



Information:
LMTD : 01-09-2025 To 19-09-2025
MTD : 01-09-2026 To 19-09-2026

MTD Target
32,345.09 L

MTD Sales
25,120.59 L

Target Ach %
77.66 %

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
JAGADEESAN.M	6,209.67	5,424.68	87.36%	18.23%	19.37%	6.24%	93.60%	50,000
DURAIRAJ.T	11,945.69	8,844.47	74.04%	6.30%	7.51%	19.12%	93.16%	50,000
PRAKASH.T.R	1,933.76	1,473.78	76.21%	24.30%	22.42%	-7.74%	68.48%	0
MURUGAN.K	11,313.73	8,872.54	78.42%	18.07%	15.80%	-12.56%	65.86%	0
z_Not_Assigned	942.25	505.13	53.61%	62.75%	64.30%	2.46%	56.07%	0
Total	32,345.09	25,120.59	77.66%	15.15%	15.02%	-0.87%	76.80%	100,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	805.23	591.69	73.48%	4.64%	7.02%	51.13%	124.61%	50,000
GOPINATH	855.13	741.45	86.71%	5.74%	7.28%	26.74%	113.44%	50,000
SATHESKUMAR.L	4,519.47	4,176.12	92.40%	18.47%	20.54%	11.23%	103.63%	50,000
DURAIRAJ.T	8,997.85	6,531.47	72.59%	6.48%	7.90%	21.97%	94.56%	0
VASANTH.S	4,885.16	4,333.49	88.71%	16.61%	16.55%	-0.36%	88.35%	0
SAFIAHAMAD.K	635.63	444.58	69.94%	18.73%	21.93%	17.08%	87.03%	0
BHARATH	1,576.82	1,281.81	81.29%	15.67%	15.85%	1.15%	82.44%	0
RANJITHKUMAR.A	1,276.89	877.23	68.70%	7.22%	8.21%	13.62%	82.32%	0
JEGANRAJ.S	915.86	781.80	85.36%	27.41%	23.50%	-14.24%	71.12%	0
GANESH	180.78	108.70	60.13%	21.41%	23.08%	7.81%	67.94%	0
BALAJI.M	332.06	253.15	76.24%	18.92%	16.00%	-15.44%	60.79%	0
FRANCISPRABHU.B	942.25	501.76	53.25%	62.93%	64.58%	2.62%	55.87%	0
VIJAYAN.K	3,766.39	2,711.24	71.99%	19.64%	16.38%	-16.58%	55.41%	0
AJITHKUMAR.K	376.74	213.79	56.75%	21.96%	20.09%	-8.52%	48.22%	0
AKHIL.M	1,059.05	730.42	68.97%	14.76%	11.28%	-23.55%	45.42%	0
VIJAYVARMA	156.84	132.78	84.66%	10.38%	4.97%	-52.16%	32.50%	0
BALAMURALI.B	161.97	114.84	70.90%	27.78%	15.08%	-45.72%	25.18%	0
LAKHITHA	900.98	407.97	45.28%	18.01%	13.70%	-23.94%	21.34%	0
OTHERS	0.00	186.31	0.00%	1.51%	-5.53%	-467.07%	-467.07%	0
Total	32,345.09	25,120.59	77.66%	15.15%	15.02%	-0.87%	76.80%	150,000

TN - Achieved %	CHENNAI-01	NORTH ARCOT	TRICHY-01	SOUTH-03	SOUTH ARCOT	CHENNAI-02	WEST-02	WEST-03	SOUTH-01	WEST-01	Total
SATHESKUMAR.L	105%	104%	97%	86%	101%	93%	93%	77%	87%	75%	92%
VASANTH.S	93%	106%	99%	103%	84%	82%	100%	110%	74%	66%	89%
JEGANRAJ.S	87%	82%	94%	88%	95%	78%	91%	74%	90%	66%	85%
BALAJI.M	80%	86%	93%	51%	84%	75%	82%	82%	74%	90%	76%
DURAIRAJ.T	82%	79%	69%	71%	76%	75%	71%	73%	61%	80%	73%
VIJAYAN.K	78%	72%	77%	77%	74%	74%	78%	55%	69%	55%	72%
SAFIAHAMAD.K	82%	77%	73%	65%	66%	84%	61%	47%	67%	73%	70%
RANJITHKUMAR.A	59%	69%	75%	76%	85%	78%	58%	60%	63%	78%	69%
AJITHKUMAR.K	71%	53%	44%	50%	47%	59%	54%	37%	65%	63%	57%
FRANCISPRABHU.B	56%	67%	40%	74%	53%	39%	30%	40%	75%	34%	54%
Total	86%	84%	82%	81%	81%	78%	77%	72%	71%	70%	78%



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MTD Target
32,345.09 L

MTD Sales
25,120.59 L

Target Ach %
77.66 %

ROTN-Achieved %	TIRUPATI-01	VIJAYAWAD A-01	KL-NORTH	KL-CENTRAL	KL-SOUTH	HYDERABAD -01	Total
GOPINATH	83%	93%				38%	87%
VIJAYVARMA	97%	78%				35%	85%
BHARATH	95%	72%				36%	81%
RIJURAJ.K			75%	105%	64%		73%
BALAMURALI.B			83%	70%	51%		71%
AKHIL.M			81%	53%	58%		69%
GANESH	61%	60%				30%	60%
FRANCISPRABHU.B	69%	42%	33%	47%	39%	27%	48%
LAKHITHA	50%	43%				24%	45%
Total	79%	68%	77%	66%	59%	33%	71%