

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 : 14-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	6,091	610	406	10.01%	66.56%	LH
CHENNAI-02	5,325	806	505	15.14%	62.66%	LH
KL-SOUTH	436	28	19	6.43%	67.86%	LH
NORTH ARCOT	4,360	646	369	14.82%	57.12%	LH
SOUTH ARCOT	3,775	347	225	9.19%	64.84%	LH
SOUTH-01	8,786	1,749	1,210	19.91%	69.18%	LH
SOUTH-03	7,337	660	374	9.00%	56.67%	LH
TIRUPATI-01	3,921	802	627	20.45%	78.18%	LH
TRICHY-01	6,183	790	692	12.78%	87.59%	LH
VIJAYAWADA-01	4,481	1,196	1,061	26.69%	88.71%	LH
WEST-01	4,653	1,109	959	23.83%	86.47%	LH
WEST-02	5,781	739	533	12.78%	72.12%	LH
Total	61,127	9,482	6,980	15.51%	73.61%	LH

CH03 7 x 62 LH	CGL1 8 x 86 LH	CH45 3 x 33 LA	GUD1 11 x 65 LH	GUD2 1 x 100 LH	MC10 5 x 50 LA	MRM1 15 x 56 LH	SKL1 2 x 50 LA	TKM1 7 x 67 LH
CH05 11 x 70 LH	AVD1 5 x 76 LH	CH05 16 x 63 LH	CH14 11 x 52 LH	CH26 8 x 100 LH	CH30 9 x 88 LH	CH35 10 x 80 LH	CH37 27 x 85 LH	
CH06 9 x 74 LH	CH08 16 x 66 LH	CH11 7 x 92 LH	CH16 3 x 73 LH	CH19 9 x 83 LH	CH29 5 x 100 LH	CH39 28 x 65 LH	CH40 1 x 100 LH	CH42 3 x 100 LH
CH08 13 x 59 LH	CH07 3 x 75 LH	CH22 17 x 32 LA	CH28 34 x 73 LH	CH38 7 x 14 LL	CH48 9 x 45 LA	KNR1 7 x 62 LH	MC02 0 x NaN LL	MC09 12 x 100 LH

CH01 11 x 71 LH	CH03 5 x 69 LH		CH06 6 x 64 LH		CH12 25 x 62 LH		CH23 14 x 100 LH		CH24 14 x 87 LH		MC06 0 x NaN LL					
CH04 17 x 61 LH	CH21 25 x 43 LA		CH34 14 x 62 LH		CH44 13 x 39 LA		GPD1 40 x 89 LH		MC05 1 x 100 LH		MJR1 21 x 73 LH		PON1 16 x 67 LH		UKI1 2 x 100 LH	
CH07 20 x 55 LH	CH01 56 x 100 AH		CH15 26 x 50 LA		CH17 18 x 100 LH		CH18 16 x 73 LH		CH27 6 x 100 LH		CH32 21 x 100 LH		CH36 2 x 100 LH		CH43 25 x 32 LA	
CH09 11 x 73 LH	CH09 4 x 100 LH		CH20 17 x 59 LH		CH31 3 x 67 LH		CH33 6 x 100 LH		CH41 18 x 60 LH		CH46 12 x 100 LH		CH51 NaN x NaN LL			

TVP1 6 x 68 LH	KLR1 0 x NaN LL	NYK1 NaN x NaN LL	PAS1 10 x 55 LH	PNL1 NaN x NaN LL	TVP1 8 x 76 LH
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NA01 27 x 55 LH	AKM1 46 x 21 LL	ANI1 3 x 100 LH	ARC2 3 x 100 LH	CYR1 7 x 100 LH	KPM1 9 x 85 LH	KPM2 57 x 70 AH	WJD1 12 x 68 LH	WJP1 11 x 56 LH		
NA02 10 x 55 LH	ABR1 10 x 80 LH	CGM1 1 x 100 LH	GDM1 16 x 38 LA	PLR1 5 x 100 LH	TRR1 8 x 55 LH	VEL1 15 x 66 LH	VEL2 15 x 43 LA	VEL3 NaN x NaN LL	VNB1 2 x 50 LA	
NA03 7 x 69 LH	BGR1 11 x 83 LH	CPT1 5 x 83 LH	PTU1 9 x 80 LH	SBR1 0 x NaN LL	SLG1 5 x 33 LA	TRL1 7 x 100 LH	TRT1 5 x 40 LA	UGI1 17 x 68 LH	VSI1 11 x 53 LH	



Follow-Up Leads Expected = 0.67 \* Unique Invoiced Customers for the day  
Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

SA01 12 x 52 LH	CUD1 20 x 40 LA		KLM1 10 x 53 LH		MKM1 1 x 100 LH		POY1 8 x 78 LH		POY2 9 x 68 LH		
SA02 9 x 83 LH	CDM1 32 x 81 LH	KKI2 14 x 74 LH		KML1 1 x 100 LH	NVL2 6 x 79 LH		PRT1 8 x 100 LH	STP1 3 x 100 LH	ULP1 1 x 100 LH	VCM1 9 x 100 LH	
SA03 6 x 63 LH	SJI1 NaN x NaN LL	SJI2 1 x 100 LH		TDM1 6 x 60 LH	TRK1 16 x 47 LA		TVM1 6 x 100 LH	TVM2 0 x NaN LL	VPM1 18 x 92 LH	VPM2 0 x 100 LH	

RegionSOUTH-01 MTD | LCE 19.91% | LCR 69.18% | LH

KVT1 20 x 58 LH	KVT1 7 x 66 LH	KYR1 3 x 60 LH	PKD1 43 x 35 LA	RND1 34 x 73 LH	SKD1 11 x 47 LA	SNL1 10 x 44 LA	STU2 28 x 92 LH	VKM1 16 x 78 LH
NGR1 12 x 62 LH	COL1 18 x 56 LH	KGL1 12 x 75 LH	KSM1 5 x 50 LA	MAR1 16 x 94 LH	MMT1 10 x 71 LH	NGR1 14 x 52 LH	TKY1 3 x 14 LL	
TKS1 20 x 83 LH	PDI1 10 x 71 LH	RPM1 15 x 86 LH	SDI1 14 x 67 LH	SGT1 12 x 75 LH	TKS1 16 x 74 LH	TKS2 38 x 91 LH		
TUT1 19 x 67 LH	ERL1 ∞ x 100 HH	ERL2 25 x 64 LH	TCN1 15 x 70 LH	TUT1 15 x 65 LH	TUT2 15 x 61 LH	TYI1 15 x 70 LH	UDN1 57 x 72 AH	
TVL1 30 x 83 LH	ARM1 20 x 83 LH	ASM1 29 x 84 LH	TVL1 35 x 87 LH	TVL2 30 x 100 LH	VLY1 16 x 43 LA			
VNR1 21 x 56 LH	APK1 35 x 78 LH	APK2 27 x 59 LH	SVK1 8 x 48 LA	VNR1 39 x 51 LH	VNR2 15 x 43 LA			

RegionSOUTH-03 MTD | LCE 9.00% | LCR 56.67% | LH

DGL1 5 x 91 LH	DGL1 2 x 100 LH		DGL2 3 x 100 LH		MDU1 6 x 97 LH		MDU5 9 x 100 LH		MPA1 4 x 100 LH		NTM1 8 x 70 LH		PNI1 16 x 71 LH							
KKD2 2 x 81 LH	ATG1 1 x 100 LH	DKI1 2 x 75 LH	KKD2 9 x 100 LH		KKD3 0 x NaN LL		MNM1 0 x NaN LL		PNV1 0 x NaN LL		PVI1 7 x 82 LH		SGP1 0 x NaN LL		TDI1 3 x 67 LH		TPT1 1 x 50 LA			
KRR1 4 x 100 LH	KRR1 5 x 100 LH								ODM1 1 x 100 LH											
MDU2 16 x 41 LA	ADP1 0 x NaN LL		BNR1 12 x 80 LH		CBM1 3 x 43 LA		CMR1 14 x 75 LH		MDU2 8 x 73 LH		MDU3 2 x 100 LH		MDU4 6 x 50 LA		MDU6 57 x 27 AL		TEN1 4 x 88 LH		TEN2 2 x 75 LH	
SVG1 12 x 63 LH	BTU1 20 x 68 LH		KPT1 3 x 67 LH		KYK1 1 x 100 LH		MLR1 3 x 100 LH		NKI1 3 x 50 LA		PKM1 45 x 65 LH		SVG1 3 x 100 LH		TMM1 15 x 68 LH		USL1 15 x 32 LA			

RegionTIRUPATI-01 MTD | LCE 20.45% | LCR 78.18% | LH

ATP1 26 x 90 LH	ADI1 23 x 53 LH		ATP1 10 x 92 LH	DHN1 8 x 100 LH		GTL1 0 x NaN LL	HPR1 NaN x NaN LL	KNL1 66 x 99 HH	KNL2 13 x 88 LH	NDL1 17 x 77 LH	TPI1 97 x 97 HH	
KDA1 3 x 69 LH	BVL1 2 x 100 LH		KDA1 5 x 100 LH	KOU1 2 x 100 LH		MPL1 4 x 60 LH	PDT1 1 x 100 LH	PIL1 0 x NaN LL	RCY1 0 x NaN LL		RJP1 14 x 50 LA	
TPY1 26 x 72 LH	CTO1 2 x 83 LH	KHT1 30 x 82 LH	KVL1 14 x 33 LA	NLR1 20 x 86 LH	NYP1 24 x 77 LH	PGR1 27 x 90 LH	PMR1 41 x 98 LH	PUT1 12 x 62 LH	SPE1 23 x 83 LH	TPY1 44 x 46 LA	TPY2 34 x 56 LH	VKI1 49 x 98 LH

RegionTRICHY-01 MTD | LCE 12.78% | LCR 87.59% | LH

KUM1 8 x 84 LH	KIK1 10 x 80 LH		KUM1 8 x 86 LH		NCK1 37 x 83 LH		NGT1 4 x 78 LH		TTP1 5 x 67 LH		TVR1 5 x 100 LH	TVR2 3 x 100 LH
PBR1 9 x 85 LH	AYR1 21 x 100 LH		JKM1 1 x 100 LH		MSI1 4 x 83 LH		MVM1 14 x 85 LH		PBR1 7 x 88 LH		PBR2 11 x 64 LH	TYR1 3 x 100 LH
TNJ1 19 x 86 LH	APM1 30 x 69 LH		MDI1 36 x 93 LH		NMM1 22 x 91 LH		ORU1 9 x 69 LH		PTK1 7 x 94 LH		TNJ1 11 x 82 LH	TNJ2 23 x 86 LH



Follow-Up Lead Capturing Effectiveness as on 10/14/2025 10:00:45 AM

Follow-Up Leads Expected = 0.67 \* Unique Invoiced Customers for the day  
Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

TRY1 15 x 93 LH	KRN1 9 x 85 LH	PDK1 81 x 94 HH	TRY1 5 x 98 LH	TRY2 29 x 88 LH	TRY3 2 x 100 LH	TRY4 2 x 100 LH	
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Region VIJAYAWADA-01 MTD | LCE 26.69% | LCR 88.71% | LH

BVR1 39 x 95 LH	AMP1 22 x 85 LH	BVR1 80 x 97 HH	DPE1 0 x NaN LL	ELU1 61 x 97 HH	JGG1 18 x 92 LH	KND1 47 x 98 LH	NPR1 0 x NaN LL	PAP1 59 x 84 AH	PPM1 122 x 99 HH	RMV1 32 x 100 LH	TDD1 12 x 73 LH	TNI1 1 x 100 LH	TNK1 5 x 100 LH
GNT1 22 x 87 LH	BPP1 1 x 0 LL	CKT1 97 x 97 HH	CRL1 18 x 93 LH	GNT1 2 x 100 LH	GNT2 5 x 100 LH	KDR1 3 x 100 LH	NRT1 1 x 100 LH	OGL1 93 x 87 HH	PNR1 35 x 39 LA	PRL1 4 x 67 LH	RAL1 8 x 73 LH	VKN1 0 x NaN LL	
VJW1 17 x 74 LH	GDV1 4 x 100 LH	GVM1 19 x 47 LA	JPT1 28 x 31 LA	MTM1 13 x 44 LA	TEL1 16 x 70 LH	TVU1 40 x 96 LH	VJW1 13 x 100 LH	VJW2 0 x NaN LL	VJW3 12 x 89 LH	VJW4 35 x 80 LH	VJW5 18 x 75 LH	VUY1 6 x 100 LH	

Region WEST-01 MTD | LCE 23.83% | LCR 86.47% | LH

CBE1 19 x 88 LH	CBE1 16 x 86 LH	CBE2 16 x 90 LH	CBE3 3 x 100 LH	CBE4 12 x 92 LH	CBE5 5 x 100 LH	CBE6 59 x 99 AH	KMR1 29 x 82 LH	SNR1 11 x 92 LH	SUL1 11 x 50 LA	
PLI1 13 x 88 LH	DPM2 2 x 100 LH	KGM1 18 x 95 LH	PDM1 10 x 90 LH	PLI1 23 x 82 LH	UMP1 3 x 100 LH					
TPR1 29 x 89 LH	TPR1 27 x 66 LH	TPR2 9 x 100 LH	TPR3 56 x 100 AH							
TPR4 65 x 85 HH	ANR1 17 x 89 LH	AVI1 103 x 99 HH	GBM1 123 x 76 HH	PPI1 74 x 89 HH	SYM2 8 x 64 LH	TPR4 19 x 63 LH				
UAM1 5 x 80 LH	CNR1 15 x 69 LH	GDR1 5 x 100 LH	KGI1 1 x 100 LH	KMD1 2 x 100 LH	MPM1 10 x 74 LH	UAM1 2 x 100 LH				

Region WEST-02 MTD | LCE 12.78% | LCR 72.12% | LH

ERD1 23 x 76 LH	CMI1 7 x 44 LA	ERD1 23 x 79 LH	ERD2 13 x 86 LH	KMM1 10 x 40 LA	NKL2 19 x 77 LH	PDR1 23 x 71 LH	RSP1 17 x 58 LH	SGG1 40 x 43 LA	TCG1 4 x 100 LH	VKL1 110 x 91 HH
HSR1 7 x 67 LH	HSR1 12 x 93 LH	HSR2 15 x 62 LH	KRI1 12 x 100 LH	KVP1 1 x 100 LH	PLC1 2 x 67 LH	PMP1 6 x 18 LL	SGI1 0 x NaN LL			
MTR1 8 x 77 LH	BMD1 5 x 100 LH	DPR1 4 x 100 LH	DPR2 14 x 45 LA	HRR1 20 x 100 LH	MCR1 8 x 57 LH	MTR1 1 x 100 LH	OML1 11 x 80 LH	TRM1 4 x 50 LA		
SLM1 11 x 65 LH	APN1 36 x 42 LA	ATU1 11 x 68 LH	EDP1 4 x 100 LH	EPI1 2 x 100 LH	SLM1 15 x 74 LH	SLM2 9 x 86 LH	SLM3 3 x 56 LH	VPD1 10 x 59 LH		