

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 : 21-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	8,530	2,219	705	26.01%	31.77%	LA
CHENNAI-02	7,558	2,153	766	28.49%	35.58%	LA
KL-SOUTH	627	151	66	24.08%	43.71%	LA
NORTH ARCOT	6,317	2,077	564	32.88%	27.15%	LL
SOUTH ARCOT	5,609	1,384	431	24.67%	31.14%	LA
SOUTH-01	12,452	3,172	957	25.47%	30.17%	LA
SOUTH-03	8,855	1,842	644	20.80%	34.96%	LA
TIRUPATI-01	4,063	2,768	1,736	68.13%	62.72%	HH
TRICHY-01	9,199	2,723	1,560	29.60%	57.29%	LH
VIJAYAWADA-01	4,069	3,639	2,715	89.43%	74.61%	HH
WEST-01	6,061	1,858	1,074	30.66%	57.80%	LH
WEST-02	7,535	2,657	1,212	35.26%	45.62%	LA
Total	80,876	26,643	12,430	32.94%	46.65%	LA

Region		CHENNAI-02 MTD LCE 28.49% LCR 35.58% LA						
CH01 22 x 38 LA	CH03 5 x 77 LH	CH12 41 x 30 LA	CH23 11 x 45 LA	CH24 35 x 38 LA	CH41 44 x 36 LA	MC06 10 x 22 LL	MC08 15 x 100 LH	
CH04 35 x 35 LA	CH21 44 x 34 LA	CH34 37 x 30 LL	CH44 37 x 22 LL	GPD1 41 x 44 LA	MC05 36 x 12 LL	MJR1 20 x 29 LL	PON1 47 x 47 LA	UKI1 24 x 58 LH
CH07 31 x 34 LA	CH01 139 x 100 HH	CH15 43 x 25 LL	CH17 10 x 94 LH	CH18 32 x 23 LL	CH27 9 x 100 LH	CH32 17 x 100 LH	CH36 8 x 82 LH	CH43 30 x 31 LA
CH09 23 x 39 LA	CH06 28 x 24 LL	CH09 15 x 52 LH	CH20 37 x 30 LL	CH31 13 x 94 LH	CH33 5 x 100 LH	CH46 39 x 39 LA	CH50 NaN x NaN LL	

Region	NORTH ARCOT MTD LCE 32.88% LCR 27.15% LL								
NA01 44 x 24 LL	AKM1 48 x 14 LL	ANI1 30 x 32 LA	ARC2 7 x 44 LA	CYR1 20 x 33 LA	KPM1 42 x 28 LL	KPM2 55 x 24 AL	WJD1 51 x 28 AL	WJP1 73 x 18 HL	
NA02 25 x 29 LL	ABR1 16 x 45 LA	CGM1 16 x 40 LA	GDM1 19 x 30 LL	PLR1 27 x 50 LA	TRR1 10 x 29 LL	VEL1 34 x 46 LA	VEL2 44 x 12 LL	VNB1 27 x 13 LL	
NA03 29 x 32 LA	BGR1 37 x 28 LL	CPT1 35 x 7 LL	PTU1 28 x 53 LH	SBR1 13 x 50 LA	SLG1 26 x 27 LL	TRL1 11 x 63 LH	TRT1 66 x 24 HL	UGI1 53 x 35 AA	VSI1 25 x 37 LA

Region SOUTH ARCOT MTD | LCE 24.67% | LCR 31.14% | LA



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SA01 31 x 30 LL	CUD1 41 x 27 LL		KLM1 34 x 21 LL		MKM1 24 x 17 LL		POY1 19 x 60 LH		POY2 30 x 25 LL		
SA02 17 x 35 LA	CDM1 28 x 38 LA	KKI2 44 x 29 LL	KML1 4 x 62 LH	NVL2 9 x 43 LA	PRT1 5 x 80 LH	STP1 3 x 20 LL	ULP1 5 x 39 LA	VCM1 10 x 22 LL	VCM2 NaN x NaN LL		
SA03 27 x 30 LL	SJI1 15 x 11 LL	TDM1 31 x 26 LL		TRK1 44 x 31 LA		TVM1 23 x 53 LH		TVM2 19 x 26 LL		VPM1 40 x 31 LA	VPM2 9 x 35 LA

RegionSOUTH-01 MTD | LCE 25.47% | LCR 30.17% | LA

KVT1 24 x 22 LL		KVT1 16 x 20 LL	KYR1 8 x 15 LL	PKD1 36 x 23 LL	RND1 40 x 24 LL	SKD1 0 x NaN LL	SNL1 28 x 29 LL	STU2 29 x 23 LL	VKM1 48 x 16 LL
NGR1 9 x 37 LA		COL1 13 x 0 LL	KGL1 23 x 8 LL	KSM1 11 x 29 LL	MAR1 10 x 58 LH	MMT1 12 x 19 LL		NGR1 4 x 92 LH	TKY1 9 x 30 LL
TKS1 20 x 34 LA		PDI1 17 x 35 LA	RPM1 6 x 48 LA	SDI1 26 x 37 LA		SGT1 45 x 20 LL		TKS1 33 x 27 LL	TKS2 12 x 52 LH
TUT1 30 x 29 LL		ERL1 107 x 43 HA	ERL2 0 x NaN LL	TCN1 39 x 17 LL	TUT1 36 x 27 LL	TUT2 12 x 15 LL		TYI1 21 x 36 LA	UDN1 73 x 42 HA
TVL1 25 x 54 LH		ARM1 32 x 33 LA		ASM1 28 x 65 LH	TVL1 23 x 61 LH		TVL2 28 x 70 LH		VLY1 25 x 31 LA
VNR1 46 x 20 LL		APK1 39 x 34 LA		SVK1 43 x 23 LL		VNR1 55 x 31 AA		VNR2 48 x 10 LL	

RegionSOUTH-03 MTD | LCE 20.80% | LCR 34.96% | LA

DGL1 9 x 63 LH	DGL1 3 x 100 LH		DGL2 2 x 100 LH		MDU1 6 x 100 LH		MDU5 17 x 65 LH		MPA1 1 x 100 LH		NTM1 20 x 26 LL		PNI1 50 x 40 LA							
KKD2 13 x 33 LA	ATG1 5 x 79 LH		DKI1 33 x 7 LL		KKD2 4 x 100 LH		MNM1 7 x 67 LH		PNV1 16 x 24 LL		PVI1 36 x 32 LA		SGP1 2 x 100 LH		TDI1 2 x 33 LA		TPT1 4 x 91 LH			
KRR1 8 x 100 LH	KRR1 12 x 100 LH								ODM1 4 x 100 LH											
MDU2 27 x 32 LA	ADP1 29 x 25 LL		BNR1 56 x 22 AL		CBM1 21 x 20 LL		CMR1 47 x 78 LH		MDU2 15 x 29 LL		MDU3 6 x 100 LH		MDU4 14 x 44 LA		MDU6 45 x 35 LA		TEN1 20 x 24 LL		TEN2 21 x 4 LL	
SVG1 40 x 27 LL	BTU1 72 x 31 HA		KPT1 11 x 17 LL			MLR1 3 x 71 LH		NKI1 43 x 26 LL		PKM1 58 x 63 AH		SVG1 26 x 21 LL		TMM1 54 x 13 AL			USL1 57 x 22 AL			

RegionTIRUPATI-01 MTD | LCE 68.13% | LCR 62.72% | HH

ATP1 90 x 77 HH	ADI1 64 x 21 HL		ATP1 25 x 64 LH		DHN1 117 x 79 HH		GTL1 240 x 95 HH		KNL1 111 x 87 HH		KNL2 82 x 94 HH		NDL1 59 x 15 AL		TPI1 199 x 88 HH							
KDA1 42 x 61 LH	BVL1 22 x 32 LA		KDA1 37 x 59 LH		KOU1 31 x 50 LA		MPL1 18 x 79 LH		PDT1 77 x 82 HH		PIL1 39 x 67 LH		RCY1 51 x 57 AH		RJP1 73 x 47 HA							
TPY1 67 x 50 HH	CTO1 43 x 37 LA		KHT1 81 x 50 HH		NLR1 100 x 62 HH		NYP1 46 x 71 LH		PGR1 79 x 61 HH		PMR1 67 x 58 HH		PUT1 56 x 22 AL		SPE1 95 x 69 HH		TPY1 67 x 42 HA		TPY2 55 x 36 AA		VKI1 91 x 56 HH	

RegionTRICHY-01 MTD | LCE 29.60% | LCR 57.29% | LH

KUM1 37 x 52 LH	JKM1 14 x 71 LH	KUM1 56 x 50 AH	KUM2 NaN x NaN LL	MVM1 65 x 40 HA	NCK1 40 x 83 LH	TVR1 15 x 83 LH	TVR2 5 x 76 LH
PTK1 18 x 41 LA	APM1 47 x 29 LL	MDI1 9 x 93 LH	NGT1 14 x 31 LA	NMM1 48 x 27 LL	PTK1 3 x 100 LH	TTP1 17 x 43 LA	
TNJ1 35 x 81 LH	AYR1 29 x 97 LH	KIK1 25 x 58 LH	KRN1 33 x 89 LH	ORU1 24 x 65 LH	PDK1 106 x 72 HH	TNJ1 29 x 91 LH	TNJ2 28 x 91 LH



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TRY1 26 x 45 LA	MSI1 9 x 95 LH	PBR1 7 x 77 LH	PBR2 42 x 30 LL	TRY1 24 x 55 LH	TRY2 50 x 36 LA	TRY3 24 x 82 LH	TYR1 23 x 17 LL	
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Region VIJAYAWADA-01 MTD | LCE 89.43% | LCR 74.61% | HH

BVR1 113 x 76 HH	AMP1 71 x 66 HH	BVR1 65 x 50 HA	DPE1 134 x 89 HH	ELU1 131 x 77 HH	JGG1 158 x 83 HH	KND1 99 x 94 HH	PAP1 125 x 77 HH	PPM1 196 x 82 HH	RMV1 181 x 91 HH	TDD1 78 x 66 HH	TNK1 84 x 62 HH	
GNT1 85 x 75 HH	BPP1 52 x 55 AH	CKT1 143 x 92 HH	CRL1 83 x 84 HH	GNT1 53 x 69 AH	GNT2 103 x 90 HH	KDR1 151 x 85 HH	NRT1 33 x 48 LA	OGL1 189 x 87 HH	PNR1 65 x 33 HA	PRL1 60 x 68 AH	RAL1 38 x 18 LL	VKN1 37 x 34 LA
VJW1 72 x 71 HH	GDV1 121 x 83 HH	GVM1 71 x 71 HH	JPT1 59 x 68 AH	MTM1 70 x 61 HH	TEL1 68 x 58 HH	TVU1 65 x 58 HH	VJW1 47 x 92 LH	VJW2 72 x 72 HH	VJW3 84 x 59 HH	VJW4 53 x 58 AH	VJW5 71 x 90 HH	VUY1 110 x 82 HH

Region WEST-01 MTD | LCE 30.66% | LCR 57.80% | LH

CBE1 24 x 79 LH	CBE1 44 x 65 LH	CBE2 8 x 98 LH	CBE3 14 x 100 LH	CBE4 20 x 93 LH	CBE6 49 x 92 LH	KMR1 31 x 88 LH	SNR1 20 x 64 LH	SUL1 35 x 28 LL	
PLI1 19 x 46 LA	DPM2 17 x 40 LA	KGM1 24 x 25 LL	PDM1 26 x 44 LA	PLI1 13 x 57 LH	UMP1 19 x 69 LH				
TPR1 40 x 57 LH	TPR1 57 x 29 AL	TPR2 4 x 75 LH	TPR3 74 x 87 HH						
TPR4 65 x 53 HH	ANR1 31 x 48 LA	AVI1 51 x 86 AH	GBM1 71 x 27 HL	PPI1 126 x 55 HH	SYM2 59 x 32 AA	TPR4 38 x 78 LH			
UAM1 20 x 24 LL	CNR1 7 x 56 LH	GDR1 12 x 20 LL	KGI1 33 x 16 LL	KMD1 0 x NaN LL	MPM1 41 x 22 LL	UAM1 16 x 33 LA			

Region WEST-02 MTD | LCE 35.26% | LCR 45.62% | LA

ERD1 48 x 48 LA	CMI1 40 x 28 LL	ERD1 72 x 59 HH	ERD2 15 x 73 LH	KMM1 29 x 34 LA	NKL2 49 x 39 LA	PDR1 41 x 36 LA	RSP1 44 x 37 LA	SGG1 58 x 38 AA	TCG1 55 x 48 AA	VKL1 112 x 63 HH	
HSR1 22 x 38 LA	HSR1 36 x 65 LH	HSR2 34 x 21 LL	KRI1 17 x 60 LH	KVP1 1 x 100 LH	PLC1 14 x 33 LA	PMP1 12 x 43 LA	SGI1 26 x 7 LL				
MTR1 36 x 44 LA	BMD1 10 x 16 LL	DPR1 11 x 82 LH	DPR2 54 x 39 AA	HRR1 86 x 88 HH	MCR1 36 x 14 LL	MTR1 20 x 14 LL	OML1 37 x 15 LL	TRM1 32 x 29 LL			
SLM1 33 x 47 LA	APN1 51 x 38 AA	ATU1 50 x 22 LL	EDP1 7 x 42 LA	EPI1 7 x 18 LL	SLM1 44 x 82 LH	SLM2 25 x 65 LH	SLM3 22 x 20 LL	VPD1 41 x 33 LA			