



TN-Sales Spot Commission Details 29/05/2026 11:45 PM

Accu.Target 55,437.07 L
 Sales 42,885.07 L
 Achieved % 77.36 %
 HO Budget+% 12.64 %
 Total Com. 457.11 L

Note : Sales Period is From :01-May-2026 To :29-May-2026

| Sales Zone | Target L | Sales L | Achieved % | DGM Incentive (E) | HO Budget+ % | DGM Incentive (Alt) |
|--------------|------------------|------------------|----------------|-------------------|----------------|---------------------|
| NORTH ARCOT | 3,831.50 | 3,356.58 | 87.60 % | 0.00 | 12.64 % | 198,000.00 |
| CHENNAI-02 | 6,891.43 | 5,983.03 | 86.82 % | 0.00 | 12.64 % | 177,000.00 |
| KL-NORTH | 1,171.61 | 979.23 | 83.58 % | 0.00 | 12.64 % | 0.00 |
| SOUTH ARCOT | 4,161.50 | 3,382.26 | 81.28 % | 0.00 | 12.64 % | 99,000.00 |
| SOUTH-03 | 6,338.88 | 4,805.86 | 75.82 % | 0.00 | 12.64 % | 0.00 |
| WEST-02 | 4,592.78 | 3,362.18 | 73.21 % | 0.00 | 12.64 % | 0.00 |
| CHENNAI-01 | 8,572.20 | 6,201.59 | 72.35 % | 0.00 | 12.64 % | 0.00 |
| SOUTH-01 | 8,889.85 | 6,383.63 | 71.81 % | 0.00 | 12.64 % | 0.00 |
| KL-SOUTH | 756.47 | 540.22 | 71.41 % | 0.00 | 12.64 % | 0.00 |
| WEST-01 | 3,279.34 | 2,334.62 | 71.19 % | 0.00 | 12.64 % | 0.00 |
| TRICHY-01 | 6,951.52 | 4,867.19 | 70.02 % | 0.00 | 12.64 % | 0.00 |
| OTHERS | 0.00 | 688.69 | 0.00 % | 0.00 | 0.00 % | 0.00 |
| Total | 55,437.07 | 42,885.07 | 77.36 % | | 12.64 % | |

| NORTH ARCOT | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|-------------|--------|----------|----------|------------|-------------------|--------------|---------------------|
| | NA02 | 1,173.86 | 1,122.88 | 95.66% | 82,500.00 | 12.64 % | 165,000.00 |
| | NA03 | 1,250.24 | 1,053.00 | 84.22% | 0.00 | 12.64 % | 75,000.00 |
| | NA01 | 1,407.40 | 1,180.70 | 83.89% | 0.00 | 12.64 % | 82,500.00 |

| CHENNAI-02 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|------------|----------|----------|----------|------------|-------------------|--------------|---------------------|
| | CH01 | 1,861.35 | 1,673.39 | 89.90% | 0.00 | 12.64 % | 240,000.00 |
| | CH04 | 1,827.31 | 1,606.46 | 87.91% | 0.00 | 12.64 % | 240,000.00 |
| | CH09 | 1,555.47 | 1,334.71 | 85.81% | 0.00 | 12.64 % | 97,500.00 |
| CH07 | 1,647.30 | 1,368.47 | 83.07% | 0.00 | 12.64 % | 97,500.00 | |

| KL-NORTH | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------|--------|----------|---------|------------|-------------------|--------------|---------------------|
| | KZD1 | 1,171.61 | 979.23 | 83.58% | 0.00 | 12.64 % | 67,500.00 |

| SOUTH ARCOT | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|-------------|----------|----------|----------|------------|-------------------|--------------|---------------------|
| | SA02 | 1,527.33 | 1,276.09 | 83.55% | 0.00 | 12.64 % | 90,000.00 |
| | SA03 | 1,092.30 | 900.35 | 82.43% | 0.00 | 12.64 % | 67,500.00 |
| SA01 | 1,541.87 | 1,205.83 | 78.21% | 0.00 | 12.64 % | 0.00 | |

| SOUTH-03 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------|----------|----------|----------|------------|-------------------|--------------|---------------------|
| | TEN1 | 717.82 | 626.90 | 87.33% | 0.00 | 12.64 % | 45,000.00 |
| | KRR1 | 616.83 | 479.44 | 77.73% | 0.00 | 12.64 % | 0.00 |
| | KKD2 | 1,416.89 | 1,083.19 | 76.45% | 0.00 | 12.64 % | 0.00 |
| | SVG1 | 1,130.19 | 845.16 | 74.78% | 0.00 | 12.64 % | 0.00 |
| MDU1 | 2,457.14 | 1,771.17 | 72.08% | 0.00 | 12.64 % | 0.00 | |

| WEST-02 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|---------|--------|----------|----------|------------|-------------------|--------------|---------------------|
| | HSR1 | 913.10 | 769.23 | 84.24% | 0.00 | 12.64 % | 52,500.00 |
| | SLM1 | 1,403.49 | 1,011.91 | 72.10% | 0.00 | 12.64 % | 0.00 |
| | MTR1 | 933.68 | 669.98 | 71.76% | 0.00 | 12.64 % | 0.00 |
| | ERD1 | 1,342.52 | 911.05 | 67.86% | 0.00 | 12.64 % | 0.00 |

| CHENNAI-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|------------|--------|----------|----------|------------|-------------------|--------------|---------------------|
| | CH03 | 1,421.58 | 1,088.26 | 76.55% | 0.00 | 12.64 % | 0.00 |
| | CH08 | 1,544.28 | 1,177.89 | 76.27% | 0.00 | 12.64 % | 0.00 |
| | CH05 | 2,119.78 | 1,576.42 | 74.37% | 0.00 | 12.64 % | 0.00 |
| | CH10 | 1,658.03 | 1,144.49 | 69.03% | 0.00 | 12.64 % | 0.00 |
| | CH06 | 1,828.53 | 1,214.52 | 66.42% | 0.00 | 12.64 % | 0.00 |

| SOUTH-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------|--------|----------|----------|------------|-------------------|--------------|---------------------|
| | VNR1 | 1,028.65 | 829.27 | 80.62% | 0.00 | 12.64 % | 60,000.00 |
| | KVT1 | 1,612.72 | 1,201.82 | 74.52% | 0.00 | 12.64 % | 0.00 |
| | TVL1 | 1,492.14 | 1,095.34 | 73.41% | 0.00 | 12.64 % | 0.00 |
| | TUT1 | 2,134.44 | 1,473.75 | 69.05% | 0.00 | 12.64 % | 0.00 |
| | NGR1 | 1,419.17 | 970.18 | 68.36% | 0.00 | 12.64 % | 0.00 |
| | TKS1 | 1,202.72 | 813.27 | 67.62% | 0.00 | 12.64 % | 0.00 |

| KL-SOUTH | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|----------|--------|----------|---------|------------|-------------------|--------------|---------------------|
| | TVP1 | 756.47 | 540.22 | 71.41% | 0.00 | 12.64 % | 0.00 |

| WEST-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|---------|--------|----------|----------|------------|-------------------|--------------|---------------------|
| | UAM1 | 489.96 | 465.76 | 95.06% | 30,000.00 | 12.64 % | 60,000.00 |
| | TPR4 | 360.40 | 296.24 | 82.20% | 0.00 | 12.64 % | 15,000.00 |
| | PLI1 | 442.28 | 320.71 | 72.51% | 0.00 | 12.64 % | 0.00 |
| | TPR1 | 375.55 | 251.89 | 67.07% | 0.00 | 12.64 % | 0.00 |
| | CBE1 | 1,611.14 | 1,000.02 | 62.07% | 0.00 | 12.64 % | 0.00 |

| TRICHY-01 | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|-----------|--------|----------|----------|------------|-------------------|--------------|---------------------|
| | KUM1 | 1,505.71 | 1,179.93 | 78.36% | 0.00 | 12.64 % | 0.00 |
| | PBR1 | 1,747.66 | 1,265.40 | 72.41% | 0.00 | 12.64 % | 0.00 |
| | TNJ1 | 1,617.55 | 1,150.60 | 71.13% | 0.00 | 12.64 % | 0.00 |
| | TRY1 | 2,080.60 | 1,271.26 | 61.10% | 0.00 | 12.64 % | 0.00 |

| OTHERS | Region | Target L | Sales L | Achieved % | AGM Incentive (E) | HO Budget+ % | AGM Incentive (Alt) |
|--------|--------|----------|---------|------------|-------------------|--------------|---------------------|
| | CBE1 | 0.00 | 15.29 | 0.00% | 0.00 | 0.00 % | 0.00 |
| | CH02 | 0.00 | 271.11 | 0.00% | 0.00 | 0.00 % | 0.00 |
| | ERD1 | 0.00 | (0.04) | 0.00% | 0.00 | 0.00 % | 0.00 |
| | HO01 | 0.00 | 298.98 | 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 | 24.11 | 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 | 19.54 | 0.00% | 0.00 | 0.00 % | 0.00 |
| | TRY1 | 0.00 | 14.54 | 0.00% | 0.00 | 0.00 % | 0.00 |
| | TVL2 | 0.00 | 36.45 | 0.00% | 0.00 | 0.00 % | 0.00 |
| | TVP1 | 0.00 | 4.04 | 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 | 91.42 | 107.18 | 0.04 | 117.24 % | 101,420.24 | 30.00 % | 30,426.07 | 12.64 % | 40,568.10 |
| VEL2 | 227.22 | 248.05 | 0.19 | 109.17 % | 295,440.66 | 25.00 % | 73,860.17 | 12.64 % | 118,176.26 |
| WJP1 | 110.32 | 116.28 | 0.24 | 105.40 % | 131,526.85 | 25.00 % | 32,881.71 | 12.64 % | 52,610.74 |
| VEL1 | 202.55 | 203.99 | 0.18 | 100.71 % | 205,210.85 | 25.00 % | 51,302.71 | 12.64 % | 61,563.26 |
| PTU1 | 56.36 | 54.28 | 0.10 | 96.30 % | 37,136.38 | 20.00 % | 7,427.28 | 12.64 % | 11,140.91 |
| AKM1 | 191.94 | 176.86 | 0.20 | 92.14 % | 180,121.71 | 15.00 % | 27,018.26 | 12.64 % | 45,030.43 |
| GDM1 | 120.20 | 110.56 | 0.18 | 91.98 % | 86,970.57 | 15.00 % | 13,045.59 | 12.64 % | 21,742.64 |
| SLG1 | 87.65 | 79.60 | 0.18 | 90.81 % | 89,972.03 | 15.00 % | 13,495.80 | 12.64 % | 22,493.01 |
| TRR1 | 196.63 | 178.00 | 0.26 | 90.53 % | 161,599.07 | 15.00 % | 24,239.86 | 12.64 % | 40,399.77 |
| UGI1 | 65.15 | 57.41 | 0.02 | 88.12 % | 48,399.24 | 10.00 % | 4,839.92 | 12.64 % | 12,099.81 |
| CPT1 | 98.67 | 86.43 | 0.06 | 87.60 % | 92,090.14 | 10.00 % | 9,209.01 | 12.64 % | 23,022.54 |
| ABR1 | 149.15 | 130.39 | 0.20 | 87.42 % | 118,951.43 | 10.00 % | 11,895.14 | 12.64 % | 23,790.29 |
| TRL1 | 276.75 | 240.20 | 0.46 | 86.79 % | 154,317.42 | 10.00 % | 15,431.74 | 12.64 % | 30,863.48 |
| SBR1 | 259.46 | 224.86 | 0.14 | 86.66 % | 208,732.61 | 10.00 % | 20,873.26 | 12.64 % | 41,746.52 |
| KPM2 | 465.74 | 397.24 | 0.23 | 85.29 % | 345,786.21 | 10.00 % | 34,578.62 | 12.64 % | 69,157.24 |
| PLR1 | 78.37 | 65.92 | 0.28 | 84.11 % | 56,300.90 | 10.00 % | 5,630.09 | 12.64 % | 11,260.18 |
| KPM1 | 157.30 | 131.08 | 0.09 | 83.33 % | 126,450.92 | 10.00 % | 12,645.09 | 12.64 % | 25,290.18 |
| BGR1 | 77.16 | 63.20 | 0.70 | 81.91 % | 68,196.10 | 10.00 % | 6,819.61 | 12.64 % | 10,229.42 |
| ARC2 | 99.98 | 80.42 | 0.56 | 80.44 % | 85,968.37 | 10.00 % | 8,596.84 | 12.64 % | 12,895.26 |
| TRT1 | 144.94 | 116.23 | 0.48 | 80.19 % | 103,148.63 | 10.00 % | 10,314.86 | 12.64 % | 15,472.29 |
| WJD1 | 149.23 | 116.98 | 1.28 | 78.39 % | 167,080.71 | 0.00 % | | 12.64 % | 16,708.07 |
| CGM1 | 108.32 | 78.79 | 0.23 | 72.74 % | 63,344.98 | 0.00 % | | 12.64 % | 6,334.50 |
| VSI1 | 184.10 | 130.80 | 0.68 | 71.04 % | 156,286.64 | 0.00 % | | 12.64 % | 15,628.66 |
| ANI1 | 110.71 | 77.85 | 0.53 | 70.32 % | 80,510.33 | 0.00 % | | 12.64 % | 8,051.03 |
| CYR1 | 122.18 | 83.99 | 0.28 | 68.74 % | 87,178.21 | 0.00 % | | 12.64 % | |

CHENNAI-02

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| MC05 | 40.98 | 63.96 | 0.00 | 156.07 % | 29,007.65 | 40.00 % | 11,603.06 | 12.64 % | 11,603.06 |
| CH27 | 66.76 | 80.55 | 0.90 | 120.67 % | 109,206.21 | 40.00 % | 43,682.48 | 12.64 % | 43,682.48 |
| UKI1 | 136.55 | 140.34 | 0.09 | 102.77 % | 159,757.95 | 25.00 % | 39,939.49 | 12.64 % | 47,927.39 |
| CH31 | 110.49 | 113.13 | 0.44 | 102.39 % | 113,718.29 | 25.00 % | 28,429.57 | 12.64 % | 34,115.49 |
| CH17 | 239.30 | 241.64 | 0.20 | 100.98 % | 400,973.50 | 25.00 % | 100,243.38 | 12.64 % | 120,292.05 |
| GPD1 | 153.48 | 154.46 | 0.09 | 100.63 % | 136,322.03 | 25.00 % | 34,080.51 | 12.64 % | 40,896.61 |
| CH23 | 145.69 | 145.30 | 0.49 | 99.73 % | 152,235.64 | 20.00 % | 30,447.13 | 12.64 % | 45,670.69 |
| CH32 | 45.77 | 44.58 | 0.19 | 97.39 % | 49,267.86 | 20.00 % | 9,853.57 | 12.64 % | 14,780.36 |
| CH44 | 258.26 | 247.76 | 0.17 | 95.94 % | 223,037.96 | 20.00 % | 44,607.59 | 12.64 % | 55,759.49 |
| CH50 | 256.25 | 242.00 | 0.14 | 94.44 % | 355,201.31 | 15.00 % | 53,280.20 | 12.64 % | 88,800.33 |
| CH21 | 442.16 | 416.42 | 0.23 | 94.18 % | 405,313.65 | 15.00 % | 60,797.05 | 12.64 % | 101,328.41 |
| CH12 | 467.03 | 435.09 | 0.31 | 93.16 % | 408,477.74 | 15.00 % | 61,271.66 | 12.64 % | 102,119.44 |
| CH03 | 626.11 | 578.14 | 0.40 | 92.34 % | 732,788.38 | 15.00 % | 109,918.26 | 12.64 % | 183,197.10 |
| CH24 | 296.71 | 269.73 | 0.34 | 90.91 % | 324,328.37 | 15.00 % | 48,649.26 | 12.64 % | 81,082.09 |
| CH46 | 117.21 | 106.04 | 0.28 | 90.47 % | 147,638.68 | 15.00 % | 22,145.80 | 12.64 % | 36,909.67 |
| CH36 | 104.41 | 94.34 | 0.24 | 90.36 % | 92,820.35 | 15.00 % | 13,923.05 | 12.64 % | 23,205.09 |
| PON1 | 135.59 | 121.73 | 0.15 | 89.78 % | 149,993.55 | 10.00 % | 14,999.36 | 12.64 % | 37,498.39 |
| CH33 | 277.59 | 240.59 | 0.18 | 86.67 % | 272,353.70 | 10.00 % | 27,235.37 | 12.64 % | 54,470.74 |
| CH34 | 272.96 | 224.29 | 0.30 | 82.17 % | 253,714.30 | 10.00 % | 25,371.43 | 12.64 % | 38,057.15 |
| CH41 | 247.37 | 198.73 | 0.98 | 80.34 % | 290,953.37 | 10.00 % | 29,095.34 | 12.64 % | 43,643.01 |
| CH18 | 340.25 | 272.68 | 0.26 | 80.14 % | 435,712.17 | 10.00 % | 43,571.22 | 12.64 % | 65,356.83 |
| MJR1 | 271.17 | 215.85 | 0.20 | 79.60 % | 207,886.41 | 0.00 % | | 12.64 % | 31,182.96 |
| CH15 | 622.71 | 491.90 | 0.27 | 78.99 % | 536,994.34 | 0.00 % | | 12.64 % | 80,549.15 |
| CH06 | 263.13 | 202.50 | 0.23 | 76.96 % | 281,034.07 | 0.00 % | | 12.64 % | 28,103.41 |
| CH51 | 304.90 | 220.26 | 0.34 | 72.24 % | 231,485.60 | 0.00 % | | 12.64 % | 23,148.56 |
| CH43 | 188.32 | 132.83 | 0.19 | 70.54 % | 141,602.39 | 0.00 % | | 12.64 % | 14,160.24 |
| MC06 | 62.68 | 42.62 | 0.30 | 68.01 % | 31,187.05 | 0.00 % | | 12.64 % | |
| CH20 | 357.82 | 235.62 | 0.18 | 65.85 % | 255,856.49 | 0.00 % | | 12.64 % | |
| CH01 | 39.78 | 9.95 | 0.48 | 25.01 % | 11,117.25 | 0.00 % | | 12.64 % | |

KL-NORTH

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| KZD1 | 1,171.61 | 979.23 | 0.19 | 83.58 % | 742,478.34 | 10.00 % | 74,247.83 | 12.64 % | 148,495.67 |

SOUTH ARCOT

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| VCM1 | 37.44 | 55.09 | 0.17 | 147.14 % | 35,165.29 | 40.00 % | 14,066.12 | 12.64 % | 14,066.12 |
| MKM1 | 77.36 | 88.66 | 0.25 | 114.61 % | 108,764.04 | 30.00 % | 32,629.21 | 12.64 % | 43,505.62 |
| SJI2 | 170.04 | 172.07 | 0.09 | 101.19 % | 169,243.76 | 25.00 % | 42,310.94 | 12.64 % | 50,773.13 |
| PRT1 | 189.09 | 189.65 | 0.29 | 100.30 % | 154,392.71 | 25.00 % | 38,598.18 | 12.64 % | 46,317.81 |
| KLM1 | 205.26 | 185.77 | 0.18 | 90.50 % | 267,234.05 | 15.00 % | 40,085.11 | 12.64 % | 66,808.51 |
| TVM2 | 132.26 | 119.60 | 0.47 | 90.43 % | 55,511.23 | 15.00 % | 8,326.68 | 12.64 % | 13,877.81 |
| CDM1 | 262.09 | 236.71 | 0.23 | 90.31 % | 203,385.06 | 15.00 % | 30,507.76 | 12.64 % | 50,846.27 |
| TDM1 | 139.52 | 120.15 | 0.58 | 86.12 % | 99,023.71 | 10.00 % | 9,902.37 | 12.64 % | 19,804.74 |
| TRK1 | 238.55 | 202.84 | 0.29 | 85.03 % | 211,910.24 | 10.00 % | 21,191.02 | 12.64 % | 42,382.05 |
| VCM2 | 140.35 | 119.23 | 0.17 | 84.95 % | 93,008.34 | 10.00 % | 9,300.83 | 12.64 % | 18,601.67 |
| CUD1 | 432.89 | 352.06 | 0.29 | 81.33 % | 359,683.54 | 10.00 % | 35,968.35 | 12.64 % | 53,952.53 |
| STP1 | 78.15 | 63.29 | 0.28 | 80.98 % | 52,116.15 | 10.00 % | 5,211.62 | 12.64 % | 7,817.42 |
| KML1 | 142.50 | 113.78 | 0.25 | 79.85 % | 114,981.47 | 0.00 % | | 12.64 % | 17,247.22 |
| VPM2 | 201.18 | 159.85 | 0.24 | 79.46 % | 166,916.88 | 0.00 % | | 12.64 % | 25,037.53 |
| ULP1 | 208.17 | 162.94 | 0.09 | 78.27 % | 134,394.21 | 0.00 % | | 12.64 % | 13,439.42 |
| POY1 | 466.78 | 344.98 | 0.11 | 73.91 % | 272,622.23 | 0.00 % | | 12.64 % | 27,262.22 |
| KKI2 | 221.67 | 162.23 | 0.15 | 73.19 % | 132,531.97 | 0.00 % | | 12.64 % | 13,253.20 |
| NVL2 | 247.86 | 173.17 | 0.26 | 69.87 % | 154,515.68 | 0.00 % | | 12.64 % | |
| TVM1 | 115.20 | 80.03 | 0.41 | 69.47 % | 61,854.39 | 0.00 % | | 12.64 % | |
| POY2 | 359.59 | 234.36 | 0.24 | 65.17 % | 249,857.41 | 0.00 % | | 12.64 % | |
| VPM1 | 95.54 | 45.80 | 0.61 | 47.94 % | 37,897.22 | 0.00 % | | 12.64 % | |

SOUTH-03

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| CMR1 | 82.89 | 95.46 | 0.28 | 115.16 % | 50,404.83 | 30.00 % | 15,121.45 | 12.64 % | 20,161.93 |
| KKD3 | 211.91 | 234.16 | 0.08 | 110.50 % | 345,480.84 | 30.00 % | 103,644.25 | 12.64 % | 138,192.34 |
| TEN1 | 101.12 | 106.63 | 0.32 | 105.46 % | 94,507.56 | 25.00 % | 23,626.89 | 12.64 % | 37,803.02 |
| KPT1 | 78.16 | 74.02 | 0.59 | 94.71 % | 66,380.23 | 15.00 % | 9,957.03 | 12.64 % | 16,595.06 |
| PKM1 | 60.79 | 56.75 | 0.07 | 93.37 % | 58,840.51 | 15.00 % | 8,826.08 | 12.64 % | 14,710.13 |
| ODM1 | 82.79 | 77.12 | 0.01 | 93.15 % | 35,732.52 | 15.00 % | 5,359.88 | 12.64 % | 8,933.13 |
| MPA1 | 153.39 | 140.33 | 0.07 | 91.49 % | 204,956.15 | 15.00 % | 30,743.42 | 12.64 % | 51,239.04 |
| BNR1 | 84.43 | 75.79 | 0.10 | 89.77 % | 76,025.16 | 10.00 % | 7,602.52 | 12.64 % | 19,006.29 |
| PNV2 | 85.82 | 76.10 | 0.05 | 88.68 % | 84,275.61 | 10.00 % | 8,427.56 | 12.64 % | 21,068.90 |
| MDU3 | 166.64 | 141.61 | 0.05 | 84.98 % | 93,127.98 | 10.00 % | 9,312.80 | 12.64 % | 18,625.60 |
| TEN2 | 146.04 | 123.76 | 0.19 | 84.74 % | 83,023.08 | 10.00 % | 8,302.31 | 12.64 % | 16,604.62 |
| MLR1 | 112.19 | 89.81 | 0.18 | 80.05 % | 92,596.80 | 0.00 % | | 12.64 % | 13,889.52 |
| BTU1 | 63.10 | 50.24 | 0.00 | 79.62 % | 30,676.03 | 0.00 % | | 12.64 % | 4,601.40 |
| PNI1 | 84.53 | 65.65 | 1.02 | 77.66 % | 41,670.99 | 0.00 % | | 12.64 % | 4,167.10 |
| DGL2 | 139.16 | 107.89 | 0.31 | 77.53 % | 104,913.10 | 0.00 % | | 12.64 % | 10,491.31 |
| MDU7 | 202.70 | 153.81 | 0.21 | 75.88 % | 166,042.94 | 0.00 % | | 12.64 % | 16,604.29 |
| ADP1 | 97.67 | 74.00 | 0.08 | 75.77 % | 80,022.31 | 0.00 % | | 12.64 % | 8,002.23 |
| MDU1 | 610.09 | 461.21 | 0.16 | 75.60 % | 323,753.59 | 0.00 % | | 12.64 % | 32,375.36 |
| MDU2 | 330.20 | 247.41 | 0.31 | 74.93 % | 251,287.66 | 0.00 % | | 12.64 % | 25,128.77 |
| TMM1 | 203.21 | 151.95 | 0.09 | 74.78 % | 99,223.00 | 0.00 % | | 12.64 % | 9,922.30 |
| MDU5 | 106.37 | 78.07 | 0.12 | 73.39 % | 91,082.48 | 0.00 % | | 12.64 % | 9,108.25 |
| TDI1 | 140.14 | 102.68 | 0.07 | 73.26 % | 156,318.14 | 0.00 % | | 12.64 % | 15,631.81 |
| TPT1 | 176.56 | 127.61 | 0.19 | 72.28 % | 189,661.96 | 0.00 % | | 12.64 % | 18,966.20 |
| PVI1 | 164.71 | 118.75 | 0.14 | 72.09 % | 153,277.17 | 0.00 % | | 12.64 % | 15,327.72 |
| NTM1 | 123.32 | 88.36 | 0.06 | 71.65 % | 60,300.44 | 0.00 % | | 12.64 % | 6,030.04 |
| KYK1 | 105.47 | 74.99 | 0.08 | 71.10 % | 83,972.02 | 0.00 % | | 12.64 % | 8,397.20 |
| USL1 | 109.12 | 76.77 | 0.39 | 70.35 % | 59,101.88 | 0.00 % | | 12.64 % | 5,910.19 |
| NKI1 | 81.69 | 57.25 | 0.33 | 70.08 % | 50,937.54 | 0.00 % | | 12.64 % | 5,093.75 |
| DKI1 | 187.15 | 128.55 | 0.09 | 68.69 % | 215,196.29 | 0.00 % | | 12.64 % | |
| ATG1 | 264.53 | 180.80 | 0.48 | 68.35 % | 203,173.74 | 0.00 % | | 12.64 % | |
| MDU6 | 301.93 | 206.10 | 0.16 | 68.26 % | 169,149.18 | 0.00 % | | 12.64 % | |
| DGL1 | 636.06 | 427.09 | 0.52 | 67.15 % | 239,828.42 | 0.00 % | | 12.64 % | |
| SVG1 | 174.56 | 116.32 | 0.13 | 66.63 % | 138,796.01 | 0.00 % | | 12.64 % | |
| CBM1 | 144.89 | 94.49 | 0.09 | 65.22 % | 102,001.78 | 0.00 % | | 12.64 % | |
| SGP1 | 92.51 | 58.07 | 0.00 | 62.78 % | 69,309.14 | 0.00 % | | 12.64 % | |
| KRR1 | 172.80 | 107.98 | 0.04 | 62.49 % | 131,706.90 | 0.00 % | | 12.64 % | |
| MDU4 | 166.68 | 101.79 | 0.41 | 61.07 % | 60,620.96 | 0.00 % | | 12.64 % | |
| MNM1 | 93.56 | 56.47 | 0.28 | 60.36 % | 58,686.06 | 0.00 % | | 12.64 % | |

WEST-02

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| BMD1 | 60.44 | 73.21 | 0.26 | 121.12 % | 73,587.46 | 40.00 % | 29,434.98 | 12.64 % | 29,434.98 |
| KRI1 | 109.63 | 122.70 | 0.08 | 111.92 % | 111,013.38 | 30.00 % | 33,304.01 | 12.64 % | 44,405.35 |
| SGI1 | 71.79 | 71.21 | 0.24 | 99.19 % | 57,014.94 | 20.00 % | 11,402.99 | 12.64 % | 17,104.48 |
| DPR1 | 57.86 | 56.39 | 0.30 | 97.45 % | 59,567.50 | 20.00 % | 11,913.50 | 12.64 % | 17,870.25 |
| KVP1 | 74.37 | 72.36 | 0.46 | 97.30 % | 56,477.57 | 20.00 % | 11,295.51 | 12.64 % | 16,943.27 |
| CMI1 | 54.27 | 52.66 | 0.02 | 97.05 % | 64,936.74 | 20.00 % | 12,987.35 | 12.64 % | 19,481.02 |
| PLC1 | 70.92 | 66.14 | 0.22 | 93.26 % | 78,526.65 | 15.00 % | 11,779.00 | 12.64 % | 19,631.66 |
| SLM2 | 156.91 | 140.53 | 0.16 | 89.56 % | 134,936.47 | 10.00 % | 13,493.65 | 12.64 % | 33,734.12 |
| PMP1 | 93.98 | 81.64 | 0.08 | 86.87 % | 64,217.96 | 10.00 % | 6,421.80 | 12.64 % | 12,843.59 |
| NKL2 | 183.47 | 156.84 | 0.23 | 85.49 % | 178,955.19 | 10.00 % | 17,895.52 | 12.64 % | 35,791.04 |
| APN1 | 100.32 | 83.90 | 0.20 | 83.63 % | 108,914.04 | 10.00 % | 10,891.40 | 12.64 % | 21,782.81 |
| TCG1 | 90.91 | 74.14 | 0.26 | 81.55 % | 76,710.12 | 10.00 % | 7,671.01 | 12.64 % | 11,506.52 |
| HSR2 | 232.07 | 175.22 | 0.15 | 75.51 % | 165,148.24 | 0.00 % | | 12.64 % | 16,514.82 |
| TRM1 | 152.79 | 115.36 | 0.14 | 75.50 % | 108,393.76 | 0.00 % | | 12.64 % | 10,839.38 |
| ATU1 | 184.34 | 138.81 | 0.11 | 75.30 % | 136,607.70 | 0.00 % | | 12.64 % | 13,660.77 |
| ERD2 | 295.67 | 213.12 | 0.21 | 72.08 % | 356,942.60 | 0.00 % | | 12.64 % | 35,694.26 |
| SLM1 | 398.97 | 287.53 | 0.36 | 72.07 % | 291,831.12 | 0.00 % | | 12.64 % | 29,183.11 |
| DPR2 | 79.68 | 56.73 | 0.05 | 71.20 % | 56,503.50 | 0.00 % | | 12.64 % | 5,650.35 |
| HSR1 | 170.92 | 121.43 | -0.04 | 71.04 % | 126,888.63 | 0.00 % | | 12.64 % | 12,688.86 |
| MTR1 | 159.86 | 112.42 | 0.18 | 70.32 % | 143,019.48 | 0.00 % | | 12.64 % | 14,301.95 |
| MCR1 | 130.30 | 91.01 | 0.19 | 69.84 % | 93,815.90 | 0.00 % | | 12.64 % | |
| ERD1 | 271.66 | 186.91 | 0.33 | 68.80 % | 255,278.86 | 0.00 % | | 12.64 % | |
| EPI1 | 111.36 | 75.95 | 0.22 | 68.20 % | 83,178.74 | 0.00 % | | 12.64 % | |
| PDR1 | 57.95 | 39.28 | 0.00 | 67.79 % | 66,919.13 | 0.00 % | | 12.64 % | |
| SLM3 | 216.05 | 142.22 | 0.42 | 65.83 % | 165,425.44 | 0.00 % | | 12.64 % | |
| KAM1 | 89.42 | 58.52 | 0.25 | 65.44 % | 55,313.79 | 0.00 % | | 12.64 % | |
| EDP1 | 62.71 | 39.68 | 0.03 | 63.27 % | 36,566.56 | 0.00 % | | 12.64 % | |
| VPD1 | 172.82 | 103.29 | 0.06 | 59.77 % | 116,952.22 | 0.00 % | | 12.64 % | |
| HRR1 | 119.36 | 69.28 | 0.37 | 58.04 % | 62,252.80 | 0.00 % | | 12.64 % | |
| OML1 | 173.37 | 95.59 | 0.18 | 55.14 % | 88,719.53 | 0.00 % | | 12.64 % | |
| VKL1 | 73.06 | 36.82 | 0.19 | 50.40 % | 52,637.87 | 0.00 % | | 12.64 % | |
| SGG1 | 56.04 | 28.09 | 0.37 | 50.13 % | 29,174.27 | 0.00 % | | 12.64 % | |
| RSP1 | 155.66 | 77.43 | 0.47 | 49.75 % | 84,311.48 | 0.00 % | | 12.64 % | |
| KMM1 | 103.84 | 45.74 | 0.33 | 44.05 % | 52,551.50 | 0.00 % | | 12.64 % | |

CHENNAI-01

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| CH47 | 378.57 | 359.28 | 0.17 | 94.90 % | 531,569.00 | 15.00 % | 79,735.35 | 12.64 % | 132,892.25 |
| CH38 | 159.08 | 146.20 | 0.18 | 91.90 % | 216,376.53 | 15.00 % | 32,456.48 | 12.64 % | 54,094.13 |
| CH48 | 295.43 | 266.82 | 0.22 | 90.32 % | 428,010.89 | 15.00 % | 64,201.63 | 12.64 % | 107,002.72 |
| MRM1 | 222.56 | 198.82 | 0.20 | 89.33 % | 198,694.48 | 10.00 % | 19,869.45 | 12.64 % | 49,673.62 |
| CH35 | 221.72 | 195.62 | 0.14 | 88.23 % | 256,013.58 | 10.00 % | 25,601.36 | 12.64 % | 64,003.40 |
| CH30 | 257.90 | 221.33 | 0.27 | 85.82 % | 278,298.04 | 10.00 % | 27,829.80 | 12.64 % | 55,659.61 |
| CH45 | 239.51 | 204.22 | 0.39 | 85.27 % | 264,561.59 | 10.00 % | 26,456.16 | 12.64 % | 52,912.32 |
| GUD1 | 227.74 | 193.92 | 0.22 | 85.15 % | 351,300.40 | 10.00 % | 35,130.04 | 12.64 % | 70,260.08 |
| CH05 | 516.22 | 431.60 | 0.45 | 83.61 % | 414,322.06 | 10.00 % | 41,432.21 | 12.64 % | 82,864.41 |
| CH28 | 354.40 | 289.76 | 0.09 | 81.76 % | 586,622.13 | 10.00 % | 58,662.21 | 12.64 % | 87,993.32 |
| CGL1 | 158.20 | 126.87 | 0.37 | 80.20 % | 165,766.79 | 10.00 % | 16,576.68 | 12.64 % | 24,865.02 |
| CH25 | 280.95 | 221.82 | 0.17 | 78.95 % | 283,483.47 | 0.00 % | | 12.64 % | 42,522.52 |
| CH37 | 128.16 | 98.23 | 0.11 | 76.65 % | 150,105.11 | 0.00 % | | 12.64 % | 15,010.51 |
| CH39 | 131.75 | 99.11 | 0.15 | 75.22 % | 162,482.99 | 0.00 % | | 12.64 % | 16,248.30 |
| CH49 | 349.83 | 255.86 | 0.21 | 73.14 % | 315,709.61 | 0.00 % | | 12.64 % | 31,570.96 |
| CH14 | 589.00 | 428.40 | 0.12 | 72.73 % | 530,596.29 | 0.00 % | | 12.64 % | 53,059.63 |
| TKM1 | 164.59 | 119.04 | 0.30 | 72.32 % | 134,274.15 | 0.00 % | | 12.64 % | 13,427.42 |
| CH42 | 364.63 | 263.01 | 0.23 | 72.13 % | 364,712.89 | 0.00 % | | 12.64 % | 36,471.29 |
| CH19 | 398.83 | 286.71 | 0.16 | 71.89 % | 383,063.86 | 0.00 % | | 12.64 % | 38,306.39 |
| CH07 | 372.94 | 260.33 | 0.26 | 69.81 % | 312,687.56 | 0.00 % | | 12.64 % | |
| SKL1 | 177.40 | 119.98 | 0.28 | 67.63 % | 157,941.17 | 0.00 % | | 12.64 % | |
| KNR1 | 186.85 | 125.78 | 0.09 | 67.31 % | 180,719.76 | 0.00 % | | 12.64 % | |
| CH16 | 696.64 | 421.45 | 0.41 | 60.50 % | 424,304.38 | 0.00 % | | 12.64 % | |
| GUD2 | 189.87 | 109.18 | 0.32 | 57.51 % | 145,894.31 | 0.00 % | | 12.64 % | |
| CH08 | 540.82 | 288.72 | 0.19 | 53.39 % | 458,707.54 | 0.00 % | | 12.64 % | |
| CH22 | 310.49 | 165.68 | 0.18 | 53.36 % | 202,810.05 | 0.00 % | | 12.64 % | |
| AVD1 | 292.32 | 151.06 | 0.12 | 51.67 % | 154,406.28 | 0.00 % | | 12.64 % | |
| CH40 | 126.34 | 62.29 | 0.41 | 49.31 % | 25,607.29 | 0.00 % | | 12.64 % | |
| CH26 | 114.46 | 50.20 | 0.02 | 43.86 % | 63,284.87 | 0.00 % | | 12.64 % | |
| MC10 | 41.70 | 16.23 | 0.03 | 38.92 % | 8,713.15 | 0.00 % | | 12.64 % | |
| CH29 | 62.50 | 21.87 | 0.24 | 34.99 % | 36,019.67 | 0.00 % | | 12.64 % | |
| MC09 | 20.78 | 2.21 | 0.00 | 10.63 % | 1,124.10 | 0.00 % | | 12.64 % | |

SOUTH-01

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| SKD1 | 108.43 | 107.03 | 0.15 | 98.71 % | 125,653.68 | 20.00 % | 25,130.74 | 12.64 % | 37,696.10 |
| KGL1 | 111.58 | 106.57 | 0.24 | 95.52 % | 90,527.43 | 20.00 % | 18,105.49 | 12.64 % | 22,631.86 |
| APK2 | 132.20 | 121.80 | 0.29 | 92.13 % | 97,096.86 | 15.00 % | 14,564.53 | 12.64 % | 24,274.22 |
| ERL2 | 143.95 | 129.95 | 0.14 | 90.27 % | 183,048.45 | 15.00 % | 27,457.27 | 12.64 % | 45,762.11 |
| VNR1 | 112.75 | 96.84 | 0.15 | 85.89 % | 104,216.83 | 10.00 % | 10,421.68 | 12.64 % | 20,843.37 |
| SVK1 | 226.81 | 194.58 | 0.18 | 85.79 % | 200,969.05 | 10.00 % | 20,096.91 | 12.64 % | 40,193.81 |
| PDI1 | 101.08 | 85.60 | 0.48 | 84.69 % | 78,707.13 | 10.00 % | 7,870.71 | 12.64 % | 15,741.43 |
| VLY1 | 315.89 | 262.64 | 0.34 | 83.14 % | 248,106.68 | 10.00 % | 24,810.67 | 12.64 % | 49,621.34 |
| SNL1 | 124.92 | 101.79 | 0.28 | 81.48 % | 116,170.65 | 10.00 % | 11,617.07 | 12.64 % | 17,425.60 |
| VNR2 | 380.98 | 297.22 | 0.23 | 78.02 % | 292,068.58 | 0.00 % | | 12.64 % | 29,206.86 |
| SDI1 | 115.52 | 89.44 | 0.30 | 77.42 % | 76,509.73 | 0.00 % | | 12.64 % | 7,650.97 |
| TKS2 | 327.67 | 246.28 | 0.41 | 75.16 % | 207,939.16 | 0.00 % | | 12.64 % | 20,793.92 |
| KVT1 | 473.60 | 353.32 | 0.22 | 74.60 % | 497,194.48 | 0.00 % | | 12.64 % | 49,719.45 |
| TVL1 | 905.23 | 663.88 | 0.08 | 73.34 % | 727,524.18 | 0.00 % | | 12.64 % | 72,752.42 |
| RND1 | 340.10 | 248.69 | 0.20 | 73.12 % | 371,633.54 | 0.00 % | | 12.64 % | 37,163.35 |
| TYI1 | 142.30 | 103.11 | 0.60 | 72.46 % | 112,426.79 | 0.00 % | | 12.64 % | 11,242.68 |
| KSM1 | 72.39 | 52.38 | 0.03 | 72.36 % | 41,600.58 | 0.00 % | | 12.64 % | 4,160.06 |
| STU2 | 100.91 | 72.94 | 0.38 | 72.28 % | 74,096.59 | 0.00 % | | 12.64 % | 7,409.66 |
| UDN1 | 136.96 | 98.66 | 0.24 | 72.03 % | 96,251.28 | 0.00 % | | 12.64 % | 9,625.13 |
| MAR1 | 268.03 | 192.63 | 0.15 | 71.87 % | 184,991.09 | 0.00 % | | 12.64 % | 18,499.11 |
| TCN1 | 217.21 | 153.35 | 0.35 | 70.60 % | 182,404.74 | 0.00 % | | 12.64 % | 18,240.47 |
| NGR1 | 559.41 | 394.03 | 0.54 | 70.44 % | 336,709.68 | 0.00 % | | 12.64 % | 33,670.97 |
| TKS1 | 250.34 | 175.76 | 0.55 | 70.21 % | 167,985.60 | 0.00 % | | 12.64 % | 16,798.56 |
| MMT1 | 150.88 | 105.36 | 0.10 | 69.83 % | 84,080.99 | 0.00 % | | 12.64 % | |
| PKD1 | 224.00 | 155.26 | 0.20 | 69.31 % | 189,965.61 | 0.00 % | | 12.64 % | |
| KYR1 | 117.30 | 81.01 | 0.50 | 69.06 % | 88,740.49 | 0.00 % | | 12.64 % | |
| APK1 | 175.91 | 118.83 | 0.43 | 67.55 % | 137,671.03 | 0.00 % | | 12.64 % | |
| TUT2 | 448.73 | 300.26 | 0.05 | 66.91 % | 315,431.05 | 0.00 % | | 12.64 % | |
| ASM1 | 138.98 | 92.43 | 0.27 | 66.50 % | 84,541.50 | 0.00 % | | 12.64 % | |
| VKM1 | 123.45 | 81.78 | 0.07 | 66.24 % | 116,164.08 | 0.00 % | | 12.64 % | |
| TUT1 | 1,045.29 | 688.43 | 0.55 | 65.86 % | 840,323.33 | 0.00 % | | 12.64 % | |
| SGT1 | 81.45 | 50.83 | 0.11 | 62.41 % | 41,060.35 | 0.00 % | | 12.64 % | |
| ARM1 | 132.03 | 76.40 | 0.46 | 57.86 % | 62,877.93 | 0.00 % | | 12.64 % | |
| TKY1 | 152.78 | 79.86 | 0.23 | 52.27 % | 88,837.71 | 0.00 % | | 12.64 % | |
| RPM1 | 326.65 | 165.35 | 0.57 | 50.62 % | 166,809.81 | 0.00 % | | 12.64 % | |
| COL1 | 104.10 | 39.35 | 0.20 | 37.80 % | 21,871.18 | 0.00 % | | 12.64 % | |

KL-SOUTH

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| TVP1 | 386.30 | 321.37 | 0.20 | 83.19 % | 160,148.63 | 10.00 % | 16,014.86 | 12.64 % | 32,029.73 |
| KLR1 | 116.04 | 73.27 | 0.23 | 63.15 % | 39,386.31 | 0.00 % | | 12.64 % | |
| PAS1 | 147.34 | 89.40 | 0.21 | 60.68 % | 48,662.66 | 0.00 % | | 12.64 % | |
| PNL1 | 106.79 | 56.16 | 0.48 | 52.59 % | 32,566.56 | 0.00 % | | 12.64 % | |

WEST-01

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| GDR1 | 59.02 | 72.86 | 0.01 | 123.45 % | 49,678.71 | 40.00 % | 19,871.48 | 12.64 % | 19,871.48 |
| ANR1 | 25.97 | 31.05 | 0.16 | 119.57 % | 43,758.08 | 30.00 % | 13,127.42 | 12.64 % | 17,503.23 |
| CNR1 | 60.42 | 69.00 | 0.06 | 114.20 % | 52,378.18 | 30.00 % | 15,713.45 | 12.64 % | 20,951.27 |
| KGI1 | 73.16 | 77.26 | 0.03 | 105.59 % | 43,303.98 | 25.00 % | 10,826.00 | 12.64 % | 17,321.59 |
| AVI1 | 58.78 | 61.58 | 0.95 | 104.76 % | 78,546.55 | 25.00 % | 19,636.64 | 12.64 % | 23,563.97 |
| MPM1 | 93.89 | 90.12 | 0.23 | 95.99 % | 92,043.97 | 20.00 % | 18,408.79 | 12.64 % | 23,010.99 |
| CBE1 | 89.39 | 83.04 | 0.24 | 92.89 % | 84,476.16 | 15.00 % | 12,671.42 | 12.64 % | 21,119.04 |
| KGM1 | 66.84 | 60.59 | 0.14 | 90.65 % | 77,855.28 | 15.00 % | 11,678.29 | 12.64 % | 19,463.82 |
| UAM1 | 123.43 | 109.90 | 0.00 | 89.04 % | 66,643.26 | 10.00 % | 6,664.33 | 12.64 % | 16,660.82 |
| UMP1 | 73.00 | 64.81 | 0.29 | 88.79 % | 57,414.20 | 10.00 % | 5,741.42 | 12.64 % | 14,353.55 |
| KMR1 | 184.40 | 159.24 | 0.25 | 86.35 % | 169,803.98 | 10.00 % | 16,980.40 | 12.64 % | 33,960.80 |
| GBM1 | 80.21 | 69.13 | 0.53 | 86.19 % | 74,312.25 | 10.00 % | 7,431.23 | 12.64 % | 14,862.45 |
| PPI1 | 57.92 | 46.92 | 0.21 | 81.01 % | 51,757.31 | 10.00 % | 5,175.73 | 12.64 % | 7,763.60 |
| CBE3 | 46.62 | 35.72 | 0.08 | 76.63 % | 37,441.23 | 0.00 % | | 12.64 % | 3,744.12 |
| TPR2 | 131.07 | 99.69 | 0.26 | 76.06 % | 113,821.28 | 0.00 % | | 12.64 % | 11,382.13 |
| SUL1 | 68.46 | 48.36 | 0.47 | 70.64 % | 70,344.97 | 0.00 % | | 12.64 % | 7,034.50 |
| TPR1 | 148.82 | 104.63 | 0.21 | 70.31 % | 98,265.12 | 0.00 % | | 12.64 % | 9,826.51 |
| DPM2 | 90.67 | 62.84 | 0.18 | 69.31 % | 69,867.45 | 0.00 % | | 12.64 % | |
| SYM2 | 76.34 | 51.96 | 0.09 | 68.07 % | 58,147.78 | 0.00 % | | 12.64 % | |
| PDM1 | 65.45 | 43.73 | 0.03 | 66.82 % | 57,154.03 | 0.00 % | | 12.64 % | |
| CBE4 | 159.12 | 96.95 | 0.43 | 60.93 % | 136,565.34 | 0.00 % | | 12.64 % | |
| PLI1 | 146.33 | 88.74 | 0.38 | 60.64 % | 84,746.51 | 0.00 % | | 12.64 % | |
| SNR1 | 133.19 | 80.72 | 0.41 | 60.60 % | 121,853.36 | 0.00 % | | 12.64 % | |
| KMD1 | 80.04 | 46.62 | 0.05 | 58.24 % | 49,759.88 | 0.00 % | | 12.64 % | |
| TPR4 | 61.19 | 35.60 | 0.89 | 58.18 % | 50,739.00 | 0.00 % | | 12.64 % | |
| CBE2 | 679.44 | 382.16 | 0.25 | 56.25 % | 440,347.08 | 0.00 % | | 12.64 % | |
| TPR3 | 95.66 | 47.56 | 0.46 | 49.72 % | 60,973.38 | 0.00 % | | 12.64 % | |
| CBE6 | 163.20 | 80.77 | 0.46 | 49.49 % | 98,811.17 | 0.00 % | | 12.64 % | |
| CBE5 | 87.32 | 33.06 | 0.09 | 37.87 % | 62,883.71 | 0.00 % | | 12.64 % | |

TRICHY-01

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| KUM2 | 102.52 | 119.08 | 0.16 | 116.15 % | 104,323.42 | 30.00 % | 31,297.03 | 12.64 % | 41,729.37 |
| KIK1 | 125.10 | 125.96 | 0.01 | 100.69 % | 217,738.47 | 25.00 % | 54,434.62 | 12.64 % | 65,321.54 |
| NCK1 | 63.65 | 62.93 | 0.08 | 98.86 % | 41,641.05 | 20.00 % | 8,328.21 | 12.64 % | 12,492.32 |
| KRN1 | 93.51 | 91.61 | 0.15 | 97.96 % | 90,634.71 | 20.00 % | 18,126.94 | 12.64 % | 27,190.41 |
| TVR2 | 288.36 | 249.83 | 0.40 | 86.64 % | 268,839.84 | 10.00 % | 26,883.98 | 12.64 % | 53,767.97 |
| NMM1 | 100.17 | 86.04 | 0.68 | 85.89 % | 104,447.05 | 10.00 % | 10,444.71 | 12.64 % | 20,889.41 |
| MVM1 | 337.15 | 285.15 | 0.13 | 84.58 % | 431,930.32 | 10.00 % | 43,193.03 | 12.64 % | 86,386.06 |
| NGT1 | 184.34 | 149.11 | 0.18 | 80.89 % | 223,181.40 | 10.00 % | 22,318.14 | 12.64 % | 33,477.21 |
| TYR1 | 206.23 | 162.03 | 0.21 | 78.57 % | 172,190.49 | 0.00 % | | 12.64 % | 17,219.05 |
| PTK1 | 276.25 | 213.36 | 0.23 | 77.23 % | 244,122.92 | 0.00 % | | 12.64 % | 24,412.29 |
| MSI1 | 141.13 | 108.98 | 0.06 | 77.22 % | 92,987.89 | 0.00 % | | 12.64 % | 9,298.79 |
| APM1 | 93.79 | 71.99 | 0.21 | 76.76 % | 93,169.07 | 0.00 % | | 12.64 % | 9,316.91 |
| ORU1 | 113.61 | 83.64 | 0.02 | 73.62 % | 100,578.02 | 0.00 % | | 12.64 % | 10,057.80 |
| MDI1 | 243.88 | 179.36 | 0.19 | 73.55 % | 190,735.44 | 0.00 % | | 12.64 % | 19,073.54 |
| AYR1 | 179.00 | 131.25 | 0.07 | 73.32 % | 161,401.79 | 0.00 % | | 12.64 % | 16,140.18 |
| PDK1 | 139.56 | 100.72 | 0.17 | 72.17 % | 138,485.84 | 0.00 % | | 12.64 % | 13,848.58 |
| JKM1 | 219.46 | 156.23 | 0.09 | 71.19 % | 173,326.59 | 0.00 % | | 12.64 % | 17,332.66 |
| TTP1 | 196.88 | 136.96 | 0.04 | 69.57 % | 146,224.53 | 0.00 % | | 12.64 % | |
| TRY3 | 201.52 | 134.11 | 0.15 | 66.55 % | 150,541.27 | 0.00 % | | 12.64 % | |
| TNJ2 | 354.79 | 232.27 | 0.26 | 65.47 % | 248,654.72 | 0.00 % | | 12.64 % | |
| TNJ1 | 435.07 | 283.94 | 0.19 | 65.26 % | 267,606.81 | 0.00 % | | 12.64 % | |
| PBR2 | 461.06 | 296.42 | 0.12 | 64.29 % | 278,248.56 | 0.00 % | | 12.64 % | |
| TRY2 | 102.42 | 63.83 | 1.64 | 62.32 % | 58,027.87 | 0.00 % | | 12.64 % | |
| KUM1 | 390.05 | 240.63 | 0.16 | 61.69 % | 257,636.77 | 0.00 % | | 12.64 % | |
| TVR1 | 154.80 | 95.43 | 0.09 | 61.65 % | 104,775.98 | 0.00 % | | 12.64 % | |
| PBR1 | 203.63 | 125.35 | 0.10 | 61.56 % | 118,612.89 | 0.00 % | | 12.64 % | |
| TRY4 | 254.51 | 153.66 | 0.25 | 60.38 % | 192,927.39 | 0.00 % | | 12.64 % | |
| TRY1 | 1,289.08 | 727.34 | 0.10 | 56.42 % | 784,044.51 | 0.00 % | | 12.64 % | |

OTHERS

| Branch | Target L | Sales L | MSP Dev % | Achieved % | Branch Spot Com | Incentive (E%) | Incentive (E) | HO Budget+ % | Incentive (Alt) |
|--------|----------|---------|-----------|------------|-----------------|----------------|---------------|--------------|-----------------|
| CZWH | 0.00 | 174.78 | 4.68 | 0.00 % | 104.00 | 0.00 % | | 0.00 % | |
| GHUB | 0.00 | 295.79 | 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 | 3.19 | 0.00 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| S2SD | 0.00 | 36.57 | 0.00 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| SZSD | 0.00 | 24.13 | 0.00 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| TVSD | 0.00 | 4.05 | 0.00 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| TZSD | 0.00 | 14.82 | 0.00 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| WCHN | 0.00 | (0.38) | -0.10 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| WHC3 | 0.00 | 96.71 | 3.85 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| WHCB | 0.00 | (0.09) | 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 | (0.04) | 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 | 15.38 | 0.68 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |
| WZWH | 0.00 | 19.54 | 0.00 | 0.00 % | 0.00 | 0.00 % | | 0.00 % | |