

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 : 24-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	12,090	1,124	697	9.30%	62.01%	LH
CHENNAI-02	10,878	1,529	875	14.06%	57.23%	LH
KL-SOUTH	801	76	57	9.49%	75.00%	LH
NORTH ARCOT	10,215	1,309	601	12.81%	45.91%	LA
SOUTH ARCOT	8,741	722	411	8.26%	56.93%	LH
SOUTH-01	20,868	3,090	1,930	14.81%	62.46%	LH
SOUTH-03	17,536	1,102	617	6.28%	55.99%	LH
TIRUPATI-01	7,316	1,597	1,267	21.83%	79.34%	LH
TRICHY-01	13,941	1,389	1,141	9.96%	82.15%	LH
VIJAYAWADA-01	7,262	2,308	1,999	31.78%	86.61%	LH
WEST-01	10,633	1,950	1,617	18.34%	82.92%	LH
WEST-02	14,814	1,542	1,069	10.41%	69.33%	LH
Total	135,096	17,738	12,281	13.13%	69.24%	LH

Region	CHENNAI-02 MTD LCE 14.06% LCR 57.23% LH															
CH01 10 x 67 LH	CH03 4 x 74 LH		CH06 7 x 50 LA		CH12 24 x 59 LH		CH23 10 x 100 LH		CH24 14 x 77 LH		MC06 1 x 100 LH					
CH04 16 x 52 LH	CH21 23 x 47 LA		CH34 14 x 61 LH		CH44 16 x 53 LH		GPD1 21 x 54 LH		MC05 3 x 100 LH		MJR1 17 x 44 LA		PON1 15 x 59 LH		UKI1 1 x 100 LH	
CH07 19 x 55 LH	CH01 37 x 100 LH		CH15 28 x 43 LA		CH17 14 x 100 LH		CH18 14 x 69 LH		CH27 4 x 100 LH		CH32 17 x 100 LH		CH36 3 x 100 LH		CH43 21 x 44 LA	
CH09 10 x 62 LH	CH09 5 x 94 LH		CH20 17 x 48 LA		CH31 3 x 67 LH		CH33 4 x 94 LH		CH41 16 x 54 LH		CH46 13 x 75 LH		CH51 NaN x NaN LL			

Region	NORTH ARCOT MTD LCE 12.81% LCR 45.91% LA								
NA01 23 x 37 LA	AKM1 33 x 27 LL	ANI1 8 x 72 LH	ARC2 2 x 100 LH	CYR1 8 x 44 LA	KPM1 9 x 67 LH	KPM2 43 x 27 LL	WJD1 13 x 69 LH	WJP1 17 x 74 LH	
NA02 8 x 60 LH	ABR1 7 x 78 LH	CGM1 1 x 75 LH	GDM1 9 x 48 LA	PLR1 4 x 100 LH	TRR1 6 x 69 LH	VEL1 15 x 65 LH	VEL2 14 x 47 LA	VEL3 NaN x NaN LL	VNB1 1 x 33 LA
NA03 7 x 65 LH	BGR1 12 x 77 LH	CPT1 4 x 62 LH	PTU1 6 x 78 LH	SBR1 0 x 100 LH	SLG1 3 x 45 LA	TRL1 5 x 92 LH	TRT1 5 x 29 LL	UGI1 12 x 63 LH	VSI1 14 x 61 LH

Region SOUTH ARCOT MTD | LCE 8.26% | LCR 56.93% | LH



Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
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SA01 13 x 49 LA		CUD1 24 x 35 LA	KLM1 9 x 66 LH		MKM1 3 x 83 LH		POY1 8 x 84 LH		POY2 5 x 71 LH		
SA02 7 x 63 LH		CDM1 12 x 34 LA	KKI2 18 x 71 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 8 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 54 LH	TVM1 8 x 100 LH	TVM2 1 x 100 LH	VPM1 11 x 94 LH	VPM2 0 x 100 LH		

RegionSOUTH-01 MTD | LCE 14.81% | LCR 62.46% | LH

KVT1 14 x 60 LH	KVT1 5 x 65 LH	KYR1 3 x 73 LH	PKD1 27 x 45 LA	RND1 26 x 64 LH	SKD1 11 x 60 LH	SNL1 11 x 60 LH	STU2 12 x 91 LH	VKM1 15 x 63 LH
NGR1 10 x 64 LH	COL1 20 x 78 LH	KGL1 13 x 79 LH	KSM1 5 x 56 LH	MAR1 11 x 92 LH	MMT1 10 x 65 LH	NGR1 11 x 47 LA	TKY1 3 x 45 LA	
TKS1 12 x 77 LH	PDI1 4 x 56 LH	RPM1 8 x 84 LH	SDI1 8 x 70 LH	SGT1 7 x 76 LH	TKS1 12 x 64 LH	TKS2 22 x 84 LH		
TUT1 17 x 63 LH	ERL1 ∞ x 100 HH	ERL2 20 x 69 LH	TCN1 11 x 68 LH	TUT1 14 x 62 LH	TUT2 16 x 50 LA	TYI1 13 x 74 LH	UDN1 45 x 65 LH	
TVL1 19 x 78 LH	ARM1 20 x 50 LA	ASM1 17 x 82 LH	TVL1 21 x 86 LH	TVL2 29 x 91 LH	VLY1 13 x 56 LH			
VNR1 18 x 38 LA	APK1 20 x 21 LL	APK2 41 x 38 LA	SVK1 5 x 53 LH	VNR1 31 x 47 LA	VNR2 11 x 39 LA			

RegionSOUTH-03 MTD | LCE 6.28% | LCR 55.99% | LH

DGL1 3 x 89 LH	DGL1 1 x 100 LH		DGL2 1 x 100 LH		MDU1 3 x 97 LH		MDU5 6 x 100 LH		MPA1 2 x 100 LH		NTM1 3 x 64 LH		PNI1 12 x 61 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 1 x 67 LH		PVI1 8 x 84 LH		SGP1 1 x 100 LH		TDI1 2 x 80 LH		TPT1 1 x 75 LH	
KRR1 3 x 96 LH	KRR1 5 x 95 LH										ODM1 0 x 100 LH									
MDU2 12 x 41 LA	ADP1 0 x 100 LH		BNR1 9 x 49 LA		CBM1 3 x 60 LH		CMR1 14 x 86 LH		MDU2 7 x 69 LH		MDU3 2 x 100 LH		MDU4 4 x 59 LH		MDU6 48 x 26 LL		TEN1 3 x 93 LH		TEN2 3 x 58 LH	
SVG1 7 x 60 LH	BTU1 11 x 76 LH		KPT1 1 x 75 LH		KYK1 1 x 100 LH		MLR1 2 x 100 LH		NKI1 2 x 57 LH		PKM1 28 x 51 LH		SVG1 4 x 86 LH		TMM1 10 x 61 LH		USL1 11 x 45 LA			

RegionTIRUPATI-01 MTD | LCE 21.83% | LCR 79.34% | LH

ATP1 28 x 91 LH	ADI1 28 x 66 LH		ATP1 11 x 77 LH		DHN1 4 x 100 LH		GTL1 13 x 100 LH		HPR1 NaN x NaN LL		KNL1 62 x 99 HH		KNL2 13 x 88 LH		NDL1 15 x 84 LH		TPI1 109 x 97 HH								
KDA1 5 x 87 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 67 LH			
TPY1 27 x 71 LH	CTO1 6 x 79 LH		KHT1 29 x 84 LH		KVL1 15 x 47 LA		NLR1 17 x 75 LH		NYP1 34 x 60 LH		PGR1 25 x 87 LH		PMR1 44 x 96 LH		PUT1 14 x 55 LH		SPE1 18 x 80 LH		TPY1 46 x 45 LA		TPY2 31 x 60 LH		VKI1 54 x 94 AH		

RegionTRICHY-01 MTD | LCE 9.96% | LCR 82.15% | LH

KUM1 7 x 81 LH	KIK1 7 x 86 LH	KUM1 10 x 80 LH	NCK1 22 x 75 LH	NGT1 6 x 75 LH	TTP1 4 x 84 LH	TVR1 4 x 91 LH	TVR2 1 x 100 LH
PBR1 8 x 77 LH	AYR1 15 x 100 LH	JKM1 1 x 100 LH	MSI1 2 x 83 LH	MVM1 13 x 79 LH	PBR1 6 x 88 LH	PBR2 11 x 62 LH	TYR1 8 x 65 LH
TNJ1 15 x 83 LH	APM1 19 x 74 LH	MDI1 27 x 92 LH	NMM1 21 x 85 LH	ORU1 6 x 67 LH	PTK1 6 x 79 LH	TNJ1 11 x 81 LH	TNJ2 16 x 78 LH



Follow-Up Lead Capturing Effectiveness as on 10/24/2025 10:00:53 AM

Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
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TRY1 9 x 87 LH	KRN1 4 x 81 LH	PDK1 58 x 82 AH	TRY1 4 x 98 LH	TRY2 22 x 89 LH	TRY3 2 x 100 LH	TRY4 2 x 100 LH
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Region VIJAYAWADA-01 MTD | LCE 31.78% | LCR 86.61% | LH

BVR1 48 x 91 LH	AMP1 38 x 92 LH	BVR1 79 x 81 HH	DPE1 0 x NaN LL	ELU1 68 x 97 HH	JGG1 18 x 95 LH	KND1 67 x 99 HH	NPR1 1 x 100 LH	PAP1 65 x 87 HH	PPM1 137 x 98 HH	RMV1 50 x 97 AH	TDD1 22 x 91 LH	TNI1 1 x 100 LH	TNK1 15 x 94 LH
GNT1 25 x 85 LH	BPP1 2 x 67 LH	CKT1 105 x 97 HH	CRL1 18 x 89 LH	GNT1 2 x 100 LH	GNT2 5 x 89 LH	KDR1 15 x 100 LH	NRT1 3 x 100 LH	OGL1 99 x 81 HH	PNR1 29 x 38 LA	PRL1 7 x 67 LH	RAL1 12 x 64 LH	VKN1 0 x NaN LL	
VJW1 19 x 77 LH	GDV1 13 x 100 LH	GVM1 19 x 50 LA	JPT1 28 x 51 LH	MTM1 15 x 56 LH	TEL1 24 x 81 LH	TVU1 35 x 97 LH	VJW1 20 x 95 LH	VJW2 1 x 100 LH	VJW3 13 x 68 LH	VJW4 36 x 83 LH	VJW5 24 x 81 LH	VUY1 6 x 100 LH	

Region WEST-01 MTD | LCE 18.34% | LCR 82.92% | LH

CBE1 17 x 87 LH	CBE1 17 x 93 LH	CBE2 16 x 80 LH	CBE3 8 x 100 LH	CBE4 10 x 88 LH	CBE5 4 x 100 LH	CBE6 51 x 99 AH	KMR1 27 x 85 LH	SNR1 9 x 96 LH	SUL1 8 x 52 LH	
PLI1 8 x 86 LH	DPM2 4 x 92 LH		KGM1 8 x 88 LH		PDM1 9 x 87 LH		PLI1 13 x 82 LH		UMP1 3 x 100 LH	
TPR1 21 x 81 LH	TPR1 24 x 57 LH			TPR2 4 x 96 LH			TPR3 44 x 98 LH			
TPR4 41 x 81 LH	ANR1 30 x 95 LH		AVI1 51 x 96 AH		GBM1 87 x 69 HH		PPI1 46 x 86 LH		SYM2 4 x 62 LH	TPR4 20 x 68 LH
UAM1 5 x 71 LH	CNR1 10 x 75 LH		GDR1 5 x 67 LH		KGI1 1 x 100 LH		KMD1 1 x 100 LH		MPM1 10 x 62 LH	UAM1 2 x 100 LH

Region WEST-02 MTD | LCE 10.41% | LCR 69.33% | LH

ERD1 15 x 70 LH	CMI1 5 x 50 LA	ERD1 18 x 70 LH	ERD2 6 x 75 LH	KMM1 10 x 67 LH	NKL2 10 x 72 LH	PDR1 19 x 62 LH	RSP1 13 x 56 LH	SGG1 28 x 53 LH	TCG1 2 x 100 LH	VKL1 65 x 80 HH				
HSR1 5 x 70 LH	HSR1 12 x 92 LH		HSR2 11 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 79 LH	BMD1 2 x 100 LH		DPR1 3 x 100 LH		DPR2 16 x 53 LH		HRR1 38 x 100 LH		MCR1 4 x 58 LH		MTR1 1 x 80 LH	OML1 13 x 54 LH	TRM1 2 x 58 LH	
SLM1 10 x 63 LH	APN1 28 x 38 LA		ATU1 14 x 61 LH		EDP1 3 x 100 LH		EPI1 2 x 100 LH		SLM1 16 x 69 LH		SLM2 6 x 84 LH		SLM3 2 x 50 LA	VPD1 9 x 71 LH