

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-Aug-2025 To Date : 15-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	5,571	1,932	585	34.68%	30.28%	LA
CHENNAI-02	5,016	1,838	603	36.64%	32.81%	LA
KL-SOUTH	335	119	45	35.52%	37.82%	LA
NORTH ARCOT	4,188	1,813	460	43.30%	25.37%	LL
SOUTH ARCOT	3,692	1,200	369	32.51%	30.75%	LA
SOUTH-01	7,896	2,792	928	35.36%	33.24%	LA
SOUTH-03	6,070	1,540	486	25.37%	31.56%	LA
TIRUPATI-01	2,617	2,200	1,300	84.07%	59.09%	HH
TRICHY-01	6,202	2,304	1,263	37.15%	54.82%	LH
VIJAYAWADA-01	2,671	2,925	2,079	109.50%	71.08%	HH
WEST-01	4,233	1,450	722	34.25%	49.79%	LA
WEST-02	5,130	2,297	929	44.77%	40.44%	LA
Total	53,621	22,410	9,769	41.79%	43.59%	LA

CHENNAI-01 MTD   LCE 34.68%   LCR 30.28%   LA									
CH03 37 x 34 LA	CGL1 64 x 44 HA	CH45 22 x 33 LA	GUD1 40 x 41 LA	GUD2 16 x 35 LA	MC10 41 x 36 LA	MRM1 47 x 21 LL	SKL1 13 x 25 LL	TKM1 55 x 29 AL	
CH05 47 x 29 LL	AVD1 29 x 31 LA	CH05 32 x 27 LL	CH14 76 x 25 HL	CH26 4 x 50 LA	CH30 53 x 34 AA	CH35 57 x 31 AA	CH37 31 x 36 LA		
CH06 30 x 32 LA	CH08 57 x 16 AL	CH11 19 x 74 LH	CH16 21 x 54 LH	CH19 21 x 54 LH	CH29 13 x 11 LL	CH39 72 x 22 HL	CH40 15 x 23 LL	CH42 14 x 18 LL	
CH08 26 x 26 LL	CH07 30 x 41 LA	CH22 46 x 16 LL	CH28 43 x 27 LL	CH38 15 x 38 LA	CH48 0 x NaN LL	KNR1 26 x 27 LL	MC02 0 x NaN LL	MC09 42 x 5 LL	

CHENNAI-02 MTD   LCE 36.64%   LCR 32.81%   LA									
CH01 28 x 34 LA	CH03 5 x 74 LH	CH12 48 x 30 LL	CH23 21 x 31 LA	CH24 44 x 27 LL	CH41 59 x 35 AA	MC06 19 x 22 LL	MC08 0 x NaN LL		
CH04 46 x 34 LA	CH21 56 x 32 AA	CH34 45 x 29 LL	CH44 49 x 21 LL	GPD1 52 x 40 AA	MC05 56 x 10 AL	MJR1 28 x 32 LA	PON1 61 x 57 HH	UKI1 33 x 55 LH	
CH07 39 x 30 LL	CH01 104 x 100 HH	CH15 54 x 23 AL	CH17 14 x 93 LH	CH18 42 x 23 LL	CH27 11 x 100 LH	CH32 19 x 100 LH	CH36 7 x 83 LH	CH43 40 x 24 LL	
CH09 29 x 33 LA	CH06 38 x 20 LL	CH09 14 x 48 LA	CH20 51 x 26 AL	CH31 14 x 92 LH	CH33 3 x 100 LH	CH46 53 x 36 AA			

CH01 28 x 34 LA	CH03 5 x 74 LH	CH12 48 x 30 LL	CH23 21 x 31 LA	CH24 44 x 27 LL	CH41 59 x 35 AA	MC06 19 x 22 LL	MC08 0 x NaN LL	
CH04 46 x 34 LA	CH21 56 x 32 AA	CH34 45 x 29 LL	CH44 49 x 21 LL	GPD1 52 x 40 AA	MC05 56 x 10 AL	MJR1 28 x 32 LA	PON1 61 x 57 HH	UKI1 33 x 55 LH
CH07 39 x 30 LL	CH01 104 x 100 HH	CH15 54 x 23 AL	CH17 14 x 93 LH	CH18 42 x 23 LL	CH27 11 x 100 LH	CH32 19 x 100 LH	CH36 7 x 83 LH	CH43 40 x 24 LL
CH09 29 x 33 LA	CH06 38 x 20 LL	CH09 14 x 48 LA	CH20 51 x 26 AL	CH31 14 x 92 LH	CH33 3 x 100 LH	CH46 53 x 36 AA		
Region KL-SOUTH MTD   LCE 35.52%   LCR 37.82%   LA								
TVP1 36 x 38 LA	PAS1 53 x 51 AH				TVP1 28 x 27 LL			

Region	NORTH ARCOT MTD   LCE 43.30%   LCR 25.37%   LL									
NA01 58 x 21 AL	AKM1 64 x 13 HL	ANI1 40 x 23 LL	ARC2 11 x 43 LA	CYR1 29 x 29 LL	KPM1 61 x 22 HL	KPM2 65 x 26 HL	WJD1 62 x 17 HL	WJP1 106 x 20 HL		
NA02 34 x 29 LL	ABR1 20 x 38 LA	CGM1 20 x 39 LA	GDM1 25 x 23 LL	PLR1 38 x 46 LA	TRR1 13 x 26 LL	VEL1 50 x 50 LA	VEL2 61 x 16 HL	VNB1 43 x 12 LL		
NA03 38 x 28 LL	BGR1 48 x 25 LL	CPT1 46 x 7 LL	PTU1 38 x 56 LH	SBR1 18 x 46 LA	SLG1 37 x 20 LL	TRL1 15 x 56 LH	TRT1 74 x 18 HL	UGI1 77 x 32 HA	VSI1 29 x 35 LA	

Region SOUTH ARCOT MTD | LCE 32.51% | LCR 30.75% | LA



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SA01 45 x 34 LA	CUD1 56 x 24 AL		KLM1 46 x 23 LL		MKM1 34 x 6 LL		POY1 24 x 53 LH		POY2 60 x 61 HH			
SA02 21 x 31 LA	CDM1 36 x 42 LA	KKI2 56 x 23 AL	KML1 5 x 57 LH	NVL2 11 x 29 LL	PRT1 5 x 67 LH		STP1 4 x 20 LL	ULP1 6 x 27 LL		VCM1 13 x 18 LL		
SA03 34 x 27 LL	SJI1 21 x 17 LL		TDM1 39 x 28 LL		TRK1 55 x 30 AA		TVM1 25 x 40 LA		TVM2 28 x 18 LL		VPM1 51 x 21 AL	VPM2 9 x 17 LL

SOUTH-01 MTD | LCE 35.36% | LCR 33.24% | LA

KVT1 31 x 22 LL	KVT1 21 x 13 LL	KYR1 11 x 16 LL	PKD1 47 x 21 LL	RND1 57 x 33 AA	SKD1 0 x NaN LL	SNL1 40 x 26 LL	STU2 37 x 13 LL	VKM1 59 x 15 AL
NGR1 14 x 34 LA	COL1 20 x 9 LL	KGL1 32 x 12 LL	KSM1 15 x 17 LL	MAR1 14 x 50 LA	MMT1 17 x 11 LL	NGR1 5 x 88 LH	TKY1 12 x 41 LA	
TKS1 27 x 29 LL	PDI1 20 x 31 LA	RPM1 6 x 38 LA	SDI1 38 x 32 LA	SGT1 62 x 8 HL	TKS1 45 x 28 LL	TKS2 16 x 42 LA		
TUT1 42 x 29 LL	ERL1 96 x 43 HA	ERL2 0 x NaN LL	TCN1 53 x 17 AL	TUT1 51 x 27 AL	TUT2 16 x 14 LL	TYI1 21 x 31 LA	UDN1 93 x 47 HA	
TVL1 31 x 49 LA	ARM1 43 x 38 LA	ASM1 30 x 64 LH	TVL1 28 x 51 LH	TVL2 30 x 57 LH	VLY1 37 x 38 LA			
VNR1 73 x 41 HA	APK1 55 x 41 AA	SVK1 62 x 24 HL	VNR1 74 x 31 HA	VNR2 90 x 53 HH				

SOUTH-03 MTD | LCE 25.37% | LCR 31.56% | LA

DGL1 11 x 57 LH	DGL1 4 x 100 LH		DGL2 2 x 100 LH		MDU1 6 x 100 LH		MDU5 19 x 55 LH		MPA1 0 x NaN LL		NTM1 27 x 24 LL		PNI1 58 x 36 AA							
KKD2 15 x 25 LL	ATG1 5 x 70 LH		DKI1 48 x 15 LL		KKD2 4 x 100 LH		MNM1 10 x 62 LH		PNV1 20 x 17 LL		PVI1 36 x 11 LL		SGP1 3 x 100 LH		TDI1 2 x 0 LL		TPT1 3 x 83 LH			
KRR1 9 x 100 LH	KRR1 15 x 100 LH								ODM1 3 x 100 LH											
MDU2 34 x 32 LA	ADP1 41 x 31 LA		BNR1 79 x 25 HL		CBM1 25 x 14 LL		CMR1 61 x 80 HH		MDU2 21 x 26 LL		MDU3 3 x 100 LH		MDU4 21 x 44 LA		MDU6 47 x 34 LA		TEN1 30 x 25 LL		TEN2 32 x 12 LL	
SVG1 48 x 23 LL	BTU1 101 x 32 HA		KPT1 14 x 13 LL		MLR1 3 x 67 LH		NKI1 45 x 17 LL		PKM1 59 x 52 AH		SVG1 32 x 13 LL		TMM1 67 x 17 HL		USL1 77 x 15 HL					

TIRUPATI-01 MTD | LCE 84.07% | LCR 59.09% | HH

ATP1 99 x 72 HH	ADI1 85 x 21 HL	ATP1 26 x 59 LH	DHN1 148 x 76 HH	GTL1 245 x 94 HH	KNL1 128 x 81 HH	KNL2 92 x 91 HH	NDL1 79 x 16 HL	TPI1 229 x 86 HH			
KDA1 51 x 54 AH	BVL1 31 x 35 LA	KDA1 48 x 50 LA	KOU1 39 x 45 LA	MPL1 22 x 73 LH	PDT1 93 x 76 HH	PIL1 53 x 64 AH	RCY1 64 x 45 HA	RJP1 75 x 38 HA			
TPY1 90 x 50 HA	CTO1 59 x 37 AA	KHT1 84 x 46 HA	NLR1 147 x 62 HH	NYP1 94 x 70 HH	PGR1 118 x 64 HH	PMR1 82 x 53 HH	PUT1 72 x 28 HL	SPE1 113 x 64 HH	TPY1 97 x 42 HA	TPY2 77 x 37 HA	VKI1 158 x 61 HH

TRICHY-01 MTD | LCE 37.15% | LCR 54.82% | LH

KUM1 46 x 50 LH	JKM1 19 x 73 LH	KUM1 69 x 44 HA	MVM1 84 x 40 HA	NCK1 49 x 90 LH	TVR1 18 x 88 LH	TVR2 6 x 74 LH	
PTK1 26 x 37 LA	APM1 56 x 27 AL	MDI1 15 x 98 LH	NGT1 20 x 22 LL	NMM1 66 x 20 HL	PTK1 3 x 100 LH	TTP1 24 x 40 LA	
TNJ1 40 x 82 LH	AYR1 24 x 98 LH	KIK1 29 x 65 LH	KRN1 28 x 91 LH	ORU1 32 x 75 LH	PDK1 128 x 71 HH	TNJ1 32 x 92 LH	TNJ2 35 x 92 LH



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TRY1 34 x 42 LA	MSI1 10 x 94 LH	PBR1 6 x 62 LH	PBR2 54 x 28 AL	TRY1 30 x 53 LH	TRY2 66 x 32 HA	TRY3 30 x 84 LH	TYR1 31 x 16 LL	
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Region VIJAYAWADA-01 MTD | LCE 109.50% | LCR 71.08% | HH

BVR1 131 x 72 HH	AMP1 94 x 61 HH	BVR1 81 x 49 HA	DPE1 133 x 83 HH	ELU1 162 x 69 HH	JGG1 214 x 82 HH	KND1 100 x 92 HH	PAP1 157 x 76 HH	PPM1 170 x 71 HH	RMV1 202 x 88 HH	TDD1 97 x 65 HH	TNK1 107 x 56 HH	
GNT1 108 x 73 HH	BPP1 67 x 50 HA	CKT1 163 x 89 HH	CRL1 117 x 87 HH	GNT1 79 x 69 HH	GNT2 130 x 86 HH	KDR1 167 x 80 HH	NRT1 49 x 44 LA	OGL1 222 x 87 HH	PNR1 86 x 35 HA	PRL1 78 x 62 HH	RAL1 61 x 18 HL	VKN1 54 x 32 AA
VJW1 91 x 69 HH	GDV1 136 x 79 HH	GVM1 88 x 70 HH	JPT1 78 x 70 HH	MTM1 85 x 58 HH	TEL1 80 x 57 HH	TVU1 84 x 55 HH	VJW1 57 x 90 AH	VJW2 95 x 69 HH	VJW3 121 x 55 HH	VJW4 67 x 57 HH	VJW5 100 x 89 HH	VUY1 120 x 79 HH

Region WEST-01 MTD | LCE 34.25% | LCR 49.79% | LA

CBE1 25 x 72 LH	CBE1 61 x 62 HH	CBE2 8 x 98 LH	CBE3 11 x 100 LH	CBE4 23 x 90 LH	CBE6 43 x 88 LH	KMR1 28 x 83 LH	SNR1 23 x 52 LH	SUL1 46 x 22 LL	
PLI1 23 x 39 LA	DPM2 20 x 28 LL		KGM1 29 x 17 LL		PDM1 31 x 31 LA		PLI1 16 x 55 LH	UMP1 26 x 68 LH	
TPR1 44 x 48 LA	TPR1 74 x 22 HL			TPR2 5 x 70 LH			TPR3 73 x 84 HH		
TPR4 69 x 47 HA	ANR1 38 x 36 LA		AVI1 63 x 84 HH	GBM1 90 x 32 HA	PPI1 118 x 44 HA		SYM2 69 x 27 HL	TPR4 28 x 63 LH	
UAM1 26 x 18 LL	CNR1 9 x 50 LA		GDR1 15 x 21 LL	KG11 44 x 8 LL	KMD1 0 x NaN LL		MPM1 54 x 12 AL	UAM1 21 x 32 LA	

Region WEST-02 MTD | LCE 44.77% | LCR 40.44% | LA

ERD1 58 x 40 AA	CMI1 47 x 20 LL	ERD1 81 x 47 HA	ERD2 20 x 68 LH	KMM1 47 x 35 LA	NKL2 60 x 35 HA	PDR1 51 x 30 AL	RSP1 51 x 30 AA	SGG1 67 x 30 HA	TCG1 73 x 42 HA	VKL1 108 x 50 HA
HSR1 30 x 33 LA	HSR1 48 x 59 LH		HSR2 45 x 14 LL	KRI1 25 x 60 LH	KVP1 0 x NaN LL	PLC1 17 x 25 LL		PMP1 16 x 41 LA		SGI1 38 x 7 LL
MTR1 45 x 39 LA	BMD1 13 x 16 LL	DPR1 12 x 77 LH	DPR2 74 x 38 HA	HRR1 96 x 85 HH		MCR1 51 x 16 AL	MTR1 26 x 12 LL	OML1 51 x 14 AL		TRM1 39 x 24 LL
SLM1 44 x 46 LA	APN1 72 x 41 HA	ATU1 67 x 26 HL	EDP1 9 x 30 LL	EPI1 11 x 18 LL		SLM1 58 x 81 AH	SLM2 27 x 57 LH	SLM3 33 x 20 LL		VPD1 55 x 30 AA