

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 : 24-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	8,306	1,992	851	23.98%	42.72%	LA
CHENNAI-02	7,590	2,207	872	29.08%	39.51%	LA
KL-SOUTH	739	79	33	10.69%	41.77%	LA
NORTH ARCOT	6,573	1,658	479	25.23%	28.89%	LL
SOUTH ARCOT	5,385	807	259	14.99%	32.09%	LA
SOUTH-01	12,008	4,152	1,637	34.58%	39.43%	LA
SOUTH-03	8,992	1,431	551	15.91%	38.50%	LA
TIRUPATI-01	3,853	1,969	1,215	51.10%	61.71%	AH
TRICHY-01	7,885	1,752	776	22.22%	44.29%	LA
VIJAYAWADA-01	4,014	3,071	2,125	76.51%	69.20%	HH
WEST-01	6,267	1,886	1,194	30.10%	63.31%	LH
WEST-02	7,187	1,996	938	27.77%	46.99%	LA
Total	78,798	23,000	10,930	29.19%	47.52%	LA

CH03 26 x 50 LA	CGL1 39 x 60 LH	CH45 8 x 58 LH	GUD1 33 x 41 LA	GUD2 10 x 91 LH	MC10 38 x 61 LH	MRM1 44 x 43 LA	SKL1 7 x 60 LH	TKM1 39 x 38 LA
CH05 27 x 38 LA	AVD1 30 x 41 LA	CH05 18 x 33 LA	CH14 18 x 60 LH	CH26 4 x 75 LH	CH30 40 x 34 LA	CH35 34 x 28 LL	CH37 50 x 33 LA	
CH06 24 x 44 LA	CH08 40 x 33 LA	CH11 5 x 93 LH	CH16 27 x 43 LA	CH19 27 x 54 LH	CH29 4 x 25 LL	CH39 30 x 51 LH	CH40 8 x 50 LA	CH42 19 x 44 LA
CH08 19 x 38 LA	CH07 9 x 74 LH	CH22 50 x 40 AA	CH28 6 x 41 LA	CH38 31 x 27 LL	CH48 21 x 28 LL	KNR1 8 x 70 LH	MC02 10 x 100 LH	MC09 0 x NaN LL

CH01 24 x 43 LA	CH03 14 x 57 LH		CH06 7 x 55 LH		CH12 49 x 38 LA		CH23 17 x 52 LH		CH24 32 x 37 LA		MC06 1 x 100 LH							
CH04 33 x 37 LA	CH21 52 x 37 AA		CH34 44 x 30 LL		CH44 42 x 36 LA		GPD1 37 x 55 LH		MC05 4 x 100 LH		MJR1 20 x 25 LL		PON1 42 x 40 LA		UKI1 2 x 100 LH			
CH07 37 x 37 LA	CH01 149 x 100 HH		CH15 49 x 34 LA		CH17 10 x 78 LH		CH18 53 x 30 AL		CH27 17 x 83 LH		CH32 6 x 100 LH		CH36 15 x 39 LA		CH43 39 x 29 LL			
CH09 20 x 47 LA	CH09 6 x 69 LH			CH20 36 x 35 LA			CH31 6 x 57 LH			CH33 8 x 78 LH			CH41 30 x 40 LA			CH46 23 x 62 LH		

TVP1 11 x 42 LA	KLR1 3 x 43 LA	PAS1 31 x 33 LA	TVP1 7 x 58 LH
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NA01 38 x 28 LL		AKM1 37 x 32 LA	ANI1 26 x 41 LA	ARC2 8 x 57 LH	CYR1 19 x 53 LH	KPM1 30 x 35 LA	KPM2 58 x 22 AL	WJD1 47 x 25 LL	WJP1 36 x 29 LL	
NA02 24 x 28 LL		ABR1 8 x 50 LA	CGM1 2 x 25 LL	GDM1 4 x 62 LH	PLR1 5 x 44 LA	TRR1 5 x 58 LH	VEL1 55 x 39 AA	VEL2 64 x 18 HL	VNB1 1 x 100 LH	
NA03 13 x 33 LA		BGR1 48 x 30 LL	CPT1 17 x 9 LL	PTU1 5 x 33 LA	SBR1 1 x 100 LH	SLG1 32 x 42 LA	TRL1 3 x 100 LH	TRT1 6 x 67 LH	UGI1 20 x 32 LA	VSI1 16 x 24 LL

Region SOUTH ARCOT MTD | LCE 14.99% | LCR 32.09% | LA



Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
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SA01 25 x 30 LA	CUD1 53 x 27 AL		KLM1 29 x 33 LA		MKM1 4 x 60 LH		POY1 4 x 94 LH		POY2 4 x 7 LL	
SA02 10 x 38 LA	CDM1 1 x 80 LH	KKI2 45 x 32 LA	KML1 0 x NaN LL	NVL2 4 x 45 LA	PRT1 8 x 47 LA	STP1 0 x NaN LL	ULP1 2 x 60 LH	VCM1 5 x 100 LH		
SA03 11 x 29 LL	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 25 x 27 LL	TRK1 30 x 30 LL	TVM1 2 x 33 LA	TVM2 0 x NaN LL	VPM1 3 x 67 LH	VPM2 0 x NaN LL		

RegionSOUTH-01 MTD | LCE 34.58% | LCR 39.43% | LA

KVT1 36 x 35 LA	KVT1 15 x 33 LA	KYR1 32 x 40 LA	PKD1 46 x 38 LA	RND1 48 x 35 LA	SKD1 52 x 42 AA	SNL1 38 x 28 LL	STU2 47 x 40 LA	VKM1 50 x 26 AL
NGR1 41 x 43 LA	COL1 54 x 39 AA	KGL1 41 x 55 LH	KSM1 29 x 54 LH	MAR1 38 x 58 LH	MMT1 43 x 38 LA	NGR1 45 x 35 LA	TKY1 24 x 42 LA	
TKS1 21 x 39 LA	PDI1 20 x 22 LL	RPM1 13 x 46 LA	SDI1 13 x 53 LH	SGT1 40 x 24 LL	TKS1 25 x 32 LA	TKS2 22 x 50 LH		
TUT1 43 x 37 LA	ERL1 NaN x NaN LL	ERL2 40 x 45 LA	TCN1 39 x 33 LA	TUT1 35 x 33 LA	TUT2 50 x 36 LA	TYI1 42 x 41 LA	UDN1 78 x 42 HA	
TVL1 28 x 52 LH	ARM1 39 x 51 LH	ASM1 21 x 58 LH	TVL1 32 x 54 LH	TVL2 21 x 54 LH	VLY1 22 x 44 LA			
VNR1 37 x 36 LA	APK1 36 x 32 LA	APK2 61 x 51 HH	SVK1 32 x 29 LL	VNR1 59 x 33 AA	VNR2 24 x 31 LA			

RegionSOUTH-03 MTD | LCE 15.91% | LCR 38.50% | LA

DGL1 11 x 56 LH	DGL1 6 x 31 LA		DGL2 1 x 0 LL		MDU1 6 x 93 LH		MDU5 32 x 56 LH		MPA1 12 x 96 LH		NTM1 16 x 42 LA		PNI1 39 x 27 LL	
KKD2 14 x 36 LA	ATG1 5 x 58 LH	DKI1 4 x 67 LH	KKD2 NaN x NaN LL	KKD3 17 x 42 LA	MNM1 7 x 62 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 40 x 42 LA	SGP1 4 x 20 LL	TDI1 1 x 100 LH	TPT1 27 x 11 LL			
KRR1 4 x 100 LH	KRR1 5 x 100 LH						ODM1 2 x 100 LH							
MDU2 16 x 42 LA	ADP1 33 x 43 LA	BNR1 34 x 37 LA	CBM1 13 x 41 LA	CMR1 29 x 74 LH	MDU2 5 x 64 LH	MDU3 0 x 100 LH	MDU4 24 x 34 LA	MDU6 28 x 33 LA	TEN1 5 x 50 LA	TEN2 5 x 55 LH				
SVG1 27 x 26 LL	BTU1 10 x 67 LH	KPT1 7 x 13 LL	KYK1 5 x 22 LL	MLR1 8 x 55 LH	NKI1 20 x 26 LL	PKM1 63 x 29 HL	SVG1 14 x 48 LA	TMM1 59 x 21 AL	USL1 19 x 18 LL					

RegionTIRUPATI-01 MTD | LCE 51.10% | LCR 61.71% | AH

ATP1 75 x 74 HH	ADI1 55 x 54 AH		ATP1 49 x 58 LH	DHN1 70 x 95 HH		GTL1 192 x 99 HH	KNL1 64 x 56 HH		KNL2 76 x 74 HH	NDL1 56 x 37 AA		TPI1 121 x 95 HH	
KDA1 34 x 58 LH	BVL1 23 x 59 LH		KDA1 13 x 93 LH	KOU1 30 x 36 LA		MPL1 65 x 71 HH	PDT1 51 x 60 AH		PIL1 16 x 74 LH		RCY1 27 x 29 LL		RJP1 38 x 38 LA
TPY1 44 x 49 LA	CTO1 28 x 31 LA	KHT1 52 x 41 AA	KVL1 54 x 23 AL	NLR1 60 x 49 HA	NYP1 23 x 70 LH	PGR1 74 x 66 HH	PMR1 34 x 73 LH	PUT1 42 x 27 LL	SPE1 45 x 58 LH	TPY1 58 x 36 AA	TPY2 30 x 46 LA	VKI1 54 x 87 AH	

RegionTRICHY-01 MTD | LCE 22.22% | LCR 44.29% | LA

KUM1 22 x 34 LA	KIK1 8 x 53 LH	KUM1 46 x 22 LL	NCK1 30 x 71 LH	NGT1 50 x 25 LL	TTP1 4 x 60 LH	TVR1 2 x 100 LH	TVR2 4 x 93 LH
PBR1 21 x 41 LA	AYR1 27 x 72 LH	JKM1 1 x 100 LH	MSI1 11 x 89 LH	MVM1 25 x 36 LA	PBR1 27 x 37 LA	PBR2 30 x 21 LL	TYR1 20 x 56 LH
TNJ1 32 x 51 LH	APM1 78 x 57 HH	MDI1 24 x 86 LH	NMM1 50 x 32 LA	ORU1 22 x 34 LA	PTK1 16 x 38 LA	TNJ1 22 x 46 LA	TNJ2 39 x 56 LH



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TRY1 14 x 52 LH	KRN1 24 x 21 LL	PDK1 63 x 56 HH	TRY1 7 x 65 LH	TRY2 36 x 52 LH	TRY3 1 x 100 LH	TRY4 4 x 60 LH
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Region VIJAYAWADA-01 MTD | LCE 76.51% | LCR 69.20% | HH

BVR1 64 x 69 HH	AMP1 20 x 25 LL	BVR1 60 x 45 AA	DPE1 20 x 81 LH	ELU1 119 x 72 HH	JGG1 28 x 12 LL	KND1 168 x 88 HH	NPR1 22 x 100 LH	PAP1 29 x 29 LL	PPM1 160 x 80 HH	RMV1 62 x 85 HH	TDD1 27 x 38 LA	TNI1 62 x 81 HH	TNK1 38 x 55 LH
GNT1 88 x 69 HH	BPP1 51 x 65 AH	CKT1 163 x 76 HH	CRL1 81 x 71 HH	GNT1 75 x 75 HH	GNT2 159 x 93 HH	KDR1 69 x 64 HH	NRT1 33 x 50 LA	OGL1 182 x 80 HH	PNR1 66 x 34 HA	PRL1 41 x 32 LA	RAL1 66 x 22 HL	VKN1 33 x 48 LA	
VJW1 79 x 70 HH	GDV1 115 x 81 HH	GVM1 49 x 28 LL	JPT1 106 x 62 HH	MTM1 64 x 39 HA	TEL1 93 x 64 HH	TVU1 152 x 88 HH	VJW1 78 x 83 HH	VJW2 25 x 88 LH	VJW3 77 x 65 HH	VJW4 60 x 52 AH	VJW5 50 x 78 LH	VUY1 51 x 69 AH	

Region WEST-01 MTD | LCE 30.10% | LCR 63.31% | LH

CBE1 28 x 72 LH	CBE1 39 x 69 LH	CBE2 20 x 53 LH	CBE3 15 x 93 LH	CBE4 44 x 96 LH	CBE5 11 x 100 LH	CBE6 59 x 93 AH	KMR1 31 x 62 LH	SNR1 3 x 100 LH	SUL1 35 x 43 LA	
PLI1 19 x 49 LA	DPM2 10 x 53 LH		KGM1 26 x 31 LA		PDM1 30 x 48 LA		PLI1 24 x 59 LH		UMP1 2 x 67 LH	
TPR1 49 x 66 LH	TPR1 57 x 32 AA			TPR2 9 x 92 LH			TPR3 91 x 98 HH			
TPR4 52 x 60 AH	ANR1 0 x NaN LL		AVI1 71 x 87 HH		GBM1 77 x 53 HH		PPI1 56 x 40 AA		SYM2 20 x 34 LA	TPR4 46 x 57 LH
UAM1 12 x 35 LA	CNR1 6 x 43 LA		GDR1 11 x 33 LA		KGI1 2 x 100 LH		KMD1 6 x 88 LH		MPM1 35 x 27 LL	UAM1 6 x 27 LL

Region WEST-02 MTD | LCE 27.77% | LCR 46.99% | LA

ERD1 51 x 46 AA	CMI1 44 x 18 LL	ERD1 61 x 53 HH	ERD2 42 x 37 LA	KMM1 56 x 35 AA	NKL2 52 x 43 AA	PDR1 51 x 45 AA	RSP1 44 x 54 LH	SGG1 43 x 52 LH	TCG1 46 x 46 LA	VKL1 88 x 77 HH			
HSR1 19 x 64 LH	HSR1 51 x 40 AA		HSR2 37 x 85 LH		KRI1 8 x 65 LH		KVP1 2 x 67 LH		PLC1 9 x 50 LA	PMP1 3 x 20 LL	SGI1 0 x NaN LL		
MTR1 12 x 41 LA	BMD1 1 x 50 LA		DPR1 19 x 62 LH		DPR2 34 x 32 LA		HRR1 6 x 100 LH		MCR1 18 x 40 LA	MTR1 1 x 100 LH	OML1 23 x 21 LL	TRM1 3 x 60 LH	
SLM1 25 x 42 LA	APN1 49 x 50 LA		ATU1 41 x 30 LL		EDP1 0 x NaN LL		EPI1 4 x 50 LA		SLM1 36 x 31 LA	SLM2 19 x 78 LH		SLM3 16 x 73 LH	VPD1 26 x 24 LL