

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 : 25-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	8,573	2,038	589	23.77%	28.90%	LL
CHENNAI-02	7,816	2,270	697	29.04%	30.70%	LA
KL-SOUTH	764	81	30	10.60%	37.04%	LA
NORTH ARCOT	6,793	1,696	333	24.97%	19.63%	LL
SOUTH ARCOT	5,743	822	185	14.31%	22.51%	LL
SOUTH-01	12,473	4,218	1,056	33.82%	25.04%	LL
SOUTH-03	9,327	1,471	480	15.77%	32.63%	LA
TIRUPATI-01	4,007	2,018	1,095	50.37%	54.26%	AH
TRICHY-01	8,143	1,788	671	21.96%	37.53%	LA
VIJAYAWADA-01	4,148	3,191	2,066	76.93%	64.74%	HH
WEST-01	6,482	1,959	1,059	30.22%	54.06%	LH
WEST-02	7,435	2,030	741	27.30%	36.50%	LA
Total	81,704	23,582	9,002	28.86%	38.17%	LA

CHENNAI-02 MTD LCE 29.04% LCR 30.70% LA																		
CH01 24 x 38 LA	CH03 14 x 47 LA		CH06 8 x 54 LH		CH12 51 x 34 AA		CH23 17 x 52 LH		CH24 32 x 31 LA		MC06 2 x 100 LH							
CH04 32 x 25 LL	CH21 52 x 29 AL		CH34 43 x 15 LL		CH44 40 x 28 LL		GPD1 38 x 40 LA		MC05 4 x 100 LH		MJR1 19 x 12 LL		PON1 41 x 21 LL		UKI1 2 x 100 LH			
CH07 37 x 28 LL	CH01 149 x 100 HH		CH15 49 x 22 LL		CH17 11 x 60 LH		CH18 53 x 22 AL		CH27 20 x 63 LH		CH32 6 x 100 LH		CH36 16 x 45 LA		CH43 38 x 26 LL			
CH09 20 x 39 LA	CH09 6 x 69 LH			CH20 36 x 27 LL			CH31 6 x 57 LH			CH33 9 x 67 LH			CH41 29 x 31 LA			CH46 24 x 52 LH		

Region	NORTH ARCOT MTD LCE 24.97% LCR 19.63% LL									
NA01 37 x 16 LL	AKM1 37 x 15 LL	ANI1 25 x 19 LL	ARC2 7 x 10 LL	CYR1 18 x 37 LA	KPM1 31 x 26 LL	KPM2 58 x 15 AL	WJD1 46 x 14 LL	WJP1 35 x 10 LL		
NA02 23 x 22 LL	ABR1 8 x 41 LA	CGM1 3 x 50 LA	GDM1 4 x 62 LH	PLR1 5 x 33 LA	TRR1 5 x 57 LH	VEL1 55 x 29 AL	VEL2 63 x 13 HL	VNB1 1 x 100 LH		
NA03 13 x 27 LL	BGR1 49 x 24 LL	CPT1 17 x 6 LL	PTU1 5 x 22 LL	SBR1 0 x 100 LH	SLG1 30 x 34 LA	TRL1 2 x 100 LH	TRT1 5 x 67 LH	UGI1 19 x 26 LL	VSI1 16 x 16 LL	

Region SOUTH ARCOT MTD | LCE 14.31% | LCR 22.51% | LL



Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

SA01 24 x 22 LL	CUD1 50 x 19 AL	KLM1 26 x 20 LL	MKM1 4 x 40 LA	POY1 4 x 94 LH	POY2 4 x 18 LL				
SA02 10 x 31 LA	CDM1 1 x 80 LH	KKI2 44 x 24 LL	KML1 0 x NaN LL	NVL2 4 x 50 LA	PRT1 7 x 26 LL	STP1 0 x NaN LL	ULP1 2 x 60 LH	VCM1 5 x 100 LH	
SA03 10 x 14 LL	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 24 x 10 LL	TRK1 27 x 14 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 33.82% | LCR 25.04% | LL

KVT1 35 x 23 LL	KVT1 15 x 22 LL	KYR1 30 x 23 LL	PKD1 45 x 24 LL	RND1 47 x 19 LL	SKD1 51 x 38 AA	SNL1 37 x 16 LL	STU2 46 x 24 LL	VKM1 50 x 19 AL
NGR1 40 x 25 LL	COL1 53 x 26 AL	KGL1 40 x 28 LL	KSM1 28 x 45 LA	MAR1 38 x 30 LA	MMT1 43 x 15 LL	NGR1 44 x 24 LL	TKY1 22 x 21 LL	
TKS1 20 x 25 LL	PDI1 19 x 4 LL	RPM1 14 x 26 LL	SDI1 14 x 29 LL	SGT1 38 x 7 LL	TKS1 24 x 16 LL	TKS2 21 x 44 LA		
TUT1 41 x 23 LL	ERL1 NaN x NaN LL	ERL2 40 x 32 LA	TCN1 37 x 15 LL	TUT1 34 x 23 LL	TUT2 49 x 19 LL	TYI1 39 x 23 LL	UDN1 76 x 33 HA	
TVL1 28 x 38 LA	ARM1 38 x 29 LL	ASM1 22 x 47 LA	TVL1 31 x 41 LA	TVL2 20 x 54 LH	VLY1 21 x 27 LL			
VNR1 37 x 21 LL	APK1 35 x 11 LL	APK2 60 x 40 AA	SVK1 31 x 16 LL	VNR1 58 x 18 AL	VNR2 24 x 12 LL			

SOUTH-03 MTD | LCE 15.77% | LCR 32.63% | LA

DGL1 11 x 51 LH	DGL1 6 x 33 LA		DGL2 1 x 0 LL		MDU1 5 x 93 LH		MDU5 31 x 43 LA		MPA1 12 x 97 LH		NTM1 17 x 27 LL		PNI1 31 x 23 LL		
KKD2 13 x 28 LL	ATG1 5 x 64 LH	DKI1 3 x 67 LH	KKD2 NaN x NaN LL	KKD3 16 x 23 LL	MNM1 6 x 38 LA		PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 40 x 34 LA	SGP1 5 x 17 LL	TDI1 1 x 100 LH	TPT1 26 x 11 LL			
KRR1 3 x 100 LH	KRR1 4 x 100 LH						ODM1 2 x 100 LH								
MDU2 16 x 37 LA	ADP1 31 x 43 LA	BNR1 34 x 33 LA	CBM1 12 x 33 LA	CMR1 29 x 69 LH		MDU2 5 x 65 LH		MDU3 0 x 100 LH		MDU4 24 x 23 LL	MDU6 28 x 30 LL	TEN1 5 x 33 LA	TEN2 5 x 27 LL		
SVG1 27 x 21 LL	BTU1 10 x 33 LA		KPT1 6 x 7 LL		KYK1 5 x 11 LL		MLR1 8 x 45 LA		NKI1 20 x 21 LL		PKM1 62 x 19 HL		SVG1 13 x 45 LA	TMM1 61 x 19 HL	USL1 19 x 9 LL

TIRUPATI-01 MTD | LCE 50.37% | LCR 54.26% | AH

ATP1 74 x 69 HH	ADI1 53 x 48 AA		ATP1 48 x 51 LH		DHN1 69 x 95 HH		GTL1 193 x 99 HH		KNL1 63 x 50 HA		KNL2 76 x 58 HH		NDL1 56 x 29 AL		TPI1 119 x 94 HH									
KDA1 34 x 51 LH	BVL1 22 x 44 LA			KDA1 13 x 93 LH		KOU1 31 x 36 LA			MPL1 68 x 65 HH		PDT1 53 x 50 AA		PIL1 15 x 53 LH		RCY1 26 x 29 LL		RJP1 37 x 37 LA							
TPY1 42 x 38 LA	CTO1 27 x 17 LL		KHT1 50 x 31 LA		KVL1 53 x 17 AL		NLR1 59 x 47 AA		NYP1 23 x 58 LH		PGR1 71 x 52 HH		PMR1 32 x 71 LH		PUT1 40 x 14 LL		SPE1 43 x 26 LL		TPY1 56 x 25 AL		TPY2 30 x 36 LA		VKI1 54 x 81 AH	

TRICHY-01 MTD | LCE 21.96% | LCR 37.53% | LA

KUM1 22 x 29 LL	KIK1 13 x 72 LH	KUM1 46 x 14 LL	NCK1 30 x 72 LH	NGT1 47 x 17 LL	TTP1 4 x 60 LH	TVR1 1 x 100 LH	TVR2 3 x 87 LH
PBR1 21 x 35 LA	AYR1 28 x 68 LH	JKM1 1 x 100 LH	MSI1 11 x 89 LH	MVM1 25 x 32 LA	PBR1 26 x 33 LA	PBR2 29 x 14 LL	TYR1 20 x 39 LA
TNJ1 31 x 42 LA	APM1 77 x 51 HH	MDI1 24 x 79 LH	NMM1 47 x 23 LL	ORU1 21 x 21 LL	PTK1 17 x 34 LA	TNJ1 22 x 31 LA	TNJ2 38 x 48 LA



Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

TRY1 13 x 47 LA	KRN1 23 x 13 LL	PDK1 62 x 55 HH	TRY1 7 x 62 LH	TRY2 35 x 45 LA	TRY3 1 x 100 LH	TRY4 4 x 33 LA	
-----------------------	-----------------------	-----------------------	----------------------	-----------------------	-----------------------	----------------------	--

Region VIJAYAWADA-01 MTD | LCE 76.93% | LCR 64.74% | HH

BVR1 65 x 63 HH	AMP1 20 x 8 LL	BVR1 58 x 33 AA	DPE1 24 x 85 LH	ELU1 119 x 70 HH	JGG1 27 x 6 LL	KND1 177 x 86 HH	NPR1 22 x 100 LH	PAP1 29 x 17 LL	PPM1 164 x 78 HH	RMV1 66 x 75 HH	TDD1 26 x 29 LL	TNI1 67 x 76 HH	TNK1 39 x 40 LA
GNT1 87 x 66 HH	BPP1 50 x 56 LH	CKT1 160 x 75 HH	CRL1 84 x 70 HH	GNT1 73 x 71 HH	GNT2 149 x 93 HH	KDR1 69 x 64 HH	NRT1 33 x 49 LA	OGL1 181 x 76 HH	PNR1 64 x 32 HA	PRL1 40 x 20 LL	RAL1 65 x 15 HL	VKN1 31 x 45 LA	
VJW1 80 x 65 HH	GDV1 113 x 78 HH	GVM1 49 x 27 LL	JPT1 105 x 53 HH	MTM1 64 x 27 HL	TEL1 95 x 64 HH	TVU1 153 x 85 HH	VJW1 82 x 80 HH	VJW2 24 x 88 LH	VJW3 81 x 56 HH	VJW4 60 x 41 HA	VJW5 51 x 80 AH	VUY1 50 x 62 LH	

Region WEST-01 MTD | LCE 30.22% | LCR 54.06% | LH

CBE1 28 x 62 LH	CBE1 41 x 54 LH	CBE2 21 x 39 LA	CBE3 16 x 75 LH	CBE4 43 x 94 LH	CBE5 14 x 88 LH	CBE6 61 x 93 HH	KMR1 30 x 49 LA	SNR1 4 x 100 LH	SUL1 34 x 26 LL	
PLI1 19 x 33 LA	DPM2 10 x 30 LL		KGM1 27 x 22 LL		PDM1 30 x 21 LL		PLI1 24 x 49 LA		UMP1 2 x 67 LH	
TPR1 49 x 56 LH	TPR1 57 x 20 AL				TPR2 10 x 64 LH				TPR3 91 x 93 HH	
TPR4 51 x 54 AH	ANR1 0 x NaN LL		AVI1 68 x 85 HH		GBM1 79 x 48 HA		PPI1 53 x 29 AL		SYM2 19 x 30 LL	TPR4 48 x 44 LA
UAM1 12 x 24 LL	CNR1 6 x 29 LL		GDR1 11 x 8 LL		KGI1 2 x 50 LA		KMD1 6 x 88 LH		MPM1 34 x 18 LL	UAM1 6 x 27 LL

Region WEST-02 MTD | LCE 27.30% | LCR 36.50% | LA

ERD1 50 x 34 LA	CMI1 44 x 10 LL	ERD1 61 x 48 HA	ERD2 40 x 26 LL	KMM1 55 x 8 AL	NKL2 52 x 34 AA	PDR1 51 x 39 AA	RSP1 42 x 35 LA	SGG1 42 x 38 LA	TCG1 44 x 36 LA	VKL1 68 x 57 HH
HSR1 19 x 56 LH	HSR1 51 x 36 AA		HSR2 37 x 75 LH	KRI1 8 x 65 LH	KVP1 2 x 67 LH		PLC1 8 x 19 LL	PMP1 3 x 20 LL		SGI1 0 x NaN LL
MTR1 11 x 28 LL	BMD1 1 x 0 LL		DPR1 18 x 50 LA		DPR2 33 x 20 LL	HRR1 6 x 100 LH	MCR1 17 x 20 LL	MTR1 1 x 100 LH	OML1 23 x 7 LL	TRM1 4 x 58 LH
SLM1 25 x 33 LA	APN1 49 x 42 LA		ATU1 40 x 21 LL		EDP1 0 x NaN LL	EPI1 4 x 50 LA	SLM1 35 x 24 LL	SLM2 19 x 68 LH	SLM3 17 x 57 LH	VPD1 25 x 13 LL