

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 : 27-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	13,564	1,218	749	8.98%	61.49%	LH
CHENNAI-02	12,165	1,641	919	13.49%	56.00%	LH
KL-SOUTH	893	80	56	8.96%	70.00%	LH
NORTH ARCOT	11,340	1,383	599	12.20%	43.31%	LA
SOUTH ARCOT	9,584	759	424	7.92%	55.86%	LH
SOUTH-01	23,010	3,283	2,007	14.27%	61.13%	LH
SOUTH-03	19,169	1,172	660	6.11%	56.31%	LH
TIRUPATI-01	7,942	1,731	1,360	21.80%	78.57%	LH
TRICHY-01	15,267	1,472	1,194	9.64%	81.11%	LH
VIJAYAWADA-01	7,814	2,646	2,326	33.86%	87.91%	LH
WEST-01	11,734	2,034	1,663	17.33%	81.76%	LH
WEST-02	16,331	1,607	1,065	9.84%	66.27%	LH
Total	148,812	19,026	13,022	12.79%	68.44%	LH

Region	CHENNAI-02 MTD LCE 13.49% LCR 56.00% LH															
CH01 10 x 66 LH	CH03 4 x 76 LH		CH06 6 x 47 LA		CH12 23 x 57 LH		CH23 10 x 100 LH		CH24 14 x 77 LH		MC06 1 x 100 LH					
CH04 15 x 50 LA	CH21 23 x 45 LA		CH34 16 x 63 LH		CH44 16 x 51 LH		GPD1 19 x 54 LH		MC05 3 x 100 LH		MJR1 16 x 35 LA		PON1 14 x 49 LA		UKI1 1 x 80 LH	
CH07 18 x 54 LH	CH01 34 x 100 LH		CH15 26 x 40 LA		CH17 12 x 100 LH		CH18 13 x 71 LH		CH27 4 x 100 LH		CH32 17 x 100 LH		CH36 4 x 100 LH		CH43 20 x 45 LA	
CH09 10 x 63 LH	CH09 5 x 95 LH		CH20 17 x 52 LH		CH31 4 x 75 LH		CH33 4 x 94 LH		CH41 16 x 52 LH		CH46 12 x 76 LH		CH51 NaN x NaN LL			

Region	NORTH ARCOT MTD LCE 12.20% LCR 43.31% LA								
NA01 22 x 35 LA	AKM1 30 x 25 LL	ANI1 7 x 67 LH	ARC2 2 x 100 LH	CYR1 8 x 53 LH	KPM1 9 x 70 LH	KPM2 41 x 24 LL	WJD1 12 x 68 LH	WJP1 16 x 72 LH	
NA02 7 x 59 LH	ABR1 6 x 74 LH	CGM1 1 x 75 LH	GDM1 9 x 48 LA	PLR1 4 x 100 LH	TRR1 5 x 71 LH	VEL1 13 x 62 LH	VEL2 13 x 45 LA	VEL3 NaN x NaN LL	VNB1 1 x 33 LA
NA03 6 x 61 LH	BGR1 13 x 69 LH	CPT1 4 x 50 LA	PTU1 5 x 78 LH	SBR1 0 x 100 LH	SLG1 3 x 45 LA	TRL1 4 x 93 LH	TRT1 5 x 32 LA	UGI1 12 x 59 LH	VSI1 13 x 54 LH

Region SOUTH ARCOT MTD | LCE 7.92% | LCR 55.86% | LH



Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
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SA01 12 x 49 LA	CUD1 22 x 32 LA		KLM1 9 x 67 LH		MKM1 3 x 88 LH		POY1 8 x 85 LH		POY2 5 x 73 LH							
SA02 7 x 61 LH	CDM1 11 x 34 LA		KKI2 17 x 66 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 65 LH	SJI1 NaN x NaN LL		SJI2 1 x 100 LH		TDM1 5 x 52 LH		TRK1 13 x 52 LH		TVM1 7 x 100 LH		TVM2 1 x 100 LH		VPM1 10 x 94 LH		VPM2 0 x 100 LH	

RegionSOUTH-01 MTD | LCE 14.27% | LCR 61.13% | LH

KVT1 13 x 57 LH	KVT1 4 x 65 LH	KYR1 3 x 73 LH	PKD1 25 x 42 LA	RND1 25 x 61 LH	SKD1 11 x 59 LH	SNL1 11 x 56 LH	STU2 11 x 91 LH	VKM1 14 x 65 LH
NGR1 10 x 64 LH	COL1 27 x 79 LH	KGL1 13 x 71 LH	KSM1 6 x 60 LH	MAR1 11 x 92 LH	MMT1 9 x 65 LH	NGR1 10 x 47 LA	TKY1 3 x 45 LA	
TKS1 12 x 77 LH	PDI1 4 x 59 LH	RPM1 8 x 83 LH	SDI1 7 x 69 LH	SGT1 7 x 72 LH	TKS1 12 x 66 LH	TKS2 20 x 83 LH		
TUT1 16 x 60 LH	ERL1 NaN x NaN LL	ERL2 18 x 70 LH	TCN1 11 x 60 LH	TUT1 13 x 55 LH	TUT2 15 x 48 LA	TYI1 13 x 73 LH	UDN1 44 x 66 LH	
TVL1 19 x 78 LH	ARM1 19 x 49 LA	ASM1 16 x 81 LH	TVL1 20 x 86 LH	TVL2 29 x 92 LH	VLY1 14 x 58 LH			
VNR1 17 x 36 LA	APK1 19 x 17 LL	APK2 40 x 37 LA	SVK1 4 x 53 LH	VNR1 29 x 42 LA	VNR2 10 x 40 LA			

RegionSOUTH-03 MTD | LCE 6.11% | LCR 56.31% | LH

DGL1 3 x 88 LH	DGL1 1 x 100 LH		DGL2 1 x 100 LH		MDU1 3 x 97 LH		MDU5 6 x 96 LH		MPA1 2 x 100 LH		NTM1 3 x 64 LH		PNI1 12 x 63 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 42 LA	ADP1 0 x 100 LH		BNR1 9 x 49 LA		CBM1 3 x 59 LH		CMR1 13 x 86 LH		MDU2 7 x 68 LH		MDU3 2 x 100 LH		MDU4 4 x 61 LH		MDU6 49 x 29 LL		TEN1 3 x 93 LH		TEN2 3 x 62 LH	
SVG1 7 x 59 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 28 x 46 LA		SVG1 4 x 87 LH		TMM1 9 x 62 LH		USL1 11 x 45 LA			

RegionTIRUPATI-01 MTD | LCE 21.80% | LCR 78.57% | LH

ATP1 29 x 90 LH	ADI1 29 x 61 LH		ATP1 11 x 78 LH		DHN1 4 x 100 LH		GTL1 25 x 100 LH		HPR1 NaN x NaN LL		KNL1 62 x 99 HH		KNL2 13 x 89 LH		NDL1 15 x 82 LH		TPI1 112 x 98 HH								
KDA1 5 x 88 LH	BVL1 2 x 100 LH			KDA1 4 x 89 LH			KOU1 10 x 100 LH			MPL1 3 x 78 LH			PDT1 10 x 100 LH			PIL1 1 x 100 LH			RCY1 1 x 100 LH			RJP1 12 x 70 LH			
TPY1 26 x 69 LH	CTO1 6 x 76 LH		KHT1 27 x 83 LH		KVL1 16 x 49 LA		NLR1 18 x 78 LH		NYP1 33 x 61 LH		PGR1 23 x 87 LH		PMR1 42 x 96 LH		PUT1 16 x 62 LH		SPE1 17 x 78 LH		TPY1 43 x 35 LA		TPY2 30 x 56 LH		VKI1 55 x 94 AH		

RegionTRICHY-01 MTD | LCE 9.64% | LCR 81.11% | LH

KUM1 7 x 80 LH	KIK1 7 x 88 LH	KUM1 10 x 80 LH	NCK1 21 x 74 LH	NGT1 6 x 72 LH	TTP1 3 x 79 LH	TVR1 4 x 92 LH	TVR2 1 x 100 LH	
PBR1 8 x 75 LH	AYR1 15 x 98 LH	JKM1 1 x 100 LH	MSI1 1 x 83 LH	MVM1 13 x 74 LH	PBR1 6 x 89 LH	PBR2 10 x 61 LH	TYR1 9 x 67 LH	
TNJ1 15 x 83 LH	APM1 18 x 72 LH	MDI1 25 x 92 LH	NMM1 20 x 84 LH	ORU1 6 x 67 LH	PTK1 6 x 80 LH	TNJ1 11 x 80 LH	TNJ2 16 x 78 LH	

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Region	VIJAYAWADA-01	MTD	LCE 33.86%	LCR 87.91%	LH
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VJW1 21 x 80 LH		GDV1 20 x 100 LH	GVM1 18 x 52 LH	JPT1 29 x 53 LH	MTM1 15 x 60 LH	TEL1 25 x 84 LH	TVU1 36 x 97 LH	VJW1 23 x 96 LH	VJW2 1 x 100 LH	VJW3 15 x 75 LH	VJW4 37 x 83 LH	VJW5 23 x 82 LH	VUY1 6 x 100 LH
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Region WEST-01 MTD | LCE 17.33% | LCR 81.76% | LH

TPR4 39 x 79 LH	ANR1 27 x 95 LH	AVI1 45 x 95 LH	GBM1 88 x 68 HH	PPI1 46 x 85 LH	SYM2 4 x 64 LH	TPR4 19 x 65 LH
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UAM1 5 x 67 LH	CNR1 9 x 70 LH	GDR1 5 x 54 LH	KG11 1 x 100 LH	KMD1 1 x 100 LH	MPM1 10 x 62 LH	UAM1 2 x 89 LH
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Region WEST-02 MTD | LCE 9.84% | LCR 66.27% | LH

MTR1 8 x 75 LH	BMD1 2 x 100 LH	DPR1 3 x 100 LH	DPR2 16 x 50 LA	HRR1 34 x 100 LH	MCR1 4 x 53 LH	MTR1 1 x 80 LH	OML1 11 x 43 LA	TRM1 1 x 58 LH
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SLM1 9 x 58 LH	APN1 26 x 33 LA	ATU1 14 x 50 LA	EDP1 3 x 100 LH	EPI1 1 x 100 LH	SLM1 14 x 65 LH	SLM2 6 x 82 LH	SLM3 2 x 45 LA	VPD1 8 x 70 LH
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