

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 : 29-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	14,055	1,253	769	8.91%	61.37%	LH
CHENNAI-02	12,708	1,688	950	13.28%	56.28%	LH
KL-SOUTH	943	84	58	8.90%	69.05%	LH
NORTH ARCOT	11,877	1,430	604	12.04%	42.24%	LA
SOUTH ARCOT	10,177	794	445	7.80%	56.05%	LH
SOUTH-01	23,959	3,397	2,080	14.18%	61.23%	LH
SOUTH-03	19,924	1,216	680	6.10%	55.92%	LH
TIRUPATI-01	8,214	1,800	1,418	21.91%	78.78%	LH
TRICHY-01	15,904	1,521	1,233	9.56%	81.07%	LH
VIJAYAWADA-01	8,018	2,766	2,436	34.50%	88.07%	LH
WEST-01	12,236	2,082	1,692	17.02%	81.27%	LH
WEST-02	16,867	1,644	1,093	9.75%	66.48%	LH
Total	154,882	19,675	13,458	12.70%	68.40%	LH

Region	CHENNAI-02 MTD LCE 13.28% LCR 56.28% LH															
CH01 10 x 66 LH	CH03 4 x 76 LH		CH06 6 x 45 LA		CH12 23 x 56 LH		CH23 10 x 100 LH		CH24 14 x 79 LH		MC06 1 x 100 LH					
CH04 15 x 50 LA	CH21 23 x 45 LA		CH34 15 x 62 LH		CH44 16 x 53 LH		GPD1 18 x 54 LH		MC05 3 x 100 LH		MJR1 15 x 36 LA		PON1 14 x 47 LA		UKI1 1 x 83 LH	
CH07 18 x 54 LH	CH01 38 x 100 LH		CH15 26 x 40 LA		CH17 11 x 100 LH		CH18 13 x 71 LH		CH27 4 x 100 LH		CH32 19 x 100 LH		CH36 4 x 100 LH		CH43 19 x 46 LA	
CH09 10 x 64 LH	CH09 6 x 95 LH		CH20 17 x 52 LH		CH31 5 x 80 LH		CH33 3 x 94 LH		CH41 14 x 52 LH		CH46 12 x 76 LH		CH51 NaN x NaN LL			

Region	NORTH ARCOT MTD LCE 12.04% LCR 42.24% LA								
NA01 22 x 33 LA	AKM1 30 x 26 LL	ANI1 7 x 68 LH	ARC2 2 x 100 LH	CYR1 8 x 53 LH	KPM1 9 x 68 LH	KPM2 40 x 20 LL	WJD1 12 x 69 LH	WJP1 16 x 71 LH	
NA02 7 x 59 LH	ABR1 6 x 75 LH	CGM1 1 x 75 LH	GDM1 8 x 48 LA	PLR1 4 x 100 LH	TRR1 5 x 71 LH	VEL1 13 x 63 LH	VEL2 13 x 45 LA	VEL3 NaN x NaN LL	VNB1 1 x 33 LA
NA03 6 x 62 LH	BGR1 13 x 71 LH	CPT1 4 x 50 LA	PTU1 5 x 78 LH	SBR1 0 x 50 LA	SLG1 3 x 54 LH	TRL1 5 x 93 LH	TRT1 5 x 27 LL	UGI1 12 x 59 LH	VSI1 13 x 56 LH

Region SOUTH ARCOT MTD | LCE 7.80% | LCR 56.05% | LH



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SA01 12 x 49 LA	CUD1 21 x 31 LA		KLM1 10 x 66 LH		MKM1 3 x 88 LH		POY1 9 x 86 LH		POY2 6 x 78 LH	
SA02 7 x 60 LH	CDM1 11 x 32 LA	KKI2 16 x 65 LH	KML1 1 x 100 LH	NVL2 5 x 63 LH	PRT1 6 x 92 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH	VCM1 7 x 93 LH		
SA03 5 x 65 LH	SJI1 NaN x NaN LL	SJI2 1 x 100 LH	TDM1 5 x 52 LH	TRK1 13 x 51 LH	TVM1 8 x 100 LH	TVM2 1 x 100 LH	VPM1 10 x 95 LH	VPM2 0 x 100 LH		

RegionSOUTH-01 MTD | LCE 14.18% | LCR 61.23% | LH

KVT1 13 x 57 LH	KVT1 4 x 68 LH	KYR1 2 x 73 LH	PKD1 25 x 40 LA	RND1 25 x 61 LH	SKD1 11 x 54 LH	SNL1 10 x 54 LH	STU2 11 x 91 LH	VKM1 14 x 65 LH
NGR1 10 x 64 LH	COL1 26 x 79 LH	KGL1 13 x 74 LH	KSM1 5 x 60 LH	MAR1 11 x 92 LH	MMT1 9 x 65 LH	NGR1 10 x 46 LA	TKY1 3 x 54 LH	
TKS1 12 x 77 LH	PDI1 4 x 59 LH	RPM1 8 x 82 LH	SDI1 7 x 69 LH	SGT1 7 x 75 LH	TKS1 12 x 66 LH	TKS2 21 x 84 LH		
TUT1 16 x 60 LH	ERL1 NaN x NaN LL	ERL2 17 x 70 LH	TCN1 10 x 60 LH	TUT1 14 x 56 LH	TUT2 15 x 51 LH	TYI1 13 x 73 LH	UDN1 44 x 64 LH	
TVL1 18 x 78 LH	ARM1 19 x 48 LA	ASM1 16 x 81 LH	TVL1 20 x 87 LH	TVL2 29 x 92 LH	VLY1 14 x 58 LH			
VNR1 16 x 36 LA	APK1 18 x 18 LL	APK2 41 x 41 LA	SVK1 4 x 54 LH	VNR1 27 x 38 LA	VNR2 10 x 37 LA			

RegionSOUTH-03 MTD | LCE 6.10% | LCR 55.92% | LH

DGL1 3 x 87 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 57 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 85 LH		SGP1 1 x 100 LH		TDI1 2 x 80 LH		TPT1 1 x 75 LH	
KRR1 3 x 96 LH	KRR1 4 x 95 LH										ODM1 0 x 100 LH									
MDU2 12 x 41 LA	ADP1 0 x 100 LH		BNR1 9 x 48 LA		CBM1 3 x 53 LH		CMR1 13 x 86 LH		MDU2 6 x 68 LH		MDU3 2 x 100 LH		MDU4 4 x 56 LH		MDU6 49 x 28 LL		TEN1 3 x 93 LH		TEN2 3 x 64 LH	
SVG1 7 x 60 LH	BTU1 9 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 47 LA		SVG1 4 x 88 LH		TMM1 9 x 65 LH		USL1 11 x 48 LA			

RegionTIRUPATI-01 MTD | LCE 21.91% | LCR 78.78% | LH

ATP1 30 x 90 LH	ADI1 28 x 60 LH		ATP1 12 x 77 LH		DHN1 4 x 100 LH		GTL1 38 x 100 LH		HPR1 NaN x NaN LL		KNL1 62 x 99 HH		KNL2 12 x 89 LH		NDL1 14 x 82 LH		TPI1 113 x 98 HH							
KDA1 5 x 88 LH	BVL1 1 x 100 LH			KDA1 4 x 90 LH			KOU1 11 x 97 LH			MPL1 3 x 78 LH			PDT1 10 x 100 LH			PIL1 1 x 100 LH			RCY1 0 x 100 LH			RJP1 12 x 71 LH		
TPY1 26 x 69 LH	CTO1 5 x 76 LH		KHT1 26 x 83 LH		KVL1 16 x 49 LA		NLR1 18 x 79 LH		NYP1 34 x 60 LH		PGR1 23 x 85 LH		PMR1 41 x 96 LH		PUT1 17 x 65 LH		SPE1 17 x 78 LH		TPY1 43 x 36 LA		TPY2 29 x 56 LH		VKI1 54 x 94 AH	

RegionTRICHY-01 MTD | LCE 9.56% | LCR 81.07% | LH

KUM1 7 x 81 LH	KIK1 7 x 88 LH	KUM1 10 x 82 LH	NCK1 20 x 74 LH	NGT1 5 x 72 LH	TTP1 3 x 80 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 75 LH	PBR1 6 x 90 LH	PBR2 9 x 61 LH	TYR1 9 x 62 LH	
TNJ1 14 x 82 LH	APM1 18 x 72 LH	MDI1 24 x 92 LH	NMM1 20 x 83 LH	ORU1 6 x 68 LH	PTK1 6 x 75 LH	TNJ1 10 x 79 LH	TNJ2 16 x 78 LH	



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TRY1 9 x 86 LH	KRN1 3 x 82 LH			PDK1 56 x 81 AH		TRY1 4 x 97 LH		TRY2 21 x 88 LH			TRY3 2 x 100 LH		TRY4 2 x 100 LH					
Region VIJAYAWADA-01 MTD LCE 34.50% LCR 88.07% LH																		
BVR1 50 x 91 AH	AMP1 37 x 91 LH	BVR1 76 x 81 HH	DPE1 10 x 100 LH	ELU1 78 x 96 HH	JGG1 20 x 96 LH	KND1 74 x 99 HH	NPR1 1 x 100 LH	PAP1 63 x 88 HH	PPM1 140 x 99 HH	RMV1 59 x 98 AH	TDD1 25 x 91 LH	TNI1 2 x 100 LH	TNK1 21 x 96 LH					
GNT1 28 x 87 LH	BPP1 2 x 67 LH	CKT1 111 x 97 HH	CRL1 18 x 91 LH	GNT1 6 x 100 LH	GNT2 9 x 94 LH	KDR1 22 x 97 LH	NRT1 5 x 100 LH	OGL1 109 x 83 HH	PNR1 33 x 50 LA	PRL1 8 x 73 LH	RAL1 12 x 64 LH	VKN1 0 x NaN LL						
VJW1 22 x 81 LH	GDV1 21 x 100 LH	GVM1 17 x 52 LH	JPT1 28 x 52 LH	MTM1 15 x 61 LH	TEL1 27 x 83 LH	TVU1 47 x 98 LH	VJW1 25 x 95 LH	VJW2 1 x 100 LH	VJW3 15 x 74 LH	VJW4 37 x 84 LH	VJW5 22 x 79 LH	VUY1 7 x 100 LH						
Region WEST-01 MTD LCE 17.02% LCR 81.27% LH																		
CBE1 16 x 86 LH	CBE1 16 x 91 LH		CBE2 14 x 77 LH		CBE3 7 x 100 LH		CBE4 9 x 88 LH		CBE5 3 x 100 LH		CBE6 47 x 98 LH		KMR1 24 x 86 LH	SNR1 8 x 97 LH	SUL1 7 x 52 LH			
PLI1 8 x 87 LH	DPM2 4 x 88 LH			KGM1 8 x 89 LH			PDM1 8 x 88 LH			PLI1 12 x 83 LH			UMP1 4 x 100 LH					
TPR1 19 x 80 LH	TPR1 22 x 54 LH					TPR2 4 x 96 LH					TPR3 41 x 98 LH							
TPR4 38 x 79 LH	ANR1 25 x 95 LH			AVI1 43 x 95 LH			GBM1 85 x 67 HH			PPI1 46 x 84 LH			SYM2 4 x 64 LH			TPR4 19 x 65 LH		
UAM1 5 x 62 LH	CNR1 10 x 61 LH			GDR1 4 x 54 LH			KGI1 1 x 100 LH			KMD1 1 x 100 LH			MPM1 10 x 57 LH			UAM1 2 x 89 LH		
Region WEST-02 MTD LCE 9.75% LCR 66.48% LH																		
ERD1 15 x 68 LH	CMI1 4 x 43 LA		ERD1 18 x 68 LH		ERD2 6 x 75 LH		KMM1 10 x 48 LA		NKL2 10 x 75 LH		PDR1 19 x 66 LH		RSP1 14 x 59 LH	SGG1 27 x 55 LH	TCG1 3 x 100 LH	VKL1 56 x 77 AH		
HSR1 5 x 68 LH	HSR1 11 x 85 LH			HSR2 11 x 57 LH			KRI1 4 x 100 LH			KVP1 0 x 100 LH			PLC1 1 x 75 LH			PMP1 3 x 31 LA	SGI1 1 x 100 LH	
MTR1 8 x 75 LH	BMD1 2 x 100 LH			DPR1 3 x 100 LH			DPR2 15 x 52 LH			HRR1 33 x 100 LH			MCR1 4 x 55 LH			MTR1 1 x 80 LH	OML1 11 x 43 LA	TRM1 1 x 58 LH
SLM1 9 x 58 LH	APN1 25 x 33 LA			ATU1 14 x 48 LA			EDP1 3 x 100 LH			EPI1 1 x 100 LH			SLM1 14 x 66 LH			SLM2 5 x 82 LH	SLM3 2 x 50 LA	VPD1 8 x 70 LH