



Information:
LMTD : 01-09-2025 To 18-09-2025
MTD : 01-09-2026 To 18-09-2026

MTD Target
30,642.74 L

MTD Sales
23,800.73 L

Target Ach %
77.67 %

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	11,316.97	8,361.26	73.88%	6.15%	7.59%	23.35%	97.23%	50,000
JAGADEESAN.M	5,882.85	5,156.69	87.66%	18.40%	19.34%	5.14%	92.80%	50,000
PRAKASH.T.R	1,831.98	1,403.02	76.58%	24.81%	22.46%	-9.51%	67.08%	0
MURUGAN.K	10,718.28	8,400.45	78.37%	18.03%	15.71%	-12.90%	65.47%	0
z_Not_Assigned	892.66	479.31	53.70%	63.10%	64.39%	2.04%	55.73%	0
Total	30,642.74	23,800.73	77.67%	15.42%	15.02%	-2.61%	75.06%	100,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	762.85	550.86	72.21%	4.56%	7.06%	55.01%	127.22%	50,000
GOPINATH	810.12	704.25	86.93%	5.65%	7.30%	29.32%	116.25%	50,000
SATHESKUMAR.L	4,281.61	3,970.10	92.72%	18.67%	20.52%	9.90%	102.63%	50,000
DURAIRAJ.T	8,524.29	6,175.65	72.45%	6.28%	7.96%	26.69%	99.14%	0
SAFIAHAMAD.K	602.17	420.49	69.83%	18.53%	21.96%	18.49%	88.32%	0
VASANTH.S	4,628.05	4,096.85	88.52%	16.59%	16.44%	-0.89%	87.63%	0
RANJITHKUMAR.A	1,209.69	827.40	68.40%	7.17%	8.31%	15.98%	84.38%	0
BHARATH	1,493.83	1,225.61	82.04%	15.67%	15.76%	0.59%	82.64%	0
JEGANRAJ.S	867.66	746.58	86.05%	27.77%	23.51%	-15.33%	70.72%	0
BALAJI.M	314.59	239.52	76.14%	18.98%	15.93%	-16.08%	60.06%	0
VIJAYAN.K	3,568.16	2,574.70	72.16%	19.59%	16.33%	-16.63%	55.53%	0
FRANCISPRABHU.B	892.66	476.04	53.33%	63.29%	64.68%	2.20%	55.53%	0
GANESH	171.26	104.38	60.95%	26.59%	23.24%	-12.61%	48.34%	0
AKHIL.M	1,003.31	679.47	67.72%	14.78%	11.32%	-23.36%	44.36%	0
AJITHKUMAR.K	356.91	203.70	57.07%	24.61%	20.01%	-18.69%	38.38%	0
VIJAYVARMA	148.58	126.22	84.95%	10.22%	4.53%	-55.64%	29.31%	0
BALAMURALI.B	153.45	108.72	70.85%	27.71%	15.19%	-45.20%	25.65%	0
LAKHITHA	853.56	385.14	45.12%	18.01%	13.57%	-24.66%	20.46%	0
OTHERS	0.00	185.05	0.00%	1.36%	-4.15%	-405.38%	-405.38%	0
Total	30,642.74	23,800.73	77.67%	15.42%	15.02%	-2.61%	75.06%	150,000

TN - Achieved %	CHENNAI-01	NORTH ARCOT	TRICHY-01	SOUTH ARCOT	SOUTH-03	WEST-02	CHENNAI-02	WEST-03	SOUTH-01	WEST-01	Total
SATHESKUMAR.L	104%	106%	98%	101%	85%	95%	92%	78%	89%	76%	93%
VASANTH.S	90%	108%	101%	82%	102%	102%	80%	113%	75%	66%	89%
JEGANRAJ.S	86%	82%	95%	94%	89%	91%	78%	75%	92%	67%	86%
BALAJI.M	80%	86%	93%	82%	51%	82%	75%	85%	74%	90%	76%
DURAIRAJ.T	81%	79%	69%	75%	69%	72%	74%	73%	61%	80%	72%
VIJAYAN.K	79%	73%	78%	74%	74%	78%	74%	55%	70%	56%	72%
SAFIAHAMAD.K	80%	78%	74%	66%	65%	62%	80%	48%	67%	72%	70%
RANJITHKUMAR.A	60%	69%	74%	83%	73%	60%	77%	60%	62%	79%	68%
AJITHKUMAR.K	71%	54%	44%	47%	50%	54%	59%	37%	66%	63%	57%
FRANCISPRABHU.B	56%	68%	40%	53%	73%	30%	39%	40%	76%	33%	55%
Total	85%	84%	83%	80%	79%	77%	77%	73%	72%	70%	78%



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MTD Target
30,642.74 L

MTD Sales
23,800.73 L

Target Ach %
77.67 %

ROTN-Achieved %	TIRUPATI-01	VIJAYAWAD A-01	KL-NORTH	KL-CENTRAL	KL-SOUTH	HYDERABAD -01	Total
GOPINATH	83%	94%				41%	87%
VIJAYVARMA	96%	80%				36%	85%
BHARATH	96%	73%				38%	82%
RIJURAJ.K			74%	96%	63%		72%
BALAMURALI.B			82%	71%	52%		71%
AKHIL.M			79%	52%	57%		68%
GANESH	61%	62%				32%	61%
FRANCISPRABHU.B	70%	42%	33%	48%	38%	27%	48%
LAKHITHA	50%	42%				23%	45%
Total	80%	68%	76%	64%	58%	35%	71%