

Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

	Follow-Up Lead Conversion Rate (LCR)		
Follow-Up Lead Capture Efficiency (LCE)	Low <= 30%	Average 30 to 50 %	High 50%+
Low <= 50%	LL- Week Funnel	LA-Good sales, but no follow-up	LH-Strong seller, no database
Average 50-60%	AL-Missed Sales and leads	AA-Balanced Funnel	AH-High potential, improve lead capturing
High 60+	HL-Interest, no buys	HA-Good data + decent sales	HH-Best-case; data rich and high revenue

	From Date: 01-Aug-2026 To Date : 09-Aug-2026					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	4,383	38	34	0.87%	89.47%	LH
CHENNAI-02	3,589	22	21	0.61%	95.45%	LH
KL-NORTH	1,022			0.00%	NaN	LL
KL-SOUTH	612	4	4	0.65%	100.00%	LH
NORTH ARCOT	3,069	32	18	1.04%	56.25%	LH
SOUTH ARCOT	2,707	2	1	0.07%	50.00%	LA
SOUTH-01	5,757	23	21	0.40%	91.30%	LH
SOUTH-03	4,691	21	18	0.45%	85.71%	LH
TIRUPATI-01	2,017	304	241	15.07%	79.28%	LH
TRICHY-01	4,063	48	41	1.18%	85.42%	LH
VIJAYAWADA-01	1,970	312	251	15.84%	80.45%	LH
WEST-01	2,001	35	27	1.75%	77.14%	LH
WEST-02	2,478	4	3	0.16%	75.00%	LH
WEST-03	1,451	27	18	1.86%	66.67%	LH
Total	39,809	872	698	2.19%	80.05%	LH

CH03 2 x 95 LH	CGL1 0 x NaN LL		CH45 0 x NaN LL	GUD1 1 x 100 LH	GUD2 0 x NaN LL	MC10 0 x NaN LL	MRM1 0 x NaN LL	SKL1 0 x NaN LL	TKM1 18 x 95 LH
CH05 0 x 80 LH	AVD1 0 x NaN LL		CH05 0 x 100 LH	CH14 0 x NaN LL	CH26 0 x NaN LL	CH30 0 x NaN LL	CH35 3 x 75 LH	CH37 0 x NaN LL	
CH06 1 x 100 LH	CH08 1 x 100 LH		CH11 NaN x NaN LL	CH19 0 x NaN LL	CH25 0 x NaN LL	CH39 0 x NaN LL	CH40 0 x NaN LL	CH49 3 x 100 LH	
CH08 1 x 60 LH	CH07 0 x NaN LL		CH22 0 x NaN LL		CH47 2 x 60 LH		CH48 0 x NaN LL	KNR1 0 x NaN LL	
CH10 0 x NaN LL	CH16 0 x NaN LL		CH28 0 x NaN LL	CH29 0 x NaN LL		CH38 0 x NaN LL	CH42 0 x NaN LL	MC09 0 x NaN LL	

CH01 0 x 100 LH	CH03 0 x 100 LH		CH06 0 x NaN LL	CH12 0 x NaN LL	CH23 0 x NaN LL	CH24 0 x NaN LL	MC06 0 x NaN LL	
CH04 1 x 100 LH	CH21 0 x NaN LL	CH31 0 x NaN LL	CH34 4 x 100 LH	CH51 1 x 100 LH	GPD1 0 x NaN LL	MJR1 0 x NaN LL	PON1 0 x NaN LL	UKI1 0 x NaN LL
CH07 0 x 100 LH	CH01 0 x NaN LL	CH15 0 x NaN LL	CH17 0 x NaN LL	CH18 2 x 100 LH	CH27 0 x NaN LL	CH32 0 x NaN LL	CH36 0 x NaN LL	CH43 0 x NaN LL
CH09 1 x 88 LH	CH09 NaN x NaN LL	CH20 3 x 100 LH	CH33 0 x NaN LL	CH41 1 x 0 LL	CH44 2 x 100 LH	CH46 0 x NaN LL	CH50 0 x NaN LL	MC05 0 x NaN LL

KZD1 0 x NaN LL	BSY1 0 x NaN LL	KZD1 0 x NaN LL
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TVP1 1 x 100 LH	KLR1 0 x NaN LL	PAS1 0 x NaN LL	PNL1 3 x 100 LH	TVP1 0 x 100 LH
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Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
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NA01 2 x 41 LA	AKM1 0 x NaN LL	ANI1 0 x NaN LL	ARC2 3 x 50 LA	CYR1 0 x NaN LL	KPM1 0 x NaN LL	KPM2 5 x 31 LA	WJD1 0 x NaN LL	WJP1 2 x 100 LH	
NA02 0 x 100 LH	ABR1 0 x NaN LL	CGM1 0 x NaN LL	GDM1 0 x NaN LL	PLR1 0 x NaN LL	TRR1 0 x NaN LL	VEL1 1 x 100 LH	VEL2 0 x NaN LL	VNB1 0 x NaN LL	
NA03 1 x 89 LH	BGR1 8 x 88 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 0 x NaN LL	SLG1 0 x NaN LL	TRL1 0 x NaN LL	TRT1 0 x NaN LL	UGI1 0 x NaN LL	VSI1 1 x 100 LH

RegionSOUTH ARCOT MTD | LCE 0.07% | LCR 50.00% | LA

SA01 0 x 50 LA	CUD1 0 x NaN LL		KLM1 0 x NaN LL		MKM1 0 x NaN LL		POY1 0 x NaN LL		POY2 2 x 50 LA	
SA02 0 x NaN LL	CDM1 0 x NaN LL	KKI2 0 x NaN LL	KML1 0 x NaN LL	NVL2 0 x NaN LL	PRT1 0 x NaN LL	STP1 0 x NaN LL	VCM1 0 x NaN LL	VCM2 0 x NaN LL		
SA03 0 x NaN LL	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 0 x NaN LL	TRK1 0 x NaN LL	TVM1 0 x NaN LL	TVM2 0 x NaN LL	ULP1 0 x NaN LL	VPM1 0 x NaN LL	VPM2 0 x NaN LL	

RegionSOUTH-01 MTD | LCE 0.40% | LCR 91.30% | LH

KVT1 0 x 67 LH	KVT1 0 x NaN LL		KYR1 0 x NaN LL	PKD1 0 x NaN LL		RND1 0 x NaN LL	RND2 0 x NaN LL	SKD1 0 x NaN LL	SNL1 2 x 50 LA	STU2 0 x NaN LL	VKM1 1 x 100 LH	
NGR1 1 x 91 LH	COL1 0 x NaN LL		KGL1 0 x NaN LL		KSM1 0 x NaN LL		MAR1 0 x NaN LL		MMT1 1 x 100 LH	NGR1 4 x 90 LH	TKY1 0 x NaN LL	
TKS1 0 x NaN LL	PDI1 0 x NaN LL			RPM1 0 x NaN LL		SDI1 0 x NaN LL		SGT1 0 x NaN LL		TKS1 0 x NaN LL	TKS2 0 x NaN LL	
TUT1 0 x 100 LH	ERL1 NaN x NaN LL		ERL2 0 x NaN LL		TCN1 0 x NaN LL		TUT1 0 x NaN LL		TUT2 0 x NaN LL		TYI1 4 x 100 LH	UDN1 0 x NaN LL
TVL1 1 x 100 LH	ARM1 0 x NaN LL				ASM1 0 x NaN LL			TVL1 1 x 100 LH			VLY1 0 x NaN LL	
VNR1 0 x NaN LL	APK1 0 x NaN LL			APK2 0 x NaN LL			SVK1 0 x NaN LL		VNR1 0 x NaN LL		VNR2 0 x NaN LL	

RegionSOUTH-03 MTD | LCE 0.45% | LCR 85.71% | LH

KKD2 2 x 90 LH	ATG1 4 x 67 LH	DKI1 0 x NaN LL	KKD2 NaN x NaN LL	KKD3 0 x NaN LL	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 0 x NaN LL	PV11 15 x 100 LH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 0 x NaN LL							
KRR1 0 x NaN LL	KRR1 0 x NaN LL			MPA1 0 x NaN LL		NTM1 0 x NaN LL		ODM1 0 x NaN LL		PNI1 0 x NaN LL								
MDU1 0 x NaN LL	DGL1 0 x NaN LL		DGL2 0 x NaN LL		MDU1 0 x NaN LL		MDU2 0 x NaN LL		MDU3 0 x NaN LL		MDU4 0 x NaN LL		MDU5 0 x NaN LL		MDU6 0 x NaN LL			
SVG1 0 x 0 LL	BTU1 0 x NaN LL		KPT1 0 x NaN LL		KYK1 0 x NaN LL		MDU7 0 x NaN LL		MLR1 0 x NaN LL		NKI1 0 x NaN LL		SVG1 0 x NaN LL		TMM1 1 x 0 LL		USL1 0 x NaN LL	
TEN1 0 x NaN LL	ADP1 0 x NaN LL			BNR1 0 x NaN LL		CBM1 0 x NaN LL		CMR1 0 x NaN LL		PKM1 0 x NaN LL			TEN1 0 x NaN LL			TEN2 0 x NaN LL		

RegionTIRUPATI-01 MTD | LCE 15.07% | LCR 79.28% | LH

ATP1 24 x 81 LH	ADI1 19 x 80 LH	ATP1 20 x 56 LH	DHN1 28 x 79 LH	GTL1 0 x NaN LL	KNL1 29 x 91 LH	KNL2 71 x 95 HH	NDL1 20 x 86 LH	TPI1 0 x NaN LL	
KDA1 9 x 87 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 0 x NaN LL	KOU1 10 x 67 LH	MPL1 0 x NaN LL	PDT1 42 x 100 LH	PIL1 0 x NaN LL	RCY1 12 x 67 LH	RJP1 19 x 80 LH
NLR1 11 x 76 LH	KDR1 8 x 100 LH	KHT1 40 x 77 LH	KVL1 20 x 50 LA	NLR1 9 x 100 LH	NYP1 0 x NaN LL	SPE1 0 x NaN LL	VKI1 5 x 50 LA		



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TPY1 10 x 70 LH	CTO1 2 x 100 LH	PGR1 0 x NaN LL	PMR1 29 x 57 LH	PUT1 13 x 80 LH	TPY1 14 x 62 LH	TPY2 7 x 90 LH
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TRICHY-01 MTD | LCE 1.18% | LCR 85.42% | LH

KUM1 1 x 77 LH	KIK1 0 x NaN LL	KUM1 0 x NaN LL	KUM2 0 x NaN LL	NCK1 0 x NaN LL	NGT1 11 x 77 LH	TTP1 0 x NaN LL	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PBR1 2 x 85 LH	AYR1 0 x NaN LL	JKM1 0 x NaN LL	MSI1 0 x NaN LL	MVM1 0 x NaN LL	PBR1 0 x NaN LL	PBR2 0 x NaN LL	TYR1 15 x 85 LH	
TNJ1 0 x NaN LL	APM1 0 x NaN LL	MDI1 0 x NaN LL	NMM1 0 x NaN LL	ORU1 0 x NaN LL	PTK1 0 x NaN LL	TNJ1 0 x NaN LL	TNJ2 0 x NaN LL	
TRY1 1 x 100 LH	KRN1 0 x NaN LL	PDK1 0 x NaN LL	PDK2 0 x NaN LL	TRY1 0 x NaN LL	TRY2 0 x NaN LL	TRY3 0 x NaN LL	TRY4 7 x 100 LH	

VIJAYAWADA-01 MTD | LCE 15.84% | LCR 80.45% | LH

BVR1 15 x 81 LH	AMP1 20 x 71 LH	BVR1 18 x 32 LA	DPE1 0 x NaN LL	ELU1 0 x NaN LL	JGG1 16 x 100 LH	KND1 0 x NaN LL	NPR1 0 x NaN LL	PAP1 0 x NaN LL	PPM1 68 x 100 HH	RMV1 41 x 85 LH	TDD1 0 x NaN LL	TNI1 32 x 100 LH	TNK1 1 x 0 LL
GNT1 14 x 81 LH	BPP1 5 x 100 LH	CKT1 0 x NaN LL	CRL1 27 x 81 LH	GNT1 1 x 100 LH	GNT2 0 x NaN LL	NRT1 4 x 100 LH	OGL1 5 x 100 LH	PNR1 19 x 30 LL	PRL1 30 x 58 LH	RAL1 84 x 97 HH	TEL1 2 x 100 LH	VKN1 0 x NaN LL	
VJW1 19 x 80 LH	GDV1 15 x 40 LA	GVM1 15 x 89 LH	JPT1 66 x 83 HH	MTM1 8 x 50 LA	NZV1 90 x 79 HH	TVU1 50 x 95 LH	VJW1 9 x 62 LH	VJW2 0 x NaN LL	VJW3 0 x NaN LL	VJW4 4 x 100 LH	VJW5 6 x 67 LH	VUY1 0 x NaN LL	

WEST-01 MTD | LCE 1.75% | LCR 77.14% | LH

CBE1 3 x 77 LH	CBE1 0 x NaN LL	CBE2 3 x 80 LH	CBE3 0 x NaN LL	CBE4 0 x NaN LL	CBE5 0 x NaN LL	CBE6 0 x NaN LL	KMR1 11 x 73 LH	SNR1 3 x 100 LH	SUL1 0 x NaN LL	
PLI1 0 x NaN LL	DPM2 0 x NaN LL		PDM1 0 x NaN LL		PLI1 0 x NaN LL		UMP1 0 x NaN LL			
TPR4 0 x NaN LL	ANR1 0 x NaN LL				PPI1 0 x NaN LL					
UAM1 0 x NaN LL	CNR1 0 x NaN LL	GDR1 0 x NaN LL	KGI1 0 x NaN LL	KMD1 0 x NaN LL	MPM1 0 x NaN LL	UAM1 0 x NaN LL				

WEST-02 MTD | LCE 0.16% | LCR 75.00% | LH

HSR1 0 x 100 LH	HSR1 0 x NaN LL	HSR2 0 x NaN LL	KAM1 0 x NaN LL	KRI1 0 x NaN LL	KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 1 x 100 LH	PNG1 0 x NaN LL	SGI1 0 x NaN LL	
MTR1 0 x 100 LH	BMD1 1 x 100 LH	DPR1 0 x NaN LL	DPR2 0 x NaN LL	HRR1 0 x NaN LL	MCR1 0 x NaN LL	MTR1 0 x NaN LL	OML1 0 x NaN LL	TRM1 0 x NaN LL		
SLM1 0 x 50 LA	APN1 1 x 100 LH	ATU1 1 x 0 LL	EDP1 0 x NaN LL	EPI1 0 x NaN LL	SLM1 0 x NaN LL	SLM2 0 x NaN LL	SLM3 0 x NaN LL	VPD1 0 x NaN LL		

WEST-03 MTD | LCE 1.86% | LCR 66.67% | LH

ERD1 4 x 71 LH	CMI1 19 x 62 LH	ERD1 0 x NaN LL	ERD2 0 x NaN LL	PDR1 0 x NaN LL	VKL1 8 x 100 LH	
NKL1 1 x 50 LA	KMM1 0 x NaN LL	NKL2 1 x 50 LA	RSP1 0 x NaN LL	SGG1 0 x NaN LL	TCG1 0 x NaN LL	
PLI1 0 x NaN LL	KGM1 0 x NaN LL					
TPR1 0 x 100 LH	TPR1 1 x 100 LH	TPR2 0 x NaN LL	TPR3 0 x NaN LL			
TPR4 3 x 57 LH	AVI1 0 x NaN LL	GBM1 11 x 57 LH	SYM2 0 x NaN LL	TPR4 0 x NaN LL		