



# Product Manager Inventive Report 06/09/2025 11:55 PM

Information:  
LMTD : 01-09-2024 To 06-09-2024  
MTD : 01-09-2025 To 06-09-2025

LMTD Sales 3,985.85 L      MTD Sales 3,798.62 L      Growth -4.70 %      A2A Growth -19.31 %

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 |
|-----------------|--------------|-------------|----------|------------------|-----------------|--------------|-----------|
| VIJAYVARMA      | 8.61         | 21.75       | 152.5%   | 8.64             | 14.48           | 67.57%       | 125,000   |
| RANJITHKUMAR.A  | 121.30       | 158.35      | 30.5%    | 121.11           | 140.17          | 15.74%       | 50,000    |
| FRANCISPRABHU.B | 47.27        | 60.80       | 28.6%    | 47.19            | 51.24           | 8.58%        | 0         |
| BALAJI.M        | 107.53       | 115.98      | 7.9%     | 106.89           | 99.44           | -6.97%       | 0         |
| DURAIRAJ.T      | 1,055.32     | 1,049.98    | -0.5%    | 1,038.34         | 927.19          | -10.70%      | 0         |
| JEGANRAJ.S      | 215.98       | 231.70      | 7.3%     | 215.40           | 192.16          | -10.79%      | 0         |
| GOPINATH        | 61.53        | 95.96       | 56.0%    | 61.53            | 52.66           | -14.41%      | 0         |
| AJITHKUMAR.K    | 52.47        | 41.67       | -20.6%   | 43.06            | 35.77           | -16.93%      | 0         |
| MURUGAN.K       | 1,129.24     | 984.95      | -12.8%   | 1,083.73         | 841.80          | -22.32%      | 0         |
| OTHERS          | 12.04        | 10.47       | -13.0%   | 11.99            | 8.44            | -29.67%      | 0         |
| BHARATH         | 125.10       | 161.25      | 28.9%    | 125.10           | 87.92           | -29.72%      | 0         |
| JAGADEESAN.M    | 974.30       | 773.38      | -20.6%   | 969.67           | 656.66          | -32.28%      | 0         |
| GANESH          | 17.02        | 20.13       | 18.3%    | 17.02            | 11.00           | -35.40%      | 0         |
| LAKHITHA        | 58.14        | 72.25       | 24.3%    | 58.14            | 34.27           | -41.07%      | 0         |
| Total           | 3,985.85     | 3,798.62    | -4.7%    | 3,907.84         | 3,153.20        | -19.31%      | 175,000   |

| Product Manager<br>A2A % | TRICHY-01 | VIJAYAWADA-01 | WEST-01 | SOUTH-03 | SOUTH-01 | CHENNAI-02 | CHENNAI-01 | SOUTH ARCOT | NORTH ARCOT | WEST-02 | TIRUPATI-01 | Total   |
|--------------------------|-----------|---------------|---------|----------|----------|------------|------------|-------------|-------------|---------|-------------|---------|
| VIJAYVARMA               |           | 342%          |         |          |          |            |            |             |             |         | 12%         | 67.57%  |
| RANJITHKUMAR.A           | 56%       |               | 41%     | 83%      | 1%       | -5%        | -30%       | -7%         | 9%          | 66%     |             | 15.74%  |
| FRANCISPRABHU.B          | 76%       | -18%          | 27%     | 74%      | 48%      | -33%       | -38%       | 31%         | -30%        | 10%     | 26%         | 8.58%   |
| BALAJI.M                 | -5%       |               | 16%     | 5%       | -22%     | 3%         | -8%        | -19%        | -9%         | -9%     |             | -6.97%  |
| DURAIRAJ.T               | 5%        |               | 12%     | -3%      | -16%     | -18%       | -18%       | -16%        | -4%         | -17%    |             | -10.70% |
| JEGANRAJ.S               | 2%        |               | -5%     | -12%     | -7%      | -33%       |            | -26%        | -4%         | -22%    |             | -10.79% |
| GOPINATH                 |           | -23%          |         |          |          |            |            |             |             |         | -12%        | -14.41% |
| AJITHKUMAR.K             | -3%       |               | 26%     | -8%      | -41%     | 2%         | -19%       | -35%        | -13%        | -29%    |             | -16.93% |
| MURUGAN.K                | 6%        |               | -12%    | -11%     | -10%     | -30%       | -34%       | -29%        | -52%        | -43%    |             | -22.32% |
| OTHERS                   | -38%      | 137%          | -12%    | -19%     | -42%     | -51%       | -37%       | -45%        | -33%        | -40%    | 115%        | -29.67% |
| BHARATH                  |           | -9%           |         |          |          |            |            |             |             |         | -35%        | -29.72% |
| JAGADEESAN.M             | -26%      |               | -28%    | -28%     | -27%     | -38%       | -31%       | -39%        | -41%        | -43%    |             | -32.28% |
| GANESH                   |           | -16%          |         |          |          |            |            |             |             |         | -39%        | -35.40% |
| LAKHITHA                 |           | -22%          |         |          |          |            |            |             |             |         | -46%        | -41.07% |
| Total                    | -1%       | -7%           | -7%     | -12%     | -16%     | -26%       | -26%       | -26%        | -27%        | -29%    | -30%        | -19.31% |