



Information:
LMTD : 01-09-2025 To 16-09-2025
MTD : 01-09-2026 To 16-09-2026

MTD Target
27,237.97 L

MTD Sales
21,654.60 L

Target Ach %
79.50 %

Achieved % - Color Legend					Earned % Definition			
< 50	50-70	70-90	90-100	100+	Target Achieved % + GP% Variance %			

	Sales - MTD			Gross Profit %			Incentive	
Regional Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
DURAIRAJ.T	8,926.82	6,784.07	76.00%	6.22%	7.72%	24.22%	100.21%	100,000
JAGADEESAN.M	6,643.97	5,826.58	87.70%	20.56%	19.99%	-2.80%	84.89%	0
MURUGAN.K	10,516.80	8,382.30	79.70%	16.09%	14.93%	-7.20%	72.51%	0
z_Not_Assigned	1,150.38	661.64	57.52%	46.62%	48.07%	3.09%	60.61%	0
Total	27,237.97	21,654.60	79.50%	15.59%	15.05%	-3.45%	76.05%	100,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	678.09	508.40	74.98%	4.50%	7.04%	56.49%	131.47%	50,000
GOPINATH	720.11	630.18	87.51%	5.64%	7.35%	30.47%	117.98%	50,000
SATHESKUMAR.L	3,805.87	3,648.52	95.87%	19.12%	20.49%	7.13%	103.00%	50,000
DURAIRAJ.T	7,577.14	5,534.79	73.05%	6.30%	8.03%	27.54%	100.58%	0
SAFIAHAMAD.K	535.26	388.93	72.66%	18.13%	21.98%	21.24%	93.91%	0
VASANTH.S	4,113.82	3,746.20	91.06%	16.42%	16.37%	-0.32%	90.75%	25,000
RANJITHKUMAR.A	1,075.28	755.67	70.28%	6.96%	8.23%	18.19%	88.47%	0
BHARATH	1,327.85	1,116.33	84.07%	15.66%	15.57%	-0.56%	83.51%	0
JEGANRAJ.S	771.25	687.07	89.08%	27.72%	23.43%	-15.48%	73.61%	0
BALAJI.M	279.63	221.43	79.19%	19.00%	15.82%	-16.72%	62.47%	0
FRANCISPRABHU.B	793.47	437.83	55.18%	63.26%	64.79%	2.41%	57.59%	0
VIJAYAN.K	3,171.70	2,357.42	74.33%	19.78%	16.20%	-18.12%	56.21%	0
GANESH	152.24	96.65	63.49%	26.52%	23.07%	-13.02%	50.47%	0
AKHIL.M	891.83	613.53	68.79%	14.55%	11.19%	-23.13%	45.66%	0
AJITHKUMAR.K	317.26	186.84	58.89%	24.35%	19.92%	-18.17%	40.73%	0
BALAMURALI.B	136.40	99.39	72.87%	27.64%	15.95%	-42.32%	30.55%	0
LAKHITHA	758.72	362.44	47.77%	18.03%	13.32%	-26.15%	21.62%	0
VIJAYVARMA	132.08	108.44	82.11%	10.52%	3.88%	-63.17%	18.94%	0
OTHERS	0.00	154.55	0.00%	3.81%	-5.34%	-240.08%	-240.08%	0
Total	27,237.97	21,654.60	79.50%	15.59%	15.05%	-3.45%	76.05%	175,000

TN - Achieved %	NORTH ARCOT	CHENNAI-01	TRICHY-01	SOUTH-03	SOUTH ARCOT	WEST-02	CHENNAI-02	WEST-03	SOUTH-01	WEST-01	Total
SATHESKUMAR.L	110%	106%	101%	89%	102%	99%	96%	80%	92%	77%	96%
VASANTH.S	113%	91%	106%	108%	84%	109%	79%	118%	77%	67%	91%
JEGANRAJ.S	84%	88%	99%	94%	95%	94%	80%	78%	96%	67%	89%
BALAJI.M	90%	83%	96%	54%	81%	90%	83%	90%	74%	97%	80%
VIJAYAN.K	76%	81%	80%	79%	73%	78%	75%	59%	72%	56%	74%
DURAIRAJ.T	81%	82%	70%	71%	74%	73%	73%	74%	62%	82%	73%
SAFIAHAMAD.K	82%	82%	78%	69%	69%	66%	85%	49%	68%	76%	73%
RANJITHKUMAR.A	74%	63%	77%	78%	85%	59%	79%	62%	61%	83%	70%
AJITHKUMAR.K	56%	76%	44%	51%	48%	57%	62%	37%	63%	66%	59%
FRANCISPRABHU.B	71%	57%	42%	76%	53%	31%	39%	41%	78%	34%	56%
Total	87%	87%	85%	83%	80%	80%	77%	75%	73%	72%	80%



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27,237.97 L

MTD Sales
21,654.60 L

Target Ach %
79.50 %

ROTN-Achieved %	TIRUPATI-01	VIJAYAWAD A-01	KL-NORTH	KL-CENTRAL	KL-SOUTH	HYDERABAD -01	Total
GOPINATH	86%	91%				45%	88%
BHARATH	98%	75%				38%	84%
VIJAYVARMA	90%	80%				38%	82%
RIJURAJ.K			77%	103%	64%		75%
BALAMURALI.B			83%	73%	55%		73%
AKHIL.M			80%	54%	58%		69%
GANESH	63%	65%				35%	63%
FRANCISPRABHU.B	73%	44%	36%	50%	38%	30%	50%
LAKHITHA	52%	45%				22%	48%
Total	82%	70%	78%	67%	59%	36%	73%