

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-Nov-2025 To Date : 13-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	4,602	438	263	9.52%	60.05%	LH
CHENNAI-02	4,199	594	380	14.15%	63.97%	LH
KL-SOUTH	456	24	15	5.27%	62.50%	LH
NORTH ARCOT	3,336	406	234	12.17%	57.64%	LH
SOUTH ARCOT	3,122	244	108	7.82%	44.26%	LA
SOUTH-01	6,411	896	608	13.98%	67.86%	LH
SOUTH-03	4,883	344	218	7.04%	63.37%	LH
TIRUPATI-01	2,035	682	584	33.51%	85.63%	LH
TRICHY-01	4,606	360	254	7.82%	70.56%	LH
VIJAYAWADA-01	2,078	1,104	991	53.14%	89.76%	AH
WEST-01	3,571	514	398	14.39%	77.43%	LH
WEST-02	3,954	510	359	12.90%	70.39%	LH
Total	43,253	6,116	4,412	14.14%	72.14%	LH

CHENNAI-02 MTD LCE 14.15% LCR 63.97% LH														
CH01 12 x 81 LH	CH03 13 x 74 LH			CH06 4 x 100 LH		CH12 21 x 78 LH		CH23 12 x 90 LH		CH24 10 x 94 LH		MC06 2 x 100 LH		
CH04 17 x 57 LH	CH21 35 x 51 LH		CH34 20 x 54 LH		CH44 21 x 67 LH		GPD1 21 x 70 LH		MC05 2 x 100 LH		MJR1 10 x 43 LA	PON1 15 x 71 LH	UKI1 1 x 100 LH	
CH07 15 x 55 LH	CH01 174 x 100 HH		CH15 26 x 39 LA		CH17 3 x 100 LH		CH18 18 x 62 LH		CH27 5 x 100 LH		CH32 6 x 100 LH		CH36 3 x 100 LH	CH43 11 x 65 LH
CH09 10 x 74 LH	CH09 7 x 80 LH			CH20 14 x 77 LH		CH31 8 x 100 LH		CH33 4 x 88 LH		CH41 17 x 60 LH		CH46 9 x 78 LH		

Region	NORTH ARCOT MTD LCE 12.17% LCR 57.64% LH									
NA01 17 x 39 LA	AKM1 13 x 41 LA	ANI1 6 x 50 LA	ARC2 2 x 100 LH	CYR1 6 x 100 LH	KPM1 11 x 33 LA	KPM2 38 x 30 LA	WJD1 10 x 72 LH	WJP1 6 x 50 LA		
NA02 13 x 76 LH	ABR1 3 x 100 LH	CGM1 1 x 100 LH	GDM1 5 x 80 LH	PLR1 3 x 100 LH	TRR1 2 x 80 LH	VEL1 32 x 62 LH	VEL2 44 x 79 LH	VNB1 1 x 100 LH		
NA03 6 x 82 LH	BGR1 10 x 88 LH	CPT1 1 x 100 LH	PTU1 2 x 0 LL	SBR1 1 x 100 LH	SLG1 12 x 100 LH	TRL1 2 x 100 LH	TRT1 3 x 67 LH	UGI1 7 x 67 LH	VSI1 18 x 76 LH	

Region SOUTH ARCOT MTD | LCE 7.82% | LCR 44.26% | LA



Follow-Up Lead Capturing Effectiveness as on 11/13/2025 10:00:15 AM

Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
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SA01 16 x 37 LA	CUD1 36 x 28 LL		KLM1 11 x 67 LH		MKM1 4 x 67 LH		POY1 5 x 100 LH		POY2 3 x 0 LL	
SA02 4 x 63 LH	CDM1 1 x 100 LH	KKI2 18 x 59 LH	KML1 0 x NaN LL	NVL2 3 x 67 LH	PRT1 4 x 60 LH	STP1 0 x NaN LL	ULP1 1 x 50 LA	VCM1 1 x 100 LH		
SA03 3 x 52 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 9 x 29 LL	TRK1 7 x 64 LH	TVM1 1 x 100 LH	TVM2 0 x NaN LL	VPM1 4 x 100 LH	VPM2 0 x NaN LL		

SOUTH-01 MTD | LCE 13.98% | LCR 67.86% | LH

KVT1 12 x 60 LH	KVT1 4 x 72 LH	KYR1 3 x 50 LA	PKD1 17 x 65 LH	RND1 20 x 52 LH	RND2 NaN x NaN LL	SKD1 32 x 61 LH	SNL1 8 x 73 LH	STU2 15 x 73 LH	VKM1 15 x 40 LA
NGR1 15 x 75 LH	COL1 17 x 100 LH	KGL1 20 x 67 LH	KSM1 19 x 90 LH	MAR1 16 x 83 LH	MMT1 7 x 25 LL	NGR1 17 x 73 LH	TKY1 4 x 100 LH		
TKS1 11 x 75 LH	PDI1 2 x 33 LA	RPM1 8 x 47 LA	SDI1 5 x 71 LH	SGT1 12 x 40 LA	TKS1 7 x 79 LH	TKS2 26 x 91 LH			
TUT1 18 x 60 LH	ERL1 NaN x NaN LL	ERL2 15 x 87 LH	TCN1 12 x 65 LH	TUT1 16 x 51 LH	TUT2 15 x 57 LH	TYI1 19 x 67 LH	UDN1 47 x 63 LH		
TVL1 14 x 84 LH	ARM1 12 x 100 LH	ASM1 21 x 74 LH	TVL1 15 x 86 LH	TVL2 18 x 75 LH	VLY1 10 x 81 LH				
VNR1 13 x 61 LH	APK1 13 x 38 LA	APK2 33 x 81 LH	SVK1 8 x 56 LH	VNR1 15 x 59 LH	VNR2 6 x 45 LA				

SOUTH-03 MTD | LCE 7.04% | LCR 63.37% | LH

DGL1 5 x 80 LH	DGL1 1 x 100 LH		DGL2 0 x NaN LL		MDU1 4 x 95 LH		MDU5 16 x 86 LH		MPA1 3 x 100 LH		NTM1 0 x NaN LL		PNI1 18 x 43 LA	
KKD2 5 x 81 LH	ATG1 1 x 100 LH	DKI1 4 x 80 LH	KKD2 ∞ x 100 HH	KKD3 4 x 44 LA	MNM1 3 x 100 LH	PNV1 NaN x NaN LL	PNV2 0 x NaN LL	PVI1 11 x 100 LH	SGP1 0 x NaN LL	TDI1 3 x 100 LH	TPT1 12 x 78 LH			
KRR1 4 x 100 LH	KRR1 4 x 100 LH						ODM1 2 x 100 LH							
MDU2 7 x 69 LH	ADP1 22 x 68 LH	BNR1 9 x 100 LH	CBM1 5 x 50 LA	CMR1 12 x 100 LH	MDU2 5 x 85 LH	MDU3 0 x NaN LL	MDU4 6 x 57 LH	MDU6 11 x 53 LH	TEN1 2 x 100 LH	TEN2 3 x 67 LH				
SVG1 12 x 40 LA	BTU1 6 x 50 LA	KPT1 1 x 0 LL	KYK1 1 x 100 LH	MLR1 3 x 100 LH	NKI1 8 x 43 LA	PKM1 30 x 34 LA	SVG1 5 x 80 LH	TMM1 28 x 40 LA	USL1 10 x 18 LL					

TIRUPATI-01 MTD | LCE 33.51% | LCR 85.63% | LH

ATP1 62 x 91 HH	ADI1 25 x 76 LH		ATP1 24 x 91 LH	DHN1 91 x 96 HH	GTL1 224 x 98 HH		KAR1 NaN x NaN LL	KNL1 38 x 96 LH		KNL2 49 x 98 LH		NDL1 34 x 40 LA	TPI1 159 x 95 HH			
KDA1 16 x 84 LH	BVL1 2 x 100 LH		KDA1 10 x 100 LH		KOU1 10 x 83 LH		MPL1 32 x 86 LH		PDT1 41 x 83 LH		PIL1 6 x 100 LH		RCY1 7 x 67 LH		RJP1 16 x 70 LH	
TPY1 24 x 77 LH	CTO1 6 x 62 LH	KHT1 24 x 87 LH	KVL1 21 x 50 LA	NLR1 39 x 86 LH	NYP1 14 x 89 LH		PGR1 74 x 85 HH	PMR1 24 x 94 LH	PUT1 14 x 70 LH	SPE1 12 x 78 LH	TPY1 37 x 56 LH	TPY2 16 x 62 LH	VKI1 47 x 96 LH			

TRICHY-01 MTD | LCE 7.82% | LCR 70.56% | LH

KUM1 7 x 52 LH	KIK1 4 x 100 LH	KUM1 14 x 34 LA	NCK1 18 x 81 LH	NGT1 14 x 44 LA	TTP1 2 x 100 LH	TVR1 1 x 100 LH	TVR2 0 x NaN LL
PBR1 8 x 76 LH	AYR1 20 x 96 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 8 x 77 LH	PBR1 6 x 80 LH	PBR2 9 x 40 LA	TYR1 11 x 94 LH
TNJ1 10 x 74 LH	APM1 25 x 88 LH	MDI1 15 x 93 LH	NMM1 15 x 55 LH	ORU1 1 x 100 LH	PTK1 4 x 50 LA	TNJ1 7 x 80 LH	TNJ2 9 x 60 LH



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TRY1 6 x 80 LH	KRN1 5 x 50 LA	PDK1 31 x 71 LH	TRY1 2 x 100 LH	TRY2 22 x 92 LH	TRY3 1 x 100 LH	TRY4 1 x 100 LH
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Region VIJAYAWADA-01 MTD | LCE 53.14% | LCR 89.76% | AH

BVR1 52 x 95 AH	AMP1 9 x 50 LA	BVR1 15 x 72 LH	DPE1 28 x 100 LH	ELU1 116 x 99 HH	JGG1 6 x 50 LA	KND1 141 x 100 HH	NPR1 39 x 100 LH	PAP1 6 x 33 LA	PPM1 183 x 100 HH	RMV1 72 x 95 HH	TDD1 18 x 71 LH	TNI1 42 x 95 LH	TNK1 21 x 90 LH
GNT1 61 x 87 HH	BPP1 29 x 83 LH	CKT1 145 x 93 HH	CRL1 47 x 85 LH	GNT1 54 x 94 AH	GNT2 67 x 94 HH	KDR1 62 x 91 HH	NRT1 22 x 93 LH	OGL1 161 x 88 HH	PNR1 45 x 50 LA	PRL1 13 x 50 LA	RAL1 17 x 27 LL	VKN1 17 x 100 LH	
VJW1 47 x 87 LH	GDV1 123 x 96 HH	GVM1 27 x 38 LA	JPT1 91 x 81 HH	MTM1 18 x 50 LA	TEL1 56 x 83 AH	TVU1 102 x 95 HH	VJW1 49 x 91 LH	VJW2 25 x 100 LH	VJW3 22 x 90 LH	VJW4 27 x 75 LH	VJW5 16 x 89 LH	VUY1 26 x 100 LH	

Region WEST-01 MTD | LCE 14.39% | LCR 77.43% | LH

CBE1 14 x 84 LH	CBE1 24 x 100 LH	CBE2 9 x 69 LH	CBE3 14 x 100 LH	CBE4 20 x 94 LH	CBE5 1 x 100 LH	CBE6 28 x 98 LH	KMR1 25 x 78 LH	SNR1 2 x 100 LH	SUL1 10 x 58 LH	
PLI1 5 x 75 LH	DPM2 4 x 100 LH	KGM1 5 x 25 LL	PDM1 13 x 70 LH	PLI1 3 x 100 LH	UMP1 3 x 100 LH					
TPR1 24 x 69 LH	TPR1 25 x 35 LA	TPR2 5 x 88 LH	TPR3 48 x 94 LH							
TPR4 26 x 78 LH	ANR1 0 x NaN LL	AVI1 42 x 95 LH	GBM1 47 x 62 LH	PPI1 31 x 80 LH	SYM2 2 x 100 LH	TPR4 13 x 75 LH				
UAM1 5 x 52 LH	CNR1 3 x 100 LH	GDR1 8 x 25 LL	KGI1 0 x NaN LL	KMD1 0 x NaN LL	MPM1 15 x 50 LA	UAM1 1 x 100 LH				

Region WEST-02 MTD | LCE 12.90% | LCR 70.39% | LH

ERD1 25 x 69 LH	CMI1 17 x 33 LA	ERD1 40 x 79 LH	ERD2 14 x 58 LH	KMM1 17 x 50 LA	NKL2 28 x 67 LH	PDR1 29 x 72 LH	RSP1 21 x 75 LH	SGG1 23 x 71 LH	TCG1 11 x 89 LH	VKL1 53 x 74 AH
HSR1 11 x 83 LH	HSR1 26 x 88 LH	HSR2 28 x 83 LH	KRI1 3 x 100 LH	KVP1 1 x 100 LH	PLC1 5 x 40 LA	PMP1 0 x NaN LL	SGI1 0 x NaN LL			
MTR1 4 x 82 LH	BMD1 0 x NaN LL	DPR1 3 x 100 LH	DPR2 10 x 57 LH	HRR1 10 x 100 LH	MCR1 6 x 50 LA	MTR1 2 x 100 LH	OML1 1 x 100 LH	TRM1 2 x 100 LH		
SLM1 10 x 62 LH	APN1 23 x 52 LH	ATU1 17 x 31 LA	EDP1 0 x NaN LL	EPI1 2 x 100 LH	SLM1 13 x 71 LH	SLM2 14 x 90 LH	SLM3 5 x 89 LH	VPD1 6 x 38 LA		