

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 : 23-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	11,787	1,103	684	9.36%	62.01%	LH
CHENNAI-02	10,538	1,489	853	14.13%	57.29%	LH
KL-SOUTH	776	71	53	9.15%	74.65%	LH
NORTH ARCOT	9,914	1,263	570	12.74%	45.13%	LA
SOUTH ARCOT	8,437	709	404	8.40%	56.98%	LH
SOUTH-01	20,060	3,022	1,929	15.06%	63.83%	LH
SOUTH-03	17,052	1,079	601	6.33%	55.70%	LH
TIRUPATI-01	7,107	1,556	1,244	21.89%	79.95%	LH
TRICHY-01	13,460	1,367	1,146	10.16%	83.83%	LH
VIJAYAWADA-01	7,127	2,231	1,930	31.30%	86.51%	LH
WEST-01	10,273	1,925	1,601	18.74%	83.17%	LH
WEST-02	14,351	1,515	1,053	10.56%	69.50%	LH
Total	130,883	17,330	12,068	13.24%	69.64%	LH

Region	CHENNAI-02 MTD LCE 14.13% LCR 57.29% LH															
CH01 11 x 67 LH	CH03 4 x 74 LH		CH06 7 x 50 LA		CH12 25 x 60 LH		CH23 10 x 100 LH		CH24 15 x 77 LH		MC06 1 x 100 LH					
CH04 15 x 52 LH	CH21 23 x 46 LA		CH34 14 x 61 LH		CH44 15 x 50 LA		GPD1 21 x 55 LH		MC05 3 x 100 LH		MJR1 17 x 45 LA		PON1 13 x 56 LH		UKI1 1 x 100 LH	
CH07 19 x 55 LH	CH01 40 x 100 LH		CH15 28 x 44 LA		CH17 14 x 100 LH		CH18 14 x 69 LH		CH27 4 x 100 LH		CH32 17 x 100 LH		CH36 4 x 100 LH		CH43 21 x 42 LA	
CH09 10 x 62 LH	CH09 4 x 93 LH		CH20 18 x 49 LA		CH31 3 x 67 LH		CH33 4 x 94 LH		CH41 17 x 54 LH		CH46 13 x 74 LH		CH51 NaN x NaN LL			

Region	NORTH ARCOT MTD LCE 12.74% LCR 45.13% LA								
NA01 22 x 36 LA	AKM1 33 x 27 LL	ANI1 8 x 72 LH	ARC2 2 x 100 LH	CYR1 8 x 48 LA	KPM1 9 x 64 LH	KPM2 41 x 24 LL	WJD1 13 x 69 LH	WJP1 16 x 73 LH	
NA02 8 x 61 LH	ABR1 7 x 77 LH	CGM1 1 x 75 LH	GDM1 10 x 48 LA	PLR1 4 x 100 LH	TRR1 6 x 69 LH	VEL1 15 x 68 LH	VEL2 15 x 48 LA	VEL3 NaN x NaN LL	VNB1 1 x 33 LA
NA03 7 x 65 LH	BGR1 12 x 76 LH	CPT1 4 x 62 LH	PTU1 5 x 75 LH	SBR1 0 x 100 LH	SLG1 3 x 45 LA	TRL1 5 x 92 LH	TRT1 6 x 29 LL	UGI1 13 x 62 LH	VSI1 14 x 63 LH

Region SOUTH ARCOT MTD | LCE 8.40% | LCR 56.98% | LH



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SA01 13 x 49 LA		CUD1 24 x 34 LA	KLM1 9 x 65 LH		MKM1 3 x 83 LH		POY1 9 x 84 LH		POY2 6 x 71 LH		
SA02 7 x 63 LH		CDM1 12 x 35 LA	KKI2 18 x 72 LH	KML1 1 x 100 LH	NVL2 5 x 62 LH	PRT1 5 x 89 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH	VCM1 7 x 92 LH		
SA03 5 x 66 LH		SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 6 x 55 LH	TRK1 14 x 53 LH	TVM1 9 x 100 LH	TVM2 2 x 100 LH	VPM1 11 x 94 LH	VPM2 0 x 100 LH		

RegionSOUTH-01 MTD | LCE 15.06% | LCR 63.83% | LH

KVT1 14 x 61 LH	KVT1 5 x 70 LH	KYR1 3 x 67 LH	PKD1 27 x 45 LA	RND1 26 x 64 LH	SKD1 12 x 67 LH	SNL1 11 x 63 LH	STU2 11 x 90 LH	VKM1 15 x 67 LH
NGR1 10 x 65 LH	COL1 21 x 78 LH	KGL1 13 x 77 LH	KSM1 6 x 56 LH	MAR1 11 x 92 LH	MMT1 10 x 74 LH	NGR1 11 x 49 LA	TKY1 3 x 33 LA	
TKS1 12 x 77 LH	PDI1 5 x 56 LH	RPM1 9 x 84 LH	SDI1 8 x 69 LH	SGT1 7 x 75 LH	TKS1 12 x 64 LH	TKS2 23 x 84 LH		
TUT1 17 x 65 LH	ERL1 ∞ x 100 HH	ERL2 20 x 70 LH	TCN1 11 x 68 LH	TUT1 14 x 64 LH	TUT2 16 x 57 LH	TYI1 14 x 77 LH	UDN1 44 x 66 LH	
TVL1 19 x 79 LH	ARM1 21 x 55 LH	ASM1 18 x 86 LH	TVL1 21 x 86 LH	TVL2 29 x 90 LH	VLY1 13 x 56 LH			
VNR1 18 x 39 LA	APK1 21 x 23 LL	APK2 42 x 40 LA	SVK1 5 x 53 LH	VNR1 30 x 47 LA	VNR2 11 x 39 LA			

RegionSOUTH-03 MTD | LCE 6.33% | LCR 55.70% | LH

DGL1 3 x 89 LH	DGL1 1 x 100 LH		DGL2 1 x 100 LH		MDU1 4 x 97 LH		MDU5 7 x 100 LH		MPA1 2 x 100 LH		NTM1 3 x 64 LH		PNI1 12 x 60 LH							
KKD2 2 x 85 LH	ATG1 1 x 100 LH		DKI1 2 x 71 LH		KKD2 10 x 100 LH		KKD3 1 x 100 LH		MNM1 0 x NaN LL		PNV1 2 x 67 LH		PVI1 8 x 84 LH		SGP1 1 x 100 LH		TDI1 2 x 80 LH		TPT1 1 x 67 LH	
KRR1 3 x 95 LH	KRR1 5 x 95 LH										ODM1 0 x 100 LH									
MDU2 12 x 40 LA	ADP1 0 x 100 LH		BNR1 10 x 47 LA		CBM1 3 x 60 LH		CMR1 14 x 86 LH		MDU2 7 x 69 LH		MDU3 2 x 100 LH		MDU4 5 x 59 LH		MDU6 48 x 24 LL		TEN1 4 x 93 LH		TEN2 3 x 75 LH	
SVG1 7 x 60 LH	BTU1 10 x 75 LH		KPT1 1 x 75 LH		KYK1 1 x 100 LH		MLR1 2 x 100 LH		NKI1 2 x 57 LH		PKM1 27 x 51 LH		SVG1 4 x 86 LH		TMM1 10 x 61 LH		USL1 11 x 45 LA			

RegionTIRUPATI-01 MTD | LCE 21.89% | LCR 79.95% | LH

ATP1 28 x 91 LH	ADI1 29 x 70 LH		ATP1 11 x 79 LH		DHN1 4 x 100 LH		GTL1 14 x 100 LH		HPR1 NaN x NaN LL		KNL1 61 x 99 HH		KNL2 14 x 88 LH		NDL1 14 x 82 LH		TPI1 108 x 97 HH								
KDA1 5 x 86 LH	BVL1 2 x 100 LH			KDA1 4 x 88 LH			KOU1 9 x 100 LH			MPL1 3 x 71 LH			PDT1 10 x 100 LH			PIL1 1 x 100 LH			RCY1 1 x 100 LH			RJP1 11 x 64 LH			
TPY1 27 x 72 LH	CTO1 6 x 82 LH		KHT1 30 x 88 LH		KVL1 15 x 46 LA		NLR1 17 x 77 LH		NYP1 34 x 60 LH		PGR1 26 x 89 LH		PMR1 45 x 97 LH		PUT1 15 x 59 LH		SPE1 18 x 83 LH		TPY1 46 x 45 LA		TPY2 31 x 60 LH		VKI1 53 x 93 AH		

RegionTRICHY-01 MTD | LCE 10.16% | LCR 83.83% | LH

KUM1 7 x 85 LH	KIK1 7 x 86 LH	KUM1 10 x 89 LH	NCK1 23 x 76 LH	NGT1 6 x 82 LH	TTP1 4 x 84 LH	TVR1 4 x 91 LH	TVR2 2 x 100 LH	
PBR1 9 x 81 LH	AYR1 15 x 100 LH	JKM1 1 x 100 LH	MSI1 2 x 83 LH	MVM1 14 x 80 LH	PBR1 6 x 88 LH	PBR2 11 x 69 LH	TYR1 9 x 77 LH	
TNJ1 15 x 83 LH	APM1 19 x 73 LH	MDI1 27 x 93 LH	NMM1 21 x 86 LH	ORU1 6 x 67 LH	PTK1 6 x 79 LH	TNJ1 12 x 81 LH	TNJ2 16 x 78 LH	



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TRY1 10 x 87 LH	KRN1 4 x 81 LH	PDK1 59 x 82 AH	TRY1 4 x 98 LH	TRY2 21 x 89 LH	TRY3 2 x 100 LH	TRY4 2 x 100 LH	
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Region VIJAYAWADA-01 MTD | LCE 31.30% | LCR 86.51% | LH

BVR1 48 x 90 LH	AMP1 37 x 92 LH	BVR1 80 x 81 HH	DPE1 0 x NaN LL	ELU1 68 x 97 HH	JGG1 18 x 95 LH	KND1 66 x 99 HH	NPR1 1 x 100 LH	PAP1 65 x 87 HH	PPM1 136 x 98 HH	RMV1 49 x 97 LH	TDD1 23 x 91 LH	TNI1 1 x 100 LH	TNK1 14 x 93 LH
GNT1 25 x 85 LH	BPP1 2 x 67 LH	CKT1 104 x 97 HH	CRL1 17 x 91 LH	GNT1 2 x 100 LH	GNT2 4 x 83 LH	KDR1 15 x 100 LH	NRT1 3 x 100 LH	OGL1 97 x 80 HH	PNR1 29 x 36 LA	PRL1 7 x 78 LH	RAL1 11 x 61 LH	VKN1 0 x NaN LL	
VJW1 18 x 77 LH	GDV1 11 x 100 LH	GVM1 19 x 48 LA	JPT1 29 x 53 LH	MTM1 14 x 54 LH	TEL1 23 x 80 LH	TVU1 35 x 97 LH	VJW1 16 x 98 LH	VJW2 1 x 100 LH	VJW3 12 x 67 LH	VJW4 36 x 82 LH	VJW5 22 x 82 LH	VUY1 5 x 100 LH	

Region WEST-01 MTD | LCE 18.74% | LCR 83.17% | LH

CBE1 18 x 88 LH	CBE1 17 x 92 LH	CBE2 16 x 82 LH	CBE3 7 x 100 LH	CBE4 10 x 88 LH	CBE5 4 x 100 LH	CBE6 50 x 99 AH	KMR1 28 x 86 LH	SNR1 9 x 96 LH	SUL1 8 x 52 LH	
PLI1 8 x 88 LH	DPM2 4 x 100 LH		KGM1 9 x 92 LH		PDM1 9 x 86 LH		PLI1 13 x 82 LH		UMP1 4 x 100 LH	
TPR1 21 x 80 LH	TPR1 24 x 56 LH			TPR2 5 x 96 LH			TPR3 45 x 98 LH			
TPR4 42 x 81 LH	ANR1 32 x 95 LH		AVI1 53 x 96 AH		GBM1 86 x 69 HH	PPI1 47 x 86 LH	SYM2 4 x 62 LH		TPR4 21 x 68 LH	
UAM1 5 x 74 LH	CNR1 10 x 75 LH		GDR1 5 x 67 LH		KGI1 1 x 100 LH	KMD1 1 x 100 LH	MPM1 10 x 67 LH		UAM1 2 x 100 LH	

Region WEST-02 MTD | LCE 10.56% | LCR 69.50% | LH

ERD1 15 x 70 LH	CMI1 5 x 50 LA	ERD1 18 x 72 LH	ERD2 6 x 75 LH	KMM1 10 x 65 LH	NKL2 10 x 72 LH	PDR1 19 x 62 LH	RSP1 13 x 57 LH	SGG1 30 x 54 LH	TCG1 2 x 100 LH	VKL1 63 x 80 HH
HSR1 6 x 70 LH	HSR1 12 x 92 LH	HSR2 12 x 59 LH		KRI1 5 x 100 LH	KVP1 0 x 100 LH	PLC1 1 x 75 LH		PMP1 4 x 31 LA		SGI1 1 x 100 LH
MTR1 9 x 80 LH	BMD1 2 x 100 LH	DPR1 3 x 100 LH	DPR2 16 x 52 LH		HRR1 40 x 100 LH	MCR1 4 x 63 LH	MTR1 1 x 80 LH	OML1 14 x 57 LH		TRM1 2 x 55 LH
SLM1 10 x 63 LH	APN1 28 x 37 LA	ATU1 14 x 61 LH	EDP1 3 x 100 LH		EPI1 2 x 100 LH	SLM1 16 x 68 LH	SLM2 6 x 88 LH	SLM3 2 x 50 LA		VPD1 9 x 70 LH