

Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

	From Date: 01-Oct-2025 To Date : 12-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	4,671	519	350	11.11%	67.44%	LH
CHENNAI-02	4,102	671	471	16.36%	70.19%	LH
KL-SOUTH	356	23	15	6.46%	65.22%	LH
NORTH ARCOT	3,577	514	266	14.37%	51.75%	LH
SOUTH ARCOT	3,144	309	203	9.83%	65.70%	LH
SOUTH-01	7,142	1,475	1,016	20.65%	68.88%	LH
SOUTH-03	5,832	571	317	9.79%	55.52%	LH
TIRUPATI-01	3,450	693	532	20.09%	76.77%	LH
TRICHY-01	4,981	684	603	13.73%	88.16%	LH
VIJAYAWADA-01	4,010	1,028	903	25.64%	87.84%	LH
WEST-01	3,534	943	826	26.69%	87.59%	LH
WEST-02	4,571	650	477	14.22%	73.38%	LH
Total	49,370	8,080	5,979	16.37%	74.00%	LH

CH03 9 x 66 LH	CGL1 10 x 85 LH	CH45 4 x 33 LA	GUD1 15 x 73 LH	GUD2 1 x 100 LH	MC10 4 x 50 LA	MRM1 19 x 58 LH	SKL1 3 x 75 LH	TKM1 8 x 75 LH
CH05 12 x 73 LH	AVD1 9 x 80 LH	CH05 16 x 64 LH	CH14 12 x 68 LH	CH26 9 x 100 LH	CH30 6 x 89 LH	CH35 8 x 70 LH	CH37 24 x 80 LH	
CH06 9 x 74 LH	CH08 15 x 65 LH	CH11 8 x 91 LH	CH16 4 x 73 LH	CH19 11 x 83 LH	CH29 5 x 100 LH	CH39 28 x 68 LH	CH40 2 x 100 LH	CH42 3 x 100 LH
CH08 16 x 58 LH	CH07 4 x 75 LH	CH22 16 x 24 LL	CH28 40 x 73 LH	CH38 8 x 0 LL	CH48 10 x 42 LA	KNR1 11 x 67 LH	MC02 0 x NaN LL	MC09 14 x 100 LH

CH01 12 x 74 LH	CH03 6 x 83 LH		CH06 5 x 43 LA		CH12 27 x 64 LH		CH23 20 x 100 LH		CH24 16 x 86 LH		MC06 0 x NaN LL					
CH04 18 x 66 LH	CH21 34 x 66 LH		CH34 16 x 64 LH		CH44 14 x 43 LA		GPD1 36 x 85 LH		MC05 2 x 100 LH		MJR1 18 x 63 LH		PON1 15 x 56 LH		UKI1 2 x 100 LH	
CH07 22 x 69 LH	CH01 90 x 100 HH		CH15 26 x 46 LA		CH17 19 x 100 LH		CH18 15 x 76 LH		CH27 8 x 100 LH		CH32 24 x 100 LH		CH36 0 x NaN LL		CH43 41 x 89 LH	
CH09 12 x 77 LH	CH09 5 x 100 LH		CH20 18 x 65 LH		CH31 4 x 100 LH		CH33 7 x 100 LH		CH41 20 x 63 LH		CH46 13 x 100 LH		CH51 NaN x NaN LL			

TVP1 6 x 65 LH	KLR1 0 x NaN LL	NYK1 NaN x NaN LL	PAS1 9 x 38 LA	PNL1 NaN x NaN LL	TVP1 8 x 80 LH
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NA01 26 x 47 LA		AKM1 59 x 21 AL	ANI1 3 x 100 LH	ARC2 1 x 100 LH	CYR1 7 x 100 LH	KPM1 9 x 82 LH	KPM2 46 x 58 LH	WJD1 13 x 68 LH	WJP1 11 x 50 LA		
NA02 10 x 53 LH		ABR1 7 x 70 LH	CGM1 1 x 100 LH	GDM1 19 x 40 LA	PLR1 5 x 100 LH	TRR1 8 x 44 LA	VEL1 15 x 65 LH	VEL2 15 x 46 LA	VEL3 NaN x NaN LL	VNB1 2 x 50 LA	
NA03 7 x 68 LH		BGR1 9 x 78 LH	CPT1 3 x 75 LH	PTU1 8 x 75 LH	SBR1 0 x NaN LL	SLG1 6 x 38 LA	TRL1 7 x 100 LH	TRT1 5 x 25 LL	UGI1 21 x 81 LH	VSI1 12 x 50 LA	

Region	SOUTH ARCOT	MTD		LCE 9.83%		LCR 65.70%		LH
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Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
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SA01 13 x 55 LH	CUD1 22 x 48 LA		KLM1 10 x 44 LA		MKM1 1 x 100 LH		POY1 9 x 77 LH		POY2 10 x 67 LH		
SA02 10 x 85 LH	CDM1 35 x 86 LH	KKI2 14 x 68 LH	KML1 2 x 100 LH	NVL2 7 x 83 LH	PRT1 9 x 100 LH	STP1 4 x 100 LH	ULP1 1 x 100 LH	VCM1 10 x 100 LH			
SA03 6 x 58 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 6 x 56 LH	TRK1 16 x 41 LA	TVM1 6 x 100 LH	TVM2 0 x NaN LL	VPM1 20 x 91 LH	VPM2 1 x 100 LH			

RegionSOUTH-01 MTD | LCE 20.65% | LCR 68.88% | LH

KVT1 20 x 59 LH	KVT1 8 x 62 LH	KYR1 4 x 60 LH	PKD1 42 x 35 LA	RND1 37 x 77 LH	SKD1 12 x 46 LA	SNL1 14 x 58 LH	STU2 28 x 90 LH	VKM1 14 x 71 LH
NGR1 13 x 66 LH	COL1 17 x 43 LA	KGL1 14 x 75 LH	KSM1 6 x 50 LA	MAR1 17 x 94 LH	MMT1 8 x 50 LA	NGR1 16 x 62 LH	TKY1 4 x 14 LL	
TKS1 22 x 83 LH	PDI1 9 x 60 LH	RPM1 17 x 85 LH	SDI1 16 x 62 LH	SGT1 10 x 62 LH	TKS1 15 x 71 LH	TKS2 45 x 92 LH		
TUT1 19 x 65 LH	ERL1 ∞ x 100 HH	ERL2 27 x 62 LH	TCN1 13 x 64 LH	TUT1 15 x 62 LH	TUT2 14 x 55 LH	TYI1 17 x 73 LH	UDN1 59 x 75 AH	
TVL1 31 x 82 LH	ARM1 14 x 77 LH	ASM1 32 x 83 LH	TVL1 38 x 86 LH	TVL2 32 x 100 LH	VLY1 15 x 32 LA			
VNR1 20 x 51 LH	APK1 29 x 73 LH	APK2 26 x 53 LH	SVK1 10 x 47 LA	VNR1 37 x 44 LA	VNR2 15 x 40 LA			

RegionSOUTH-03 MTD | LCE 9.79% | LCR 55.52% | LH

DGL1 6 x 91 LH	DGL1 2 x 100 LH		DGL2 4 x 100 LH		MDU1 8 x 97 LH		MDU5 10 x 100 LH		MPA1 5 x 100 LH		NTM1 9 x 67 LH		PNI1 14 x 67 LH	
KKD2 2 x 85 LH	ATG1 1 x 100 LH	DKI1 1 x 50 LA	KKD2 9 x 100 LH	KKD3 0 x NaN LL	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 7 x 89 LH	SGP1 0 x NaN LL	TDI1 2 x 100 LH	TPT1 1 x 50 LA				
KRR1 5 x 100 LH	KRR1 7 x 100 LH						ODM1 1 x 100 LH							
MDU2 18 x 39 LA	ADP1 0 x NaN LL	BNR1 13 x 82 LH	CBM1 4 x 33 LA	CMR1 19 x 88 LH	MDU2 10 x 80 LH	MDU3 2 x 100 LH	MDU4 7 x 50 LA	MDU6 58 x 22 AL	TEN1 5 x 86 LH	TEN2 3 x 75 LH				
SVG1 12 x 62 LH	BTU1 23 x 68 LH	KPT1 4 x 67 LH	KYK1 1 x 100 LH	MLR1 2 x 100 LH	NKI1 4 x 50 LA	PKM1 40 x 71 LH	SVG1 4 x 100 LH	TMM1 17 x 63 LH	USL1 18 x 30 LA					

RegionTIRUPATI-01 MTD | LCE 20.09% | LCR 76.77% | LH

ATP1 26 x 90 LH	ADI1 23 x 56 LH		ATP1 11 x 91 LH		DHN1 8 x 100 LH		GTL1 0 x NaN LL		HPR1 NaN x NaN LL		KNL1 63 x 99 HH		KNL2 13 x 87 LH		NDL1 15 x 75 LH		TPI1 94 x 96 HH							
KDA1 3 x 65 LH	BVL1 2 x 100 LH			KDA1 5 x 100 LH			KOU1 2 x 100 LH			MPL1 3 x 33 LA			PDT1 1 x 100 LH			PIL1 0 x NaN LL			RCY1 0 x NaN LL			RJP1 13 x 44 LA		
TPY1 26 x 70 LH	CTO1 1 x 100 LH		KHT1 35 x 81 LH		KVL1 15 x 41 LA		NLR1 19 x 83 LH		NYP1 23 x 77 LH		PGR1 28 x 93 LH		PMR1 38 x 98 LH		PUT1 14 x 58 LH		SPE1 24 x 81 LH		TPY1 43 x 40 LA		TPY2 34 x 54 LH		VKI1 48 x 98 LH	

RegionTRICHY-01 MTD | LCE 13.73% | LCR 88.16% | LH

KUM1 9 x 87 LH	JKM1 1 x 100 LH	KUM1 9 x 92 LH	MVM1 16 x 83 LH	NCK1 39 x 83 LH	TVR1 6 x 100 LH	TVR2 2 x 100 LH	
PTK1 18 x 87 LH	APM1 29 x 65 LH	MDI1 38 x 94 LH	NGT1 4 x 75 LH	NMM1 26 x 91 LH	PTK1 7 x 92 LH	TTP1 6 x 67 LH	
TNJ1 22 x 89 LH	AYR1 22 x 100 LH	KIK1 11 x 79 LH	KRN1 10 x 82 LH	ORU1 9 x 73 LH	PDK1 89 x 95 HH	TNJ1 12 x 82 LH	TNJ2 23 x 86 LH



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TRY1 8 x 88 LH	MSI1 5 x 83 LH	PBR1 9 x 88 LH	PBR2 11 x 66 LH	TRY1 6 x 100 LH	TRY2 34 x 90 LH	TRY3 3 x 100 LH	TYR1 3 x 100 LH	
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Region VIJAYAWADA-01 MTD | LCE 25.64% | LCR 87.84% | LH

BVR1 37 x 95 LH	AMP1 22 x 83 LH	BVR1 79 x 96 HH	DPE1 0 x NaN LL	ELU1 56 x 97 AH	JGG1 19 x 92 LH	KND1 40 x 97 LH	NPR1 0 x NaN LL	PAP1 60 x 84 AH	PPM1 113 x 99 HH	RMV1 25 x 100 LH	TDD1 12 x 71 LH	TNI1 1 x 100 LH	TNK1 2 x 100 LH
GNT1 22 x 86 LH	BPP1 2 x 100 LH	CKT1 90 x 96 HH	CRL1 16 x 91 LH	GNT1 2 x 100 LH	GNT2 4 x 100 LH	KDR1 4 x 100 LH	NRT1 1 x 100 LH	OGL1 93 x 88 HH	PNR1 36 x 33 LA	PRL1 3 x 50 LA	RAL1 9 x 73 LH	VKN1 0 x NaN LL	
VJW1 17 x 73 LH	GDV1 1 x 100 LH	GVM1 21 x 63 LH	JPT1 25 x 21 LL	MTM1 13 x 40 LA	TEL1 16 x 68 LH	TVU1 46 x 95 LH	VJW1 11 x 100 LH	VJW2 0 x NaN LL	VJW3 12 x 88 LH	VJW4 38 x 80 LH	VJW5 17 x 71 LH	VUY1 4 x 100 LH	

Region WEST-01 MTD | LCE 26.69% | LCR 87.59% | LH

CBE1 22 x 94 LH	CBE1 16 x 83 LH	CBE2 16 x 99 LH	CBE3 4 x 100 LH	CBE4 16 x 95 LH	CBE5 6 x 100 LH	CBE6 70 x 99 HH	KMR1 29 x 80 LH	SNR1 14 x 100 LH	SUL1 30 x 100 LH	
PLI1 14 x 85 LH	DPM2 2 x 100 LH		KGM1 14 x 93 LH		PDM1 8 x 83 LH		PLI1 28 x 81 LH		UMP1 5 x 100 LH	
TPR1 35 x 89 LH	TPR1 29 x 64 LH			TPR2 12 x 100 LH			TPR3 76 x 100 HH			
TPR4 69 x 84 HH	ANR1 20 x 89 LH		AVI1 107 x 98 HH	GBM1 127 x 74 HH		PPI1 87 x 87 HH		SYM2 10 x 73 LH		TPR4 20 x 53 LH
UAM1 6 x 76 LH	CNR1 18 x 67 LH		GDR1 5 x 100 LH		KGI1 0 x NaN LL	KMD1 2 x 100 LH		MPM1 10 x 69 LH		UAM1 2 x 100 LH

Region WEST-02 MTD | LCE 14.22% | LCR 73.38% | LH

ERD1 26 x 77 LH	CMI1 8 x 44 LA	ERD1 27 x 79 LH	ERD2 16 x 89 LH	KMM1 12 x 40 LA	NKL2 22 x 81 LH	PDR1 25 x 79 LH	RSP1 18 x 52 LH	SGG1 45 x 43 LA	TCG1 5 x 100 LH	VKL1 126 x 93 HH
HSR1 8 x 67 LH	HSR1 12 x 92 LH	HSR2 16 x 63 LH	KRI1 16 x 100 LH	KVP1 1 x 100 LH	PLC1 2 x 67 LH		PMP1 8 x 18 LL		SGI1 0 x NaN LL	
MTR1 8 x 78 LH	BMD1 6 x 100 LH	DPR1 5 x 100 LH	DPR2 14 x 44 LA	HRR1 22 x 100 LH	MCR1 9 x 73 LH	MTR1 2 x 100 LH		OML1 10 x 71 LH		TRM1 4 x 50 LA
SLM1 12 x 67 LH	APN1 39 x 42 LA	ATU1 11 x 65 LH	EDP1 5 x 100 LH	EPI1 2 x 100 LH	SLM1 17 x 81 LH	SLM2 12 x 85 LH		SLM3 3 x 50 LA		VPD1 11 x 56 LH