

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 : 25-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	12,445	1,155	710	9.28%	61.47%	LH
CHENNAI-02	11,220	1,563	873	13.93%	55.85%	LH
KL-SOUTH	834	77	55	9.23%	71.43%	LH
NORTH ARCOT	10,525	1,331	588	12.65%	44.18%	LA
SOUTH ARCOT	9,014	734	412	8.14%	56.13%	LH
SOUTH-01	21,567	3,156	1,952	14.63%	61.85%	LH
SOUTH-03	18,024	1,126	630	6.25%	55.95%	LH
TIRUPATI-01	7,522	1,633	1,288	21.71%	78.87%	LH
TRICHY-01	14,387	1,419	1,157	9.86%	81.54%	LH
VIJAYAWADA-01	7,422	2,398	2,081	32.31%	86.78%	LH
WEST-01	10,944	1,976	1,637	18.05%	82.84%	LH
WEST-02	15,345	1,567	1,060	10.21%	67.65%	LH
Total	139,248	18,135	12,443	13.02%	68.61%	LH

Region	CHENNAI-02 MTD   LCE 13.93%   LCR 55.85%   LH															
CH01 10 x 66 LH	CH03 4 x 74 LH		CH06 7 x 47 LA		CH12 24 x 58 LH		CH23 10 x 100 LH		CH24 15 x 78 LH		MC06 1 x 100 LH					
CH04 16 x 50 LH	CH21 23 x 47 LA		CH34 14 x 61 LH		CH44 16 x 48 LA		GPD1 21 x 55 LH		MC05 3 x 100 LH		MJR1 17 x 39 LA		PON1 14 x 46 LA		UKI1 1 x 100 LH	
CH07 18 x 53 LH	CH01 35 x 100 LH		CH15 27 x 39 LA		CH17 13 x 100 LH		CH18 14 x 69 LH		CH27 4 x 100 LH		CH32 18 x 100 LH		CH36 3 x 100 LH		CH43 21 x 44 LA	
CH09 10 x 63 LH	CH09 5 x 95 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 12.65%   LCR 44.18%   LA								
NA01 23 x 35 LA	AKM1 32 x 26 LL	ANI1 8 x 72 LH	ARC2 2 x 100 LH	CYR1 8 x 46 LA	KPM1 9 x 69 LH	KPM2 42 x 23 LL	WJD1 13 x 70 LH	WJP1 16 x 72 LH	
NA02 7 x 60 LH	ABR1 7 x 74 LH	CGM1 1 x 75 LH	GDM1 9 x 48 LA	PLR1 4 x 100 LH	TRR1 5 x 69 LH	VEL1 15 x 64 LH	VEL2 14 x 48 LA	VEL3 NaN x NaN LL	VNB1 1 x 33 LA
NA03 6 x 64 LH	BGR1 12 x 78 LH	CPT1 4 x 54 LH	PTU1 6 x 78 LH	SBR1 0 x 100 LH	SLG1 3 x 45 LA	TRL1 5 x 93 LH	TRT1 5 x 29 LL	UGI1 12 x 60 LH	VSI1 14 x 61 LH

Region SOUTH ARCOT MTD | LCE 8.14% | LCR 56.13% | LH



Follow-Up Leads Expected = 0.67 \* Unique Invoiced Customers for the day  
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SA01 13 x 48 LA		CUD1 23 x 33 LA	KLM1 9 x 63 LH		MKM1 3 x 86 LH		POY1 8 x 84 LH		POY2 5 x 72 LH		
SA02 7 x 62 LH		CDM1 11 x 33 LA	KKI2 17 x 68 LH	KML1 1 x 100 LH	NVL2 5 x 62 LH	PRT1 6 x 91 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 57 LH	TRK1 14 x 52 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 14.63% | LCR 61.85% | LH

KVT1 13 x 58 LH	KVT1 5 x 65 LH	KYR1 3 x 73 LH	PKD1 27 x 43 LA	RND1 25 x 62 LH	SKD1 11 x 57 LH	SNL1 11 x 57 LH	STU2 11 x 91 LH	VKM1 15 x 65 LH
NGR1 10 x 63 LH	COL1 20 x 78 LH	KGL1 13 x 76 LH	KSM1 5 x 56 LH	MAR1 11 x 92 LH	MMT1 10 x 65 LH	NGR1 11 x 46 LA	TKY1 3 x 45 LA	
TKS1 12 x 77 LH	PDI1 4 x 56 LH	RPM1 9 x 84 LH	SDI1 8 x 68 LH	SGT1 7 x 71 LH	TKS1 12 x 64 LH	TKS2 22 x 83 LH		
TUT1 16 x 62 LH	ERL1 ∞ x 100 HH	ERL2 19 x 69 LH	TCN1 11 x 69 LH	TUT1 14 x 60 LH	TUT2 16 x 48 LA	TYI1 13 x 74 LH	UDN1 45 x 66 LH	
TVL1 19 x 78 LH	ARM1 19 x 48 LA	ASM1 17 x 82 LH	TVL1 20 x 86 LH	TVL2 29 x 91 LH	VLY1 14 x 59 LH			
VNR1 17 x 37 LA	APK1 20 x 17 LL	APK2 41 x 38 LA	SVK1 4 x 53 LH	VNR1 30 x 43 LA	VNR2 11 x 40 LA			

RegionSOUTH-03 MTD | LCE 6.25% | LCR 55.95% | 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 86 LH	ATG1 1 x 100 LH	DKI1 2 x 75 LH	KKD2 10 x 100 LH	KKD3 1 x 100 LH	MNM1 0 x NaN LL	PNV1 1 x 67 LH	PVI1 7 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 40 LA	ADP1 0 x 100 LH	BNR1 10 x 51 LH	CBM1 3 x 65 LH	CMR1 14 x 86 LH	MDU2 7 x 68 LH	MDU3 2 x 100 LH	MDU4 4 x 59 LH	MDU6 48 x 25 LL	TEN1 3 x 93 LH	TEN2 3 x 62 LH					
SVG1 7 x 61 LH	BTU1 10 x 76 LH	KPT1 1 x 75 LH	KYK1 1 x 100 LH	MLR1 2 x 100 LH	NKI1 2 x 57 LH	PKM1 29 x 53 LH	SVG1 4 x 87 LH	TMM1 10 x 62 LH	USL1 11 x 48 LA						

RegionTIRUPATI-01 MTD | LCE 21.71% | LCR 78.87% | LH

ATP1 28 x 91 LH	ADI1 29 x 65 LH		ATP1 11 x 78 LH		DHN1 4 x 100 LH		GTL1 14 x 100 LH		HPR1 NaN x NaN LL		KNL1 60 x 99 AH		KNL2 13 x 88 LH		NDL1 15 x 84 LH		TPI1 110 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 26 x 70 LH	CTO1 6 x 79 LH		KHT1 29 x 84 LH		KVL1 16 x 50 LA		NLR1 17 x 76 LH		NYP1 33 x 60 LH		PGR1 25 x 87 LH		PMR1 42 x 96 LH		PUT1 15 x 56 LH		SPE1 18 x 81 LH		TPY1 45 x 40 LA		TPY2 31 x 59 LH		VKI1 55 x 94 AH		

RegionTRICHY-01 MTD | LCE 9.86% | LCR 81.54% | LH

KUM1 7 x 80 LH	KIK1 7 x 86 LH	KUM1 10 x 79 LH	NCK1 21 x 76 LH	NGT1 6 x 71 LH	TTP1 4 x 79 LH	TVR1 4 x 92 LH	TVR2 1 x 100 LH
PBR1 8 x 76 LH	AYR1 15 x 100 LH	JKM1 1 x 100 LH	MSI1 2 x 83 LH	MVM1 13 x 78 LH	PBR1 6 x 88 LH	PBR2 10 x 60 LH	TYR1 8 x 65 LH
TNJ1 15 x 82 LH	APM1 18 x 71 LH	MDI1 26 x 93 LH	NMM1 20 x 83 LH	ORU1 6 x 67 LH	PTK1 6 x 79 LH	TNJ1 11 x 80 LH	TNJ2 16 x 77 LH



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TRY1 9 x 86 LH	KRN1 4 x 82 LH			PDK1 58 x 82 AH		TRY1 4 x 98 LH		TRY2 21 x 87 LH			TRY3 2 x 100 LH		TRY4 2 x 100 LH		
Region VIJAYAWADA-01 MTD   LCE 32.31%   LCR 86.78%   LH															
BVR1 48 x 91 LH	AMP1 37 x 90 LH		BVR1 78 x 80 HH	DPE1 2 x 100 LH	ELU1 71 x 97 HH	JGG1 17 x 95 LH	KND1 68 x 99 HH	NPR1 1 x 100 LH	PAP1 64 x 87 HH	PPM1 138 x 99 HH	RMV1 52 x 97 AH	TDD1 24 x 90 LH	TNI1 1 x 100 LH	TNK1 19 x 95 LH	
GNT1 26 x 85 LH	BPP1 2 x 67 LH		CKT1 107 x 97 HH	CRL1 18 x 90 LH	GNT1 2 x 100 LH	GNT2 5 x 89 LH	KDR1 14 x 100 LH	NRT1 4 x 100 LH	OGL1 100 x 80 HH	PNR1 29 x 38 LA	PRL1 8 x 70 LH	RAL1 12 x 64 LH	VKN1 0 x NaN LL		
VJW1 20 x 78 LH	GDV1 16 x 100 LH		GVM1 18 x 50 LA	JPT1 28 x 50 LA	MTM1 14 x 56 LH	TEL1 24 x 82 LH	TVU1 35 x 97 LH	VJW1 21 x 95 LH	VJW2 1 x 100 LH	VJW3 13 x 69 LH	VJW4 38 x 84 LH	VJW5 23 x 81 LH	VUY1 6 x 100 LH		
Region WEST-01 MTD   LCE 18.05%   LCR 82.84%   LH															
CBE1 17 x 87 LH	CBE1 16 x 93 LH		CBE2 16 x 80 LH		CBE3 7 x 100 LH		CBE4 9 x 88 LH		CBE5 4 x 100 LH		CBE6 50 x 99 LH		KMR1 26 x 85 LH  SNR1 9 x 96 LH  SUL1 8 x 52 LH		
PLI1 8 x 87 LH	DPM2 4 x 93 LH			KGM1 8 x 88 LH			PDM1 8 x 87 LH			PLI1 13 x 83 LH			UMP1 3 x 100 LH		
TPR1 21 x 81 LH	TPR1 24 x 58 LH					TPR2 4 x 96 LH					TPR3 44 x 98 LH				
TPR4 40 x 80 LH	ANR1 29 x 95 LH			AVI1 49 x 96 LH			GBM1 86 x 68 HH			PPI1 47 x 86 LH			SYM2 4 x 64 LH  TPR4 20 x 67 LH		
UAM1 5 x 72 LH	CNR1 10 x 75 LH			GDR1 5 x 69 LH			KGI1 1 x 100 LH			KMD1 1 x 100 LH			MPM1 11 x 65 LH  UAM1 2 x 89 LH		
Region WEST-02 MTD   LCE 10.21%   LCR 67.65%   LH															
ERD1 15 x 68 LH	CMI1 5 x 43 LA		ERD1 18 x 67 LH		ERD2 6 x 75 LH		KMM1 10 x 58 LH		NKL2 10 x 73 LH		PDR1 18 x 62 LH		RSP1 14 x 58 LH  SGG1 28 x 52 LH  TCG1 2 x 100 LH  VKL1 63 x 78 HH		
HSR1 5 x 69 LH	HSR1 11 x 86 LH			HSR2 11 x 60 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 8 x 76 LH	BMD1 2 x 100 LH		DPR1 3 x 100 LH		DPR2 16 x 53 LH		HRR1 38 x 100 LH		MCR1 4 x 53 LH		MTR1 1 x 80 LH		OML1 12 x 45 LA  TRM1 2 x 58 LH		
SLM1 10 x 61 LH	APN1 27 x 36 LA		ATU1 14 x 57 LH		EDP1 3 x 100 LH		EPI1 2 x 100 LH		SLM1 15 x 68 LH		SLM2 6 x 84 LH		SLM3 1 x 50 LA  VPD1 8 x 69 LH		