



TN-Sales Spot Commission Details 30/04/2026 11:45 PM

Accu.Target 63,536.73 L	Sales 63,188.82 L	Achieved % 99.45 %	HO Budget+ % 0.00 %	Total Com. 753.82 L
-----------------------------------	-----------------------------	------------------------------	-------------------------------	-------------------------------

Note : Sales Period is From :01-Apr-2026 To :30-Apr-2026

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
KL-SOUTH	615.56	966.36	156.99 %	0.00	0.00 %	0.00
KL-NORTH	967.07	1,364.27	141.07 %	0.00	0.00 %	0.00
WEST-01	3,978.28	4,839.55	121.65 %	0.00	0.00 %	0.00
SOUTH-01	9,090.87	10,047.34	110.52 %	0.00	0.00 %	0.00
WEST-02	5,479.82	5,995.48	109.41 %	0.00	0.00 %	0.00
SOUTH-03	7,152.14	7,744.15	108.28 %	462,000.00	0.00 %	462,000.00
NORTH ARCOT	4,851.36	4,827.39	99.51 %	144,000.00	0.00 %	144,000.00
SOUTH ARCOT	5,082.56	4,620.40	90.91 %	138,000.00	0.00 %	138,000.00
CHENNAI-02	7,893.02	6,989.67	88.56 %	0.00	0.00 %	0.00
TRICHY-01	8,478.32	7,473.73	88.15 %	0.00	0.00 %	0.00
CHENNAI-01	9,947.73	7,596.26	76.36 %	0.00	0.00 %	0.00
OTHERS	0.00	724.23	0.00 %	0.00	0.00 %	0.00
Total	63,536.73	63,188.82	99.45 %		0.00 %	

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	615.56	966.36	156.99%	360,000.00	0.00 %	360,000.00

KL-NORTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	967.07	1,364.27	141.07%	520,000.00	0.00 %	520,000.00

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR1	503.22	693.07	137.73%	240,000.00	0.00 %	240,000.00
	CBE1	1,729.93	2,227.03	128.74%	660,000.00	0.00 %	660,000.00
	TPR4	495.11	594.57	120.09%	150,000.00	0.00 %	150,000.00
	PLI1	578.09	680.70	117.75%	120,000.00	0.00 %	120,000.00
	UAM1	671.93	644.18	95.87%	45,000.00	0.00 %	45,000.00

SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NGR1	1,277.17	1,666.11	130.45%	640,000.00	0.00 %	640,000.00
	TVL1	1,394.05	1,765.46	126.64%	510,000.00	0.00 %	510,000.00
	TKS1	1,294.04	1,487.95	114.98%	280,000.00	0.00 %	280,000.00
	TUT1	2,118.84	2,195.49	103.62%	315,000.00	0.00 %	315,000.00
	KVT1	1,773.79	1,743.12	98.27%	127,500.00	0.00 %	127,500.00
	VNR1	1,232.98	1,189.20	96.45%	82,500.00	0.00 %	82,500.00

WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	HSR1	1,039.66	1,222.34	117.57%	240,000.00	0.00 %	240,000.00
	MTR1	1,041.44	1,138.66	109.34%	165,000.00	0.00 %	165,000.00
	SLM1	1,646.43	1,775.62	107.85%	255,000.00	0.00 %	255,000.00
	ERD1	1,752.29	1,858.86	106.08%	270,000.00	0.00 %	270,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KRR1	713.12	879.78	123.37%	240,000.00	0.00 %	240,000.00
	TEN1	857.06	1,036.26	120.91%	300,000.00	0.00 %	300,000.00
	MDU1	2,638.71	2,835.13	107.44%	420,000.00	0.00 %	420,000.00
	SVG1	1,384.02	1,408.09	101.74%	210,000.00	0.00 %	210,000.00
	KKD2	1,559.23	1,584.90	101.65%	225,000.00	0.00 %	225,000.00

NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	1,537.30	1,734.79	112.85%	340,000.00	0.00 %	340,000.00
	NA01	1,722.82	1,612.09	93.57%	120,000.00	0.00 %	120,000.00
	NA03	1,591.24	1,480.52	93.04%	105,000.00	0.00 %	105,000.00

SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA01	1,845.26	1,699.97	92.13%	120,000.00	0.00 %	120,000.00
	SA02	1,853.63	1,672.95	90.25%	120,000.00	0.00 %	120,000.00
	SA03	1,383.67	1,247.47	90.16%	90,000.00	0.00 %	90,000.00

CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH07	1,863.08	1,692.21	90.83%	120,000.00	0.00 %	120,000.00
	CH01	2,117.39	1,923.17	90.83%	142,500.00	0.00 %	142,500.00
	CH09	1,773.89	1,547.57	87.24%	0.00	0.00 %	0.00
	CH04	2,138.66	1,826.71	85.41%	0.00	0.00 %	0.00

TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TRY1	2,574.25	2,463.41	95.69%	180,000.00	0.00 %	180,000.00
	KUM1	1,851.64	1,656.49	89.46%	0.00	0.00 %	0.00
	PBR1	2,100.24	1,811.55	86.25%	0.00	0.00 %	0.00
	TNJ1	1,952.19	1,542.28	79.00%	0.00	0.00 %	0.00

CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH05	2,356.68	2,010.87	85.33%	0.00	0.00 %	0.00
	CH03	1,786.49	1,407.73	78.80%	0.00	0.00 %	0.00
	CH08	2,511.85	1,976.42	78.68%	0.00	0.00 %	0.00
	CH06	3,292.71	2,201.24	66.85%	0.00	0.00 %	0.00

OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	6.82	0.00%	0.00	0.00 %	0.00
	CH02	0.00	190.77	0.00%	0.00	0.00 %	0.00
	ERD1	0.00	(0.07)	0.00%	0.00	0.00 %	0.00
	HO01	0.00	349.68	0.00%	0.00	0.00 %	0.00
	HSR1	0.00	(0.07)	0.00%	0.00	0.00 %	0.00
	MDU2	0.00	45.19	0.00%	0.00	0.00 %	0.00
	NA01	0.00	(0.12)	0.00%	0.00	0.00 %	0.00
	SA02	0.00	(0.13)	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	13.36	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	14.68	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	102.76	0.00%	0.00	0.00 %	0.00
	TVP1	0.00	1.34	0.00%	0.00	0.00 %	0.00

KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVP1	272.97	493.23	0.14	180.69 %	325,292.25	40.00 %	130,116.90	0.00 %	130,116.90
PAS1	136.61	195.62	0.22	143.20 %	124,790.10	40.00 %	49,916.04	0.00 %	49,916.04
PNL1	97.06	136.90	0.49	141.05 %	89,728.30	40.00 %	35,891.32	0.00 %	35,891.32
KLR1	108.92	140.61	0.16	129.09 %	85,508.95	40.00 %	34,203.58	0.00 %	34,203.58
KL-NORTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KZD1	967.07	1,364.27	0.10	141.07 %	1,749,510.70	40.00 %	699,804.28	0.00 %	699,804.28
WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
AVI1	81.11	134.99	0.33	166.42 %	203,276.90	40.00 %	81,310.76	0.00 %	81,310.76
TPR2	192.71	320.24	0.06	166.18 %	381,788.55	40.00 %	152,715.42	0.00 %	152,715.42
MPM1	136.30	217.24	0.25	159.38 %	273,613.55	40.00 %	109,445.42	0.00 %	109,445.42
CBE4	174.69	271.36	0.09	155.34 %	408,353.85	40.00 %	163,341.54	0.00 %	163,341.54
ANR1	29.41	45.05	0.55	153.18 %	97,359.40	40.00 %	38,943.76	0.00 %	38,943.76
CBE1	108.86	166.70	0.42	153.13 %	189,181.80	40.00 %	75,672.72	0.00 %	75,672.72
CBE3	45.79	66.19	0.51	144.55 %	84,942.30	40.00 %	33,976.92	0.00 %	33,976.92
UMP1	97.12	135.49	0.44	139.51 %	113,369.20	40.00 %	45,347.68	0.00 %	45,347.68
PDM1	77.01	105.70	0.22	137.25 %	189,879.50	40.00 %	75,951.80	0.00 %	75,951.80
SNR1	140.06	189.53	0.10	135.32 %	243,943.05	40.00 %	97,577.22	0.00 %	97,577.22
TPR1	172.68	231.36	0.28	133.98 %	329,620.55	40.00 %	131,848.22	0.00 %	131,848.22
CBE2	670.30	878.89	0.27	131.12 %	1,222,482.10	40.00 %	488,992.84	0.00 %	488,992.84
KGM1	90.75	115.47	0.07	127.24 %	180,785.85	40.00 %	72,314.34	0.00 %	72,314.34
SUL1	98.51	124.33	0.23	126.21 %	206,851.10	40.00 %	82,740.44	0.00 %	82,740.44
GBM1	111.06	138.59	0.10	124.79 %	140,914.45	40.00 %	56,365.78	0.00 %	56,365.78
PPI1	69.02	84.51	0.38	122.44 %	133,292.05	40.00 %	53,316.82	0.00 %	53,316.82
CBE6	158.62	180.00	0.30	113.48 %	207,726.50	30.00 %	62,317.95	0.00 %	62,317.95
KMR1	240.39	269.41	0.24	112.07 %	403,298.35	30.00 %	120,989.51	0.00 %	120,989.51
SYM2	103.17	113.90	0.12	110.40 %	129,059.15	30.00 %	38,717.75	0.00 %	38,717.75
DPM2	114.00	125.19	0.07	109.82 %	194,582.50	25.00 %	48,645.63	0.00 %	48,645.63
KMD1	101.23	105.68	0.05	104.40 %	126,855.05	25.00 %	31,713.76	0.00 %	31,713.76
TPR3	137.83	141.47	0.11	102.64 %	152,501.40	25.00 %	38,125.35	0.00 %	38,125.35
CNR1	75.93	76.51	0.02	100.77 %	53,980.40	25.00 %	13,495.10	0.00 %	13,495.10
PLI1	199.21	198.85	0.24	99.82 %	207,799.75	20.00 %	41,559.95	0.00 %	41,559.95
CBE5	92.71	80.62	0.10	86.96 %	164,336.15	10.00 %	16,433.62	0.00 %	16,433.62
GDR1	91.03	72.88	0.12	80.07 %	52,657.75	0.00 %		0.00 %	
TPR4	101.34	77.53	0.00	76.51 %	122,805.50	0.00 %		0.00 %	
KGI1	103.39	66.55	0.03	64.37 %	47,830.55	0.00 %		0.00 %	
UAM1	164.05	105.31	0.09	64.19 %	65,421.25	0.00 %		0.00 %	

SOUTH-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KGL1	101.83	176.72	0.09	173.54 %	216,573.10	40.00 %	86,629.24	0.00 %	86,629.24
ARM1	95.19	157.65	0.26	165.62 %	172,941.85	40.00 %	69,176.74	0.00 %	69,176.74
MMT1	118.27	180.65	0.22	152.75 %	179,640.65	40.00 %	71,856.26	0.00 %	71,856.26
ERL2	137.59	206.21	0.22	149.87 %	338,668.40	40.00 %	135,467.36	0.00 %	135,467.36
KSM1	61.87	85.16	0.29	137.65 %	70,549.80	40.00 %	28,219.92	0.00 %	28,219.92
ASM1	117.12	161.09	0.30	137.54 %	193,866.80	40.00 %	77,546.72	0.00 %	77,546.72
NGR1	512.18	691.36	0.41	134.98 %	522,044.30	40.00 %	208,817.72	0.00 %	208,817.72
SDI1	127.39	170.46	0.21	133.81 %	144,705.85	40.00 %	57,882.34	0.00 %	57,882.34
TKS2	371.66	483.22	0.33	130.02 %	450,895.65	40.00 %	180,358.26	0.00 %	180,358.26
STU2	101.34	128.36	0.50	126.66 %	107,185.50	40.00 %	42,874.20	0.00 %	42,874.20
TVL1	883.12	1,082.78	0.10	122.61 %	1,361,868.50	40.00 %	544,747.40	0.00 %	544,747.40
KYR1	108.95	133.06	0.29	122.13 %	170,871.45	40.00 %	68,348.58	0.00 %	68,348.58
VLY1	298.62	363.94	0.29	121.87 %	449,391.10	40.00 %	179,756.44	0.00 %	179,756.44
MAR1	265.13	320.97	0.19	121.06 %	358,156.10	40.00 %	143,262.44	0.00 %	143,262.44
SVK1	262.91	309.71	0.13	117.80 %	371,723.40	30.00 %	111,517.02	0.00 %	111,517.02
TKS1	285.04	331.79	0.21	116.40 %	320,207.10	30.00 %	96,062.13	0.00 %	96,062.13
TCN1	213.63	242.75	0.45	113.63 %	303,891.65	30.00 %	91,167.50	0.00 %	91,167.50
COL1	77.27	87.24	0.51	112.91 %	77,542.70	30.00 %	23,262.81	0.00 %	23,262.81
PDI1	115.69	130.53	0.36	112.82 %	118,687.85	30.00 %	35,606.36	0.00 %	35,606.36
UDN1	132.95	147.12	0.19	110.66 %	169,303.45	30.00 %	50,791.04	0.00 %	50,791.04
SNL1	141.81	155.89	0.35	109.93 %	157,206.65	25.00 %	39,301.66	0.00 %	39,301.66
TUT2	423.84	444.37	0.18	104.84 %	535,819.35	25.00 %	133,954.84	0.00 %	133,954.84
VNR1	120.45	125.56	0.43	104.24 %	143,754.90	25.00 %	35,938.73	0.00 %	35,938.73
VKM1	112.72	115.02	0.30	102.04 %	164,355.30	25.00 %	41,088.83	0.00 %	41,088.83
SGT1	91.80	91.59	0.18	99.77 %	77,274.30	20.00 %	15,454.86	0.00 %	15,454.86
KVT1	516.55	509.33	0.14	98.60 %	833,266.25	20.00 %	166,653.25	0.00 %	166,653.25
TYI1	153.88	150.58	0.31	97.86 %	227,207.75	20.00 %	45,441.55	0.00 %	45,441.55
SKD1	127.03	122.11	0.13	96.13 %	154,570.55	20.00 %	30,914.11	0.00 %	30,914.11
TUT1	1,056.95	1,004.46	0.20	95.03 %	1,535,030.75	15.00 %	230,254.61	0.00 %	230,254.61
RPM1	302.46	280.36	0.24	92.69 %	273,309.15	15.00 %	40,996.37	0.00 %	40,996.37
PKD1	272.82	248.56	0.36	91.11 %	327,078.10	15.00 %	49,061.72	0.00 %	49,061.72
APK2	165.73	149.96	0.44	90.49 %	137,994.00	15.00 %	20,699.10	0.00 %	20,699.10
VNR2	477.73	431.57	0.13	90.34 %	500,098.60	15.00 %	75,014.79	0.00 %	75,014.79
TKY1	140.62	124.01	0.30	88.19 %	137,628.20	10.00 %	13,762.82	0.00 %	13,762.82
RND1	392.57	330.79	0.23	84.26 %	553,256.65	10.00 %	55,325.67	0.00 %	55,325.67
APK1	206.16	172.41	0.33	83.63 %	232,131.25	10.00 %	23,213.13	0.00 %	23,213.13

WEST-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KRI1	116.91	223.41	0.11	191.09 %	238,189.45	40.00 %	95,275.78	0.00 %	95,275.78
DPR1	80.94	104.09	0.01	128.61 %	82,602.55	40.00 %	33,041.02	0.00 %	33,041.02
HSR1	156.78	194.25	0.15	123.90 %	263,841.50	40.00 %	105,536.60	0.00 %	105,536.60
ERD2	383.55	474.77	0.07	123.78 %	895,658.95	40.00 %	358,263.58	0.00 %	358,263.58
PLC1	98.26	118.77	0.08	120.87 %	180,939.15	40.00 %	72,375.66	0.00 %	72,375.66
ERD1	372.03	449.56	0.26	120.84 %	667,239.05	40.00 %	266,895.62	0.00 %	266,895.62
SLM3	240.60	288.75	0.08	120.01 %	378,919.60	40.00 %	151,567.84	0.00 %	151,567.84
EDP1	57.96	68.50	0.13	118.18 %	53,514.60	30.00 %	16,054.38	0.00 %	16,054.38
SLM2	197.19	227.08	0.03	115.16 %	226,315.35	30.00 %	67,894.61	0.00 %	67,894.61
TCG1	111.94	128.39	0.02	114.70 %	188,190.95	30.00 %	56,457.29	0.00 %	56,457.29
KVP1	92.93	106.22	0.38	114.30 %	90,848.90	30.00 %	27,254.67	0.00 %	27,254.67
NKL2	240.58	271.89	0.18	113.02 %	325,841.70	30.00 %	97,752.51	0.00 %	97,752.51
DPR2	105.15	118.47	0.21	112.67 %	132,491.00	30.00 %	39,747.30	0.00 %	39,747.30
SLM1	491.10	544.24	0.10	110.82 %	693,903.45	30.00 %	208,171.04	0.00 %	208,171.04
OML1	157.34	174.06	0.19	110.63 %	219,173.45	30.00 %	65,752.04	0.00 %	65,752.04
MCR1	149.57	165.07	0.12	110.36 %	216,414.10	30.00 %	64,924.23	0.00 %	64,924.23
MTR1	163.90	180.58	0.14	110.18 %	225,538.90	30.00 %	67,661.67	0.00 %	67,661.67
TRM1	175.41	187.02	0.09	106.62 %	194,247.10	25.00 %	48,561.78	0.00 %	48,561.78
PDR1	80.37	82.06	0.04	102.10 %	159,628.90	25.00 %	39,907.23	0.00 %	39,907.23
BMD1	102.15	104.23	0.04	102.03 %	103,206.70	25.00 %	25,801.68	0.00 %	25,801.68
KAM1	95.77	97.32	0.29	101.62 %	136,876.05	25.00 %	34,219.01	0.00 %	34,219.01
ATU1	234.35	236.77	0.06	101.03 %	272,465.55	25.00 %	68,116.39	0.00 %	68,116.39
PMP1	121.91	123.16	0.17	101.02 %	99,997.45	25.00 %	24,999.36	0.00 %	24,999.36
CMI1	83.44	84.16	0.01	100.86 %	114,879.90	25.00 %	28,719.98	0.00 %	28,719.98
SGI1	84.41	85.01	0.07	100.72 %	84,523.85	25.00 %	21,130.96	0.00 %	21,130.96
VPD1	161.19	162.21	0.08	100.63 %	207,328.60	25.00 %	51,832.15	0.00 %	51,832.15
HSR2	272.69	274.20	0.13	100.55 %	333,513.70	25.00 %	83,378.43	0.00 %	83,378.43
APN1	118.98	118.35	0.14	99.47 %	177,813.70	20.00 %	35,562.74	0.00 %	35,562.74
HRR1	106.98	105.14	0.15	98.28 %	93,604.75	20.00 %	18,720.95	0.00 %	18,720.95
RSP1	164.28	155.08	0.14	94.40 %	176,423.15	15.00 %	26,463.47	0.00 %	26,463.47
EPI1	145.06	129.72	0.14	89.42 %	158,890.20	10.00 %	15,889.02	0.00 %	15,889.02
SGG1	68.54	58.83	0.13	85.84 %	63,079.60	10.00 %	6,307.96	0.00 %	6,307.96
VKL1	95.77	67.40	0.12	70.38 %	113,495.10	0.00 %		0.00 %	
KMM1	151.79	86.72	0.10	57.13 %	107,467.55	0.00 %		0.00 %	

SOUTH-03

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CMR1	89.35	122.49	0.16	137.09 %	96,075.60	40.00 %	38,430.24	0.00 %	38,430.24
TEN1	139.33	186.69	0.12	133.99 %	156,190.15	40.00 %	62,476.06	0.00 %	62,476.06
BTU1	63.79	83.86	0.12	131.46 %	67,094.60	40.00 %	26,837.84	0.00 %	26,837.84
PNI1	95.50	123.92	0.07	129.76 %	87,627.40	40.00 %	35,050.96	0.00 %	35,050.96
KKD3	243.58	313.03	0.12	128.51 %	529,664.65	40.00 %	211,865.86	0.00 %	211,865.86
KRR1	238.73	305.44	0.17	127.94 %	482,822.30	40.00 %	193,128.92	0.00 %	193,128.92
ODM1	75.95	92.72	0.07	122.08 %	66,902.50	40.00 %	26,761.00	0.00 %	26,761.00
MPA1	220.69	268.28	0.07	121.56 %	295,936.45	40.00 %	118,374.58	0.00 %	118,374.58
BNR1	97.92	118.12	0.06	120.63 %	114,559.85	40.00 %	45,823.94	0.00 %	45,823.94
USL1	133.46	160.96	0.04	120.61 %	128,967.40	40.00 %	51,586.96	0.00 %	51,586.96
TEN2	206.53	244.76	0.19	118.51 %	128,269.50	30.00 %	38,480.85	0.00 %	38,480.85
ADP1	98.20	114.90	0.07	117.01 %	129,062.00	30.00 %	38,718.60	0.00 %	38,718.60
PNV2	91.17	104.72	0.16	114.87 %	100,157.70	30.00 %	30,047.31	0.00 %	30,047.31
MDU1	734.18	831.17	0.10	113.21 %	732,281.40	30.00 %	219,684.42	0.00 %	219,684.42
MDU7	253.16	284.38	0.05	112.33 %	273,496.15	30.00 %	82,048.85	0.00 %	82,048.85
DGL1	354.28	396.92	0.16	112.04 %	286,405.65	30.00 %	85,921.70	0.00 %	85,921.70
PKM1	73.98	81.87	0.05	110.66 %	70,509.80	30.00 %	21,152.94	0.00 %	21,152.94
CBM1	151.75	167.41	0.19	110.32 %	239,115.70	30.00 %	71,734.71	0.00 %	71,734.71
MDU3	239.54	260.86	0.19	108.90 %	211,681.60	25.00 %	52,920.40	0.00 %	52,920.40
NTM1	82.25	89.43	0.12	108.73 %	116,444.10	25.00 %	29,111.03	0.00 %	29,111.03
MDU6	352.20	379.26	0.08	107.68 %	336,608.85	25.00 %	84,152.21	0.00 %	84,152.21
TPT1	210.37	222.30	0.09	105.67 %	318,546.60	25.00 %	79,636.65	0.00 %	79,636.65
MDU2	443.98	464.48	0.32	104.62 %	543,516.90	25.00 %	135,879.23	0.00 %	135,879.23
TMM1	242.76	249.65	0.33	102.84 %	152,225.70	25.00 %	38,056.43	0.00 %	38,056.43
DGL2	159.00	161.71	0.28	101.70 %	155,899.40	25.00 %	38,974.85	0.00 %	38,974.85
KPT1	100.86	102.38	0.08	101.51 %	125,795.55	25.00 %	31,448.89	0.00 %	31,448.89
NKI1	103.04	103.06	0.16	100.02 %	93,753.90	20.00 %	18,750.78	0.00 %	18,750.78
MDU5	154.21	150.17	0.07	97.38 %	157,818.55	20.00 %	31,563.71	0.00 %	31,563.71
SGP1	89.56	87.08	0.16	97.23 %	131,897.35	20.00 %	26,379.47	0.00 %	26,379.47
MNM1	104.64	100.90	0.11	96.42 %	129,176.65	20.00 %	25,835.33	0.00 %	25,835.33
TDI1	146.17	140.69	0.03	96.25 %	209,872.00	20.00 %	41,974.40	0.00 %	41,974.40
DKI1	225.88	214.94	0.05	95.16 %	387,339.90	20.00 %	77,467.98	0.00 %	77,467.98
MLR1	147.38	139.83	0.03	94.88 %	172,255.80	15.00 %	25,838.37	0.00 %	25,838.37
MDU4	201.32	190.56	0.18	94.65 %	125,148.90	15.00 %	18,772.34	0.00 %	18,772.34
ATG1	292.00	270.51	0.16	92.64 %	291,192.45	15.00 %	43,678.87	0.00 %	43,678.87
KYK1	114.26	100.52	0.19	87.98 %	122,400.15	10.00 %	12,240.02	0.00 %	12,240.02
PVI1	155.86	130.72	0.11	83.87 %	140,442.85	10.00 %	14,044.29	0.00 %	14,044.29
SVG1	225.31	183.43	0.04	81.41 %	189,629.25	10.00 %	18,962.93	0.00 %	18,962.93

NORTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	110.70	160.10	0.05	144.63 %	226,214.75	40.00 %	90,485.90	0.00 %	90,485.90
BGR1	82.22	103.31	0.11	125.65 %	140,667.70	40.00 %	56,267.08	0.00 %	56,267.08
GDM1	137.29	168.73	0.20	122.90 %	135,102.10	40.00 %	54,040.84	0.00 %	54,040.84
TRR1	247.24	303.45	0.11	122.74 %	349,218.20	40.00 %	139,687.28	0.00 %	139,687.28
SLG1	110.13	134.88	0.05	122.47 %	174,332.70	40.00 %	69,733.08	0.00 %	69,733.08
UGI1	80.67	90.04	0.08	111.61 %	69,766.45	30.00 %	20,929.94	0.00 %	20,929.94
CGM1	111.69	124.60	0.27	111.56 %	126,380.65	30.00 %	37,914.20	0.00 %	37,914.20
ABR1	200.30	214.93	0.26	107.30 %	259,261.70	25.00 %	64,815.43	0.00 %	64,815.43
VEL2	353.83	377.35	0.12	106.65 %	518,049.70	25.00 %	129,512.43	0.00 %	129,512.43
PTU1	59.96	62.90	0.03	104.91 %	56,166.75	25.00 %	14,041.69	0.00 %	14,041.69
PLR1	117.21	121.26	0.08	103.45 %	117,250.40	25.00 %	29,312.60	0.00 %	29,312.60
TRT1	164.86	170.20	0.04	103.24 %	173,777.15	25.00 %	43,444.29	0.00 %	43,444.29
VEL1	259.04	264.38	0.09	102.06 %	353,029.30	25.00 %	88,257.33	0.00 %	88,257.33
ARC2	142.52	145.10	0.18	101.81 %	199,258.60	25.00 %	49,814.65	0.00 %	49,814.65
AKM1	242.74	243.93	0.14	100.49 %	317,933.35	25.00 %	79,483.34	0.00 %	79,483.34
WJP1	163.14	160.32	0.10	98.27 %	241,090.60	20.00 %	48,218.12	0.00 %	48,218.12
KPM2	562.92	537.14	0.10	95.42 %	590,038.20	20.00 %	118,007.64	0.00 %	118,007.64
KPM1	171.00	155.94	0.35	91.19 %	200,157.15	15.00 %	30,023.57	0.00 %	30,023.57
CPT1	113.78	103.69	0.13	91.13 %	170,254.70	15.00 %	25,538.21	0.00 %	25,538.21
ANI1	125.09	113.12	0.07	90.43 %	141,040.25	15.00 %	21,156.04	0.00 %	21,156.04
VSI1	226.08	204.01	0.04	90.24 %	306,330.90	15.00 %	45,949.64	0.00 %	45,949.64
SBR1	352.30	291.09	0.01	82.63 %	408,797.80	10.00 %	40,879.78	0.00 %	40,879.78
WJD1	172.10	140.66	0.32	81.73 %	233,105.95	10.00 %	23,310.60	0.00 %	23,310.60
CYR1	143.31	115.87	0.22	80.85 %	159,775.35	10.00 %	15,977.54	0.00 %	15,977.54
TRL1	401.24	320.39	0.18	79.85 %	334,888.40	0.00 %		0.00 %	

SOUTH ARCOT

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VCM2	79.81	102.52	0.64	128.46 %	72,754.85	40.00 %	29,101.94	0.00 %	29,101.94
PRT1	198.43	254.09	0.45	128.05 %	260,305.50	40.00 %	104,122.20	0.00 %	104,122.20
MKM1	109.91	114.03	0.17	103.75 %	161,598.45	25.00 %	40,399.61	0.00 %	40,399.61
SJI2	233.43	238.95	0.17	102.36 %	262,896.20	25.00 %	65,724.05	0.00 %	65,724.05
TRK1	278.72	283.34	0.21	101.66 %	362,916.85	25.00 %	90,729.21	0.00 %	90,729.21
KLM1	223.91	226.71	0.11	101.25 %	350,887.90	25.00 %	87,721.98	0.00 %	87,721.98
KML1	145.88	146.42	0.08	100.37 %	207,732.10	25.00 %	51,933.03	0.00 %	51,933.03
CUD1	557.87	559.29	0.08	100.25 %	569,889.65	25.00 %	142,472.41	0.00 %	142,472.41
KKI2	264.30	259.59	0.21	98.22 %	319,247.85	20.00 %	63,849.57	0.00 %	63,849.57
TVM2	145.21	139.15	0.08	95.82 %	87,129.05	20.00 %	17,425.81	0.00 %	17,425.81
POY2	414.05	374.76	0.07	90.51 %	478,972.15	15.00 %	71,845.82	0.00 %	71,845.82
CDM1	311.42	267.12	0.14	85.78 %	302,010.15	10.00 %	30,201.02	0.00 %	30,201.02
VPM2	283.42	242.46	0.18	85.55 %	326,082.10	10.00 %	32,608.21	0.00 %	32,608.21
TDM1	202.88	168.70	0.22	83.15 %	170,112.15	10.00 %	17,011.22	0.00 %	17,011.22
STP1	108.92	87.79	0.33	80.60 %	111,641.40	10.00 %	11,164.14	0.00 %	11,164.14
ULP1	280.05	224.97	0.11	80.33 %	224,661.70	10.00 %	22,466.17	0.00 %	22,466.17
NVL2	306.34	244.72	0.07	79.88 %	233,231.60	0.00 %		0.00 %	
TVM1	138.09	110.21	0.08	79.81 %	113,243.70	0.00 %		0.00 %	
POY1	539.52	425.19	0.16	78.81 %	580,179.30	0.00 %		0.00 %	
VPM1	101.92	64.67	0.06	63.46 %	68,379.15	0.00 %		0.00 %	
VCM1	158.48	85.72	0.06	54.09 %	74,994.85	0.00 %		0.00 %	

CHENNAI-02

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MC05	52.55	74.08	0.23	140.97 %	31,300.90	40.00 %	12,520.36	0.00 %	12,520.36
CH46	115.19	139.07	0.28	120.73 %	194,717.65	40.00 %	77,887.06	0.00 %	77,887.06
CH17	238.83	286.28	0.20	119.87 %	533,471.30	30.00 %	160,041.39	0.00 %	160,041.39
CH31	112.67	131.66	0.11	116.85 %	168,555.25	30.00 %	50,566.58	0.00 %	50,566.58
UKI1	148.32	165.78	0.14	111.77 %	208,311.55	30.00 %	62,493.47	0.00 %	62,493.47
CH27	80.48	89.62	0.27	111.36 %	117,030.15	30.00 %	35,109.05	0.00 %	35,109.05
PON1	141.73	148.35	0.08	104.67 %	237,047.25	25.00 %	59,261.81	0.00 %	59,261.81
CH23	144.33	146.70	0.40	101.64 %	184,091.45	25.00 %	46,022.86	0.00 %	46,022.86
CH24	336.26	335.49	0.44	99.77 %	440,665.80	20.00 %	88,133.16	0.00 %	88,133.16
CH18	335.56	320.17	0.16	95.41 %	545,539.90	20.00 %	109,107.98	0.00 %	109,107.98
CH03	766.72	706.16	0.41	92.10 %	975,762.25	15.00 %	146,364.34	0.00 %	146,364.34
GPD1	194.98	177.39	0.31	90.98 %	148,553.20	15.00 %	22,282.98	0.00 %	22,282.98
CH32	55.54	50.42	0.31	90.77 %	64,748.50	15.00 %	9,712.28	0.00 %	9,712.28
CH06	313.07	282.31	0.08	90.17 %	339,681.75	15.00 %	50,952.26	0.00 %	50,952.26
CH15	755.69	675.70	0.09	89.41 %	715,023.45	10.00 %	71,502.35	0.00 %	71,502.35
CH33	317.57	280.68	0.41	88.38 %	355,234.25	10.00 %	35,523.43	0.00 %	35,523.43
CH50	309.81	270.17	0.12	87.20 %	457,132.80	10.00 %	45,713.28	0.00 %	45,713.28
CH12	489.63	408.74	0.15	83.48 %	546,008.85	10.00 %	54,600.89	0.00 %	54,600.89
CH21	558.32	458.78	0.49	82.17 %	481,524.65	10.00 %	48,152.47	0.00 %	48,152.47
CH20	415.67	341.11	0.87	82.06 %	391,056.05	10.00 %	39,105.61	0.00 %	39,105.61
CH41	293.49	238.68	0.16	81.32 %	372,113.40	10.00 %	37,211.34	0.00 %	37,211.34
CH36	134.11	108.56	0.30	80.95 %	111,915.90	10.00 %	11,191.59	0.00 %	11,191.59
CH34	322.82	259.62	0.19	80.42 %	313,729.85	10.00 %	31,372.99	0.00 %	31,372.99
MJR1	295.63	235.50	0.15	79.66 %	264,424.00	0.00 %		0.00 %	
CH44	269.61	204.18	0.18	75.73 %	264,209.45	0.00 %		0.00 %	
CH51	364.19	249.64	0.74	68.55 %	278,339.10	0.00 %		0.00 %	
CH43	239.14	158.05	0.38	66.09 %	171,442.75	0.00 %		0.00 %	
MC06	67.38	43.76	0.65	64.95 %	23,711.50	0.00 %		0.00 %	
CH01	23.73	3.43	0.00	14.44 %	3,891.00	0.00 %		0.00 %	
CH09	0.00	(0.38)	-1.01	0.00 %	0.00	0.00 %		0.00 %	

TRICHY-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KUM2	86.93	166.39	0.19	191.41 %	73,161.85	40.00 %	29,264.74	0.00 %	29,264.74
TYR1	227.36	268.58	0.15	118.13 %	296,986.00	30.00 %	89,095.80	0.00 %	89,095.80
PDK1	154.41	178.90	0.17	115.86 %	218,471.95	30.00 %	65,541.59	0.00 %	65,541.59
TRY2	141.16	158.32	0.06	112.16 %	138,639.70	30.00 %	41,591.91	0.00 %	41,591.91
TRY3	241.94	246.84	0.39	102.02 %	243,382.75	25.00 %	60,845.69	0.00 %	60,845.69
KIK1	179.43	181.33	0.04	101.06 %	264,679.15	25.00 %	66,169.79	0.00 %	66,169.79
MVM1	386.76	382.85	0.10	98.99 %	610,606.90	20.00 %	122,121.38	0.00 %	122,121.38
TRY1	1,509.91	1,474.56	0.12	97.66 %	1,334,358.10	20.00 %	266,871.62	0.00 %	266,871.62
NMM1	114.09	109.39	0.06	95.88 %	142,430.55	20.00 %	28,486.11	0.00 %	28,486.11
MSI1	189.87	179.84	0.08	94.72 %	196,699.25	15.00 %	29,504.89	0.00 %	29,504.89
TVR1	144.91	136.92	0.09	94.49 %	152,466.50	15.00 %	22,869.98	0.00 %	22,869.98
TTP1	200.10	181.03	0.00	90.47 %	170,937.30	15.00 %	25,640.60	0.00 %	25,640.60
PTK1	319.32	288.74	0.05	90.42 %	291,442.50	15.00 %	43,716.38	0.00 %	43,716.38
NCK1	84.53	75.43	0.00	89.23 %	63,498.20	10.00 %	6,349.82	0.00 %	6,349.82
TVR2	386.86	341.31	0.09	88.23 %	337,062.35	10.00 %	33,706.24	0.00 %	33,706.24
ORU1	132.78	112.95	0.24	85.06 %	173,373.65	10.00 %	17,337.37	0.00 %	17,337.37
KRN1	165.18	139.06	0.11	84.18 %	155,525.45	10.00 %	15,552.55	0.00 %	15,552.55
AYR1	228.56	186.92	0.10	81.78 %	226,840.30	10.00 %	22,684.03	0.00 %	22,684.03
TNJ2	410.86	328.60	0.12	79.98 %	305,103.75	0.00 %		0.00 %	
NGT1	255.97	200.07	0.07	78.16 %	332,723.90	0.00 %		0.00 %	
MDI1	290.51	223.50	0.22	76.94 %	237,773.65	0.00 %		0.00 %	
PBR2	583.08	436.54	0.08	74.87 %	398,460.10	0.00 %		0.00 %	
JKM1	240.68	177.76	0.03	73.86 %	198,094.65	0.00 %		0.00 %	
TRY4	361.65	265.74	0.07	73.48 %	396,527.65	0.00 %		0.00 %	
PBR1	243.93	179.06	0.08	73.41 %	129,085.30	0.00 %		0.00 %	
KUM1	512.91	374.01	0.04	72.92 %	341,185.55	0.00 %		0.00 %	
TNJ1	561.96	404.56	0.12	71.99 %	312,381.00	0.00 %		0.00 %	
APM1	122.67	74.55	0.15	60.77 %	97,052.80	0.00 %		0.00 %	

CHENNAI-01

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH47	284.84	475.95	0.32	167.09 %	626,432.30	40.00 %	250,572.92	0.00 %	250,572.92
CH30	299.61	387.87	0.40	129.46 %	427,552.60	40.00 %	171,021.04	0.00 %	171,021.04
CH40	86.31	96.07	0.02	111.31 %	39,618.60	30.00 %	11,885.58	0.00 %	11,885.58
GUD1	292.81	290.10	0.30	99.07 %	533,271.25	20.00 %	106,654.25	0.00 %	106,654.25
CH05	604.93	549.12	0.39	90.77 %	556,248.75	15.00 %	83,437.31	0.00 %	83,437.31
CH19	377.96	342.07	0.32	90.50 %	473,879.00	15.00 %	71,081.85	0.00 %	71,081.85
CH38	243.95	217.45	0.19	89.14 %	226,328.30	10.00 %	22,632.83	0.00 %	22,632.83
CH25	304.95	264.08	0.29	86.60 %	313,649.70	10.00 %	31,364.97	0.00 %	31,364.97
CH45	302.13	259.06	0.34	85.74 %	338,261.55	10.00 %	33,826.16	0.00 %	33,826.16
CH48	370.71	316.24	0.09	85.31 %	574,521.75	10.00 %	57,452.18	0.00 %	57,452.18
CH37	152.01	128.48	0.13	84.52 %	232,685.10	10.00 %	23,268.51	0.00 %	23,268.51
CH35	252.41	208.86	0.05	82.74 %	370,964.20	10.00 %	37,096.42	0.00 %	37,096.42
CH14	602.58	491.51	0.36	81.57 %	690,942.25	10.00 %	69,094.23	0.00 %	69,094.23
SKL1	261.50	211.54	0.26	80.90 %	207,147.35	10.00 %	20,714.74	0.00 %	20,714.74
TKM1	148.03	117.45	0.11	79.34 %	163,510.80	0.00 %		0.00 %	
MRM1	286.29	225.06	0.11	78.61 %	261,514.60	0.00 %		0.00 %	
CH39	166.34	130.53	0.32	78.47 %	196,595.75	0.00 %		0.00 %	
CGL1	203.02	156.23	0.34	76.96 %	223,528.00	0.00 %		0.00 %	
CH49	451.21	300.21	0.26	66.54 %	461,642.55	0.00 %		0.00 %	
KNR1	198.99	132.23	0.09	66.45 %	190,712.80	0.00 %		0.00 %	
CH42	442.82	288.29	0.22	65.10 %	509,923.35	0.00 %		0.00 %	
CH07	489.94	304.98	0.40	62.25 %	404,539.80	0.00 %		0.00 %	
CH16	691.62	413.48	0.32	59.78 %	658,320.00	0.00 %		0.00 %	
CH28	491.19	291.38	0.17	59.32 %	651,569.15	0.00 %		0.00 %	
AVD1	324.12	188.95	0.23	58.30 %	234,689.30	0.00 %		0.00 %	
CH22	404.73	225.00	0.08	55.59 %	231,961.75	0.00 %		0.00 %	
GUD2	248.74	132.15	0.21	53.13 %	199,115.50	0.00 %		0.00 %	
CH08	713.23	349.57	0.33	49.01 %	565,674.00	0.00 %		0.00 %	
MC09	27.50	13.20	0.02	48.01 %	8,856.70	0.00 %		0.00 %	
CH26	121.02	56.08	0.05	46.34 %	64,073.85	0.00 %		0.00 %	
MC10	43.97	16.14	0.00	36.70 %	8,915.40	0.00 %		0.00 %	
CH29	58.27	16.94	0.00	29.07 %	24,619.20	0.00 %		0.00 %	

OTHERS

Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	147.20	4.73	0.00 %	26,200.00	0.00 %		0.00 %	
GHUB	0.00	348.07	0.37	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.61	3.05	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	102.90	0.55	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	45.31	0.00	0.00 %	0.00	0.00 %		0.00 %	
TVSD	0.00	1.35	0.00	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	14.91	0.31	0.00 %	0.00	0.00 %		0.00 %	
WCHN	0.00	(0.36)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	43.93	9.20	0.00 %	0.00	0.00 %		0.00 %	
WHCB	0.00	(0.32)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHKP	0.00	(0.07)	-0.26	0.00 %	0.00	0.00 %		0.00 %	
WHMD	0.00	(0.12)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHPD	0.00	(0.07)	-1.01	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	(0.14)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHUT	0.00	(0.13)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHVL	0.00	(0.12)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WTRZ	0.00	(0.23)	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	7.14	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	13.36	0.00	0.00 %	0.00	0.00 %		0.00 %	