



Information:
LMTD : 01-09-2025 To 22-09-2025
MTD : 01-09-2026 To 22-09-2026

MTD Target
37,452.22 L

MTD Sales
28,307.73 L

Target Ach %
75.58 %

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	7,190.14	6,125.39	85.19%	18.17%	19.57%	7.65%	92.85%	50,000
DURAIRAJ.T	13,831.85	10,064.73	72.76%	6.31%	7.44%	17.87%	90.63%	50,000
MURUGAN.K	13,100.11	9,892.39	75.51%	17.31%	15.99%	-7.64%	67.88%	0
PRAKASH.T.R	2,239.09	1,655.56	73.94%	24.34%	22.46%	-7.73%	66.21%	0
z_Not_Assigned	1,091.02	569.66	52.21%	62.10%	64.20%	3.37%	55.58%	0
Total	37,452.22	28,307.73	75.58%	14.94%	15.07%	0.89%	76.48%	100,000

	Sales - MTD			Gross Profit %			Incentive	
Product Manager	Target	Achieved	Achieved %	LMTD	MTD	Variance %	Earned %	Earned
RIJURAJ.K	932.37	656.76	70.44%	4.71%	7.03%	49.26%	119.71%	50,000
GOPINATH	990.15	858.33	86.69%	5.91%	7.20%	21.83%	108.52%	50,000
SATHESKUMAR.L	5,233.07	4,724.65	90.28%	18.42%	20.69%	12.34%	102.62%	50,000
VASANTH.S	5,656.50	4,738.23	83.77%	15.04%	16.81%	11.74%	95.51%	25,000
DURAIRAJ.T	10,418.57	7,422.06	71.24%	6.53%	7.82%	19.69%	90.93%	0
RANJITHKUMAR.A	1,478.50	1,003.01	67.84%	7.28%	8.34%	14.60%	82.44%	0
BHARATH	1,825.79	1,418.36	77.68%	15.89%	16.14%	1.57%	79.26%	0
SAFIAHAMAD.K	735.99	494.23	67.15%	19.87%	22.02%	10.84%	77.99%	0
JEGANRAJ.S	1,060.47	878.55	82.85%	26.79%	23.54%	-12.13%	70.71%	0
GANESH	209.32	123.34	58.92%	22.15%	23.01%	3.88%	62.80%	0
BALAJI.M	384.49	285.88	74.35%	18.59%	16.14%	-13.19%	61.17%	0
VIJAYAN.K	4,361.09	3,077.57	70.57%	19.37%	16.56%	-14.50%	56.07%	0
FRANCISPRABHU.B	1,091.02	565.96	51.87%	62.25%	64.46%	3.55%	55.43%	0
AJITHKUMAR.K	436.23	240.56	55.15%	20.59%	20.28%	-1.50%	53.64%	0
AKHIL.M	1,226.27	826.88	67.43%	15.03%	11.47%	-23.71%	43.73%	0
VIJAYVARMA	181.60	174.76	96.23%	11.19%	4.75%	-57.60%	38.64%	0
BALAMURALI.B	187.55	132.58	70.69%	27.75%	15.36%	-44.64%	26.05%	0
LAKHITHA	1,043.24	459.76	44.07%	17.50%	14.00%	-20.02%	24.05%	0
OTHERS	0.00	226.27	0.00%	1.46%	-4.32%	-396.07%	-396.07%	0
Total	37,452.22	28,307.73	75.58%	14.94%	15.07%	0.89%	76.48%	175,000

TN - Achieved %	CHENNAI-01	NORTH ARCOT	TRICHY-01	SOUTH ARCOT	SOUTH-03	CHENNAI-02	WEST-03	WEST-02	WEST-01	SOUTH-01	Total
SATHESKUMAR.L	103%	101%	94%	96%	83%	92%	79%	90%	79%	84%	90%
VASANTH.S	91%	100%	91%	78%	94%	80%	107%	91%	64%	69%	84%
JEGANRAJ.S	86%	80%	90%	93%	83%	76%	75%	88%	67%	85%	83%
BALAJI.M	81%	78%	89%	81%	48%	78%	86%	81%	81%	71%	75%
DURAIRAJ.T	81%	77%	67%	75%	70%	73%	76%	70%	76%	60%	71%
VIJAYAN.K	81%	72%	74%	70%	73%	73%	60%	75%	54%	65%	71%
RANJITHKUMAR.A	60%	70%	74%	83%	75%	84%	62%	55%	75%	59%	68%
SAFIAHAMAD.K	81%	75%	69%	65%	60%	81%	46%	58%	72%	63%	67%
AJITHKUMAR.K	67%	51%	43%	46%	51%	58%	37%	53%	60%	63%	55%
FRANCISPRABHU.B	55%	66%	38%	51%	71%	39%	40%	29%	35%	72%	53%
Total	86%	81%	78%	78%	77%	77%	74%	74%	69%	68%	76%



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37,452.22 L

MTD Sales
28,307.73 L

Target Ach %
75.58 %

ROTN-Achieved %	TIRUPATI-01	VIJAYAWAD A-01	KL-NORTH	KL-CENTRAL	KL-SOUTH	HYDERABAD -01	Total
VIJAYVARMA	115%	85%				39%	96%
GOPINATH	83%	92%				60%	87%
BHARATH	90%	70%				34%	78%
BALAMURALI.B			83%	69%	50%		71%
RIJURAJ.K			71%	113%	62%		70%
AKHIL.M			80%	55%	55%		67%
GANESH	60%	59%				30%	59%
FRANCISPRABHU.B	65%	41%	32%	45%	40%	28%	46%
LAKHITHA	48%	42%				25%	44%
Total	77%	67%	75%	69%	56%	38%	70%