

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 : 28-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	9,306	2,319	669	24.92%	28.85%	LL
CHENNAI-02	8,385	2,568	835	30.63%	32.52%	LA
KL-SOUTH	842	109	44	12.94%	40.37%	LA
NORTH ARCOT	7,464	1,912	344	25.62%	17.99%	LL
SOUTH ARCOT	6,171	913	205	14.80%	22.45%	LL
SOUTH-01	13,886	4,941	1,210	35.58%	24.49%	LL
SOUTH-03	10,394	1,695	519	16.31%	30.62%	LA
TIRUPATI-01	4,484	2,337	1,219	52.12%	52.16%	AH
TRICHY-01	9,024	2,080	796	23.05%	38.27%	LA
VIJAYAWADA-01	4,598	3,596	2,278	78.22%	63.35%	HH
WEST-01	7,054	2,259	1,209	32.02%	53.52%	LH
WEST-02	8,195	2,262	788	27.60%	34.84%	LA
Total	89,802	26,991	10,116	30.06%	37.48%	LA

CHENNAI-02 MTD   LCE 30.63%   LCR 32.52%   LA																		
CH01 26 x 39 LA	CH03 14 x 49 LA		CH06 9 x 44 LA		CH12 55 x 37 AA		CH23 16 x 52 LH		CH24 32 x 32 LA		MC06 1 x 100 LH							
CH04 34 x 28 LL	CH21 55 x 33 AA		CH34 46 x 17 LL		CH44 42 x 29 LL		GPD1 40 x 41 LA		MC05 8 x 50 LA		MJR1 19 x 17 LL		PON1 44 x 29 LL		UKI1 2 x 100 LH			
CH07 38 x 29 LL	CH01 136 x 100 HH		CH15 50 x 22 LL		CH17 13 x 58 LH		CH18 57 x 27 AL		CH27 22 x 50 LA		CH32 6 x 100 LH		CH36 15 x 40 LA		CH43 37 x 25 LL			
CH09 21 x 43 LA	CH09 6 x 69 LH			CH20 42 x 36 LA			CH31 6 x 62 LH			CH33 9 x 62 LH			CH41 32 x 33 LA			CH46 24 x 54 LH		

Region	NORTH ARCOT MTD   LCE 25.62%   LCR 17.99%   LL									
NA01 39 x 15 LL	AKM1 38 x 17 LL	ANI1 27 x 16 LL	ARC2 8 x 8 LL	CYR1 18 x 37 LA	KPM1 31 x 19 LL	KPM2 60 x 14 HL	WJD1 46 x 14 LL	WJP1 41 x 9 LL		
NA02 23 x 19 LL	ABR1 8 x 44 LA	CGM1 2 x 50 LA	GDM1 4 x 62 LH	PLR1 5 x 30 LL	TRR1 5 x 43 LA	VEL1 52 x 27 AL	VEL2 64 x 10 HL	VNB1 1 x 100 LH		
NA03 13 x 26 LL	BGR1 47 x 22 LL	CPT1 17 x 5 LL	PTU1 6 x 18 LL	SBR1 0 x 100 LH	SLG1 29 x 34 LA	TRL1 3 x 100 LH	TRT1 5 x 22 LL	UGI1 21 x 31 LA	VSI1 18 x 22 LL	

Region SOUTH ARCOT MTD | LCE 14.80% | LCR 22.45% | LL



Follow-Up Leads Expected = 0.67 \* Unique Invoiced Customers for the day  
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SA01 24 x 20 LL	CUD1 51 x 17 AL	KLM1 27 x 19 LL	MKM1 5 x 29 LL	POY1 4 x 94 LH	POY2 4 x 17 LL				
SA02 10 x 33 LA	CDM1 2 x 83 LH	KKI2 46 x 28 LL	KML1 0 x 100 LH	NVL2 4 x 50 LA	PRT1 8 x 23 LL	STP1 0 x NaN LL	ULP1 2 x 60 LH	VCM1 5 x 100 LH	
SA03 10 x 16 LL	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 26 x 18 LL	TRK1 29 x 13 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 35.58% | LCR 24.49% | LL

KVT1 37 x 21 LL	KVT1 18 x 17 LL	KYR1 33 x 20 LL	PKD1 46 x 22 LL	RND1 50 x 20 LL	SKD1 51 x 38 AA	SNL1 39 x 15 LL	STU2 44 x 23 LL	VKM1 52 x 17 AL
NGR1 41 x 23 LL	COL1 52 x 21 AL	KGL1 43 x 27 LL	KSM1 30 x 46 LA	MAR1 37 x 29 LL	MMT1 46 x 12 LL	NGR1 45 x 23 LL	TKY1 23 x 18 LL	
TKS1 24 x 29 LL	PDI1 20 x 4 LL	RPM1 21 x 36 LA	SDI1 22 x 53 LH	SGT1 40 x 6 LL	TKS1 26 x 14 LL	TKS2 24 x 44 LA		
TUT1 43 x 23 LL	ERL1 ∞ x 100 HH	ERL2 41 x 31 LA	TCN1 40 x 17 LL	TUT1 35 x 23 LL	TUT2 50 x 17 LL	TYI1 41 x 24 LL	UDN1 79 x 31 HA	
TVL1 29 x 37 LA	ARM1 36 x 27 LL	ASM1 23 x 40 LA	TVL1 31 x 41 LA	TVL2 23 x 62 LH	VLY1 23 x 23 LL			
VNR1 38 x 20 LL	APK1 34 x 10 LL	APK2 60 x 37 HA	SVK1 33 x 15 LL	VNR1 62 x 20 HL	VNR2 25 x 12 LL			

SOUTH-03 MTD | LCE 16.31% | LCR 30.62% | LA

DGL1 11 x 48 LA	DGL1 6 x 36 LA		DGL2 0 x 0 LL		MDU1 5 x 91 LH		MDU5 32 x 41 LA		MPA1 12 x 94 LH		NTM1 16 x 14 LL		PNI1 34 x 25 LL	
KKD2 14 x 28 LL	ATG1 8 x 61 LH	DKI1 4 x 50 LA	KKD2 NaN x NaN LL	KKD3 18 x 21 LL	MNM1 7 x 30 LL	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 43 x 35 LA	SGP1 4 x 17 LL	TDI1 1 x 100 LH	TPT1 25 x 10 LL			
KRR1 3 x 100 LH	KRR1 4 x 100 LH						ODM1 2 x 100 LH							
MDU2 16 x 35 LA	ADP1 35 x 40 LA	BNR1 32 x 32 LA	CBM1 14 x 30 LL	CMR1 27 x 67 LH	MDU2 5 x 63 LH	MDU3 0 x 100 LH	MDU4 26 x 20 LL	MDU6 28 x 28 LL	TEN1 5 x 36 LA	TEN2 5 x 23 LL				
SVG1 29 x 18 LL	BTU1 10 x 31 LA	KPT1 6 x 6 LL	KYK1 5 x 11 LL	MLR1 10 x 33 LA	NKI1 20 x 19 LL	PKM1 65 x 20 HL	SVG1 13 x 47 LA	TMM1 64 x 14 HL	USL1 22 x 18 LL					

TIRUPATI-01 MTD | LCE 52.12% | LCR 52.16% | AH

ATP1 75 x 66 HH	ADI1 54 x 46 AA	ATP1 50 x 48 LA	DHN1 76 x 95 HH	GTL1 186 x 99 HH	KNL1 63 x 46 HA	KNL2 79 x 54 HH	NDL1 58 x 27 AL	TPI1 114 x 93 HH				
KDA1 37 x 50 LH	BVL1 25 x 41 LA	KDA1 12 x 93 LH	KOU1 31 x 28 LL	MPL1 78 x 63 HH	PDT1 58 x 56 AH	PIL1 13 x 53 LH	RCY1 26 x 29 LL	RJP1 40 x 33 LA				
TPY1 44 x 36 LA	CTO1 30 x 15 LL	KHT1 57 x 32 AA	KVL1 59 x 25 AL	NLR1 63 x 41 HA	NYP1 22 x 52 LH	PGR1 74 x 51 HH	PMR1 31 x 71 LH	PUT1 42 x 14 LL	SPE1 44 x 23 LL	TPY1 53 x 25 AL	TPY2 32 x 35 LA	VKI1 57 x 74 AH

TRICHY-01 MTD | LCE 23.05% | LCR 38.27% | LA

KUM1 23 x 29 LL	KIK1 12 x 72 LH	KUM1 47 x 15 LL	NCK1 30 x 75 LH	NGT1 48 x 17 LL	TTP1 4 x 62 LH	TVR1 3 x 100 LH	TVR2 3 x 87 LH	
PBR1 21 x 34 LA	AYR1 27 x 67 LH	JKM1 1 x 100 LH	MSI1 13 x 88 LH	MVM1 24 x 31 LA	PBR1 25 x 31 LA	PBR2 30 x 17 LL	TYR1 19 x 38 LA	
TNJ1 34 x 43 LA	APM1 80 x 48 HA	MDI1 25 x 77 LH	NMM1 50 x 27 AL	ORU1 22 x 26 LL	PTK1 21 x 39 LA	TNJ1 24 x 33 LA	TNJ2 42 x 51 LH	



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TRY1 15 x 46 LA	KRN1 24 x 11 LL	PDK1 67 x 57 HH	TRY1 8 x 59 LH	TRY2 33 x 47 LA	TRY3 3 x 50 LA	TRY4 5 x 27 LL	
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Region VIJAYAWADA-01 MTD | LCE 78.22% | LCR 63.35% | HH

BVR1 67 x 62 HH	AMP1 23 x 6 LL	BVR1 60 x 31 AA	DPE1 26 x 72 LH	ELU1 112 x 69 HH	JGG1 25 x 6 LL	KND1 184 x 87 HH	NPR1 30 x 100 LH	PAP1 34 x 16 LL	PPM1 163 x 78 HH	RMV1 71 x 73 HH	TDD1 24 x 27 LL	TNI1 68 x 79 HH	TNK1 42 x 35 LA	
GNT1 87 x 65 HH	BPP1 47 x 54 LH	CKT1 162 x 76 HH	CRL1 91 x 73 HH	GNT1 72 x 69 HH	GNT2 139 x 92 HH	KDR1 72 x 60 HH	NRT1 31 x 46 LA	OGL1 171 x 75 HH	PNR1 64 x 35 HA	PRL1 43 x 19 LL	RAL1 70 x 17 HL	VKN1 31 x 44 LA		
VJW1 82 x 63 HH	GDV1 117 x 74 HH	GVM1 56 x 33 AA	JPT1 105 x 48 HA	MTM1 67 x 29 HL	TEL1 96 x 58 HH	TVU1 145 x 84 HH	VJW1 85 x 79 HH	VJW2 23 x 88 LH	VJW3 90 x 57 HH	VJW4 59 x 39 AA	VJW5 54 x 74 AH	VUY1 48 x 57 LH		

Region WEST-01 MTD | LCE 32.02% | LCR 53.52% | LH

CBE1 30 x 60 LH	CBE1 44 x 54 LH	CBE2 23 x 35 LA	CBE3 18 x 75 LH	CBE4 43 x 93 LH	CBE5 16 x 81 LH	CBE6 62 x 92 HH	KMR1 32 x 48 LA	SNR1 6 x 75 LH	SUL1 37 x 29 LL	
PLI1 20 x 35 LA	DPM2 9 x 30 LL		KGM1 28 x 24 LL		PDM1 32 x 18 LL		PLI1 27 x 51 LH		UMP1 3 x 80 LH	
TPR1 52 x 57 AH	TPR1 59 x 22 AL			TPR2 14 x 70 LH			TPR3 91 x 92 HH			
TPR4 54 x 54 AH	ANR1 3 x 0 LL		AVI1 67 x 86 HH		GBM1 79 x 47 HA		PPI1 66 x 38 HA		SYM2 23 x 25 LL	TPR4 54 x 45 AA
UAM1 12 x 25 LL	CNR1 7 x 22 LL		GDR1 11 x 8 LL		KGI1 3 x 67 LH		KMD1 6 x 88 LH		MPM1 34 x 18 LL	UAM1 5 x 27 LL

Region WEST-02 MTD | LCE 27.60% | LCR 34.84% | LA

ERD1 50 x 32 AA	CMI1 43 x 7 LL	ERD1 61 x 43 HA	ERD2 40 x 25 LL	KMM1 60 x 8 AL	NKL2 51 x 32 AA	PDR1 55 x 34 AA	RSP1 44 x 39 LA	SGG1 45 x 33 LA	TCG1 45 x 34 LA	VKL1 64 x 57 HH							
HSR1 19 x 56 LH	HSR1 53 x 39 AA		HSR2 37 x 72 LH		KRI1 7 x 65 LH		KVP1 2 x 75 LH		PLC1 8 x 18 LL		PMP1 3 x 20 LL		SGI1 0 x NaN LL				
MTR1 12 x 26 LL	BMD1 2 x 33 LA		DPR1 19 x 45 LA		DPR2 35 x 18 LL		HRR1 5 x 100 LH		MCR1 16 x 18 LL		MTR1 1 x 100 LH		OML1 24 x 9 LL		TRM1 3 x 50 LA		
SLM1 26 x 32 LA	APN1 50 x 39 LA		ATU1 40 x 22 LL		EDP1 0 x NaN LL		EPI1 4 x 50 LA		SLM1 37 x 24 LL		SLM2 19 x 64 LH		SLM3 16 x 60 LH		VPD1 26 x 11 LL		