

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-Jul-2025 To Date : 29-Jul-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	10,382	3,072	2,495	29.59%	81.22%	LH
CHENNAI-02	9,303	3,144	2,506	33.80%	79.71%	LH
KL-SOUTH	624	151	118	24.21%	78.15%	LH
NORTH ARCOT	7,563	2,985	2,130	39.47%	71.36%	LH
SOUTH ARCOT	6,377	1,732	1,441	27.16%	83.20%	LH
SOUTH-01	14,644	3,332	2,476	22.75%	74.31%	LH
SOUTH-03	10,282	2,264	1,700	22.02%	75.09%	LH
TIRUPATI-01	4,825	4,208	3,853	87.21%	91.56%	HH
TRICHY-01	9,925	3,672	3,247	37.00%	88.43%	LH
VIJAYAWADA-01	5,002	4,399	4,141	87.94%	94.14%	HH
WEST-01	6,329	2,351	2,019	37.15%	85.88%	LH
WEST-02	8,932	3,913	3,285	43.81%	83.95%	LH
Total	94,189	35,223	29,411	37.40%	83.50%	LH

Region		CHENNAI-01 MTD LCE 29.59% LCR 81.22% LH							
CH03 33 x 79 LH	CGL1 41 x 83 LH	CH45 28 x 82 LH	GUD1 29 x 82 LH	GUD2 29 x 88 LH	MC10 34 x 79 LH	MRM1 41 x 66 LH	SKL1 14 x 84 LH	TKM1 49 x 79 LH	
CH05 39 x 81 LH	AVD1 45 x 91 LH	CH05 28 x 79 LH	CH14 54 x 74 AH	CH26 22 x 94 LH	CH30 19 x 81 LH	CH35 54 x 84 AH	CH37 31 x 83 LH		
CH06 26 x 83 LH	CH08 38 x 75 LH	CH11 22 x 96 LH	CH16 17 x 88 LH	CH19 30 x 88 LH	CH29 21 x 90 LH	CH39 60 x 81 AH	CH40 19 x 81 LH	CH42 10 x 84 LH	
CH08 21 x 81 LH	CH07 17 x 84 LH	CH22 35 x 76 LH	CH28 42 x 80 LH	CH38 18 x 88 LH	CH48 0 x NaN LL	KNR1 29 x 80 LH	MC02 8 x 100 LH	MC09 28 x 90 LH	

CHENNAI-02 MTD LCE 33.80% LCR 79.71% LH																
CH01 23 x 82 LH	CH03 4 x 85 LH		CH12 47 x 80 LH		CH23 24 x 95 LH		CH24 37 x 83 LH		CH41 41 x 80 LH		MC06 8 x 90 LH		MC08 13 x 50 LA			
CH04 47 x 78 LH	CH21 41 x 66 LH		CH34 54 x 77 AH		CH44 48 x 76 LH		GPD1 67 x 85 HH		MC05 23 x 79 LH		MJR1 32 x 84 LH		PON1 51 x 81 AH		UKI1 52 x 87 AH	
CH07 36 x 80 LH	CH01 59 x 100 AH		CH15 47 x 73 LH		CH17 16 x 86 LH		CH18 34 x 81 LH		CH27 7 x 89 LH		CH32 27 x 100 LH		CH36 14 x 87 LH		CH43 48 x 85 LH	
CH09 24 x 81 LH	CH06 29 x 70 LH		CH09 23 x 70 LH		CH20 29 x 82 LH		CH31 33 x 91 LH		CH33 4 x 93 LH		CH46 38 x 94 LH					

Region		KL-SOUTH	MTD	LCE 24.21%	LCR 78.15%	LH
TVP1 24 x 78 LH	PAS1 47 x 90 LH	TVP1 15 x 64 LH				

Region	NORTH ARCOT MTD LCE 39.47% LCR 71.36% LH									
NA01 43 x 71 LH	AKM1 47 x 71 LH	ANI1 59 x 84 AH	ARC2 13 x 71 LH	CYR1 30 x 77 LH	KPM1 30 x 67 LH	KPM2 55 x 65 AH	WJD1 33 x 69 LH	WJP1 64 x 78 HH		
NA02 39 x 66 LH	ABR1 16 x 80 LH	CGM1 50 x 88 LH	GDM1 39 x 71 LH	PLR1 51 x 96 AH	TRR1 21 x 37 LA	VEL1 59 x 43 AA	VEL2 50 x 76 LH	VNB1 21 x 93 LH		
NA03 37 x 78 LH	BGR1 54 x 87 AH	CPT1 36 x 82 LH	PTU1 31 x 92 LH	SBR1 10 x 92 LH	SLG1 47 x 82 LH	TRL1 31 x 82 LH	TRT1 57 x 66 AH	UGI1 63 x 82 HH	VSI1 30 x 54 LH	

Region SOUTH ARCOT MTD | LCE 27.16% | LCR 83.20% | LH



Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
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SA01 32 x 80 LH	CUD1 36 x 79 LH		KLM1 18 x 68 LH		MKM1 29 x 87 LH		POY1 33 x 86 LH		POY2 39 x 78 LH		
SA02 19 x 84 LH	CDM1 28 x 87 LH	KKI2 42 x 85 LH	KML1 9 x 89 LH	NVL2 14 x 74 LH	PRT1 6 x 75 LH	STP1 10 x 89 LH	ULP1 8 x 94 LH	VCM1 26 x 80 LH			
SA03 32 x 86 LH	SJI1 19 x 75 LH	TDM1 37 x 92 LH	TRK1 47 x 83 LH	TVM1 61 x 98 HH	TVM2 26 x 80 LH	VPM1 40 x 90 LH	VPM2 9 x 78 LH				

RegionSOUTH-01 MTD | LCE 22.75% | LCR 74.31% | LH

KVT1 25 x 71 LH	KVT1 12 x 76 LH	KYR1 9 x 76 LH	PKD1 30 x 82 LH	RND1 44 x 74 LH	SNL1 24 x 73 LH	STU2 33 x 48 LA	VKM1 30 x 58 LH	
NGR1 8 x 85 LH	COL1 18 x 96 LH	KGL1 20 x 86 LH	KSM1 4 x 60 LH	MAR1 6 x 92 LH	MMT1 18 x 71 LH	NGR1 4 x 88 LH	TKY1 7 x 82 LH	
TKS1 21 x 75 LH	PDI1 15 x 69 LH	RPM1 19 x 77 LH	SDI1 19 x 74 LH	SGT1 39 x 66 LH	TKS1 26 x 79 LH	TKS2 16 x 77 LH		
TUT1 27 x 75 LH	ERL1 61 x 86 HH	TCN1 26 x 84 LH	TUT1 31 x 77 LH	TUT2 6 x 62 LH	TYI1 6 x 67 LH	UDN1 56 x 59 AH		
TVL1 21 x 86 LH	ARM1 38 x 81 LH	ASM1 26 x 77 LH	TVL1 18 x 90 LH	TVL2 46 x 100 LH	VLY1 17 x 81 LH			
VNR1 35 x 65 LH	APK1 25 x 63 LH	SVK1 40 x 65 LH	VNR1 47 x 66 LH	VNR2 32 x 65 LH				

RegionSOUTH-03 MTD | LCE 22.02% | LCR 75.09% | LH

DGL1 9 x 84 LH	DGL1 3 x 100 LH		DGL2 2 x 100 LH		MDU1 8 x 94 LH		MDU5 17 x 93 LH		MPA1 4 x 100 LH		NTM1 18 x 57 LH		PNI1 41 x 75 LH							
KKD2 14 x 77 LH	ATG1 7 x 95 LH		DKI1 32 x 73 LH		KKD2 8 x 94 LH		MNM1 7 x 73 LH		PNV1 24 x 68 LH		PVI1 30 x 82 LH		SGP1 8 x 77 LH		TDI1 8 x 59 LH		TPT1 3 x 91 LH			
KRR1 8 x 100 LH	KRR1 12 x 100 LH								ODM1 2 x 100 LH											
MDU2 33 x 74 LH	ADP1 44 x 73 LH		BNR1 42 x 75 LH		CBM1 30 x 59 LH		CMR1 76 x 88 HH		MDU2 13 x 81 LH		MDU3 5 x 100 LH		MDU4 34 x 63 LH		MDU6 42 x 76 LH		TEN1 42 x 78 LH		TEN2 38 x 74 LH	
SVG1 36 x 71 LH	BTU1 91 x 84 HH		KPT1 22 x 69 LH		MLR1 7 x 93 LH		NKI1 30 x 60 LH		PKM1 4 x 71 LH		SVG1 21 x 79 LH		TMM1 55 x 70 AH		USL1 54 x 54 AH					

RegionTIRUPATI-01 MTD | LCE 87.21% | LCR 91.56% | HH

ATP1 109 x 93 HH	ADI1 56 x 76 AH	ATP1 84 x 93 HH	DHN1 196 x 93 HH	GTL1 204 x 100 HH	KNL1 94 x 97 HH	KNL2 58 x 91 AH	NDL1 50 x 74 LH	TPI1 216 x 97 HH			
KDA1 56 x 92 AH	BVL1 22 x 82 LH	KDA1 78 x 90 HH	KOU1 54 x 93 AH	MPL1 20 x 95 LH	PDT1 148 x 96 HH	PIL1 55 x 86 AH	RCY1 57 x 93 AH	RJP1 58 x 91 AH			
TPY1 89 x 90 HH	CTO1 51 x 85 AH	KHT1 88 x 96 HH	NLR1 134 x 93 HH	NYP1 149 x 97 HH	PGR1 142 x 94 HH	PMR1 106 x 94 HH	PUT1 51 x 87 AH	SPE1 92 x 92 HH	TPY1 73 x 70 HH	TPY2 57 x 82 AH	VKI1 175 x 93 HH

RegionTRICHY-01 MTD | LCE 37.00% | LCR 88.43% | LH

KUM1 46 x 91 LH	JKM1 18 x 93 LH	KUM1 49 x 91 LH	MVM1 84 x 87 HH	NCK1 34 x 89 LH	TVR1 20 x 98 LH	TVR2 40 x 98 LH	
PTK1 36 x 85 LH	APM1 72 x 83 HH	MDI1 26 x 95 LH	NGT1 35 x 79 LH	NMM1 55 x 81 AH	PTK1 10 x 98 LH	TTP1 43 x 85 LH	
TNJ1 49 x 91 LH	AYR1 60 x 97 AH	KIK1 35 x 77 LH	KRN1 41 x 86 LH	ORU1 44 x 89 LH	PDK1 145 x 91 HH	TNJ1 33 x 97 LH	TNJ2 43 x 94 LH



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TRY1 24 x 84 LH	MSI1 26 x 95 LH	PBR1 12 x 93 LH	PBR2 40 x 76 LH	TRY1 11 x 88 LH	TRY2 81 x 93 HH	TRY3 34 x 90 LH	TYR1 24 x 71 LH	
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Region VIJAYAWADA-01 MTD | LCE 87.94% | LCR 94.14% | HH

BVR1 80 x 94 HH	AMP1 86 x 96 HH	BVR1 66 x 90 HH	DPE1 111 x 100 HH	ELU1 161 x 100 HH	JGG1 100 x 90 HH	KND1 82 x 95 HH	PAP1 50 x 98 AH	PPM1 132 x 98 HH	RMV1 37 x 85 LH	TDD1 96 x 91 HH	TNK1 47 x 89 LH	
GNT1 77 x 94 HH	BPP1 53 x 96 AH	CKT1 157 x 96 HH	CRL1 108 x 98 HH	GNT1 31 x 96 LH	GNT2 156 x 99 HH	KDR1 52 x 99 AH	NRT1 10 x 76 LH	OGL1 222 x 95 HH	PNR1 64 x 77 HH	PRL1 57 x 84 AH	RAL1 46 x 87 LH	VKN1 20 x 92 LH
VJW1 107 x 94 HH	GDV1 145 x 99 HH	GVM1 125 x 96 HH	JPT1 145 x 89 HH	MTM1 100 x 89 HH	TEL1 93 x 95 HH	TVU1 163 x 96 HH	VJW1 71 x 98 HH	VJW2 95 x 97 HH	VJW3 56 x 93 AH	VJW4 60 x 81 AH	VJW5 127 x 96 HH	VUY1 159 x 93 HH

Region WEST-01 MTD | LCE 37.15% | LCR 85.88% | LH

CBE1 37 x 95 LH	CBE1 51 x 93 AH	CBE2 19 x 97 LH	CBE3 30 x 97 LH	CBE4 42 x 97 LH	CBE6 76 x 98 HH	KMR1 64 x 96 HH	SNR1 25 x 83 LH	SUL1 26 x 90 LH	
PLI1 26 x 86 LH	DPM2 18 x 91 LH	KGM1 24 x 92 LH	PDM1 31 x 78 LH	PLI1 32 x 83 LH	UMP1 22 x 88 LH				
TPR1 55 x 86 AH	TPR1 70 x 74 HH		TPR2 7 x 95 LH	TPR3 113 x 95 HH					
TPR4 53 x 78 AH	ANR1 17 x 82 LH	AVI1 46 x 100 LH	GBM1 80 x 54 HH	PPI1 70 x 82 HH	SYM2 53 x 79 AH	TPR4 35 x 91 LH			
UAM1 23 x 73 LH	CNR1 8 x 92 LH	GDR1 23 x 64 LH	KGI1 36 x 73 LH	KMD1 0 x NaN LL	MPM1 49 x 74 LH	UAM1 14 x 72 LH			

Region WEST-02 MTD | LCE 43.81% | LCR 83.95% | LH

ERD1 72 x 86 HH	CMI1 45 x 75 LH	ERD1 116 x 91 HH	ERD2 32 x 90 LH	KMM1 46 x 86 LH	NKL2 73 x 80 HH	PDR1 53 x 57 AH	RSP1 84 x 93 HH	SGG1 80 x 82 HH	TCG1 56 x 85 AH	VKL1 144 x 92 HH
HSR1 22 x 82 LH	HSR1 32 x 84 LH	HSR2 35 x 86 LH	KRI1 9 x 96 LH	KVP1 2 x 100 LH	PLC1 21 x 51 LH	PMP1 18 x 72 LH	SGI1 27 x 90 LH			
MTR1 37 x 85 LH	BMD1 7 x 94 LH	DPR1 25 x 82 LH	DPR2 64 x 84 HH	HRR1 97 x 97 HH	MCR1 23 x 88 LH	MTR1 26 x 63 LH	OML1 29 x 80 LH	TRM1 42 x 77 LH		
SLM1 40 x 80 LH	APN1 69 x 68 HH	ATU1 55 x 77 AH	EDP1 14 x 62 LH	EPI1 16 x 90 LH	SLM1 53 x 82 AH	SLM2 40 x 99 LH	SLM3 38 x 90 LH	VPD1 24 x 66 LH		