CH46	105.08	98.40	0.30	93.64 %	135,033.88	15.00 %	20,255.08	10.51 %	33,758.47
CH36	93.61	87.60	0.26	93.58 %	87,372.40	15.00 %	13,105.86	10.51 %	21,843.10
CH24	266.01	243.56	0.37	91.56 %	307,943.82	15.00 %	46,191.57	10.51 %	76,985.96
PON1	121.56	109.51	0.15	90.08 %	140,351.95	10.00 %	14,035.20	10.51 %	35,087.99
CH33	248.87	220.82	0.19	88.73 %	244,278.80	10.00 %	24,427.88	10.51 %	48,855.76
CH34	244.73	206.01	0.33	84.18 %	238,714.00	10.00 %	23,871.40	10.51 %	35,807.10
CH18	305.06	252.84	0.27	82.88 %	406,230.98	10.00 %	40,623.10	10.51 %	60,934.65
CH15	558.30	459.98	0.28	82.39 %	507,589.57	10.00 %	50,758.96	10.51 %	76,138.44
CH41	221.78	182.64	0.98	82.35 %	270,933.27	10.00 %	27,093.33	10.51 %	40,639.99
MJR1	243.12	199.05	0.18	81.87 %	194,195.82	10.00 %	19,419.58	10.51 %	29,129.37
CH06	235.91	181.92	0.18	77.11 %	258,931.34	0.00 %		10.51 %	25,893.13
CH51	273.36	205.16	0.28	75.05 %	211,506.38	0.00 %		10.51 %	21,150.64
CH43	168.84	121.38	0.21	71.89 %	124,137.92	0.00 %		10.51 %	12,413.79
MC06	56.19	39.81	0.32	70.84 %	29,619.70	0.00 %		10.51 %	
CH20	320.81	219.03	0.16	68.27 %	237,086.19	0.00 %		10.51 %	
CH01	35.66	9.53	0.50	26.73 %	10,785.35	0.00 %		10.51 %	

KL-NORTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	1,050.41	894.47	0.18	85.15 %	684,097.89	10.00 %	68,409.79	10.51 %	136,819.58

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM1	33.57	43.46	0.14	129.49 %	29,916.44	40.00 %	11,966.58	10.51 %	11,966.58
MKM1	69.35	80.79	0.28	116.49 %	95,462.79	30.00 %	28,638.84	10.51 %	38,185.12
PRT1	169.53	174.60	0.26	102.99 %	147,092.64	25.00 %	36,773.16	10.51 %	44,127.79
SJI2	152.45	151.65	0.10	99.47 %	150,713.24	20.00 %	30,142.65	10.51 %	45,213.97
TVM2	118.58	112.16	0.51	94.59 %	52,064.53	15.00 %	7,809.68	10.51 %	13,016.13
KLM1	184.03	169.64	0.20	92.18 %	250,937.59	15.00 %	37,640.64	10.51 %	62,734.40
CDM1	234.98	212.77	0.18	90.55 %	185,766.25	15.00 %	27,864.94	10.51 %	46,441.56
TDM1	125.09	108.43	0.64	86.69 %	94,201.01	10.00 %	9,420.10	10.51 %	18,840.20
TRK1	213.87	184.31	0.31	86.18 %	198,526.59	10.00 %	19,852.66	10.51 %	39,705.32
VCM2	125.83	106.99	0.19	85.03 %	85,722.42	10.00 %	8,572.24	10.51 %	12,858.36
STP1	70.07	57.61	0.31	82.23 %	49,028.26	10.00 %	4,902.83	10.51 %	7,354.24
KML1	127.76	103.66	0.22	81.14 %	110,030.07	10.00 %	11,003.01	10.51 %	16,504.51
CUD1	388.10	314.68	0.29	81.08 %	333,814.14	10.00 %	33,381.41	10.51 %	50,072.12
ULP1	186.64	148.33	0.05	79.47 %	125,102.47	0.00 %		10.51 %	12,510.25
VPM2	180.37	141.50	0.28	78.45 %	154,812.31	0.00 %		10.51 %	15,481.23
KKI2	198.74	152.22	0.13	76.59 %	124,603.71	0.00 %		10.51 %	12,460.37
POY1	418.49	310.51	0.12	74.20 %	245,620.29	0.00 %		10.51 %	24,562.03
TVM1	103.29	74.85	0.44	72.47 %	58,887.14	0.00 %		10.51 %	5,888.71
NVL2	222.22	153.80	0.26	69.21 %	137,180.03	0.00 %		10.51 %	
POY2	322.39	215.25	0.26	66.77 %	237,508.91	0.00 %		10.51 %	
VPM1	85.66	43.83	0.63	51.17 %	37,005.96	0.00 %		10.51 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	74.32	91.05	0.30	122.51 %	47,911.40	40.00 %	19,164.56	10.51 %	19,164.56
KKD3	189.98	212.47	0.05	111.84 %	321,688.93	30.00 %	96,506.68	10.51 %	128,675.57
TEN1	90.66	97.52	0.34	107.57 %	87,621.39	25.00 %	21,905.35	10.51 %	35,048.56
ODM1	74.23	73.81	0.01	99.44 %	32,831.17	20.00 %	6,566.23	10.51 %	9,849.35
KPT1	70.07	66.21	0.61	94.49 %	60,618.72	15.00 %	9,092.81	10.51 %	15,154.68
PKM1	54.50	51.12	0.08	93.79 %	53,452.74	15.00 %	8,017.91	10.51 %	13,363.19
PNV2	76.94	71.56	0.05	93.00 %	79,871.73	15.00 %	11,980.76	10.51 %	19,967.93
BNR1	75.69	70.16	0.11	92.69 %	69,250.32	15.00 %	10,387.55	10.51 %	17,312.58
MPA1	137.52	126.66	0.08	92.10 %	194,983.57	15.00 %	29,247.54	10.51 %	48,745.89
MDU3	149.40	130.51	0.06	87.36 %	84,367.14	10.00 %	8,436.71	10.51 %	16,873.43
TEN2	130.93	110.33	0.20	84.27 %	74,529.48	10.00 %	7,452.95	10.51 %	11,179.42
BTU1	56.57	45.62	0.00	80.64 %	28,103.18	10.00 %	2,810.32	10.51 %	4,215.48
MLR1	100.59	79.93	0.11	79.47 %	81,125.31	0.00 %		10.51 %	8,112.53
MDU1	546.98	423.51	0.17	77.43 %	302,232.55	0.00 %		10.51 %	30,223.26
MDU2	296.04	228.48	0.33	77.18 %	241,168.74	0.00 %		10.51 %	24,116.87
DGL2	124.77	96.13	0.35	77.05 %	96,806.62	0.00 %		10.51 %	9,680.66
ADP1	87.57	67.42	0.02	76.99 %	70,667.08	0.00 %		10.51 %	7,066.71
MDU7	181.73	139.01	0.24	76.49 %	144,186.21	0.00 %		10.51 %	14,418.62
MDU5	95.37	72.04	0.13	75.53 %	85,270.20	0.00 %		10.51 %	8,527.02
PNI1	75.79	56.84	1.12	75.01 %	36,927.44	0.00 %		10.51 %	3,692.74
TDI1	125.65	92.49	0.04	73.61 %	141,983.47	0.00 %		10.51 %	14,198.35
TPT1	158.30	115.86	0.21	73.19 %	172,669.39	0.00 %		10.51 %	17,266.94
TMM1	182.18	132.74	0.09	72.86 %	88,998.08	0.00 %		10.51 %	8,899.81
KYK1	94.56	68.36	0.00	72.30 %	73,219.35	0.00 %		10.51 %	7,321.94
NKI1	73.24	52.83	0.36	72.13 %	45,407.53	0.00 %		10.51 %	4,540.75
PVI1	147.67	104.70	0.16	70.90 %	137,258.14	0.00 %		10.51 %	
USL1	97.84	68.86	0.29	70.38 %	50,686.01	0.00 %		10.51 %	
MDU6	270.69	190.19	0.17	70.26 %	155,697.99	0.00 %		10.51 %	
NTM1	110.56	77.55	0.01	70.14 %	52,472.13	0.00 %		10.51 %	
DGL1	570.26	398.94	0.51	69.96 %	217,038.01	0.00 %		10.51 %	
ATG1	237.16	165.44	0.41	69.76 %	189,476.83	0.00 %		10.51 %	
DKI1	167.79	113.98	0.10	67.93 %	192,052.27	0.00 %		10.51 %	
SVG1	156.50	105.23	0.10	67.24 %	117,719.48	0.00 %		10.51 %	
KRR1	154.93	103.20	0.02	66.61 %	125,370.05	0.00 %		10.51 %	
CBM1	129.90	86.31	0.00	66.44 %	93,173.52	0.00 %		10.51 %	
SGP1	82.94	54.11	0.00	65.24 %	65,624.04	0.00 %		10.51 %	
MNM1	83.88	52.07	0.30	62.08 %	52,654.16	0.00 %		10.51 %	
MDU4	149.44	88.08	0.48	58.94 %	56,188.25	0.00 %		10.51 %	

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
BMD1	54.19	68.64	0.28	126.67 %	67,898.31	40.00 %	27,159.32	10.51 %	27,159.32
KRI1	98.29	115.88	0.19	117.90 %	104,333.87	30.00 %	31,300.16	10.51 %	41,733.55
SGI1	64.36	67.33	0.22	104.60 %	53,503.84	25.00 %	13,375.96	10.51 %	16,051.15
KVP1	66.68	69.17	0.53	103.74 %	53,675.51	25.00 %	13,418.88	10.51 %	16,102.65
DPR1	51.87	53.81	0.31	103.73 %	56,364.29	25.00 %	14,091.07	10.51 %	16,909.29
CMI1	48.65	47.41	0.02	97.44 %	58,241.69	20.00 %	11,648.34	10.51 %	14,560.42
PLC1	63.58	60.53	0.24	95.19 %	70,513.40	20.00 %	14,102.68	10.51 %	17,628.35
SLM2	140.68	132.99	0.17	94.53 %	130,895.29	15.00 %	19,634.29	10.51 %	32,723.82
NKL2	164.49	145.24	0.15	88.30 %	162,163.64	10.00 %	16,216.36	10.51 %	32,432.73
PMP1	84.26	73.43	0.09	87.15 %	57,729.36	10.00 %	5,772.94	10.51 %	11,545.87
APN1	89.94	78.27	0.17	87.02 %	101,741.69	10.00 %	10,174.17	10.51 %	20,348.34
TCG1	81.51	67.37	0.28	82.66 %	69,332.17	10.00 %	6,933.22	10.51 %	10,399.83
HSR2	208.06	164.83	0.33	79.22 %	154,802.92	0.00 %		10.51 %	15,480.29
TRM1	136.99	105.34	0.14	76.90 %	98,014.79	0.00 %		10.51 %	9,801.48
ATU1	165.27	124.23	0.12	75.17 %	119,663.96	0.00 %		10.51 %	11,966.40
ERD2	265.08	198.71	0.23	74.96 %	346,268.89	0.00 %		10.51 %	34,626.89
SLM1	357.70	266.76	0.32	74.57 %	275,104.44	0.00 %		10.51 %	27,510.44
ERD1	243.56	180.91	0.27	74.28 %	250,613.22	0.00 %		10.51 %	25,061.32
HSR1	153.24	113.80	0.13	74.26 %	118,951.67	0.00 %		10.51 %	11,895.17
MTR1	143.33	104.00	0.19	72.56 %	131,279.28	0.00 %		10.51 %	13,127.93
DPR2	71.44	50.84	0.05	71.16 %	51,189.60	0.00 %		10.51 %	
EPI1	99.84	71.05	0.24	71.16 %	78,093.73	0.00 %		10.51 %	
MCR1	116.82	83.04	0.21	71.08 %	88,989.05	0.00 %		10.51 %	
PDR1	51.96	36.62	0.00	70.48 %	63,361.13	0.00 %		10.51 %	
SLM3	193.70	135.42	0.44	69.91 %	158,617.46	0.00 %		10.51 %	
KAM1	80.17	52.64	0.28	65.66 %	49,342.04	0.00 %		10.51 %	
EDP1	56.23	36.62	0.03	65.12 %	33,754.11	0.00 %		10.51 %	
VPD1	154.94	94.91	0.06	61.26 %	109,466.27	0.00 %		10.51 %	
HRR1	107.01	65.52	0.39	61.22 %	59,708.00	0.00 %		10.51 %	
OML1	155.44	84.92	0.20	54.63 %	77,209.08	0.00 %		10.51 %	
SGG1	50.24	26.95	0.22	53.64 %	26,903.92	0.00 %		10.51 %	
VKL1	65.50	34.04	0.21	51.96 %	49,372.83	0.00 %		10.51 %	
RSP1	139.55	71.04	0.45	50.90 %	75,060.94	0.00 %		10.51 %	
KMM1	93.10	41.77	0.36	44.87 %	46,615.90	0.00 %		10.51 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	339.41	336.50	0.18	99.14 %	505,824.15	20.00 %	101,164.83	10.51 %	151,747.25
CH38	142.62	133.12	0.19	93.33 %	198,547.83	15.00 %	29,782.17	10.51 %	49,636.96
CH30	231.22	211.50	0.28	91.47 %	270,432.64	15.00 %	40,564.90	10.51 %	67,608.16
CH35	198.78	180.25	0.15	90.68 %	240,474.64	15.00 %	36,071.20	10.51 %	60,118.66
CH48	264.86	239.53	0.22	90.44 %	386,891.81	15.00 %	58,033.77	10.51 %	96,722.95
MRM1	199.54	175.67	0.21	88.04 %	178,564.94	10.00 %	17,856.49	10.51 %	35,712.99
GUD1	204.18	179.23	0.21	87.78 %	325,589.10	10.00 %	32,558.91	10.51 %	65,117.82
CH05	462.82	405.11	0.44	87.53 %	386,208.74	10.00 %	38,620.87	10.51 %	77,241.75
CH45	214.73	187.96	0.34	87.53 %	247,193.12	10.00 %	24,719.31	10.51 %	49,438.62
CH28	317.74	263.25	0.10	82.85 %	539,797.79	10.00 %	53,979.78	10.51 %	80,969.67
CGL1	141.83	117.29	0.39	82.70 %	153,534.60	10.00 %	15,353.46	10.51 %	23,030.19
CH25	251.89	204.48	0.19	81.18 %	267,050.22	10.00 %	26,705.02	10.51 %	40,057.53
CH37	114.90	91.55	0.12	79.68 %	141,502.46	0.00 %		10.51 %	14,150.25
CH39	118.12	93.37	0.16	79.04 %	153,501.39	0.00 %		10.51 %	15,350.14
CH14	528.07	396.52	0.13	75.09 %	505,227.46	0.00 %		10.51 %	50,522.75
CH42	326.91	242.03	0.19	74.03 %	343,090.70	0.00 %		10.51 %	34,309.07
CH19	357.58	263.59	0.17	73.72 %	356,889.51	0.00 %		10.51 %	35,688.95
CH49	313.64	231.21	0.23	73.72 %	293,589.99	0.00 %		10.51 %	29,359.00
TKM1	147.56	108.62	0.21	73.61 %	122,841.65	0.00 %		10.51 %	12,284.17
CH07	334.36	241.76	0.27	72.31 %	293,857.71	0.00 %		10.51 %	29,385.77
KNR1	167.52	115.53	0.06	68.96 %	167,552.59	0.00 %		10.51 %	
SKL1	159.05	106.57	0.32	67.00 %	142,046.06	0.00 %		10.51 %	
CH16	624.58	397.57	0.41	63.65 %	398,696.92	0.00 %		10.51 %	
GUD2	170.22	102.85	0.27	60.42 %	137,467.91	0.00 %		10.51 %	
CH08	484.87	271.60	0.15	56.02 %	424,696.80	0.00 %		10.51 %	
CH22	278.37	154.02	0.16	55.33 %	190,355.54	0.00 %		10.51 %	
AVD1	262.08	144.84	0.12	55.27 %	149,772.96	0.00 %		10.51 %	
CH40	113.27	57.36	0.45	50.65 %	23,526.54	0.00 %		10.51 %	
MC10	37.39	15.15	0.03	40.53 %	8,027.45	0.00 %		10.51 %	
CH26	102.62	40.68	0.02	39.64 %	58,030.77	0.00 %		10.51 %	
CH29	56.03	21.24	0.24	37.91 %	35,390.42	0.00 %		10.51 %	
MC09	18.63	2.21	0.00	11.86 %	1,124.10	0.00 %		10.51 %	

WEST-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ANR1	23.28	30.43	0.16	130.70 %	42,082.28	40.00 %	16,832.91	10.51 %	16,832.91
GDR1	52.91	66.73	0.01	126.11 %	45,925.76	40.00 %	18,370.30	10.51 %	18,370.30
CNR1	54.17	65.20	0.06	120.36 %	47,989.50	40.00 %	19,195.80	10.51 %	19,195.80
KGI1	65.60	74.74	0.03	113.94 %	41,112.53	30.00 %	12,333.76	10.51 %	16,445.01
AVI1	52.70	58.90	0.99	111.76 %	76,931.62	30.00 %	23,079.49	10.51 %	30,772.65
CBE1	80.15	79.48	0.25	99.17 %	79,812.22	20.00 %	15,962.44	10.51 %	23,943.67
MPM1	84.17	81.81	0.25	97.19 %	84,073.09	20.00 %	16,814.62	10.51 %	21,018.27
KGM1	59.93	55.58	0.15	92.76 %	71,608.26	15.00 %	10,741.24	10.51 %	17,902.07
UAM1	110.66	101.79	0.00	91.99 %	63,750.54	15.00 %	9,562.58	10.51 %	15,937.64
GBM1	71.91	66.13	0.55	91.95 %	70,613.00	15.00 %	10,591.95	10.51 %	17,653.25
KMR1	165.33	149.78	0.23	90.59 %	160,546.83	15.00 %	24,082.02	10.51 %	40,136.71
UMP1	65.44	58.89	0.32	89.99 %	51,607.93	10.00 %	5,160.79	10.51 %	12,901.98
PPI1	51.92	42.08	0.23	81.05 %	45,792.91	10.00 %	4,579.29	10.51 %	6,868.94
TPR2	117.51	94.43	0.25	80.36 %	108,640.48	10.00 %	10,864.05	10.51 %	10,864.05
CBE3	41.79	32.83	0.09	78.55 %	34,125.86	0.00 %		10.51 %	3,412.59
TPR1	133.42	100.79	0.22	75.54 %	96,509.70	0.00 %		10.51 %	9,650.97
SUL1	61.38	44.96	0.50	73.25 %	66,269.89	0.00 %		10.51 %	6,626.99
DPM2	81.29	58.59	0.19	72.07 %	62,396.60	0.00 %		10.51 %	6,239.66
SYM2	68.45	48.98	0.10	71.55 %	56,577.28	0.00 %		10.51 %	
PDM1	58.68	41.62	0.00	70.94 %	54,939.93	0.00 %		10.51 %	
CBE4	142.66	94.79	0.43	66.44 %	135,356.36	0.00 %		10.51 %	
PLI1	131.19	83.64	0.40	63.75 %	78,798.25	0.00 %		10.51 %	
TPR4	54.86	33.92	0.93	61.84 %	48,366.40	0.00 %		10.51 %	
SNR1	119.42	72.25	0.44	60.50 %	112,001.70	0.00 %		10.51 %	
CBE2	609.15	361.59	0.24	59.36 %	421,161.32	0.00 %		10.51 %	
KMD1	71.76	40.02	0.06	55.76 %	44,892.73	0.00 %		10.51 %	
TPR3	85.77	44.60	0.49	52.00 %	57,315.48	0.00 %		10.51 %	
CBE6	146.32	71.14	0.52	48.62 %	87,336.57	0.00 %		10.51 %	
CBE5	78.29	30.79	0.10	39.33 %	59,507.72	0.00 %		10.51 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	97.21	98.89	0.17	101.72 %	118,075.42	25.00 %	29,518.86	10.51 %	35,422.63
KGL1	100.03	98.48	0.26	98.45 %	81,724.63	20.00 %	16,344.93	10.51 %	24,517.39
ERL2	129.06	118.66	0.15	91.94 %	172,067.77	15.00 %	25,810.17	10.51 %	43,016.94
APK2	118.53	107.60	0.32	90.78 %	87,223.72	15.00 %	13,083.56	10.51 %	21,805.93
SVK1	203.34	183.19	0.19	90.09 %	190,173.03	10.00 %	19,017.30	10.51 %	47,543.26
PDI1	90.62	80.02	0.41	88.30 %	74,899.56	10.00 %	7,489.96	10.51 %	14,979.91
VNR1	101.09	86.55	0.15	85.62 %	101,116.81	10.00 %	10,111.68	10.51 %	20,223.36
VLY1	283.22	240.99	0.35	85.09 %	231,696.20	10.00 %	23,169.62	10.51 %	34,754.43
SNL1	112.00	91.70	0.30	81.88 %	105,912.39	10.00 %	10,591.24	10.51 %	15,886.86
VNR2	341.56	274.77	0.24	80.45 %	273,730.86	10.00 %	27,373.09	10.51 %	27,373.09
KVT1	424.60	331.26	0.18	78.02 %	462,596.40	0.00 %		10.51 %	46,259.64
TKS2	293.77	227.60	0.43	77.47 %	191,753.89	0.00 %		10.51 %	19,175.39
TYI1	127.58	98.66	0.55	77.33 %	110,059.03	0.00 %		10.51 %	11,005.90
SDI1	103.57	78.99	0.28	76.26 %	68,566.48	0.00 %		10.51 %	6,856.65
MAR1	240.31	182.81	0.16	76.07 %	174,441.73	0.00 %		10.51 %	17,444.17
STU2	90.47	68.65	0.36	75.89 %	69,366.11	0.00 %		10.51 %	6,936.61
TVL1	811.59	609.35	0.09	75.08 %	670,273.50	0.00 %		10.51 %	67,027.35
MMT1	135.28	101.48	0.06	75.02 %	81,513.55	0.00 %		10.51 %	8,151.36
KSM1	64.90	48.68	0.03	75.01 %	37,719.63	0.00 %		10.51 %	3,771.96
NGR1	501.54	373.47	0.54	74.47 %	323,347.84	0.00 %		10.51 %	32,334.78
TKS1	224.45	166.32	0.45	74.10 %	159,176.05	0.00 %		10.51 %	15,917.61
RND1	304.92	225.42	0.22	73.93 %	346,565.58	0.00 %		10.51 %	34,656.56
UDN1	122.80	90.36	0.21	73.59 %	90,793.02	0.00 %		10.51 %	9,079.30
TCN1	194.74	142.01	0.36	72.92 %	171,374.46	0.00 %		10.51 %	17,137.45
TUT2	402.31	282.58	0.05	70.24 %	301,024.09	0.00 %		10.51 %	
PKD1	200.83	140.70	0.22	70.06 %	171,447.91	0.00 %		10.51 %	
KYR1	105.17	73.01	0.54	69.42 %	81,531.79	0.00 %		10.51 %	
APK1	157.71	108.90	0.47	69.05 %	124,348.43	0.00 %		10.51 %	
TUT1	937.16	643.19	0.29	68.63 %	779,074.76	0.00 %		10.51 %	
ASM1	124.61	84.12	0.25	67.51 %	75,275.34	0.00 %		10.51 %	
VKM1	110.68	74.26	0.08	67.09 %	104,060.88	0.00 %		10.51 %	
SGT1	73.03	47.89	0.09	65.58 %	38,155.43	0.00 %		10.51 %	
ARM1	118.38	71.52	0.49	60.42 %	60,015.58	0.00 %		10.51 %	
TKY1	136.98	76.00	0.21	55.48 %	83,918.56	0.00 %		10.51 %	
RPM1	292.86	154.03	0.42	52.60 %	153,590.59	0.00 %		10.51 %	
COL1	93.33	36.14	0.20	38.72 %	20,125.99	0.00 %		10.51 %	

KL-SOUTH

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	346.34	301.00	0.20	86.91 %	150,753.06	10.00 %	15,075.31	10.51 %	30,150.61
KLR1	104.03	67.82	0.25	65.19 %	36,296.68	0.00 %		10.51 %	
PAS1	132.10	82.41	0.23	62.39 %	45,608.22	0.00 %		10.51 %	
PNL1	95.75	49.57	0.47	51.77 %	30,016.32	0.00 %		10.51 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	91.91	106.32	0.17	115.67 %	94,248.25	30.00 %	28,274.48	10.51 %	37,699.30
KIK1	112.16	115.38	0.01	102.87 %	199,644.07	25.00 %	49,911.02	10.51 %	59,893.22
NCK1	57.07	57.38	0.09	100.55 %	38,557.75	25.00 %	9,639.44	10.51 %	11,567.33
KRN1	83.84	84.18	0.10	100.41 %	84,756.55	25.00 %	21,189.14	10.51 %	25,426.97
TVR2	258.53	225.60	0.44	87.26 %	247,563.43	10.00 %	24,756.34	10.51 %	49,512.69
NMM1	89.81	77.91	0.75	86.75 %	95,353.44	10.00 %	9,535.34	10.51 %	19,070.69
MVM1	302.27	259.21	0.15	85.75 %	394,461.43	10.00 %	39,446.14	10.51 %	78,892.29
NGT1	165.27	137.96	0.19	83.48 %	208,666.63	10.00 %	20,866.66	10.51 %	31,299.99
APM1	84.09	67.61	0.23	80.40 %	87,079.55	10.00 %	8,707.96	10.51 %	8,707.96
TYR1	184.89	147.96	0.23	80.02 %	159,468.39	0.00 %		10.51 %	15,946.84
MSI1	126.53	100.60	0.07	79.51 %	85,294.93	0.00 %		10.51 %	8,529.49
PTK1	247.67	195.14	0.25	78.79 %	223,570.71	0.00 %		10.51 %	22,357.07
ORU1	101.85	77.72	0.02	76.30 %	92,411.33	0.00 %		10.51 %	9,241.13
AYR1	160.49	121.55	0.07	75.74 %	151,779.88	0.00 %		10.51 %	15,177.99
MDI1	218.65	161.03	0.21	73.65 %	173,387.97	0.00 %		10.51 %	17,338.80
PDK1	125.13	91.90	0.18	73.45 %	122,958.79	0.00 %		10.51 %	12,295.88
JKM1	196.76	142.28	0.10	72.31 %	162,134.94	0.00 %		10.51 %	16,213.49
TTP1	176.51	126.62	0.04	71.73 %	136,627.68	0.00 %		10.51 %	13,662.77
TNJ2	318.09	217.01	0.25	68.22 %	233,553.73	0.00 %		10.51 %	
TRY3	180.67	121.69	0.16	67.35 %	139,063.72	0.00 %		10.51 %	
PBR2	413.37	271.88	0.09	65.77 %	257,654.82	0.00 %		10.51 %	
TNJ1	390.06	254.73	0.21	65.31 %	249,076.14	0.00 %		10.51 %	
TRY2	91.82	59.34	1.77	64.63 %	55,069.22	0.00 %		10.51 %	
TVR1	138.79	88.57	0.10	63.82 %	98,099.48	0.00 %		10.51 %	
KUM1	349.70	221.75	0.16	63.41 %	241,410.32	0.00 %		10.51 %	
PBR1	182.56	113.59	0.11	62.22 %	111,163.03	0.00 %		10.51 %	
TRY4	228.18	138.77	0.27	60.81 %	175,745.07	0.00 %		10.51 %	
TRY1	1,155.72	677.83	0.11	58.65 %	742,780.65	0.00 %		10.51 %	

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	289.83	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	32.01	0.00	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	16.51	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	9.73	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	60.81	6.12	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	(0.06)	-1.23	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	(0.11)	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	(0.28)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	11.68	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 %	