

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 : 21-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	7,018	1,591	481	22.67%	30.23%	LA
CHENNAI-02	6,598	1,862	543	28.22%	29.16%	LL
KL-SOUTH	649	71	26	10.95%	36.62%	LA
NORTH ARCOT	5,333	1,410	357	26.44%	25.32%	LL
SOUTH ARCOT	4,782	681	142	14.24%	20.85%	LL
SOUTH-01	10,242	3,388	906	33.08%	26.74%	LL
SOUTH-03	7,757	1,237	405	15.95%	32.74%	LA
TIRUPATI-01	3,173	1,634	890	51.50%	54.47%	AH
TRICHY-01	6,896	1,525	562	22.12%	36.85%	LA
VIJAYAWADA-01	3,266	2,550	1,625	78.09%	63.73%	HH
WEST-01	5,369	1,382	706	25.74%	51.09%	LH
WEST-02	6,234	1,682	638	26.98%	37.93%	LA
Total	67,316	19,013	7,281	28.24%	38.29%	LA

CHENNAI-02 MTD LCE 28.22% LCR 29.16% LL																		
CH01 24 x 37 LA	CH03 15 x 52 LH		CH06 6 x 50 LA		CH12 49 x 31 LA		CH23 19 x 50 LA		CH24 32 x 28 LL		MC06 1 x 100 LH							
CH04 31 x 24 LL	CH21 50 x 26 AL		CH34 41 x 15 LL		CH44 44 x 26 LL		GPD1 34 x 41 LA		MC05 2 x 100 LH		MJR1 19 x 15 LL		PON1 41 x 24 LL		UK11 1 x 100 LH			
CH07 35 x 26 LL	CH01 149 x 100 HH		CH15 47 x 21 LL		CH17 7 x 65 LH		CH18 53 x 20 AL		CH27 12 x 71 LH		CH32 3 x 100 LH		CH36 16 x 35 LA		CH43 43 x 22 LL			
CH09 19 x 38 LA	CH09 7 x 67 LH			CH20 35 x 24 LL			CH31 7 x 57 LH			CH33 8 x 73 LH			CH41 29 x 32 LA			CH46 20 x 48 LA		

Region											NORTH ARCOT MTD LCE 26.44% LCR 25.32% LL										
NA01 38 x 17 LL	AKM1 33 x 12 LL		ANI1 23 x 24 LL		ARC2 7 x 64 LH		CYR1 16 x 37 LA		KPM1 28 x 22 LL		KPM2 60 x 16 HL		WJD1 46 x 16 LL		WJP1 32 x 9 LL						
	ABR1 8 x 43 LA		CGM1 2 x 25 LL		GDM1 5 x 62 LH		PLR1 6 x 38 LA		TRR1 5 x 69 LH		VEL1 58 x 37 AA		VEL2 86 x 38 HA		VNB1 1 x 100 LH						
	BGR1 49 x 21 LL		CPT1 22 x 6 LL		PTU1 5 x 25 LL		SBR1 1 x 100 LH		SLG1 33 x 34 LA		TRL1 2 x 100 LH		TRT1 4 x 40 LA		UGI1 19 x 22 LL		VSI1 15 x 9 LL				

Region	SOUTH ARCOT MTD LCE 14.24% LCR 20.85% LL
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SA01 24 x 19 LL	CUD1 51 x 14 AL		KLM1 26 x 21 LL		MKM1 3 x 50 LA		POY1 4 x 93 LH		POY2 5 x 7 LL							
SA02 9 x 30 LL	CDM1 2 x 80 LH		KKI2 44 x 22 LL		KML1 0 x NaN LL		NVL2 4 x 45 LA		PRT1 7 x 29 LL		STP1 0 x NaN LL		ULP1 2 x 60 LH		VCM1 4 x 100 LH	
SA03 10 x 16 LL	SJI1 NaN x NaN LL		SJI2 0 x NaN LL		TDM1 23 x 12 LL		TRK1 28 x 16 LL		TVM1 2 x 33 LA		TVM2 0 x NaN LL		VPM1 3 x 67 LH		VPM2 0 x NaN LL	

SOUTH-01 MTD | LCE 33.08% | LCR 26.74% | LL

KVT1 35 x 23 LL	KVT1 15 x 22 LL	KYR1 30 x 27 LL	PKD1 45 x 25 LL	RND1 45 x 22 LL	RND2 NaN x NaN LL	SKD1 54 x 36 AA	SNL1 37 x 17 LL	STU2 40 x 22 LL	VKM1 52 x 14 AL
NGR1 37 x 28 LL	COL1 53 x 28 AL	KGL1 36 x 33 LA	KSM1 29 x 43 LA	MAR1 31 x 40 LA	MMT1 37 x 16 LL	NGR1 43 x 24 LL	TKY1 23 x 30 LL		
TKS1 22 x 29 LL	PDI1 19 x 2 LL	RPM1 11 x 20 LL	SDI1 11 x 32 LA	SGT1 38 x 9 LL	TKS1 23 x 14 LL	TKS2 34 x 57 LH			
TUT1 40 x 24 LL	ERL1 ∞ x 100 HH	ERL2 37 x 31 LA	TCN1 37 x 18 LL	TUT1 34 x 23 LL	TUT2 44 x 20 LL	TYI1 38 x 24 LL	UDN1 79 x 35 HA		
TVL1 26 x 40 LA	ARM1 33 x 30 LL	ASM1 21 x 51 LH	TVL1 29 x 42 LA	TVL2 23 x 54 LH	VLY1 19 x 30 LA				
VNR1 35 x 23 LL	APK1 32 x 14 LL	APK2 61 x 44 HA	SVK1 30 x 16 LL	VNR1 53 x 18 AL	VNR2 22 x 14 LL				

SOUTH-03 MTD | LCE 15.95% | LCR 32.74% | LA

DGL1 11 x 50 LA	DGL1 7 x 25 LL		DGL2 1 x 0 LL		MDU1 6 x 93 LH		MDU5 30 x 47 LA		MPA1 9 x 94 LH		NTM1 15 x 26 LL		PNI1 37 x 21 LL			
KKD2 14 x 26 LL	ATG1 5 x 60 LH	DKI1 4 x 67 LH	KKD2 NaN x NaN LL	KKD3 15 x 25 LL	MNM1 5 x 40 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 40 x 31 LA	SGP1 4 x 0 LL	TDI1 2 x 100 LH	TPT1 30 x 10 LL					
KRR1 4 x 100 LH	KRR1 5 x 100 LH						ODM1 3 x 100 LH									
MDU2 16 x 38 LA	ADP1 36 x 40 LA	BNR1 37 x 35 LA	CBM1 12 x 21 LL	CMR1 28 x 70 LH	MDU2 5 x 68 LH	MDU3 0 x 100 LH	MDU4 24 x 32 LA	MDU6 28 x 31 LA	TEN1 5 x 40 LA	TEN2 5 x 38 LA						
SVG1 27 x 21 LL	BTU1 8 x 50 LA	KPT1 7 x 7 LL	KYK1 5 x 12 LL	MLR1 6 x 29 LL	NKI1 20 x 12 LL	PKM1 60 x 17 HL	SVG1 14 x 62 LH	TMM1 60 x 20 AL	USL1 18 x 7 LL							

TIRUPATI-01 MTD | LCE 51.50% | LCR 54.47% | AH

ATP1 79 x 70 HH	ADI1 57 x 44 AA		ATP1 49 x 52 LH		DHN1 86 x 94 HH		GTL1 191 x 99 HH		KAR1 NaN x NaN LL		KNL1 64 x 51 HH		KNL2 75 x 67 HH		NDL1 61 x 25 HL		TPI1 136 x 95 HH							
KDA1 32 x 47 LA	BVL1 19 x 47 LA			KDA1 16 x 93 LH		KOU1 29 x 18 LL		MPL1 54 x 57 AH		PDT1 51 x 51 AH		PIL1 15 x 73 LH		RCY1 30 x 23 LL		RJP1 40 x 32 LA								
TPY1 42 x 38 LA	CTO1 27 x 20 LL		KHT1 52 x 29 AL		KVL1 55 x 16 AL		NLR1 65 x 44 HA		NYP1 19 x 56 LH		PGR1 73 x 59 HH		PMR1 33 x 66 LH		PUT1 41 x 14 LL		SPE1 38 x 36 LA		TPY1 57 x 23 AL		TPY2 29 x 35 LA		VKI1 51 x 82 AH	

TRICHY-01 MTD | LCE 22.12% | LCR 36.85% | LA

KUM1 23 x 26 LL	KIK1 8 x 62 LH	KUM1 48 x 13 LL	NCK1 31 x 70 LH	NGT1 50 x 16 AL	TTP1 4 x 60 LH	TVR1 2 x 100 LH	TVR2 4 x 93 LH
PBR1 21 x 34 LA	AYR1 24 x 67 LH	JKM1 2 x 100 LH	MSI1 9 x 83 LH	MVM1 27 x 32 LA	PBR1 28 x 34 LA	PBR2 30 x 14 LL	TYR1 19 x 49 LA
TNJ1 31 x 42 LA	APM1 77 x 50 HA	MDI1 24 x 84 LH	NMM1 50 x 24 AL	ORU1 19 x 17 LL	PTK1 15 x 24 LL	TNJ1 20 x 36 LA	TNJ2 36 x 48 LA



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TRY1 14 x 46 LA	KRN1 24 x 13 LL	PDK1 62 x 52 HH	TRY1 7 x 62 LH	TRY2 37 x 48 LA	TRY3 1 x 100 LH	TRY4 3 x 40 LA	
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Region VIJAYAWADA-01 MTD | LCE 78.09% | LCR 63.73% | HH

BVR1 68 x 63 HH	AMP1 25 x 0 LL	BVR1 57 x 28 AL	DPE1 24 x 81 LH	ELU1 123 x 67 HH	JGG1 30 x 12 LL	KND1 175 x 85 HH	NPR1 25 x 100 LH	PAP1 32 x 21 LL	PPM1 161 x 77 HH	RMV1 63 x 81 HH	TDD1 28 x 37 LA	TNI1 69 x 75 HH	TNK1 48 x 43 LA
GNT1 87 x 64 HH	BPP1 51 x 60 AH	CKT1 165 x 72 HH	CRL1 83 x 66 HH	GNT1 77 x 73 HH	GNT2 136 x 91 HH	KDR1 70 x 55 HH	NRT1 37 x 49 LA	OGL1 178 x 77 HH	PNR1 74 x 36 HA	PRL1 35 x 17 LL	RAL1 67 x 8 HL	VKN1 34 x 44 LA	
VJW1 80 x 64 HH	GDV1 124 x 79 HH	GVM1 52 x 21 AL	JPT1 114 x 58 HH	MTM1 52 x 15 AL	TEL1 87 x 57 HH	TVU1 177 x 86 HH	VJW1 79 x 79 HH	VJW2 29 x 93 LH	VJW3 68 x 52 HH	VJW4 60 x 40 HA	VJW5 52 x 76 AH	VUY1 49 x 62 LH	

Region WEST-01 MTD | LCE 25.74% | LCR 51.09% | LH

CBE1 22 x 59 LH	CBE1 34 x 59 LH	CBE2 18 x 39 LA	CBE3 13 x 91 LH	CBE4 24 x 93 LH	CBE5 1 x 100 LH	CBE6 44 x 89 LH	KMR1 30 x 56 LH	SNR1 1 x 100 LH	SUL1 29 x 21 LL	
PLI1 15 x 30 LA	DPM2 9 x 43 LA		KGM1 26 x 20 LL		PDM1 25 x 27 LL		PLI1 16 x 34 LA		UMP1 2 x 67 LH	
TPR1 44 x 55 LH	TPR1 55 x 19 AL				TPR2 5 x 80 LH				TPR3 83 x 97 HH	
TPR4 48 x 50 LA	ANR1 0 x NaN LL		AVI1 51 x 76 AH		GBM1 86 x 52 HH		PPI1 56 x 34 AA		SYM2 21 x 23 LL	TPR4 41 x 45 LA
UAM1 12 x 25 LL	CNR1 6 x 33 LA		GDR1 11 x 20 LL		KGI1 0 x NaN LL		KMD1 7 x 88 LH		MPM1 35 x 17 LL	UAM1 7 x 27 LL

Region WEST-02 MTD | LCE 26.98% | LCR 37.93% | LA

ERD1 49 x 36 LA	CMI1 40 x 7 LL	ERD1 63 x 49 HA	ERD2 41 x 28 LL	KMM1 46 x 11 LL	NKL2 52 x 32 AA	PDR1 50 x 37 AA	RSP1 39 x 41 LA	SGG1 41 x 41 LA	TCG1 44 x 34 LA	VKL1 78 x 70 HH
HSR1 20 x 61 LH	HSR1 53 x 36 AA		HSR2 36 x 84 LH	KRI1 10 x 62 LH	KVP1 2 x 67 LH		PLC1 7 x 27 LL	PMP1 3 x 20 LL		SGI1 0 x NaN LL
MTR1 11 x 30 LA	BMD1 1 x 0 LL	DPR1 19 x 57 LH	DPR2 32 x 20 LL		HRR1 8 x 100 LH	MCR1 16 x 22 LL	MTR1 1 x 100 LH	OML1 21 x 4 LL		TRM1 3 x 56 LH
SLM1 24 x 32 LA	APN1 45 x 40 LA	ATU1 42 x 24 LL	EDP1 0 x NaN LL		EPI1 5 x 50 LA	SLM1 37 x 25 LL	SLM2 18 x 72 LH	SLM3 9 x 44 LA		VPD1 27 x 15 LL