



Product Manager Inventive Report 02/12/2025 11:56 PM

Information:

LMTD : 01-12-2024 To 02-12-2024  
MTD : 01-12-2025 To 02-12-2025

LMTD Sales  
1,280.10 L

MTD Sales  
1,185.49 L

Growth  
-7.39 %

A2A Growth  
-19.85 %

|                            |     |      |       |     |
|----------------------------|-----|------|-------|-----|
| A2A Growth% - Color Legend |     |      |       |     |
| <0                         | 0-5 | 5-10 | 10-20 | >20 |

| Product Manager | LMTD Sales L | MTD Sales L | Growth % | A2A LMTD Sales L | A2A MTD Sales L | A2A Growth % | Incentive |
|-----------------|--------------|-------------|----------|------------------|-----------------|--------------|-----------|
| BHARATH         | 31.35        | 64.63       | 106.1%   | 31.35            | 49.52           | 57.95%       | 250,000   |
| GOPINATH        | 27.96        | 69.91       | 150.0%   | 27.96            | 39.13           | 39.96%       | 250,000   |
| LAKHITHA        | 21.10        | 37.44       | 77.4%    | 21.10            | 24.78           | 17.44%       | 100,000   |
| RANJITHKUMAR.A  | 32.14        | 37.86       | 17.8%    | 32.02            | 36.49           | 13.98%       | 25,000    |
| GANESH          | 5.56         | 8.25        | 48.4%    | 5.56             | 5.41            | -2.64%       | 0         |
| FRANCISPRABHU.B | 18.91        | 20.41       | 8.0%     | 18.88            | 18.01           | -4.63%       | 0         |
| DURAIRAJ.T      | 381.68       | 387.99      | 1.7%     | 381.20           | 344.92          | -9.52%       | 0         |
| VIJAYVARMA      | 3.73         | 5.15        | 38.2%    | 3.73             | 3.10            | -16.72%      | 0         |
| AJITHKUMAR.K    | 21.71        | 22.71       | 4.6%     | 20.02            | 15.10           | -24.57%      | 0         |
| JEGANRAJ.S      | 67.94        | 56.63       | -16.7%   | 67.94            | 51.04           | -24.88%      | 0         |
| JAGADEESAN.M    | 290.51       | 224.25      | -22.8%   | 290.51           | 206.65          | -28.87%      | 0         |
| BALAJI.M        | 50.60        | 35.29       | -30.3%   | 50.60            | 31.96           | -36.84%      | 0         |
| OTHERS          | 6.54         | 4.56        | -30.3%   | 6.54             | 4.09            | -37.35%      | 0         |
| MURUGAN.K       | 320.37       | 210.42      | -34.3%   | 319.50           | 193.23          | -39.52%      | 0         |
| Total           | 1,280.10     | 1,185.49    | -7.4%    | 1,276.91         | 1,023.45        | -19.85%      | 625,000   |

| Product Manager<br>A2A % | VIJAYAWADA-01 | SOUTH ARCOT | TIRUPATI-01 | WEST-02 | SOUTH-03 | TRICHY-01 | SOUTH-01 | NORTH ARCOT | WEST-01 | CHENNAI-01 | CHENNAI-02 | Total   |
|--------------------------|---------------|-------------|-------------|---------|----------|-----------|----------|-------------|---------|------------|------------|---------|
| BHARATH                  | 118%          |             | 25%         |         |          |           |          |             |         |            |            | 57.95%  |
| GOPINATH                 | 12%           |             | 53%         |         |          |           |          |             |         |            |            | 39.96%  |
| LAKHITHA                 | 56%           |             | 5%          |         |          |           |          |             |         |            |            | 17.44%  |
| RANJITHKUMAR.A           |               | -34%        |             | 54%     | 76%      | 67%       | 41%      | 2%          | -2%     | -12%       | -70%       | 13.98%  |
| GANESH                   | 28%           |             | -16%        |         |          |           |          |             |         |            |            | -2.64%  |
| FRANCISPRABHU.B          | 564%          | 50%         | 99%         | -7%     | 96%      | 21%       | -42%     | -28%        | 7%      | -29%       | -59%       | -4.63%  |
| DURAIRAJ.T               |               | 43%         |             | 22%     | 15%      | 15%       | -4%      | 11%         | -31%    | -38%       | -43%       | -9.52%  |
| VIJAYVARMA               | -2%           |             | -22%        |         |          |           |          |             |         |            |            | -16.72% |
| AJITHKUMAR.K             |               | -26%        |             | 8%      | 18%      | -11%      | 14%      | -7%         | -19%    | -56%       | -62%       | -24.57% |
| JEGANRAJ.S               |               | 70%         |             | 14%     | -7%      | -35%      | -36%     | 3%          | -22%    | -54%       | -61%       | -24.88% |
| JAGADEESAN.M             |               | 49%         |             | -5%     | -24%     | -38%      | -21%     | -57%        | -29%    | -31%       | -58%       | -28.87% |
| BALAJI.M                 |               | 41%         |             | 2%      | -22%     | -31%      | -30%     | -43%        | -55%    | -51%       | -75%       | -36.84% |
| OTHERS                   | 302%          | -26%        | 19%         | -11%    | -28%     | -41%      | -50%     | -63%        | 27%     | -75%       | -69%       | -37.35% |
| MURUGAN.K                |               | 28%         |             | -35%    | -18%     | -17%      | -35%     | -59%        | -39%    | -55%       | -67%       | -39.52% |
| Total                    | 66%           | 36%         | 25%         | -2%     | -8%      | -13%      | -19%     | -25%        | -31%    | -43%       | -55%       | -19.85% |