



# TN-Sales Spot Commission Details 30/03/2026 11:45 PM

<b>Accu.Target</b> 46,542.56 L	<b>Sales</b> 39,713.90 L	<b>Achieved %</b> 85.33 %	<b>HO Budget+ %</b> 4.67 %	<b>Total Com.</b> 351.42 L
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Note : Sales Period is From :01-Mar-2026 To :30-Mar-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-NORTH	514.95	629.15	122.18 %	0.00	4.67 %	0.00
KL-SOUTH	437.42	425.34	97.24 %	0.00	4.67 %	0.00
NORTH ARCOT	3,418.79	3,157.94	92.37 %	93,000.00	4.67 %	93,000.00
TRICHY-01	4,787.45	4,312.48	90.08 %	0.00	4.67 %	0.00
SOUTH-01	7,374.12	6,535.64	88.63 %	0.00	4.67 %	0.00
SOUTH-03	4,989.42	4,374.11	87.67 %	0.00	4.67 %	129,000.00
SOUTH ARCOT	3,093.21	2,650.99	85.70 %	0.00	4.67 %	0.00
WEST-02	4,502.27	3,651.55	81.10 %	0.00	4.67 %	0.00
CHENNAI-02	6,361.00	5,106.52	80.28 %	0.00	4.67 %	0.00
WEST-01	4,081.38	3,187.67	78.10 %	0.00	4.67 %	0.00
CHENNAI-01	6,982.54	5,144.12	73.67 %	0.00	4.67 %	0.00
OTHERS	0.00	538.38	0.00 %	0.00	0.00 %	0.00
<b>Total</b>	<b>46,542.56</b>	<b>39,713.90</b>	<b>85.33 %</b>		<b>4.67 %</b>	

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	514.95	629.15	122.18%	180,000.00	4.67 %	180,000.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	437.42	425.34	97.24%	30,000.00	4.67 %	60,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,139.95	1,068.59	93.74%	75,000.00	4.67 %	75,000.00
	NA01	1,174.96	1,092.86	93.01%	75,000.00	4.67 %	75,000.00
	NA03	1,103.87	996.49	90.27%	67,500.00	4.67 %	67,500.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	1,469.25	1,435.77	97.72%	105,000.00	4.67 %	210,000.00
	KUM1	1,070.95	944.47	88.19%	0.00	4.67 %	67,500.00
	PBR1	1,155.04	1,009.67	87.41%	0.00	4.67 %	75,000.00
	TNJ1	1,092.21	922.57	84.47%	0.00	4.67 %	0.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	995.12	956.81	96.15%	67,500.00	4.67 %	135,000.00
	TVL1	1,044.39	978.18	93.66%	67,500.00	4.67 %	67,500.00
	TUT1	1,918.06	1,760.52	91.79%	127,500.00	4.67 %	127,500.00
	KVT1	1,181.22	1,022.69	86.58%	0.00	4.67 %	75,000.00
	VNR1	922.05	793.81	86.09%	0.00	4.67 %	52,500.00
	NGR1	1,313.27	1,023.62	77.94%	0.00	4.67 %	0.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TEN1	708.15	648.23	91.54%	45,000.00	4.67 %	45,000.00
	KKD2	993.76	887.09	89.27%	0.00	4.67 %	60,000.00
	KRR1	448.77	397.39	88.55%	0.00	4.67 %	22,500.00
	SVG1	917.76	796.48	86.79%	0.00	4.67 %	52,500.00
	MDU1	1,920.98	1,644.91	85.63%	0.00	4.67 %	0.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	880.86	789.13	89.59%	0.00	4.67 %	52,500.00
	SA01	1,122.53	954.91	85.07%	0.00	4.67 %	0.00
	SA02	1,089.82	906.95	83.22%	0.00	4.67 %	0.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	910.02	792.16	87.05%	0.00	4.67 %	52,500.00
	SLM1	1,275.79	1,099.48	86.18%	0.00	4.67 %	75,000.00
	MTR1	900.04	761.61	84.62%	0.00	4.67 %	0.00
	ERD1	1,416.42	998.30	70.48%	0.00	4.67 %	0.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH01	1,614.12	1,392.23	86.25%	0.00	4.67 %	97,500.00
	CH09	1,318.88	1,098.18	83.27%	0.00	4.67 %	0.00
	CH04	1,841.53	1,445.63	78.50%	0.00	4.67 %	0.00
	CH07	1,586.47	1,170.48	73.78%	0.00	4.67 %	0.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	UAM1	533.04	459.95	86.29%	0.00	4.67 %	30,000.00
	CBE1	1,996.03	1,583.64	79.34%	0.00	4.67 %	0.00
	TPR4	455.32	353.38	77.61%	0.00	4.67 %	0.00
	TPR1	540.54	414.71	76.72%	0.00	4.67 %	0.00
	PLI1	556.44	376.00	67.57%	0.00	4.67 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	1,720.72	1,446.34	84.05%	0.00	4.67 %	0.00
	CH03	1,298.15	946.60	72.92%	0.00	4.67 %	0.00
	CH08	1,611.73	1,125.30	69.82%	0.00	4.67 %	0.00
	CH06	2,351.94	1,625.88	69.13%	0.00	4.67 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	15.39	0.00%	0.00	0.00 %	0.00
	CH02	0.00	224.63	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	153.35	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.05)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	29.10	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.08)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.03)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	28.70	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	21.61	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	62.18	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	3.62	0.00%	0.00	0.00 %	0.00

**KL-NORTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	514.95	629.15	0.18	122.18 %	580,917.70	40.00 %	232,367.08	4.67 %	232,367.08

**KL-SOUTH**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	94.78	106.28	0.04	112.13 %	67,961.50	30.00 %	20,388.45	4.67 %	20,388.45
PNL1	59.47	64.65	0.08	108.71 %	45,787.05	25.00 %	11,446.76	4.67 %	13,736.12
TVP1	210.11	193.60	0.23	92.15 %	132,123.00	15.00 %	19,818.45	4.67 %	26,424.60
KLR1	73.06	60.81	0.04	83.23 %	48,519.85	10.00 %	4,851.99	4.67 %	4,851.99

**NORTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	86.96	111.97	0.02	128.76 %	97,784.60	40.00 %	39,113.84	4.67 %	39,113.84
SLG1	79.95	88.09	0.09	110.19 %	74,305.45	30.00 %	22,291.64	4.67 %	22,291.64
GDM1	105.20	114.72	0.02	109.04 %	86,080.90	25.00 %	21,520.23	4.67 %	25,824.27
PLR1	66.17	71.19	0.00	107.58 %	67,774.25	25.00 %	16,943.56	4.67 %	20,332.28
ANI1	61.03	64.39	0.08	105.51 %	57,737.80	25.00 %	14,434.45	4.67 %	17,321.34
PTU1	52.46	54.97	0.09	104.78 %	47,877.55	25.00 %	11,969.39	4.67 %	11,969.39
TRT1	108.73	112.66	0.15	103.62 %	80,157.90	25.00 %	20,039.48	4.67 %	20,039.48
AKM1	158.04	160.16	0.23	101.34 %	136,303.20	25.00 %	34,075.80	4.67 %	34,075.80
KPM2	367.88	367.02	0.06	99.77 %	313,828.70	20.00 %	62,765.74	4.67 %	78,457.18
VSI1	110.33	109.56	0.14	99.30 %	139,844.20	20.00 %	27,968.84	4.67 %	34,961.05
UGI1	58.19	57.63	0.49	99.04 %	40,761.80	20.00 %	8,152.36	4.67 %	10,190.45
BGR1	74.46	72.28	0.06	97.07 %	63,613.35	20.00 %	12,722.67	4.67 %	15,903.34
ARC2	101.09	95.97	0.46	94.94 %	73,833.85	15.00 %	11,075.08	4.67 %	14,766.77
CGM1	93.47	88.07	0.10	94.22 %	63,671.80	15.00 %	9,550.77	4.67 %	12,734.36
VEL2	238.60	222.72	0.17	93.34 %	233,319.00	15.00 %	34,997.85	4.67 %	46,663.80
CYR1	83.00	77.11	0.17	92.89 %	88,685.65	15.00 %	13,302.85	4.67 %	17,737.13
TRR1	195.65	176.39	0.28	90.16 %	120,554.80	15.00 %	18,083.22	4.67 %	18,083.22
SBR1	214.06	192.61	0.00	89.98 %	231,406.20	10.00 %	23,140.62	4.67 %	34,710.93
CPT1	69.10	61.09	0.11	88.41 %	60,591.70	10.00 %	6,059.17	4.67 %	9,088.76
WJP1	111.05	98.03	0.21	88.28 %	108,649.90	10.00 %	10,864.99	4.67 %	16,297.49
WJD1	138.70	120.62	0.06	86.97 %	159,523.90	10.00 %	15,952.39	4.67 %	23,928.59
VEL1	199.71	169.30	0.09	84.77 %	183,301.40	10.00 %	18,330.14	4.67 %	18,330.14
ABR1	154.18	114.24	0.30	74.09 %	98,968.35	0.00 %		4.67 %	
TRL1	336.60	247.62	0.13	73.56 %	256,995.30	0.00 %		4.67 %	
KPM1	154.18	109.56	0.18	71.06 %	114,728.65	0.00 %		4.67 %	

**TRICHY-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
NCK1	48.44	60.94	0.00	125.82 %	41,050.90	40.00 %	16,420.36	4.67 %	16,420.36
TVR1	81.17	91.82	0.00	113.11 %	69,990.80	30.00 %	20,997.24	4.67 %	20,997.24
KRN1	83.98	93.10	0.00	110.86 %	79,299.90	30.00 %	23,789.97	4.67 %	23,789.97
MVM1	196.34	209.98	0.06	106.95 %	248,644.75	25.00 %	62,161.19	4.67 %	74,593.43
PDK1	71.77	76.61	0.17	106.75 %	64,733.95	25.00 %	16,183.49	4.67 %	19,420.19
NMM1	80.59	83.62	0.28	103.76 %	85,818.65	25.00 %	21,454.66	4.67 %	21,454.66
TRY1	871.28	881.04	0.35	101.12 %	533,103.10	25.00 %	133,275.78	4.67 %	133,275.78
TRY4	202.71	190.76	0.00	94.11 %	196,863.15	15.00 %	29,529.47	4.67 %	39,372.63
TYR1	163.17	153.51	0.09	94.08 %	109,401.05	15.00 %	16,410.16	4.67 %	21,880.21
TTP1	130.25	121.79	0.00	93.50 %	93,588.55	15.00 %	14,038.28	4.67 %	18,717.71
TVR2	231.40	214.83	0.03	92.84 %	155,234.70	15.00 %	23,285.21	4.67 %	31,046.94
TRY2	84.03	77.45	0.37	92.17 %	61,221.75	15.00 %	9,183.26	4.67 %	12,244.35
TNJ2	219.92	200.86	0.07	91.33 %	151,128.15	15.00 %	22,669.22	4.67 %	30,225.63
MSI1	118.97	107.69	0.06	90.51 %	83,331.30	15.00 %	12,499.70	4.67 %	12,499.70
MDI1	146.20	126.13	0.35	86.28 %	92,550.50	10.00 %	9,255.05	4.67 %	13,882.58
ORU1	81.84	70.40	0.19	86.01 %	87,771.15	10.00 %	8,777.12	4.67 %	13,165.67
APM1	54.00	45.50	0.10	84.27 %	54,657.85	10.00 %	5,465.79	4.67 %	5,465.79
NGT1	151.52	126.10	0.05	83.23 %	106,007.20	10.00 %	10,600.72	4.67 %	10,600.72
PTK1	209.99	173.15	0.06	82.46 %	95,073.55	10.00 %	9,507.36	4.67 %	9,507.36
JKM1	137.79	112.50	0.03	81.64 %	85,016.00	10.00 %	8,501.60	4.67 %	8,501.60
AYR1	108.89	88.43	0.13	81.21 %	73,030.85	10.00 %	7,303.09	4.67 %	7,303.09
PBR1	107.43	86.43	0.14	80.46 %	57,065.65	10.00 %	5,706.57	4.67 %	5,706.57
PBR2	322.44	251.13	0.21	77.88 %	199,340.95	0.00 %		4.67 %	19,934.10
KUM1	313.73	242.11	0.04	77.17 %	171,777.20	0.00 %		4.67 %	17,177.72
KIK1	114.45	86.88	0.03	75.92 %	83,393.20	0.00 %		4.67 %	
TRY3	155.49	116.81	0.00	75.13 %	108,851.15	0.00 %		4.67 %	
TNJ1	299.67	222.91	0.26	74.38 %	132,547.10	0.00 %		4.67 %	

**SOUTH-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
ERL2	97.35	114.68	0.19	117.80 %	139,984.65	30.00 %	41,995.40	4.67 %	55,993.86
KGL1	84.60	96.48	0.03	114.05 %	91,646.00	30.00 %	27,493.80	4.67 %	27,493.80
KYR1	71.99	81.07	0.12	112.61 %	92,204.20	30.00 %	27,661.26	4.67 %	27,661.26
ARM1	66.76	74.27	0.47	111.24 %	49,770.85	30.00 %	14,931.26	4.67 %	14,931.26
PDI1	114.59	119.81	0.18	104.55 %	78,039.40	25.00 %	19,509.85	4.67 %	19,509.85
TKS2	279.93	287.13	0.24	102.57 %	185,286.20	25.00 %	46,321.55	4.67 %	46,321.55
TCN1	133.87	135.90	0.09	101.52 %	122,434.60	25.00 %	30,608.65	4.67 %	30,608.65
TKS1	204.47	206.71	0.13	101.09 %	173,722.55	25.00 %	43,430.64	4.67 %	43,430.64
SDI1	110.74	110.45	0.13	99.74 %	78,554.60	20.00 %	15,710.92	4.67 %	19,638.65
VNR1	98.98	98.20	0.33	99.21 %	85,082.55	20.00 %	17,016.51	4.67 %	21,270.64
SVK1	191.47	188.97	0.28	98.69 %	134,645.90	20.00 %	26,929.18	4.67 %	33,661.48
PKD1	142.84	139.88	0.08	97.93 %	129,112.35	20.00 %	25,822.47	4.67 %	32,278.09
KSM1	61.21	59.50	0.03	97.21 %	33,990.85	20.00 %	6,798.17	4.67 %	8,497.71
ASM1	94.08	89.27	0.06	94.89 %	81,904.95	15.00 %	12,285.74	4.67 %	16,380.99
TVL1	670.07	628.14	0.13	93.74 %	586,304.25	15.00 %	87,945.64	4.67 %	117,260.85
SKD1	82.93	76.35	0.14	92.07 %	89,393.30	15.00 %	13,409.00	4.67 %	17,878.66
TYI1	110.18	100.58	0.15	91.29 %	90,051.35	15.00 %	13,507.70	4.67 %	18,010.27
TUT1	1,137.04	1,037.69	0.26	91.26 %	628,589.80	15.00 %	94,288.47	4.67 %	125,717.96
SGT1	71.44	64.00	0.14	89.59 %	44,773.05	10.00 %	4,477.31	4.67 %	6,715.96
UDN1	88.49	77.88	0.17	88.01 %	55,109.10	10.00 %	5,510.91	4.67 %	8,266.37
VLY1	213.46	186.50	0.13	87.37 %	119,582.65	10.00 %	11,958.27	4.67 %	17,937.40
STU2	84.45	72.20	0.25	85.50 %	46,110.05	10.00 %	4,611.01	4.67 %	4,611.01
MMT1	127.20	106.82	0.13	83.98 %	64,820.75	10.00 %	6,482.08	4.67 %	6,482.08
RND1	213.58	179.12	0.08	83.86 %	214,173.40	10.00 %	21,417.34	4.67 %	21,417.34
TUT2	351.14	293.80	0.05	83.67 %	192,803.05	10.00 %	19,280.31	4.67 %	19,280.31
APK1	146.81	120.90	0.13	82.35 %	133,954.70	10.00 %	13,395.47	4.67 %	13,395.47
KVT1	371.52	305.94	0.09	82.35 %	310,509.90	10.00 %	31,050.99	4.67 %	31,050.99
VKM1	90.34	74.16	0.24	82.09 %	95,670.60	10.00 %	9,567.06	4.67 %	9,567.06
APK2	129.53	105.22	0.31	81.23 %	78,623.20	10.00 %	7,862.32	4.67 %	7,862.32
NGR1	566.17	449.33	0.28	79.36 %	261,048.45	0.00 %		4.67 %	26,104.85
VNR2	355.27	280.52	0.18	78.96 %	237,550.40	0.00 %		4.67 %	23,755.04
RPM1	213.95	168.71	0.21	78.86 %	125,214.25	0.00 %		4.67 %	12,521.43
TKY1	114.44	87.74	0.02	76.67 %	67,629.85	0.00 %		4.67 %	6,762.99
SNL1	123.59	93.97	0.14	76.04 %	58,546.40	0.00 %		4.67 %	
MAR1	292.22	183.42	0.17	62.77 %	106,183.35	0.00 %		4.67 %	
COL1	67.44	40.33	0.26	59.80 %	30,025.15	0.00 %		4.67 %	

**SOUTH-03**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KKD3	144.89	173.38	0.12	119.66 %	213,049.55	30.00 %	63,914.87	4.67 %	85,219.82
CMR1	60.96	70.78	0.36	116.12 %	47,699.65	30.00 %	14,309.90	4.67 %	19,079.86
KRR1	111.29	122.84	0.29	110.38 %	163,732.55	30.00 %	49,119.77	4.67 %	49,119.77
MPA1	100.98	107.99	0.26	106.94 %	105,791.90	25.00 %	26,447.98	4.67 %	31,737.57
KPT1	71.78	76.56	0.14	106.66 %	81,829.85	25.00 %	20,457.46	4.67 %	24,548.96
TDI1	89.70	93.29	0.19	104.00 %	120,552.45	25.00 %	30,138.11	4.67 %	30,138.11
MDU1	473.71	473.47	0.20	99.95 %	291,320.45	20.00 %	58,264.09	4.67 %	72,830.11
PKM1	56.87	55.44	0.08	97.47 %	53,345.60	20.00 %	10,669.12	4.67 %	13,336.40
TPT1	120.21	116.72	0.23	97.10 %	154,780.10	20.00 %	30,956.02	4.67 %	38,695.03
DGL2	132.10	127.93	0.71	96.85 %	100,945.35	20.00 %	20,189.07	4.67 %	25,236.34
USL1	86.88	82.99	0.02	95.52 %	55,096.15	20.00 %	11,019.23	4.67 %	13,774.04
ADP1	84.66	80.85	0.13	95.50 %	78,747.05	20.00 %	15,749.41	4.67 %	19,686.76
DGL1	310.56	290.46	0.18	93.53 %	238,067.30	15.00 %	35,710.10	4.67 %	47,613.46
MDU7	161.00	150.23	0.38	93.31 %	105,335.10	15.00 %	15,800.27	4.67 %	21,067.02
TEN1	132.09	123.00	0.17	93.12 %	98,728.40	15.00 %	14,809.26	4.67 %	19,745.68
PVI1	99.01	91.45	0.27	92.37 %	72,622.95	15.00 %	10,893.44	4.67 %	14,524.59
NTM1	64.79	57.75	0.09	89.13 %	54,479.25	10.00 %	5,447.93	4.67 %	8,171.89
TMM1	161.08	142.79	0.13	88.65 %	96,962.95	10.00 %	9,696.30	4.67 %	14,544.44
BNR1	86.24	76.18	0.12	88.34 %	66,423.60	10.00 %	6,642.36	4.67 %	9,963.54
NKI1	72.15	63.13	0.07	87.51 %	60,678.10	10.00 %	6,067.81	4.67 %	9,101.72
MDU5	92.05	79.52	0.09	86.39 %	87,612.60	10.00 %	8,761.26	4.67 %	13,141.89
CBM1	129.14	110.49	0.16	85.56 %	120,253.15	10.00 %	12,025.32	4.67 %	12,025.32
PNV2	71.30	60.96	0.15	85.49 %	36,676.25	10.00 %	3,667.63	4.67 %	3,667.63
BTU1	59.94	51.10	0.35	85.26 %	44,062.30	10.00 %	4,406.23	4.67 %	4,406.23
SGP1	64.30	54.25	0.08	84.38 %	54,124.15	10.00 %	5,412.42	4.67 %	5,412.42
TEN2	158.21	131.49	0.19	83.12 %	82,688.75	10.00 %	8,268.88	4.67 %	8,268.88
ODM1	64.83	53.47	0.22	82.48 %	33,780.40	10.00 %	3,378.04	4.67 %	3,378.04
DKI1	143.89	118.05	0.12	82.04 %	187,418.40	10.00 %	18,741.84	4.67 %	18,741.84
MDU3	189.78	153.63	0.20	80.95 %	93,660.25	10.00 %	9,366.03	4.67 %	9,366.03
SVG1	131.72	105.70	0.07	80.24 %	82,880.00	10.00 %	8,288.00	4.67 %	8,288.00
MDU2	326.02	244.40	0.22	74.96 %	210,936.00	0.00 %		4.67 %	
MLR1	92.99	68.48	0.07	73.64 %	59,938.20	0.00 %		4.67 %	
MDU6	261.47	183.27	0.08	70.09 %	145,585.45	0.00 %		4.67 %	
KYK1	80.22	55.50	0.06	69.19 %	50,866.55	0.00 %		4.67 %	
MNM1	73.61	50.75	0.15	68.95 %	44,796.30	0.00 %		4.67 %	
ATG1	186.85	128.23	0.41	68.63 %	133,055.45	0.00 %		4.67 %	
MDU4	135.28	92.24	0.42	68.18 %	68,603.50	0.00 %		4.67 %	
PNI1	106.88	55.35	0.00	51.78 %	37,270.90	0.00 %		4.67 %	

**SOUTH ARCOT**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PRT1	97.31	127.15	0.42	130.67 %	119,197.75	40.00 %	47,679.10	4.67 %	47,679.10
MKM1	62.62	79.31	0.12	126.64 %	105,750.35	40.00 %	42,300.14	4.67 %	42,300.14
SJI2	141.12	153.85	0.28	109.02 %	126,310.40	25.00 %	31,577.60	4.67 %	37,893.12
STP1	62.60	67.03	0.30	107.07 %	33,873.20	25.00 %	8,468.30	4.67 %	10,161.96
TDM1	111.03	112.16	0.39	101.02 %	81,220.50	25.00 %	20,305.13	4.67 %	20,305.13
KML1	83.66	80.77	0.09	96.54 %	73,295.00	20.00 %	14,659.00	4.67 %	18,323.75
TVM1	83.20	77.13	0.21	92.71 %	53,515.10	15.00 %	8,027.27	4.67 %	10,703.02
TVM2	109.58	100.85	0.19	92.03 %	52,175.75	15.00 %	7,826.36	4.67 %	10,435.15
CUD1	315.26	285.28	0.14	90.49 %	260,788.10	15.00 %	39,118.22	4.67 %	39,118.22
KLM1	164.32	144.35	0.27	87.84 %	191,448.85	10.00 %	19,144.89	4.67 %	28,717.33
TRK1	194.50	170.57	0.08	87.70 %	168,898.05	10.00 %	16,889.81	4.67 %	25,334.71
ULP1	157.02	132.73	0.06	84.53 %	89,649.30	10.00 %	8,964.93	4.67 %	8,964.93
VPM2	166.62	134.59	0.20	80.78 %	97,012.60	10.00 %	9,701.26	4.67 %	9,701.26
POY2	251.91	197.60	0.19	78.44 %	199,340.70	0.00 %		4.67 %	19,934.07
KKI2	175.22	136.19	0.14	77.72 %	143,692.75	0.00 %		4.67 %	14,369.28
POY1	328.41	248.37	0.07	75.63 %	276,686.55	0.00 %		4.67 %	
VCM1	109.34	80.18	0.04	73.33 %	46,310.25	0.00 %		4.67 %	
NVL2	195.61	141.86	0.13	72.52 %	115,385.60	0.00 %		4.67 %	
CDM1	209.07	141.06	0.35	67.47 %	129,925.20	0.00 %		4.67 %	
VPM1	74.83	39.98	0.08	53.43 %	30,992.60	0.00 %		4.67 %	

**WEST-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	121.79	137.05	0.06	112.53 %	96,664.45	30.00 %	28,999.34	4.67 %	28,999.34
EDP1	55.13	59.06	0.12	107.13 %	31,165.80	25.00 %	7,791.45	4.67 %	9,349.74
BMD1	80.61	81.82	0.00	101.49 %	70,998.10	25.00 %	17,749.53	4.67 %	17,749.53
PMP1	85.26	85.90	0.38	100.75 %	53,129.90	25.00 %	13,282.48	4.67 %	13,282.48
HRR1	79.26	79.33	0.17	100.09 %	68,500.75	20.00 %	13,700.15	4.67 %	17,125.19
DPR1	67.72	66.60	0.39	98.34 %	51,097.80	20.00 %	10,219.56	4.67 %	12,774.45
SLM2	139.60	133.47	0.04	95.61 %	79,602.30	20.00 %	15,920.46	4.67 %	19,900.58
APN1	92.45	87.67	0.12	94.83 %	103,414.95	15.00 %	15,512.24	4.67 %	20,682.99
MCR1	130.55	118.99	0.06	91.14 %	87,871.15	15.00 %	13,180.67	4.67 %	17,574.23
EPI1	103.43	93.15	0.13	90.06 %	82,748.90	10.00 %	8,274.89	4.67 %	12,412.34
ATU1	156.18	139.45	0.14	89.29 %	109,557.65	10.00 %	10,955.77	4.67 %	16,433.65
OML1	126.51	111.76	0.14	88.34 %	103,342.10	10.00 %	10,334.21	4.67 %	15,501.32
SGI1	82.95	72.74	0.04	87.70 %	57,960.50	10.00 %	5,796.05	4.67 %	8,694.08
SLM1	387.60	330.27	0.12	85.21 %	211,846.60	10.00 %	21,184.66	4.67 %	21,184.66
KAM1	67.16	56.92	0.16	84.74 %	51,668.55	10.00 %	5,166.86	4.67 %	5,166.86
DPR2	72.29	61.05	0.09	84.45 %	45,599.00	10.00 %	4,559.90	4.67 %	4,559.90
PLC1	82.85	69.88	0.08	84.35 %	78,387.15	10.00 %	7,838.72	4.67 %	7,838.72
KVP1	73.04	60.81	0.00	83.26 %	41,285.70	10.00 %	4,128.57	4.67 %	4,128.57
CMI1	65.44	54.16	0.03	82.77 %	64,922.45	10.00 %	6,492.25	4.67 %	6,492.25
TCG1	101.41	80.10	0.06	78.99 %	81,307.00	0.00 %		4.67 %	8,130.70
NKL2	204.12	158.98	0.22	77.89 %	167,210.05	0.00 %		4.67 %	16,721.01
HSR2	246.22	191.59	0.16	77.81 %	171,473.20	0.00 %		4.67 %	17,147.32
HSR1	150.75	117.28	0.13	77.79 %	91,936.35	0.00 %		4.67 %	9,193.64
ERD2	308.67	239.47	0.19	77.58 %	379,706.60	0.00 %		4.67 %	37,970.66
TRM1	167.40	129.03	0.07	77.08 %	105,422.50	0.00 %		4.67 %	10,542.25
SLM3	198.46	151.54	0.14	76.36 %	128,872.55	0.00 %		4.67 %	
VPD1	142.94	104.87	0.18	73.37 %	110,214.70	0.00 %		4.67 %	
PDR1	72.44	52.90	0.25	73.02 %	76,767.15	0.00 %		4.67 %	
ERD1	290.54	195.55	0.25	67.31 %	188,696.50	0.00 %		4.67 %	
RSP1	128.90	83.35	0.17	64.66 %	93,482.95	0.00 %		4.67 %	
MTR1	175.69	113.04	0.18	64.34 %	73,254.30	0.00 %		4.67 %	
KMM1	87.50	54.28	0.00	62.03 %	59,189.45	0.00 %		4.67 %	
VKL1	91.87	46.50	0.00	50.62 %	54,601.45	0.00 %		4.67 %	
SGG1	65.54	33.01	0.31	50.37 %	25,587.95	0.00 %		4.67 %	

**CHENNAI-02**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
GPD1	120.02	149.47	1.15	124.54 %	102,777.55	40.00 %	41,111.02	4.67 %	41,111.02
CH24	187.45	213.68	0.24	113.99 %	207,428.75	30.00 %	62,228.63	4.67 %	62,228.63
CH23	86.60	98.16	0.20	113.34 %	112,141.15	30.00 %	33,642.35	4.67 %	33,642.35
CH17	171.44	181.66	0.29	105.96 %	223,358.50	25.00 %	55,839.63	4.67 %	67,007.55
MC05	50.28	53.18	0.23	105.76 %	22,051.45	25.00 %	5,512.86	4.67 %	6,615.44
CH50	223.51	218.97	0.15	97.97 %	228,658.00	20.00 %	45,731.60	4.67 %	57,164.50
CH46	104.94	93.51	0.23	89.10 %	95,755.50	10.00 %	9,575.55	4.67 %	14,363.33
UKI1	140.92	124.73	0.10	88.51 %	105,519.30	10.00 %	10,551.93	4.67 %	15,827.90
CH32	37.79	32.41	0.11	85.75 %	39,566.65	10.00 %	3,956.67	4.67 %	3,956.67
CH12	361.42	307.65	0.25	85.12 %	278,249.70	10.00 %	27,824.97	4.67 %	27,824.97
CH27	67.05	55.99	0.50	83.51 %	58,547.00	10.00 %	5,854.70	4.67 %	5,854.70
PON1	137.04	113.92	0.09	83.13 %	117,107.60	10.00 %	11,710.76	4.67 %	11,710.76
CH33	216.51	179.51	0.06	82.91 %	174,746.45	10.00 %	17,474.65	4.67 %	17,474.65
CH03	668.59	552.59	0.22	82.65 %	476,483.40	10.00 %	47,648.34	4.67 %	47,648.34
CH31	108.19	89.24	0.33	82.48 %	90,902.55	10.00 %	9,090.26	4.67 %	9,090.26
CH51	286.39	227.77	0.57	79.53 %	207,463.60	0.00 %		4.67 %	20,746.36
MC06	57.73	45.85	0.26	79.43 %	20,995.00	0.00 %		4.67 %	2,099.50
CH20	294.67	233.31	0.16	79.18 %	201,300.25	0.00 %		4.67 %	20,130.03
CH41	225.43	171.45	0.15	76.06 %	235,554.25	0.00 %		4.67 %	
CH15	621.34	461.67	0.31	74.30 %	362,005.55	0.00 %		4.67 %	
CH34	253.49	185.79	0.17	73.29 %	153,756.20	0.00 %		4.67 %	
CH44	203.54	148.26	0.15	72.84 %	144,452.00	0.00 %		4.67 %	
MJR1	250.04	177.65	0.19	71.05 %	164,647.50	0.00 %		4.67 %	
CH43	195.50	137.27	0.21	70.21 %	147,802.95	0.00 %		4.67 %	
CH21	545.44	377.07	0.22	69.13 %	226,724.55	0.00 %		4.67 %	
CH06	252.33	174.30	0.34	69.08 %	178,574.65	0.00 %		4.67 %	
CH18	373.64	234.36	0.60	62.72 %	215,605.20	0.00 %		4.67 %	
CH36	109.79	65.77	0.07	59.91 %	52,810.55	0.00 %		4.67 %	
CH01	9.92	1.35	0.56	13.64 %	2,323.15	0.00 %		4.67 %	

**WEST-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AVI1	83.94	89.65	0.26	106.80 %	100,322.15	25.00 %	25,080.54	4.67 %	30,096.65
CNR1	66.41	64.19	0.01	96.66 %	56,241.55	20.00 %	11,248.31	4.67 %	14,060.39
CBE4	188.56	175.16	0.08	92.89 %	194,082.35	15.00 %	29,112.35	4.67 %	38,816.47
SUL1	101.85	93.97	0.07	92.27 %	118,296.10	15.00 %	17,744.42	4.67 %	23,659.22
MPM1	123.51	109.04	0.12	88.29 %	143,531.25	10.00 %	14,353.13	4.67 %	21,529.69
KMD1	58.97	52.00	0.08	88.17 %	65,841.95	10.00 %	6,584.20	4.67 %	9,876.29
GDR1	70.09	61.57	0.09	87.84 %	43,624.15	10.00 %	4,362.42	4.67 %	6,543.62
KGM1	70.68	60.41	0.02	85.46 %	74,487.35	10.00 %	7,448.74	4.67 %	7,448.74
CBE1	135.42	113.23	0.01	83.62 %	115,891.45	10.00 %	11,589.15	4.67 %	11,589.15
KGI1	78.15	64.46	0.05	82.48 %	44,981.20	10.00 %	4,498.12	4.67 %	4,498.12
KMR1	228.42	185.80	0.25	81.34 %	196,659.35	10.00 %	19,665.94	4.67 %	19,665.94
PPI1	77.88	62.62	0.14	80.41 %	80,039.05	10.00 %	8,003.91	4.67 %	8,003.91
TPR4	60.11	48.07	0.03	79.98 %	50,171.60	0.00 %		4.67 %	5,017.16
UAM1	135.91	108.69	0.00	79.97 %	74,828.10	0.00 %		4.67 %	7,482.81
CBE2	878.27	701.64	0.09	79.89 %	478,049.75	0.00 %		4.67 %	47,804.98
TPR3	112.20	89.12	0.10	79.43 %	81,761.25	0.00 %		4.67 %	8,176.13
PDM1	81.47	64.70	0.02	79.41 %	74,395.60	0.00 %		4.67 %	7,439.56
TPR2	230.78	182.88	0.27	79.25 %	134,070.50	0.00 %		4.67 %	13,407.05
CBE3	48.25	37.98	0.20	78.71 %	48,210.35	0.00 %		4.67 %	4,821.04
CBE5	59.16	46.19	0.18	78.09 %	71,163.45	0.00 %		4.67 %	7,116.35
UMP1	95.16	72.86	0.31	76.57 %	61,953.15	0.00 %		4.67 %	6,195.32
DPM2	91.48	69.97	0.27	76.48 %	97,163.90	0.00 %		4.67 %	9,716.39
CBE6	151.41	110.06	0.22	72.69 %	114,404.25	0.00 %		4.67 %	
TPR1	197.56	142.70	0.36	72.23 %	131,617.25	0.00 %		4.67 %	
SYM2	90.73	62.30	0.00	68.67 %	63,658.20	0.00 %		4.67 %	
ANR1	33.48	21.48	0.33	64.14 %	18,537.15	0.00 %		4.67 %	
GBM1	109.18	69.27	0.28	63.44 %	59,227.45	0.00 %		4.67 %	
SNR1	204.70	119.60	0.13	58.43 %	140,659.50	0.00 %		4.67 %	
PLI1	217.64	108.07	0.22	49.65 %	99,087.20	0.00 %		4.67 %	

**CHENNAI-01**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	89.24	130.43	0.12	146.17 %	153,808.35	40.00 %	61,523.34	4.67 %	61,523.34
CH30	226.08	244.71	0.07	108.24 %	158,864.55	25.00 %	39,716.14	4.67 %	47,659.37
CH37	101.10	102.15	0.04	101.04 %	154,348.80	25.00 %	38,587.20	4.67 %	38,587.20
CH19	313.18	278.62	0.13	88.96 %	273,936.50	10.00 %	27,393.65	4.67 %	41,090.48
CH45	205.73	176.63	0.22	85.85 %	176,712.65	10.00 %	17,671.27	4.67 %	17,671.27
CH48	236.30	198.53	0.26	84.01 %	275,349.40	10.00 %	27,534.94	4.67 %	27,534.94
TKM1	91.76	76.88	0.11	83.79 %	80,738.70	10.00 %	8,073.87	4.67 %	8,073.87
MRM1	175.59	146.30	0.03	83.32 %	136,511.70	10.00 %	13,651.17	4.67 %	13,651.17
AVD1	243.22	201.62	0.17	82.90 %	199,567.75	10.00 %	19,956.78	4.67 %	19,956.78
CH35	211.90	170.12	0.09	80.28 %	199,317.55	10.00 %	19,931.76	4.67 %	19,931.76
CH05	439.26	351.86	0.25	80.10 %	284,042.70	10.00 %	28,404.27	4.67 %	28,404.27
CH39	128.14	100.64	0.23	78.54 %	117,107.05	0.00 %		4.67 %	11,710.71
CH14	430.85	334.69	0.18	77.68 %	329,008.45	0.00 %		4.67 %	32,900.85
CH49	299.58	231.02	0.12	77.11 %	286,639.05	0.00 %		4.67 %	28,663.91
GUD1	262.04	201.72	0.12	76.98 %	200,083.10	0.00 %		4.67 %	20,008.31
CGL1	141.52	108.34	0.35	76.55 %	97,178.60	0.00 %		4.67 %	9,717.86
CH40	100.25	74.14	0.12	73.96 %	32,313.65	0.00 %		4.67 %	
CH38	149.47	109.86	0.04	73.50 %	119,772.55	0.00 %		4.67 %	
CH42	309.63	209.65	0.08	67.71 %	274,599.50	0.00 %		4.67 %	
CH25	260.89	175.82	0.57	67.39 %	214,625.55	0.00 %		4.67 %	
CH28	293.32	188.98	0.11	64.43 %	334,254.15	0.00 %		4.67 %	
SKL1	171.67	109.63	0.44	63.86 %	102,040.70	0.00 %		4.67 %	
CH07	348.90	220.34	0.26	63.15 %	219,405.00	0.00 %		4.67 %	
CH22	267.63	164.71	0.22	61.55 %	136,581.75	0.00 %		4.67 %	
CH16	458.06	278.16	0.15	60.73 %	339,626.15	0.00 %		4.67 %	
CH26	68.31	41.20	0.00	60.30 %	42,924.15	0.00 %		4.67 %	
CH08	432.97	257.23	0.11	59.41 %	322,124.75	0.00 %		4.67 %	
KNR1	170.46	97.59	0.07	57.25 %	113,791.45	0.00 %		4.67 %	
GUD2	203.77	112.87	0.36	55.39 %	109,534.20	0.00 %		4.67 %	
CH29	49.24	20.60	0.00	41.83 %	26,056.85	0.00 %		4.67 %	
MC10	46.07	14.23	0.12	30.89 %	8,538.05	0.00 %		4.67 %	
MC09	56.42	14.85	0.00	26.33 %	8,480.75	0.00 %		4.67 %	

**OTHERS**

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	159.48	0.20	0.00 %	97,718.00	0.00 %		0.00 %	
GHUB	0.00	148.12	0.79	0.00 %	0.00	0.00 %		0.00 %	
KZSD	0.00	0.83	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	5.23	1.85	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	62.23	1.67	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	29.11	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	2.79	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	21.70	5.95	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.16)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	65.31	1.09	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.04)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.05)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.01)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.05)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHTV	0.00	(0.04)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.03)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.08)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.09)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	15.43	6.60	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	28.70	0.00	0.00 %	0.00	0.00 %		0.00 %	